Owner-Operator Independent Drivers Association Foundation

A subsidiary of Owner-Operator Independent Drivers Association Inc.

2022 Freight Rate Survey

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2022 Freight Rate Survey

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Introduction

The Owner-Operator Independent Drivers Association Foundation, Inc. (OOFI) was established in 1991 as a 501(c)(3) non-profit with a mission to conduct research in order to fight for the rights of all truck drivers through both research and education. OOFI's research includes both economic and safety issues that especially affect small business owner-operators and professional truck drivers. According to the Federal Motor Carrier Safety Administration (FMCSA), 87 percent of all fleets operate six trucks or less and approximately 95 percent have fewer than twenty trucks.[1] Single-truck motor carriers represent half of all active motor carriers operating in the United States today.

Since 1998, OOFI has performed yearly surveys of the Owner-Operator Independent Drivers Association's (OOIDA, or Association) membership not only to understand the profile and demographics of the Association's members, but also to document the holistic changes that are occurring within the trucking industry, including freight rates. Information concerning the current state of the freight market is vital in order to help professional truck drivers and small business owners-operators run a successful business. The freight rate data not only provides important information for OOIDA, but it also helps give a clearer and more time sensitive image of the present-day freight market in order to equip OOIDA members with the right information to make good business decisions.

In 2010, OOFI conducted the first freight rate survey of the Association's membership. The purpose of the survey was to gather valuable information and knowledge of OOIDA's members, who are the professional truckers who truly represent the long-haul truckload industry and move our nation's economy, and to examine the data in order to better understand today's freight market. This is the eleventh edition of the *Freight Rate Survey*, or "*Survey*," which is conducted annually.

[1] Source: Motor Carrier Management Information System Database January 2023

Looking Back at 2022

The trucking industry is the lifeblood of the nation in many ways, as it not only employs 1.6 million drivers[2], but it is also responsible for delivering 70 percent of all freight worth $12.7 trillion[3] while collecting $732.3 billion in gross revenue.[4] For obvious reasons, trucking is vital to the overall economic health of the United States, contributing $228.5 billion to the nation's overall gross domestic product in the third quarter of 2022 alone[5], and thus serves as a barometer for the current state of the economy. When the freight market experiences higher freight volumes and strong rates, this typically indicates a healthy economy, along with sturdy consumer confidence levels, housing and construction starts, oil prices, industrial production, and manufacturing output.

The trucking industry in general however is always in flux and often difficult to predict as it faces numerous government regulations and mixed economic growth. The 2022 freight market was no different as elevated demand and numerous supply chain issues impacted all areas of transportation, including air, sea, rail, and truck, which placed upward pressure on freight rates throughout the first half of the year. Conversely, the second half of year was marked by overcapacity, elevated fuel costs, and depressed industrial production in sectors linked to housing starts, which ultimately deflated spot rates, bringing them back down to pre-pandemic levels. However, contract rates remain elevated. **Graph 1** and **Graph 2** depict data from DAT's RateView, which contains more than $110 billion in freight bills on over 68,000 lanes. **Graph 1** clearly captures the tale of two halves in 2022 in regards to spot rates for the three main trailer types.

Obviously, there are many factors that influenced this upward and downward trend in the spot rates over the past year, including events which occurred in the years preceding 2022. It is important to note that the freight market moves in cycles, it is never constant. Thereby, what occurs in one freight cycle, or in one year, often impacts the next one. The roots of the present freight market originated in 2020, when on March 13 President Donald Trump declared a national emergency due to the COVID-19 pandemic with most states following suit.

Many businesses throughout the world were forced to close their doors in attempt to curb the virus, which negatively impacted various segments in the service and good industries.[6] initial jobless claims spiked in the U.S. in the first half of 2020, which lowered demand, reduced consumer spending, and limited manufacturing and industrial production. As a result, freight volume levels and tender rejection rates plummeted, causing trucking rates to tumble as well. Some owner-operators experienced freight rates below a dollar during the onset of the pandemic.

