

2003 OOIDA Cost Of Operations Survey Results
One Truck Operations:

ABOUT YOUR COMPANY:

Question	Answers	N (total responses)	Response	%age
Are you incorporated?	Yes	168	49	29%
	No		119	71%
Are you a member of OOIDA?	Yes	164	148	90%
	No		16	10%
What type trailer do you pull most often?	Dry Van	186	81	43.5%
	Flat Bed		28	15%
	Drop Deck		11	6%
	Low Boy		6	3%
	Reefer		23	12.4%
	Tanker		11	6%
	Grain		4	2.2%
	Dump		1	.5%
	Livestock		2	1%
Other	19	10.2%		
What is the primary freight you haul?	Misc Dry Van	186	44	23%
	Gen. Commod		28	15.1%
	Steel		4	2.2%
	Equip/Mach.		15	8%
	Liq/Chem./Fuel		10	5.4%
	Build Mat		12	6.5%
	Produce		6	3%
	Misc Reefer		4	2.2%
	Autos		4	2.2%
	Misc food prod		5	2.7%
	Meat		0	0
	Misc Dump		1	.5%
	Frozen Foods		5	2.7%
	Agricultural		6	3%
	Dry Bulk		2	1%
	Misc Flat Bed		11	6%
	Elec/Exhibits		5	2.7%
	Household		2	1%
	Livestock		2	1%
	Mail		1	.5%
Trucks/trailers	1	.5%		
Other	18	9.7%		

Question	N	Average	Median
How many drivers work for you?		.57	1
How many months did they work for you?		8.9	12
Do you run team on a regular basis?	113	Yes 3 3% NO 110 97%	
Do you run team with an unpaid spouse/partner?	113	Yes 2 2% NO 111 98%	
How much liability insurance do you carry?		\$ 1,123,373	\$ 1,000,000
What is your deductible?		\$ 1,616	\$ 1,000
How much life insurance do you carry?		\$ 119,614	\$ 75,000

THE TRUCK YOUR COMPANY OWNED ON DEC. 31, 2003:

Question	N	Average	Median
How many trucks do you own outright?	114 - 35	1	1
How many trucks are you making payments on?	114 - 62	1	1
What is your total monthly truck payments on this truck?	47	\$ 1,437	\$ 1,516
How many trucks do you lease from a bank or finance Co?	114 - 8	1	1
What is your total monthly lease payments?	83	\$ 1,753	0
How many trucks do you lease/purchase?	114 - 14	1	1
What is your total lease/purchase payment on this truck?	14	\$ 1,453	\$ 1,000
Total number of truck you operate:	187	1	1
Total amount of payments for this truck:	153	\$ 1,245	\$ 1,364

TRAILERS YOUR COMPANY OWNED ON DEC. 31, 2003:

Question	N	Average	Median
How many trailers do you own outright?	109 - 37	34%	0
How many trailers are you making payments on?	103 - 29	28%	0
What is your total monthly trailer payments on this trailer?	4	\$ 429	0
How many trailers do you lease from a bank/finance Co?	4		
What is your total monthly trailer lease payments?	4	\$ 359	0
How many trailers do you lease/purchase?	1		
What is your total lease/purchase payment on this trailer?	1	\$ 437	0
Total number of trailers you operate:	143	.76	1
Total amount of payments for this trailers:	53	\$ 565	0

HOW YOU ARE PAID:.

Question	N	Average	Median
What is your primary type of operation?	136		
Leased to a carrier	82 - 60%		
Own Authority	53 - 39%		
Haul Exempt	1 - 1%		
If you are leased to a carrier, what is the rate of compensation stated on your lease?			
Rate paid by mileage loaded	62	\$ 0.90	\$ 0.87
Rate paid by mileage unloaded	59	\$ 0.60	\$ 0.83
Or/			
Rate paid by percentage of line haul	82	75.11%	75%
Are you paid explicitly for loading time?	90		
Yes	32 35%		
No	58 65%		
If yes, how long do you have to give, before it kicks in?	36	132 min	120 min
What is the rate per hour for delays?	52	\$35	\$30
On a typical day, how long to load counting wait time?	61	113 min	60 min

OPERATION PARAMETERS:

Question	N	Average	Median
How many loaded miles did you run in 2003?	185	90,010	89,175
How many unloaded miles did you run in 2003?	179	17,358	13,103
How many days did you claim per diem in 2003?	183	192	233
How many months did you run in 2003?	186	10.8	12
How many states did you run in during 2003?	186	24.59	25
How many nights did you spend on the road in 2003?	183	201.4	233
Gallons of tractor fuel purchased in 2003?	185	17,927	18,000
Gallons of reefer fuel purchased in 2003?	132	275.9	0

ASSETS OF THE COMPANY IN 2003:

Question	N	Average	Median
Value of all trucks, price less depreciation	170	\$ 35,855	\$ 30,000
Current market value of all trucks	100	\$ 36,848	\$ 30,000
Business Equipment	169	\$ 8,249	\$ 4,500
Value of Trailers, price less depreciation	138	\$ 9,763	\$ 3,500
Value of garage, price less depreciation	114	\$ 4,764	\$ 0
Cash on hand Dec. 31, 2003	171	\$ 6,691	\$ 3,800
Escrow funds	145	\$ 1,241	\$ 0
Investments	144	\$ 20,728	\$ 1,215
Accounts Receivable	148	\$ 6,682	\$ 1,300
Total Assets in 2003	177	\$ 103,743	\$ 90,700

