



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 2022** 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 TRACTOR-TRAILER Combos only.

All collected data will be kept completely **confidential**. Personal, organizational, and/or financial information will never be released for public use under any circumstance. The final published 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 at <https://www.research.net/r/ATRI-2023-Ops-Cost>, **OR** by completing this form and returning it via email to aleslie@trucking.org or via fax to 651-631-9500.

All participants submitting a completed, usable data collection form will receive an advance copy of the 2023 *Operational Costs of Trucking* report. 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 of your costs that were equal to zero in 2022, please explicitly enter "0" in the submission box. If you have any questions please contact Alex Leslie at 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

COSTS DATA

2) Please list your 2022 **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. If based in Canada, please report as US Dollars.)

Expense Type	2022 Cost per Mile USD
Repair & Maintenance <ul style="list-style-type: none"> • Include R&M costs, including R&M labor and roadside repairs, for all trucks and trailers; do not include tire-related expenses. 	\$
Tires <ul style="list-style-type: none"> • Include all purchase, maintenance, re-treading, and replacement costs. 	\$
Fuel Costs <ul style="list-style-type: none"> • Include all IFTA-related fuel. Do not include fuel surcharge revenue. 	\$
Truck Insurance Premiums <ul style="list-style-type: none"> • Include all liability, cargo, and excess liability policy premiums related to insuring the truck. Do not include workers compensation costs/insurance, physical damage, jury awards, or out-of-court settlements. 	\$
Truck and Trailer Lease or Purchase Costs <ul style="list-style-type: none"> • Include all payment costs, and interest and fees associated with the payments. Do not include depreciation tax benefits. 	\$
Tolls <ul style="list-style-type: none"> • If you paid tolls in 2022, what were your costs per mile (total annual toll costs/annual IFTA miles)? If you had no toll costs in 2022, please enter 0. 	\$
Permit Costs <ul style="list-style-type: none"> • Include permits for oversize/overweight, HazMat, etc. Do not include truck registration or CDL costs. 	\$
Other <ul style="list-style-type: none"> • Please specify: _____ 	\$
Total	\$

3) What was your total out-of-pocket expense for incident costs below your deductible or self-insured retention (S.I.R.) in 2022?

4) Please list the average pay and benefits per IFTA mile (\$/mile) **OR** the average pay and benefits per hour (\$/hour) for **TRUCK-TRACTOR SOLO** drivers in 2022. (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.) **You do not need to submit both per-mile and per-hour costs.**

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

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

² 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"/> Life insurance |
| <input type="checkbox"/> Vision Insurance | <input type="checkbox"/> Per Diem | <input type="checkbox"/> Employee Ownership / |
| <input type="checkbox"/> Other – please specify: _____ | | Profit Sharing |

5) 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 annual incentive and/or bonus pay paid per driver who received the bonus in 2022? (i.e. Safety Bonus: \$2,000. Please report as an annual average paid per driver. Please only include drivers who received bonuses in 2022.)

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

DEMOGRAPHIC AND WORKFORCE DATA

6) What was your fleet’s total IFTA mileage in 2022? (Include Owner-Operator miles reported for IFTA purposes)

7) What was your company’s annual trucking-related revenue in 2022? (Include fuel surcharge revenue; exclude brokerage/logistics revenue)

8) What was your company’s before-tax operating or profit margin in 2022? (Include as a percentage)

_____ %

9) 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 | |

10) 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): _____ |

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

- Yes No Don't Know

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

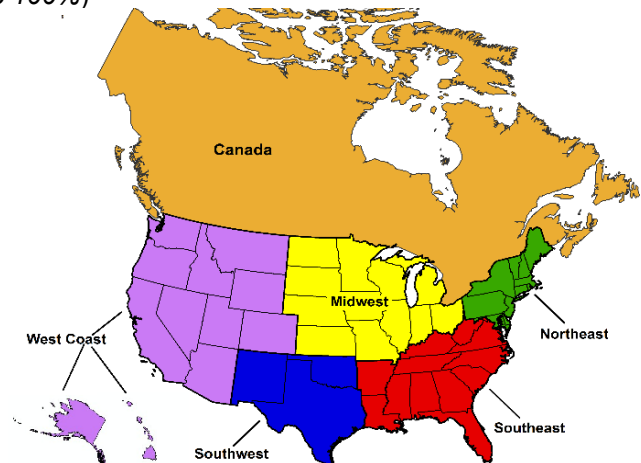
	Maximum Speed (MPH)	Percent of Trucks
Speed Setting 1		
Speed Setting 2		
Speed Setting 3		

13) Based on your fleet’s IFTA miles, what percentage of your drivers’ trips were in the following categories in 2022? (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)	
Total	100%

14) Please estimate the percentage of miles traveled by your fleet (include IC/Owner-Operator miles) in the following regions during 2022. (Total must sum to 100%)

Region	% of Total Miles
Midwest	
Northeast	
Southeast	
Southwest	
West	
Canada	
Total	100%



15) How many drivers did your company utilize in 2022 for each type of equipment?

	Company Driver / Company Truck	Leased Driver / Company Truck	Owner-Operator
Truck-Tractor – Solo Driver			
Truck-Tractor – Team Drivers (Total number of team drivers)			

16) How many non-driving employees did your company utilize in 2022?

17) What was your company’s annualized driver turnover rate in 2022?

TRUCK-TRACTOR AND EFFICIENCY DATA

18) What was your fleet size, average age and average number of miles traveled (including Owner-Operators) in 2022?

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

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

_____ LBS

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

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

21) 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

22) 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)	
Battery Electric Vehicle	
Hydrogen Fuel Cell Electric Vehicle	
Other (please specify):	

23) Based on your fleet’s total IFTA data for **TRUCK-TRACTORS**, what was your average fuel economy in miles per gallon (MPG) for 2022 (i.e. real IFTA miles driven divided by gallons of fuel purchased)?

_____ MPG

24) What percent of your total annual TRUCK-TRACTOR miles were non-revenue/dead-head miles in 2022?

_____ % of total 2022 miles

25) What was your average TRUCK-TRACTOR total dwell time (loading + detention) per stop at shipper/receiver facilities in 2022?

_____ hours per stop

26) On average, how many miles do trucks in your fleet run between breakdowns/failure?

_____ miles

27) What percentage of your fleet’s total repair and maintenance is conducted at in-house or company-owned shops (versus outside shops)?

_____ % in-house

28) 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?

\$ _____

Thank you! We greatly appreciate your participation.
Please return completed data collection form to ATRI via fax 651-631-9500 or email
aleslie@trucking.org.