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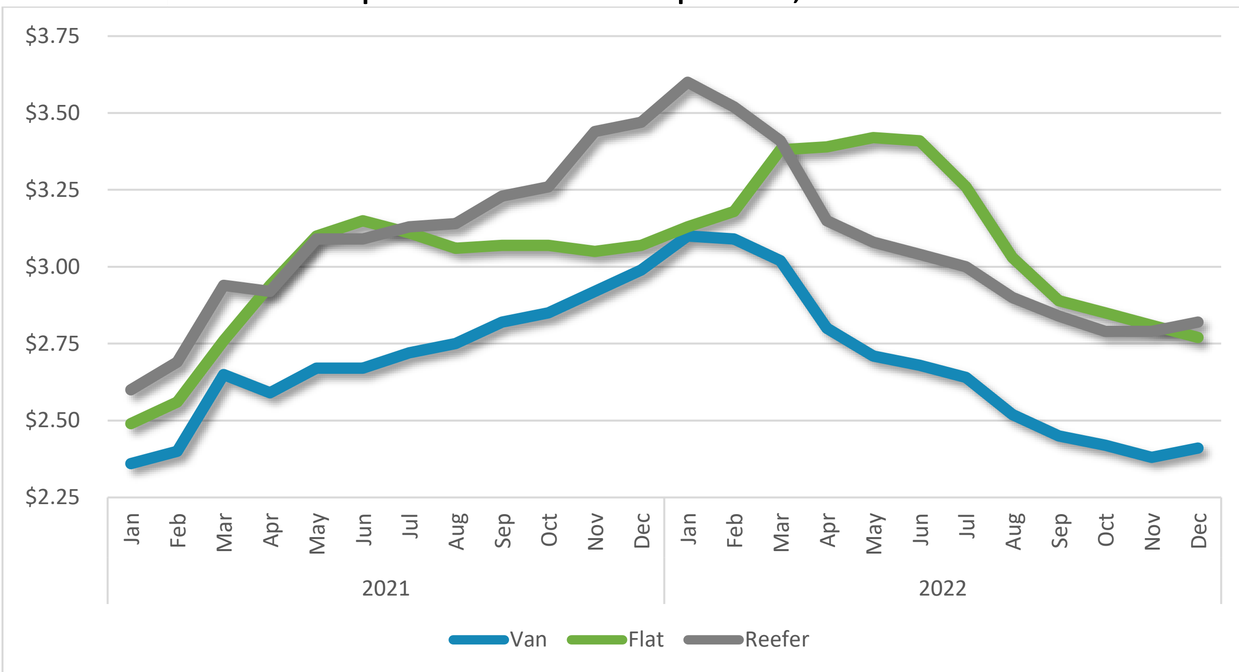
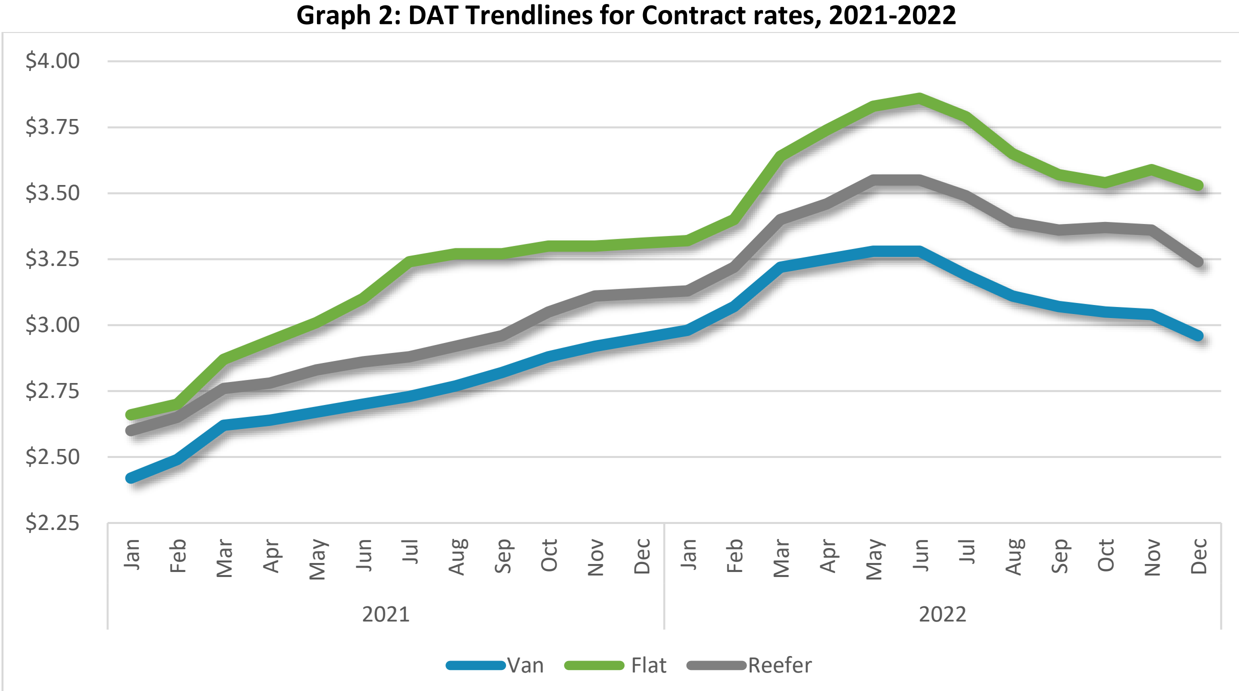
[2] U.S. Bureau of Labor Statistics, All Employees, Truck Transportation [CES4348400001], retrieved from FRED, Federal Reserve Bank of St. Louis; https://fred.stlouisfed.org/series/CES4348400001, January 29, 2023.
[3] https://data.bts.gov/stories/s/Moving-Goods-in-the-United-States/bcyt-rqmu
[4] https://www.statista.com/statistics/922817/trucking-industry-united-states-total-revenue/
[5] U.S. Bureau of Economic Analysis, "Value Added by Industry" (accessed Monday, January 30, 2023).
[6] Mark Schremmer, "A coronavirus timeline: How we got here," *Land Line Magazine* (April 1, 2020), https://landline.media/a-coronavirus-timeline-how-we-got-here/

