



## 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 **for 2023** associated with operating a truck. A final question asks for estimates on cost trends in the opening months of 2024. 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 (not straight trucks).

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 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. Carriers with multiple operating fleets may submit data separately for each fleet.

All participants submitting a completed, usable data collection form will receive an advance copy of the 2024 *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 anonymized peer carriers of the same sector and size.

For any of your costs that were equal to zero in 2023, 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

**COSTS DATA**

2) What was your fleet’s total IFTA mileage in 2023? (Include Owner-Operator miles reported for IFTA purposes)

\_\_\_\_\_

3) Please list your 2023 **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	2023 Cost per Mile USD
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 2023, what were your costs per mile (total annual toll costs/annual IFTA miles)? If you had no toll costs in 2023, 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>

4) What was your total out-of-pocket expense for crash liability, cargo, and excess liability coverage costs below your deductible or self-insured retention (S.I.R.) in 2023? (Do not include workers compensation, physical damage, jury awards, or out-of-court settlements.)

\_\_\_\_\_

5) 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 2023. (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. LTL carrier averages should include both linehaul and P&D drivers.)

	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"/> 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                                |

6) 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 2023? (e.g. Safety Bonus: \$2,000. Please report as an annual average paid per driver. Please only include drivers who received bonuses in 2023.)

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**

7) **What was your company’s annual trucking-related revenue in 2023?** *(Include fuel surcharge revenue; exclude brokerage/logistics revenue)*

\_\_\_\_\_

8) **What was your company’s before-tax operating or profit margin in 2023?** *(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"/> Electronics                      | <input type="checkbox"/> Manufactured Goods                |
| <input type="checkbox"/> Finished Vehicles                | <input type="checkbox"/> Mine Ores                         |
| <input type="checkbox"/> Food Products – Refrigerated     | <input type="checkbox"/> Modular/Mobile Homes              |
| <input type="checkbox"/> Food Products – Non-Refrigerated | <input type="checkbox"/> Non-Hazardous Chemicals           |
| <input type="checkbox"/> Forest Products / Wood           | <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 Not-Food             |
| <input type="checkbox"/> Hazardous Materials              | <input type="checkbox"/> Retail Store/General Merchandise  |
| <input type="checkbox"/> Heavy Machinery/Equipment        | <input type="checkbox"/> Steel / Metal Sheets, Coils, Etc. |
| <input type="checkbox"/> Household Goods                  | <input type="checkbox"/> U.S. Mail/Parcel Service          |
| <input type="checkbox"/> Industrial Gases                 | <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.

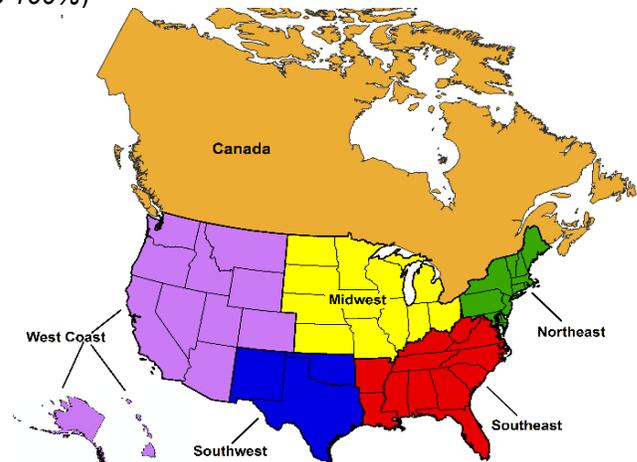
	Maximum Speed (MPH)	Percent of Trucks
Speed Setting 1		
Speed Setting 2		
Speed Setting 3		

13) Based on your fleet’s IFTA miles, what percentage of your drivers’ trips were in the following categories in 2023? (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>

14) Please estimate the percentage of miles traveled by your fleet (include IC/Owner-Operator miles) in the following regions during 2023. (Total must sum to 100%)

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



15) How many drivers did your company utilize in 2023 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 2023?

\_\_\_\_\_

17) What was your company’s annualized truck driver turnover rate in 2023?

\_\_\_\_\_

**TRUCK-TRACTOR AND EFFICIENCY DATA**

**18) What was your fleet size, average age and average number of miles traveled (including Owner-Operators) in 2023?**

	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) What percentage of your drivers' *daily mileage* was in the following ranges in 2023?**

1 – 100 miles	
101 – 200 miles	
201 – 300 miles	
301 – 400 miles	
401 – 500 miles	
501 + miles	
<b>Total</b>	<b>100%</b>

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

\_\_\_\_\_ LBS

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

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

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

Yes       No       Don't Know

23) 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):	

24) How many battery-electric truck charging stations do you have installed currently at your facilities?

\_\_\_\_\_

25) Based on your fleet's total IFTA data for **TRUCK-TRACTORS**, what was your average fuel economy in miles per gallon (MPG) for 2023 (i.e. real IFTA miles driven divided by gallons of fuel purchased)?

\_\_\_\_\_ MPG

26) What percent of your total annual TRUCK-TRACTOR miles were non-revenue/dead-head miles in 2023?

\_\_\_\_\_ % of total 2023 miles

27) What was your average TRUCK-TRACTOR total dwell time (loading/unloading + detention) per stop at shipper/receiver facilities in 2023?

\_\_\_\_\_ hours per stop

28) On average, how many miles do trucks in your fleet run between unscheduled repairs or breakdowns/failure?

\_\_\_\_\_ miles

29) What percentage of your fleet's total repair and maintenance is conducted at in-house or company-owned shops (versus outside shops)? (Include scheduled and unscheduled maintenance but not towing expenses.)

\_\_\_\_\_ % in-house

30) 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?

\$ \_\_\_\_\_

31) Please estimate how your **TRUCK-TRACTOR costs per mile** are trending for the following key cost centers in January and February 2024 compared to 2023 annual costs:

Expense Type	% Change
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 2023, what were your costs per mile (total annual toll costs/annual IFTA miles)? If you had no toll costs in 2023, 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>	%

**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).