



OPERATIONAL COSTS OF TRUCKING DATA COLLECTION

The American Transportation Research Institute (ATRI) is conducting its annual **for-hire** motor carrier data collection for its *Operational Costs of Trucking* report, the industry’s leading public benchmarking tool. ATRI is seeking cost data **for 2025** associated with operating a truck. Please note that the questions below are focused on **TRACTOR-TRAILER** combos only (not straight trucks).

The data collection form can be completed [online here](#), **OR** by completing this form and returning it via email to aleslie@trucking.org or via fax to 770-432-0638. Carriers with multiple operating fleets may submit data separately for each fleet.

All responses will be kept strictly 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.

All participants submitting a completed data collection form will receive a confidential, customized report that compares their costs and operations to an anonymized peer group of the same sector and size. New in 2026, customized reports for multi-year participants will also include year-over-year comparisons to more directly evaluate trends over time.

For any of your costs or metrics that were equal to zero in 2025, 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 responses. 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 anonymized peer carriers.**

Company	Contact Name
Email	Position/Title
City, State	

COSTS DATA

- 2) **What was your fleet’s total mileage driven in 2025?** *(Include out-of-route mileage; for most fleets, this will be total IFTA mileage.)*

Company drivers: _____

Owner-Operators / Independent Contractors: _____

3) Please list your 2025 average TRACTOR-TRAILER cost per mile for the following key cost centers, calculated using total cost-bearing mileage; **DO NOT** include OOs/ICs in your total mileage if you do not report OO/IC costs. (e.g. Tires: 0.04. If the line-item does not apply to your operation, please enter 0. If based in Canada, please report as US Dollars.)

Expense Type	2025 Cost per Mile USD
Repair & Maintenance <ul style="list-style-type: none"> • Include all R&M costs, including R&M labor and roadside repairs but not tows, for all trucks and trailers; <u>do not</u> 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 fuel. <u>Do not</u> 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. <u>Do not</u> include workers compensation costs/insurance, physical damage, jury awards, or out-of-court settlements. 	\$
Truck Lease or Purchase Costs <ul style="list-style-type: none"> • Include all payment costs, and interest and fees associated with the payments. <u>Do not</u> include depreciation tax benefits. 	\$
Trailer Lease or Purchase Costs <ul style="list-style-type: none"> • Include all payment costs, and interest and fees associated with the payments. <u>Do not</u> include depreciation. If you do not track trailer payment costs separately, please combine with truck payment costs above. 	\$
Tolls <ul style="list-style-type: none"> • If you paid tolls in 2025, what were your costs per mile (total annual toll costs/annual mileage)? If you had no toll costs in 2025, please enter 0. 	\$
Permit Costs <ul style="list-style-type: none"> • Include permits for oversize/overweight, HazMat, etc. <u>Do not</u> include truck registration or CDL costs. 	\$
Total	\$

4) What were your total out-of-pocket crash costs not covered by insurance in 2025 pertaining to liability and cargo? (Include deductibles and any other costs associated with a crash, but do not include workers compensation, physical damage, jury awards, or out-of-court settlements.)

5) What was your total expense during 2025 for jury verdicts, settlements, attorney fees, and defense legal costs resulting from commercial auto liability litigation?

6) Please list the average pay and benefits rate per mile (\$/mile) **OR** per hour (\$/hour) for each tractor-trailer solo driver type in 2025. (Do not include bonuses or payroll taxes 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, please estimate an average hourly or per-mile pay. **LTL carriers** should report both linehaul driver averages, as per-mile, and P&D driver averages, as per-hour.)

	Company Driver / Company Truck	Owner-Operator
Pay per Mile ¹		
Benefits per Mile ²		
Pay per Hour ¹		
Benefits per Hour ²		

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 |

7) Do you provide any additional financial incentives and/or bonus pay for tractor-trailer 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 paid per driver who received the incentive/bonus in 2025? (e.g. Safety Bonus: \$2,000. Please report as an annual average paid per driver. Please only include drivers who received bonuses in 2025.)

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

8) **What was your company’s annual trucking-related revenue in 2025?** (Include fuel surcharge revenue; exclude brokerage/logistics revenue)

9) **What was your company’s before-tax operating or profit margin in 2025?** (Include as a percentage: profit margin can be calculated as (Revenue – Expenses) / Revenue.)