Graph 1: DAT Trendlines for Spot Rates, 2021-2022

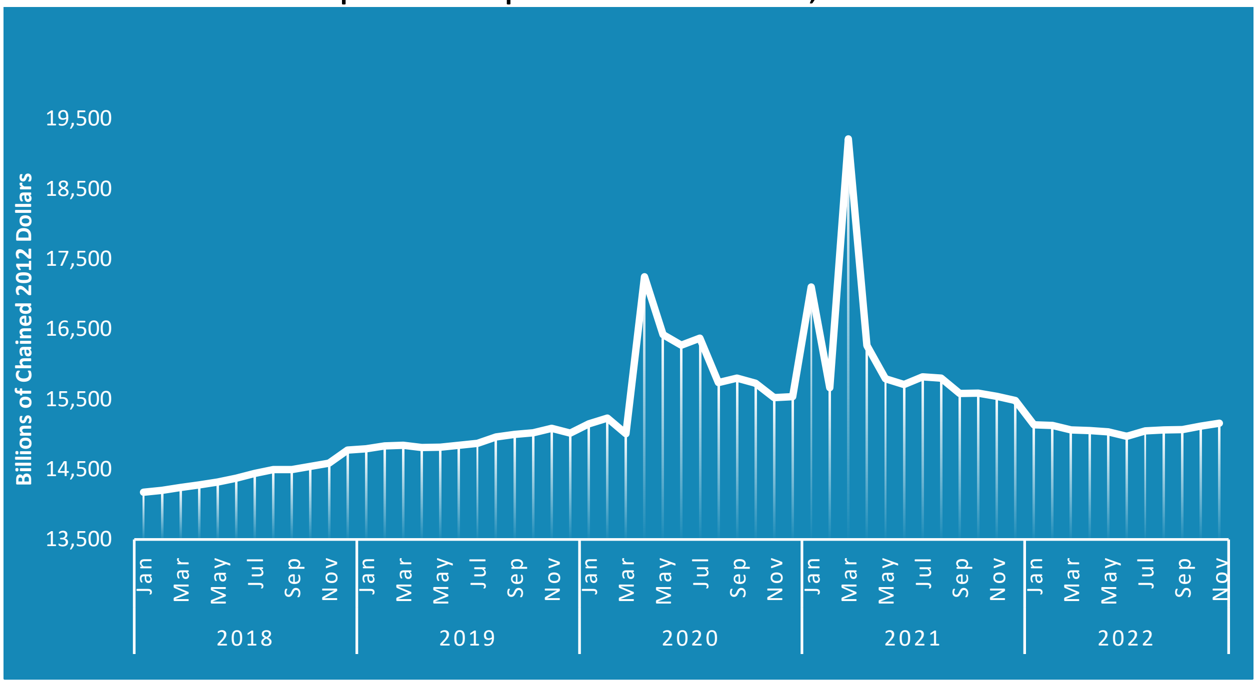


Graph 2: DAT Trendlines for Contract rates, 2021-2022



However, though the freight market appeared ominous during the first few months of 2020, three rounds of stimulus checks, increased jobless claims benefits, and federal loans administered through the Paycheck Protection Program and the Economic Injury Disaster Loan program helped to bolster consumers' disposable personal income, as shown in **Graph 3**, and in turn inspired significant consumer spending as shown in **Graph 4**. Note how the spikes in the amount of disposable income coincide with the growth in consumer spending on durable goods, which the U.S. Bureau of Economic Analysis (BEA) defines as costlier items that last longer than 3-years, such as vehicles, electronics, furniture, etc. While non-durable goods, such as clothing, gasoline, and various retail sales, outstrips durable goods in the amount of spending, durable goods are what truly drive freight for trucks.

Graph 3: Real Disposable Personal Income, 2018-2022[7]



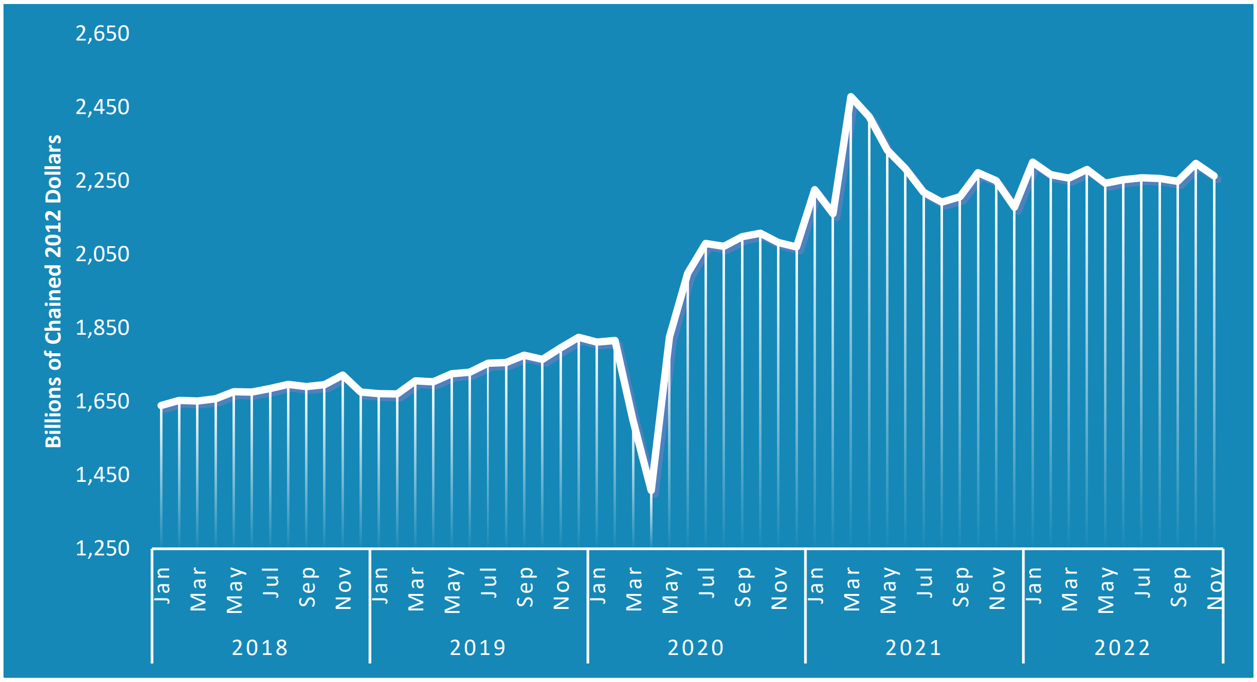
Source: FRED| https://fred.stlouisfed.org/series/DSPIC96 | Monthly

Moreover, low mortgage rates, the reopening of the economy, and a strong labor market, pushed a historical increase in the number of single-family housing starts, manufacturing activity, job and wage growth, and imports. Consumer spending during this time shifted from the typical 70/30 split between services and goods to a 60/40 split.

