



## OPERATIONAL COSTS OF TRUCKING DATA COLLECTION

The American Transportation Research Institute (ATRI) is conducting its annual **for-hire** motor carrier data collection initiative to obtain truck-related operational costs for ATRI's *Operational Costs of Trucking* report. ATRI is seeking cost data **from 2021** associated with operating a truck. The final report will support studies related to industry productivity, driver issues, and fuel efficiency. Please note that the questions below are focused on TRUCK-TRACTORS only.

The data collected will be kept completely **confidential**. Personal, organizational, or financial information will never be released for public use under any circumstance, and it will only be used internally for research analyses. The final report will only be presented in an aggregated, non-identifying format. As needed, ATRI will sign a confidentiality agreement.

The data collection form can be completed [online here](#), **OR** by completing this form and returning it via email to [aleslie@trucking.org](mailto:aleslie@trucking.org) or via fax to 770-432-0638.

All participants submitting a completed, usable data collection form will receive an advance copy of the 2022 *Operational Costs of Trucking* report. New this year, each participant will also receive a confidential, customized report directly comparing your operational costs to the operational cost trends of peer carriers of the same sector and size.

For any costs that were equal to zero in 2021, please explicitly enter "0" in the submission box. If you have any questions please contact Alex Leslie at [aleslie@trucking.org](mailto:aleslie@trucking.org) or 651-641-6162 ext. 2.

### CONTACT INFORMATION

- 1) Please enter your contact information below. Occasionally ATRI will follow up with participants to clarify answers. Your information will be kept strictly confidential. **All participants will receive an advance copy of the full report as well as a confidential, customized report directly comparing your operational costs to those of your peer carriers.**

Company	Contact Name
Street Address	Position/Title
City, State	Zip
Phone	Email

**DEMOGRAPHIC DATA**

2) **What was your fleet’s total IFTA mileage in 2021?** *(Include Owner-Operator miles reported for IFTA purposes)*

\_\_\_\_\_

3) **What was your company’s annual trucking-related revenue in 2021?** *(Exclude brokerage/logistics revenue)*

\_\_\_\_\_

4) **What was your company’s operating or profit margin in 2021?** *(Include as a percentage)*

\_\_\_\_\_ %

5) **What is your primary for-hire business operation type?** *(Check only one)*

- |  |  |
|--|--|
| <input type="checkbox"/> Truckload Dry Van                 | <input type="checkbox"/> Express / Parcel Service      |
| <input type="checkbox"/> Less-Than-Truckload               | <input type="checkbox"/> Intermodal Containers         |
| <input type="checkbox"/> Refrigerated Van                  | <input type="checkbox"/> Automotive Transportation     |
| <input type="checkbox"/> Tanker                            | <input type="checkbox"/> Household Goods Mover         |
| <input type="checkbox"/> Flatbed                           | <input type="checkbox"/> Other (please specify): _____ |
| <input type="checkbox"/> Specialized – Oversize/Overweight |  |

6) **What are the three primary types of commodities that your company hauls?** *(While your company may haul multiple commodities, select only the top 3 most frequently hauled commodities.)*

- |   |   |
|---|---|
| <input type="checkbox"/> Agricultural Products            | <input type="checkbox"/> Industrial Gases                 |
| <input type="checkbox"/> Automotive Parts                 | <input type="checkbox"/> Intermodal Containers            |
| <input type="checkbox"/> Construction/Building Materials  | <input type="checkbox"/> Livestock                        |
| <input type="checkbox"/> Finished Vehicles                | <input type="checkbox"/> Manufactured Goods               |
| <input type="checkbox"/> Food Products – Refrigerated     | <input type="checkbox"/> Mine Ores                        |
| <input type="checkbox"/> Food Products – Non-Refrigerated | <input type="checkbox"/> Modular/Mobile Homes             |
| <input type="checkbox"/> Forest Products                  | <input type="checkbox"/> Paper Products                   |
| <input type="checkbox"/> Garbage or Sanitation            | <input type="checkbox"/> Petroleum Products               |
| <input type="checkbox"/> General Freight                  | <input type="checkbox"/> Refrigerated Food                |
| <input type="checkbox"/> Hazardous Materials              | <input type="checkbox"/> Retail Store/General Merchandise |
| <input type="checkbox"/> Heavy Machinery/Equipment        | <input type="checkbox"/> U.S. Mail/Parcel Service         |
| <input type="checkbox"/> Household Goods                  | <input type="checkbox"/> Other (please specify): _____    |