_____ %

10) **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"/> Bulk |
| <input type="checkbox"/> Specialized – Oversize/Overweight | <input type="checkbox"/> Other (please specify): _____ |

11) **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"/> Other (please specify): _____ | |

12) **What was your average length of haul in 2025?**

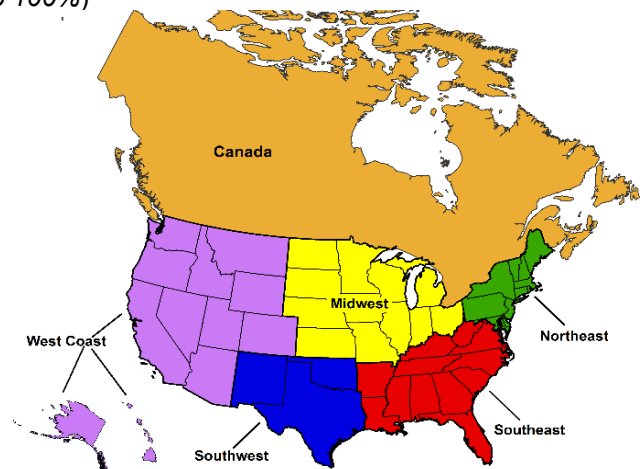
_____ miles

13) Based on your fleet’s total mileage, what percentage of your drivers’ trips were in the following categories in 2025? A trip is defined as the distance between a pickup/loading and a delivery/unloading. (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 2025. (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 2025 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 2025? (Do not include technicians or brokerage employees: only fleet operations.)

17) What was your company’s annualized tractor-trailer driver turnover rate in 2025?

18) What was your drivers’ Hours-of-Service utilization?

Of the available 11 hours per day, what is the average daily drive time for your drivers? _____

Of the available 14 hours per day, what is the average daily on-duty time for your drivers? _____

TRUCK-TRACTOR AND EFFICIENCY DATA

19) What was your fleet size, average age and average number of miles traveled (including Owner-Operators) in 2025?

	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):		

20) For your fleet of tractor-trailers, 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	
Hydrogen Combustion Engine	
Other (please specify):	

24) What was your average tractor-trailer fuel economy in miles per gallon (MPG) for 2025? (i.e. total miles driven divided by gallons of fuel purchased.)

_____ MPG

25) What percentage of your total annual tractor-trailer miles were non-revenue/dead-head miles in 2025?

_____ % of total 2025 miles

26) What was your average tractor-trailer total dwell time (loading/unloading + detention) per stop at shipper/receiver facilities in 2025?

_____ hours per stop

27) On average, how many miles do truck-tractors in your fleet run between unscheduled repairs or breakdowns/failure? (“Unscheduled repairs” includes any repair events that require any amount of shop time, regardless of fault but excluding recalls.)

_____ miles

28) 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

29) What was your average annual PER-TRUCK-TRACTOR spend on in-cab technology?

(Include hardware, software, subscription fees. Do not include installation or maintenance costs.)

\$ _____ per truck

30) Please estimate how your tractor-trailer costs per mile are trending for the following key cost centers in January and February 2026 compared to 2025 annual costs (if decreasing, use a minus sign):

Expense Type	% Change
Repair & Maintenance <ul style="list-style-type: none"> • Include R&M costs, including R&M labor and roadside repairs but not tows, for all trucks and trailers; <u>do not</u> 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 fuel. <u>Do not</u> 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. <u>Do not</u> include workers compensation costs/insurance, physical damage, jury awards, or out-of-court settlements. 	%
Truck Lease or Purchase Costs <ul style="list-style-type: none"> • Include all payment costs, and interest and fees associated with the payments. <u>Do not</u> include depreciation tax benefits. 	%
Trailer Lease or Purchase Costs <ul style="list-style-type: none"> • Include all payment costs, and interest and fees associated with the payments. <u>Do not</u> include depreciation. If you do not track trailer payment costs separately, please combine with truck payment costs above. 	%
Tolls <ul style="list-style-type: none"> • Include all toll costs. 	%
Permit Costs <ul style="list-style-type: none"> • Include permits for oversize/overweight, HazMat, etc. <u>Do not</u> include truck registration or CDL costs. 	%
Company Driver Wages <ul style="list-style-type: none"> • Include only base pay rate. <u>Do not</u> include benefits, incentives, bonuses, or payroll taxes. 	%
Company Driver Benefits <ul style="list-style-type: none"> • Include employer contributions to medical insurance, per diem and other financial benefits to the driver that are a standard part of employment. <u>Do not</u> include incentives and bonuses. 	%

Thank you! We greatly appreciate your participation.

Please return completed data collection form to ATRI via email aleslie@trucking.org or fax 770-432-0638.