Demand for goods rose steeply, causing shippers to pull their freight forward by ordering goods and commodities early to both meet new demand and mitigate their depleting inventories, which pushed freight volumes to all-time highs and challenged trucking capacity. **Graph 5**, which OOFI created from DAT's Load-to-Truck ratio and indexed it to 2017 for all three trailer types, shows the sudden influx of demand. Large motor carriers were forced to reject more than a fourth of their tendered loads, which shifted freight toward the spot market and increased spot rates significantly for the owner-operator throughout the second half of 2020 and into all of 2021. Generally, 90 percent of all loads in the trucking industry are moved under contract, with the remaining 10 percent covered on the spot market. However, during the apex of the present freight cycle, the balance was closer to 75/25.

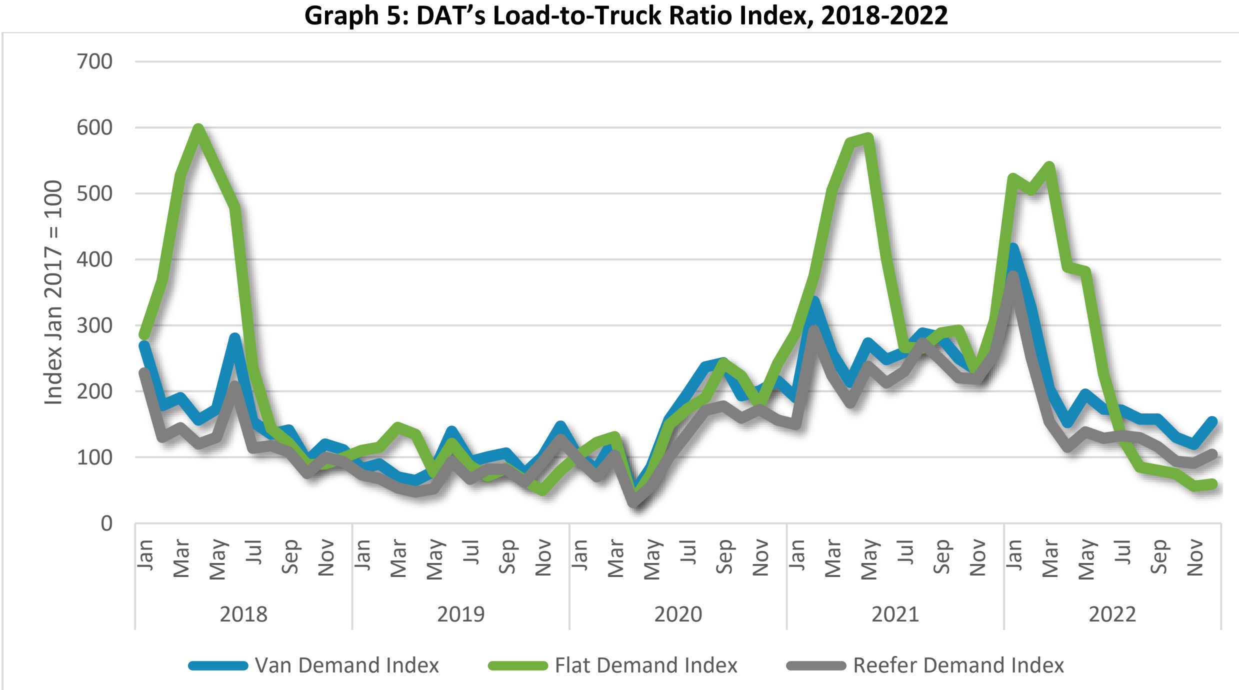
[7] Disposable income has a great influence on consumers as people tend to purchase more goods, both durable and non-durable, which creates more freight demand downstream.

Graph 4: Real Personal Consumption Expenditures: Durable Goods, Seasonally Adjusted, 2019-2022[8]



Source: https://fred.stlouisfed.org/series/PCEDGC96 | Monthly

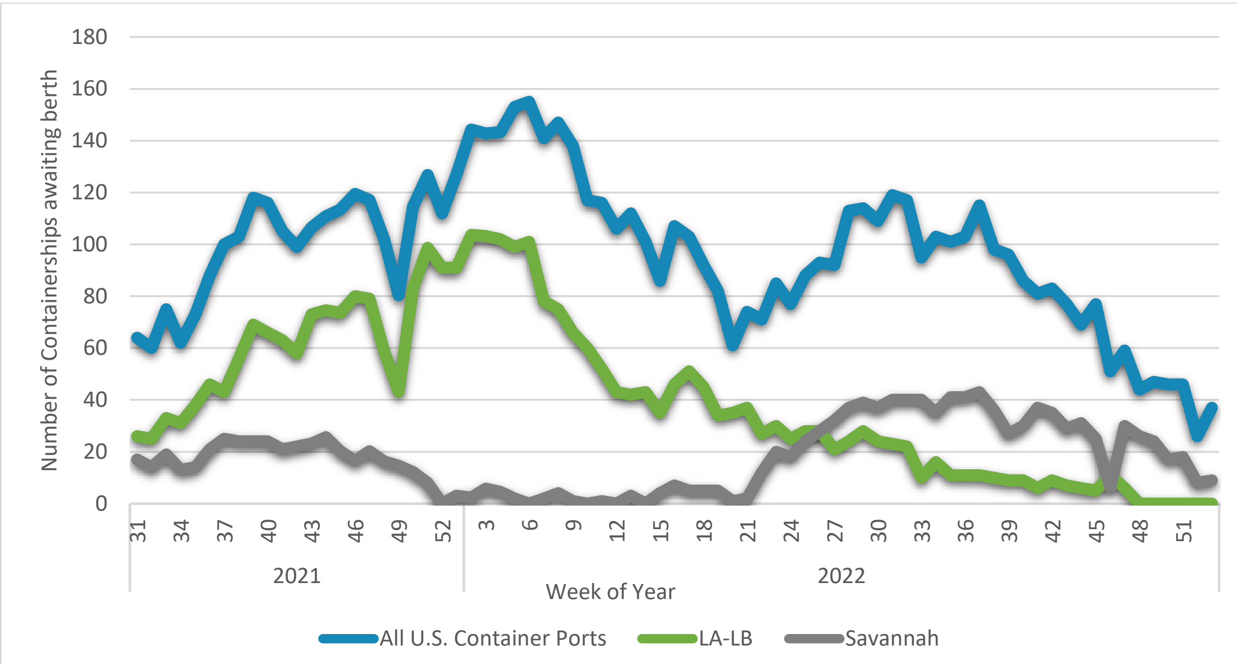
Graph 5: DAT's Load-to-Truck Ratio Index, 2018-2022