7) **Are any of the trucks in your fleet speed-limited or governed?**

- Yes       No       Don't Know

8) If you answered yes to previous question, please provide the maximum speed setting and the percent of your fleet governed at that speed.

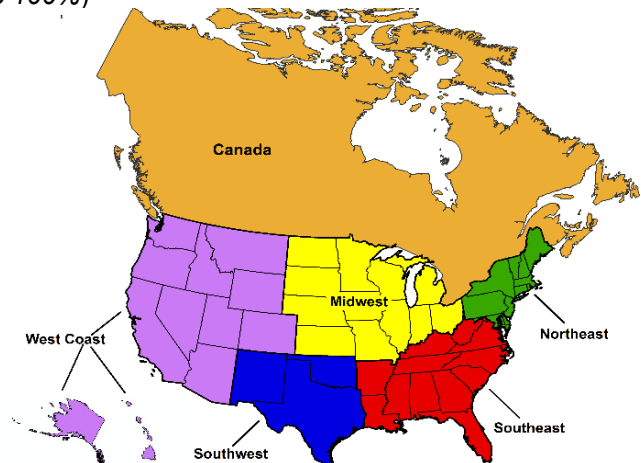
	Maximum Speed (MPH)	Percent of Trucks
Speed Setting 1		
Speed Setting 2		
Speed Setting 3		

9) Based on your fleet’s IFTA miles, what percentage of your drivers’ trips were in the following categories in 2021? (Total must sum to 100%)

Local pickups and deliveries (less than 100 miles)	
Regional pickups and deliveries (100 – 500 miles)	
Inter-regional pickups and deliveries (500 – 1,000 miles)	
National (greater than 1,000 miles)	
<b>Total</b>	<b>100%</b>

10) Please estimate the percentage of miles traveled by your fleet (include IC/Owner-Operator miles) in the following regions during 2021. (Total must sum to 100%)

Region	% of Total Miles
Midwest	
Northeast	
Southeast	
Southwest	
West	
Canada	
<b>Total</b>	<b>100%</b>



11) How many drivers did your company utilize in 2021 for each type of equipment?

	Company Driver / Company Truck	Leased Driver / Company Truck	Owner-Operator
Truck-Tractor – Solo Driver			
Truck-Tractor – Team Drivers			

12) What was your company’s annualized driver turnover rate in 2021?

\_\_\_\_\_

**TRUCK-TRACTOR DATA**

13) What was your fleet size, average age and average number of miles traveled (including Owner-Operators) in 2021?

	Total Number of Truck-Tractors	Average Age (in years)	Average Miles per Year per Tractor
Truck-Tractors			

Trailer Type	Number of Units	Average Age (in years)
28' Trailer		
33' Trailer		
45' Trailer		
48' Trailer		
53' Trailer		
Tank Trailer		
Flatbed Trailer		
Auto Transporter		
Refrigerated Trailer		
Intermodal Chassis		
Other Trailer (please specify):		
Other Trailer (please specify):		
Other Trailer (please specify):		

14) For your fleet of **TRUCK-TRACTORS**, what is the average loaded weight of a tractor-trailer combination in pounds? (cargo + truck + trailer)

\_\_\_\_\_ LBS

15) How long do you typically keep your equipment? (Please check years or miles)

Equipment Type	Avg. Trade Cycle	Years	Miles
Truck-Tractors			
Trailers			

16) Are any of the **TRUCK-TRACTORS** in your fleet powered by an alternative fuel? Do not include diesel, gasoline or biodiesel fuel.