LIABILITIES OF THE COMPANY IN 2003:

Question	N	Average	Median
Total balance on truck loans or leases	166	\$ 24,534	\$ 19,621
Total balance on trailer loans or leases	137	\$ 4,711	\$ 0
Total balance on business loans	139	\$ 5,695	\$ 0
Total balance on business credit card debt	157	\$ 5,096	\$ 2,000
Total Liabilities in 2003	172	\$ 36,686	\$ 30,000

ANNUAL INCOME OF THE COMPANY IN 2003:

Question	N	Average	Median
Gross Earning from truck	172	\$ 110,527	\$ 109,704
Interest earnings from escrow, investments, cash	135	\$ 1,324	\$ 0
Other sources of business income	122	\$ 1,385	\$ 0
Total Gross income in 2003	172	\$ 112,549	\$ 110,750

ANNUAL FIXED EXPENSES OF THE COMPANY IN 2003:

Question	N	Average	Median
Interest portion of the truck payment	137	\$ 1,782	\$ 275
Interest portion of the trailer payment	112	\$ 135	\$ 0
Public Liability and Prop Damage insurance premiums	136	\$ 3,110	\$ 2,208
Bob-Tail/Deadhead insurance premiums	116	\$ 573	\$ 353
Cargo insurance premiums	97	\$ 645	\$ 0
Primary Liability insurance premiums	86	\$ 1,484	\$ 80.50
Secondary Liability insurance premiums	68	\$ 101	\$ 0
Primary Medical insurance premiums	93	\$ 2,262	\$ 1,000
Secondary Medical insurance premiums	62	\$ 702	\$ 0
Primary Disability insurance premiums	76	\$ 347	\$ 0
Secondary Disability insurance premiums	60	\$ 1.38	\$ 0
Life insurance premiums	102	\$ 670	\$ 154
Workers compensation insurance premiums	85	\$ 993	\$ 600
License plates	145	\$ 1,693	\$ 1,600
Permits	121	\$ 469	\$ 254
Garage or Parking Expenses	86	\$ 436	\$ 0
Total Fixed Expenses for 2003	187	\$ 21,611	\$ 20,456

ANNUAL VARIABLE EXPENSES OF THE COMPANY IN 2003:

Question	N	Average	Median
Tractor Fuel	140	\$ 27,590	\$ 27,245
Reefer Fuel	85	\$ 371	\$ 0
Tractor/Trailer Wash	135	\$ 706	\$ 500
Meals or per diem meal expense	118	\$ 5,556	\$ 4,974
Telephone	135	\$ 1,984	\$ 1,700
Satellite	87	\$ 124	\$ 0
Tolls	124	\$ 1,046	\$ 500
Loading and Unloading Fees	92	\$ 969	\$ 0
Tires	126	\$ 2,539	\$ 2,426
Preventative Maintenance	128	\$ 2,427	\$ 1,800
Repairs	131	\$ 5,811	\$ 4,676
Lodging	102	\$ 350	\$ 162
Fines and Tickets	96	\$ 164	\$ 0
Factoring Fees	71	\$ 443	\$ 0
Legal Services	82	\$ 222	\$ 0
Broker Fees	72	\$ 738	\$ 0
Professional Services	122	\$ 545	\$ 287
Driver Wages (Paid to drivers working for you)	80	\$ 4,946	\$ 0
Payroll Taxes for employee drivers	80	\$ 821	\$ 0
Taxes: Road, fuel, property, Fed use	119	\$ 1,381	\$ 1,000
Advance Fees	89	\$ 231	\$ 0
Uncollectable receivables	71	\$ 296	\$ 0
Collection Fees	67	\$ 11.41	\$ 0
Dues and Subscriptions	114	\$ 143	\$ 55
Uniforms and clothing	101	\$ 262	\$ 200
On the road laundry	86	\$ 73	\$ 0
Showers	92	\$ 76	\$ 10
Misc. Expenses and Losses	13	\$ 1,790	\$ 750
Total Variable Expenses in 2003	141	\$ 54,485	\$ 51,750

ANNUAL SUMMARY OF THE COMPANY IN 2003:

Question	N	Average	Median
Total Income	172	\$ 112,545	\$ 110,750
Total Fixed and Variable Expenses	172	\$ 76,096	\$ 72,206
Wages you paid yourself	106	\$ 18,521	\$ 17,775
Your 2003 Profit or Loss	106	\$ 14,910	\$ 10,295

STATISTICS FOR THE COMPANY IN 2003:

Question	N	Average	Median
Total miles run	185	106,805	106,000
Gross Income per mile	171	\$ 1.26	\$ 1.01
Fixed Expenses per mile	185	\$.25	\$.20
Variable Expenses per mile	140	\$.59	\$.50
Total Expenses per mile	140	\$.84	\$.70
Wages you paid yourself per mile	105	\$.20	\$.17
Company Profit or loss per mile	105	\$.16	\$.12