[8] The U.S. Federal Reserve uses the PCE Price Index as its primary inflation index when making monetary decisions. The PCE measures a broad spectrum of consumer spending for a period of time. Durable Goods are costlier items that last longer than 3-years, such as vehicles, electronics, etc.

While the factors listed above combined to place upward pressure on freight rates throughout 2021 and into the beginning of 2022, they also created a number of issues, namely supply chain constraints, as demonstrated by the number of containerships awaiting berth in U.S. ports as shown in **Graph 6**, and rampant inflation, which we have shown using the U.S. Census Bureau's Consumer Price Index (CPI) for all items (**Graph 7**). In response to the supply chain problem, various ports, especially on the east coast, implemented mitigating strategies such as inland container storage yards to help alleviate some of the congestion, while the Federal Reserve sought to combat inflation by raising interesting rates, which it did seven times in 2022, including four times in super-sized 0.75 percentage point increments.

Graph 6: Number of Containerships Awaiting Berth, 2021-2022[9]

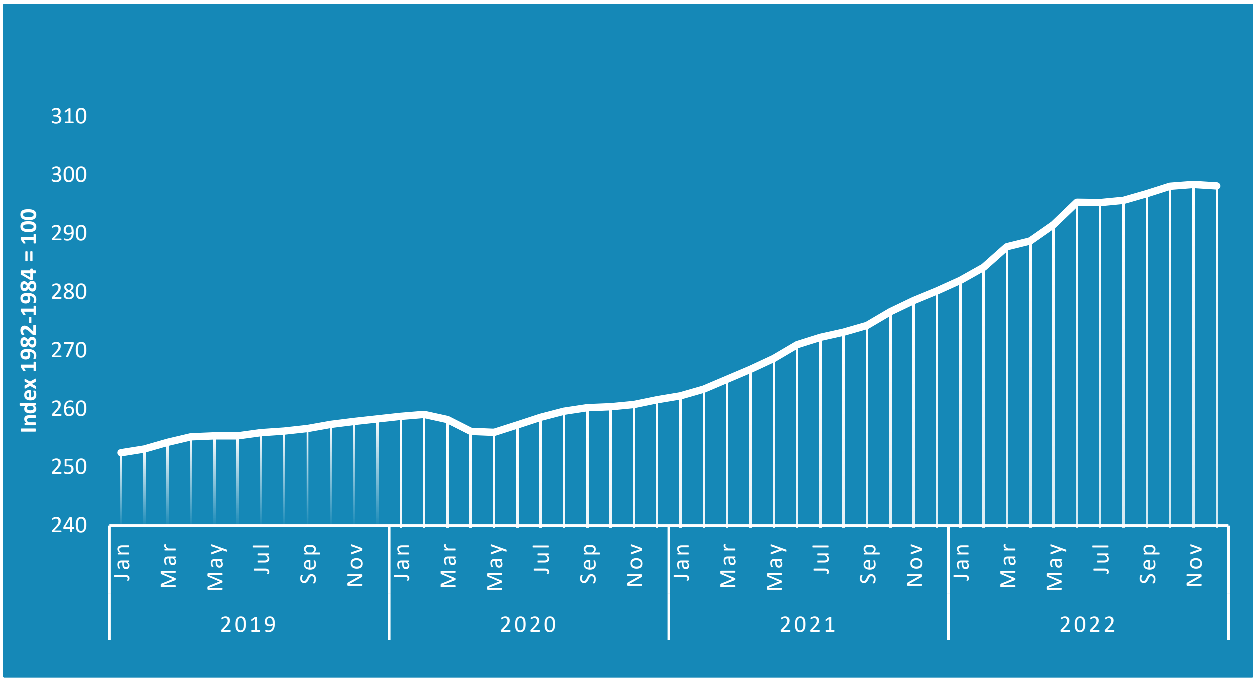


Source: MARAD Office of Policy | https://www.bts.gov/freight-indicators#freight | Weekly

These strategies, as well as a transition back to the normal 70/30 split between services and goods and high inventory levels in sectors such as appliance and hardware and HVAC wholesalers, helped to mitigate the massive strain on the supply chain and to quench the red-hot housing market (**Graph 8**). This in turn led to a decrease in industrial production in specific sectors, such as major appliances, and imports. While these factors primarily impacted those pulling dry vans and flatbeds, lower than expected produce volumes partly due to extreme drought conditions negatively impacted those pulling refrigerated trailers. According USDA's Crops report, the amount of refrigerated truck volumes declined approximately 665,000 pounds compared to 2021 as shown in **Graph 9**. This coupled with excessively high diesel costs (**Graph 10**) caused by the energy crisis in Europe due to the war in Ukraine, which began in February 2022, a shortage of diesel refining capacity, increased demand, and a transition to lower-sulfur diesels, helped to weaken demand for freight and raise costs for owner-operators.