- Yes       No       Don't Know

17) If you answered yes to previous question, please indicate the number of **TRUCK-TRACTORS** in your fleet that use each of the alternative fuels listed below.

Alternative Fuel Type	Number of Trucks
Compressed Natural Gas (CNG)	
Liquefied Natural Gas (LNG)	
Liquefied Petroleum Gas (LPG)	
Electric – Battery	
Electric – Fuel Cell (hydrogen)	
Other (please specify):	

18) Based on your fleet's total IFTA data for **TRUCK-TRACTORS**, what was your average fuel economy in miles per gallon (MPG) for 2021 (i.e. real miles driven divided by gallons of fuel purchased)?

\_\_\_\_\_ MPG

19) What percent of your total annual TRUCK-TRACTOR miles were non-revenue/dead-head miles in 2021?

\_\_\_\_\_ % of total 2021 miles

20) What percent of your total IFTA miles occurred on a U.S. toll road in 2021?

\_\_\_\_\_ % of total 2021 miles

21) What was your average TRUCK-TRACTOR total dwell time (loading + detention) per stop at shipper/receiver facilities in 2021?

\_\_\_\_\_ hours per trip

22) Do you pay truck parking costs to your drivers?

- Yes, in advance (via reservation, pre-paid card, etc.)       Yes, by reimbursement       No

If you answered yes, how much do you pay drivers for truck parking per day on average?

\_\_\_\_\_

23) What was your total out-of-pocket expense for incident costs below your deductible or self-insured retention (S.I.R.) in 2021?

24) Please list the average pay and benefits per mile (\$/mile) **OR** the average pay and benefits per hour (\$/hour) for **TRUCK-TRACTOR SOLO** drivers in 2021. (Do not include bonuses in this question. If there are multiple pay and benefit rates for the same type of driver, please use the average pay and benefits rates. If you use a different compensation method, e.g. percent of load or salary, please list it here.)

	Company Driver / Company Truck	Owner-Operator
Pay per Mile <sup>1</sup>		
Benefits per Mile <sup>2</sup>		
Pay per Hour <sup>1</sup>		
Benefits per Hour <sup>2</sup>		
Other Compensation Method (please specify):		

<sup>1</sup> Pay – Include only base pay. Do not include benefits, incentives and bonuses.

<sup>2</sup> Benefits – Include employer contributions to medical insurance, per diem and other financial benefits to the driver that are a standard part of employment. Do not include incentives and bonuses.

Please check the **benefits** you provide to drivers that were included in previous question:

- |   |  |   |
|---|--|---|
| <input type="checkbox"/> Health Insurance | <input type="checkbox"/> Paid Vacation   | <input type="checkbox"/> 401k                   |
| <input type="checkbox"/> Dental Insurance | <input type="checkbox"/> Paid Sick Leave | <input type="checkbox"/> Other – please specify |
| <input type="checkbox"/> Vision Insurance | <input type="checkbox"/> Per Diem        | _____   |

25) Do you provide any additional financial incentives and/or bonus pay for **TRUCK-TRACTOR SOLO** drivers that are not part of their regular wages?

- Yes     
  No     
  Don't Know

If yes, what was the average incentive and/or bonus pay paid per driver who received the bonus in 2021? (i.e. Safety Bonus: \$2,000. Please report as an annual average paid per driver. Please only include drivers who received bonuses in 2021.)

Type of Bonus	Company Driver / Company Truck	Owner-Operator
Safety Bonus		
On-Time Delivery Bonus		
New / Starting Driver Bonus		

Type of Bonus	Company Driver / Company Truck	Owner-Operator
Retention Bonus		
Fuel Economy Bonus		
Other (please specify):		
Other (please specify):		

26) Please list your 2021 **average TRUCK-TRACTOR cost per mile** for the following key cost centers, calculated using IFTA miles: (i.e. Tires: .04. If the line-item does not apply to your operation, please enter N/A.)

Expense Type	2021 Cost per Mile
Repair & Maintenance <ul style="list-style-type: none"> <li>Include R&amp;M costs, including R&amp;M labor and roadside repairs, for all trucks and trailers; do not include tire-related expenses.</li> </ul>	\$
Tires <ul style="list-style-type: none"> <li>Include all purchase, maintenance, re-treading, and replacement costs.</li> </ul>	\$
Fuel Costs <ul style="list-style-type: none"> <li>Include all IFTA-related fuel. <u>Do not</u> include fuel surcharge revenue.</li> </ul>	\$
Truck Insurance Premiums <ul style="list-style-type: none"> <li>Include all liability, cargo, and excess liability policy premiums related to insuring the truck. <u>Do not</u> include workers compensation costs/insurance, physical damage, jury awards, or out-of-court settlements.</li> </ul>	\$
Truck and Trailer Lease or Purchase Costs <ul style="list-style-type: none"> <li>Include all payment costs, and interest and fees associated with the payments. <u>Do not</u> include depreciation tax benefits.</li> </ul>	\$
Tolls <ul style="list-style-type: none"> <li>If you paid tolls in 2021, what were your costs per mile (total annual toll costs/annual IFTA miles)? If you had no toll costs in 2021, please enter 0.</li> </ul>	\$
Permit Costs <ul style="list-style-type: none"> <li>Include permits for oversize/overweight, HazMat, etc. <b>DO NOT</b> include truck registration or CDL costs.</li> </ul>	\$
Other <ul style="list-style-type: none"> <li>Please specify: _____</li> </ul>	\$
<b>Total</b>	<b>\$</b>

**Thank you! We greatly appreciate your participation.**

Please return completed data collection form to ATRI via fax **770-432-0638** or email [aleslie@trucking.org](mailto:aleslie@trucking.org).



## ATRI Operational Costs of Trucking Frequently Asked Questions

### **Who can access my operational and financial data?**

A limited number of ATRI research staff are the only ones to access and review your Operational Costs data. When your data is submitted, the research team will review for any missing items or items that need additional clarification. The confidentiality of your data is ensured, and ATRI is happy to sign a confidentiality agreement upon request. ATRI's *Operational Costs of Trucking* reports the data in aggregate, and there is no individual attribution of data to any one carrier.

### **I only operate 1 truck. Is my data important?**

ATRI's Operational Costs of Trucking relies on data from fleets of all sectors and sizes, from one-truck operators to fleets with over 1,000 trucks. The analysis is then able to break out the operational costs by fleet size, increasing the benchmarking potential for fleets of all sizes.

### **I'm not a member of ATRI/a state trucking association/ATA/OOIDA. Can I still provide data?**

Participation in ATRI's research is not dependent on membership in any association. All fleets are encouraged to submit data.

### **I don't keep my costs on a per mile basis. How can I respond to your data request?**

You can easily calculate the cost per mile by dividing the total cost spent on each metric (e.g., fuel, equipment lease/purchase, repair and maintenance, etc.) by your total IFTA miles for the year.

### **I don't have the answer to a question. Should I still submit?**

ATRI researchers are available at any time to directly assist with any specific questions or difficulties you may have when filling out the data collection form. While we strongly encourage carriers to complete all questions, a partial response can still be put to good use.

### **What's in it for me?**

Two major benefits for participating: all Operational Costs of Trucking participants are sent an advance copy of the full report. Additionally, for the first time this year, participants will be sent a customized report comparing your specific operational costs to the operational cost trends of peer carriers of the same sector and size.

### **I am a Canadian company. Can I still submit data, and how?**

Canadian fleets are encouraged to participate and do so each year. These carriers are asked to report values in US dollars and miles.