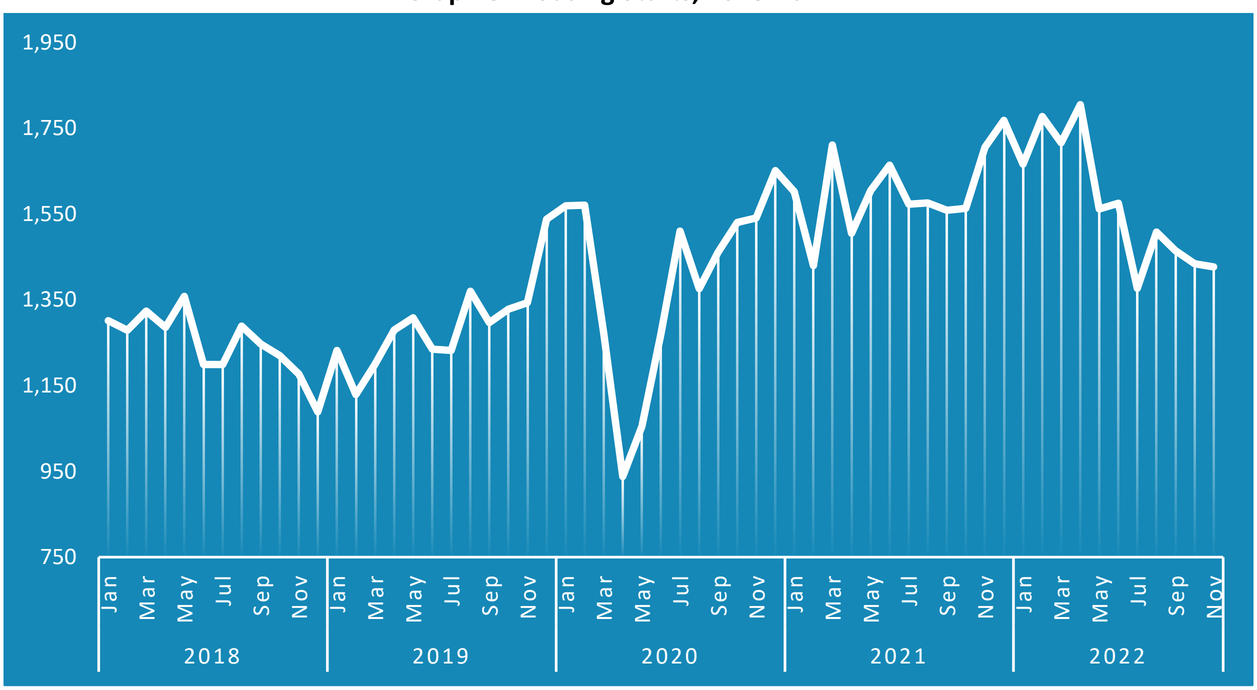
[9] The number of containerships awaiting berth at U.S. ports increased dramatically starting in 2020 and into 2021, highlighting supply chain inefficiencies. Ports however became less congested in latter half of 2022.

Graph 7: Consumer Price Index, 2019-2022[10]



Source: FRED| https://fred.stlouisfed.org/series/CPIAUCSL#0 | Monthly

Graph 8: Housing Starts, 2018-2022[11]

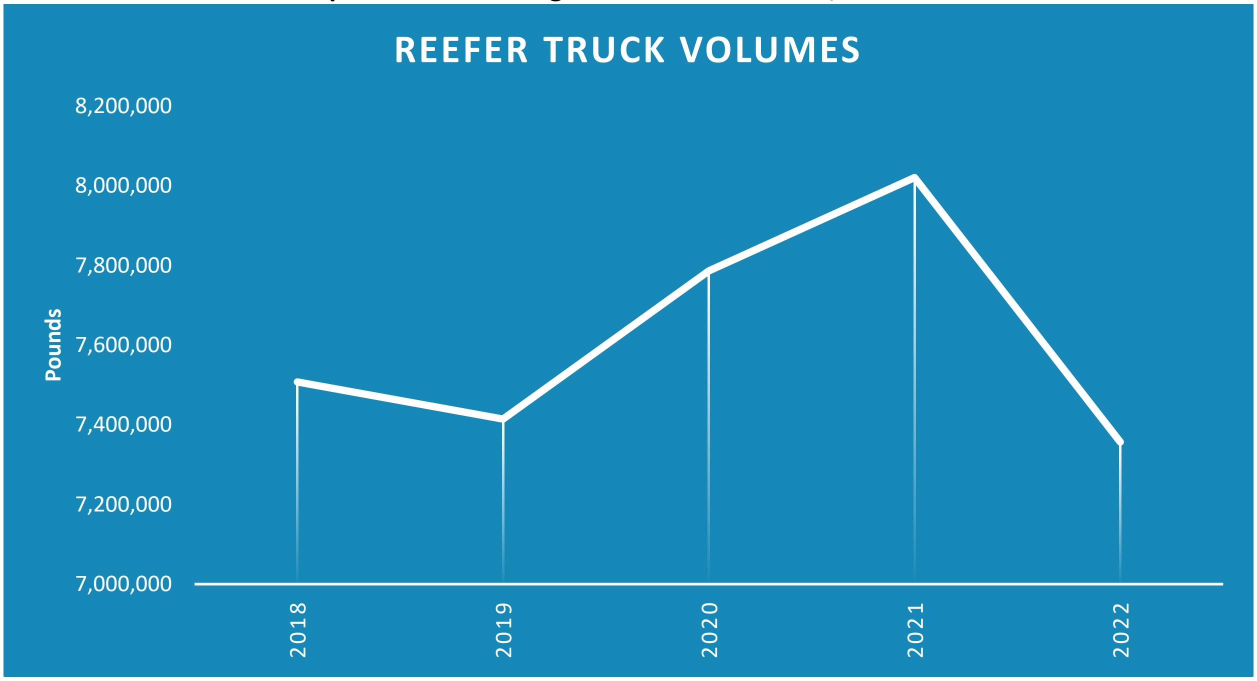


[10] The U.S. Census Bureau publishes the Consumer Price Index (CPI) monthly. The CPI measures the average price change for a basket of goods and services paid by urban consumers over time. Stable prices are good for freight.

[11] The U.S. Census Bureau publishes monthly estimates on the number of housing starts. New housing is an important capital good that spurs additional consumer spending on appliances and furniture.

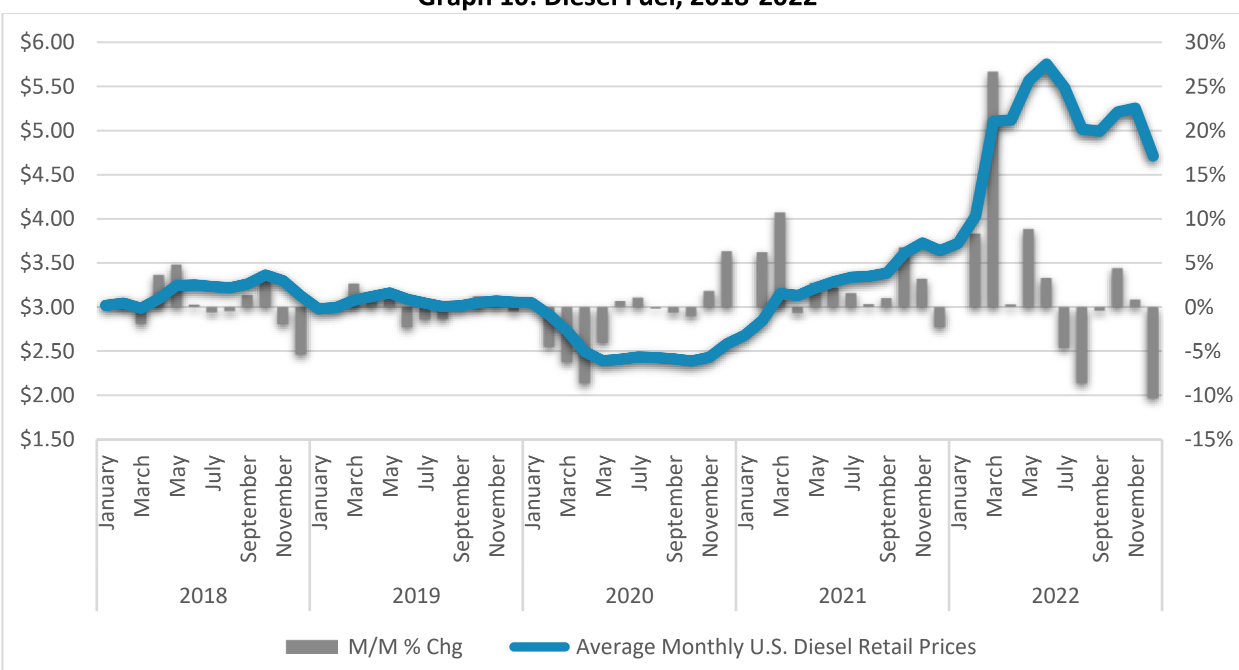
Source: FRED | https://fred.stlouisfed.org/series/HOUST | Monthly

Graph 9: USDA's Refrigerated Truck Volumes, 2018-2022



Source: USDA | https://agtransport.usda.gov/stories/s/56s5-rpde | Monthly

Graph 10: Diesel Fuel, 2018-2022[12]



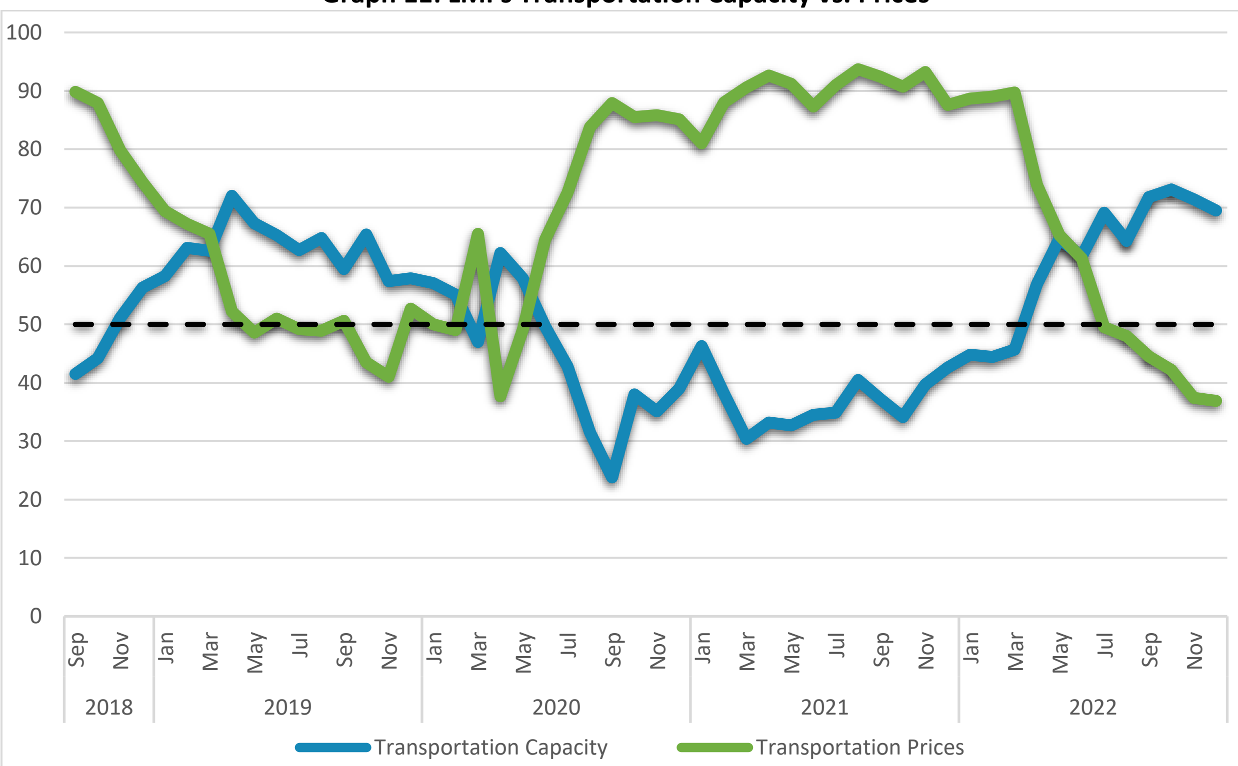
Source: U.S. EIA | https://www.eia.gov/petroleum/gasdiesel/ | Weekly

[12] The U.S. Energy Information Administration (EIA) tracks the weekly changes in on-highway diesel fuel prices throughout the country. Fuel is the number one expense for owner-operators.

One of the underlining catalysts for the falling spot rates however was a familiar culprit, namely overcapacity, meaning too many trucks for the amount of freight in the market. Overcapacity is a reoccurring issue in trucking as carriers often respond to an increase in rates by investing rapidly in their fleets hoping to capture market share, thereby increasing the overall supply of trucks on the road. However, when the freight market begins to contract as it did in the second half of 2022, the industry is left with a surplus of trucks, pushing rates downward. This phenomenon is demonstrated in **Graph 11**, which the OOIDA Foundation comprised from data using the Logistics Managers' Index (LMI).

The LMI reflects the strength of the overall economy as it measures eight key logistics metrics ranging from inventory levels to transportation utilization. The LMI is a diffusion index, meaning that any number below 50 is indicative of contraction, while any number above 50 is indicative of expansion. When transportation prices outstrip transportation capacity, rates go up as they did through much of 2020 and 2021. However, when capacity outperforms prices, it signals bad news for freight rates as the market has too much capacity as can be seen in the second half of 2022.

Graph 11: LMI's Transportation Capacity vs. Prices

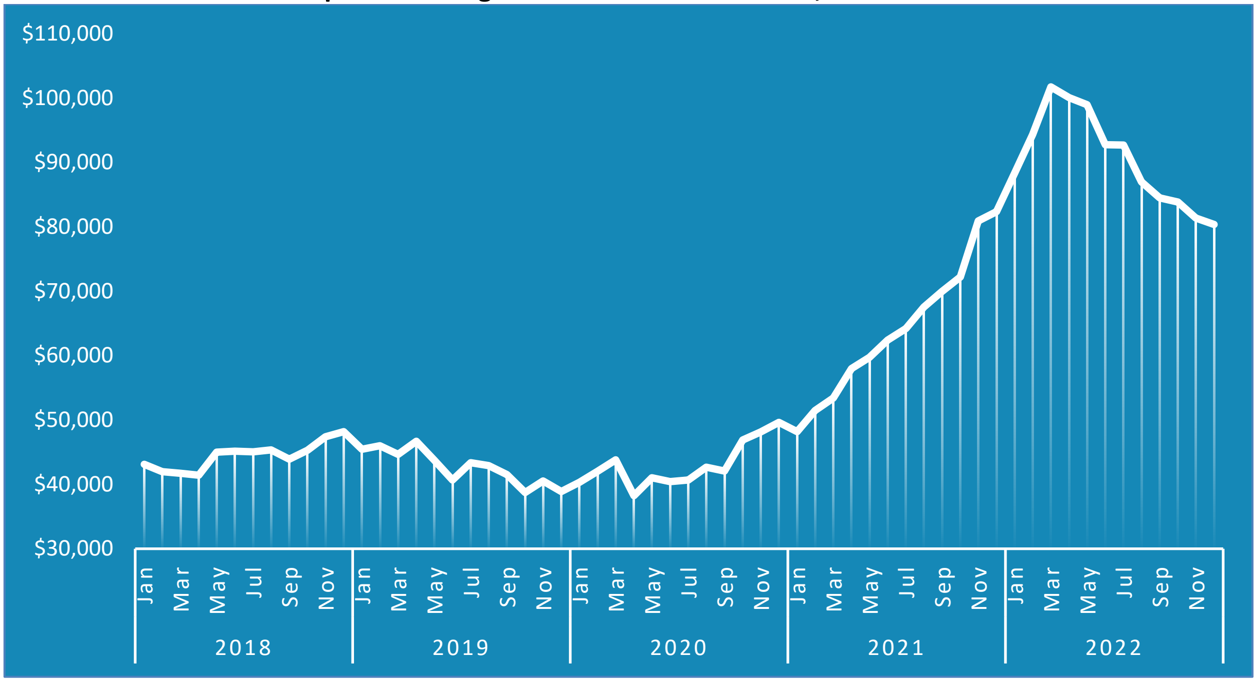


Source: LMI | https://www.the-lmi.com/ | Monthly

What made the present freight cycle different than previous ones, is the fact that large carriers were unable to acquire as many as trucks as they desired because of a shortage in semiconductor chips, which prevent the original engine manufacturers (OEMs) from being able to fill new orders. Thereby delaying, or limiting, how quickly carriers were able to grow their fleets, which forced carriers to hold on to their older trucks instead of replacing them. The used truck market was disrupted as a result and the average price of a used truck jumped from $42,000 before the pandemic to as high as $102,000 in March 2022

(**Graph 12**). This coupled with high diesel prices, equipment parts shortages, and ever-increasing insurance rates placed a hefty burden on the average owner-operators cost of operations.

Graph 12: Average Used Class 8 Truck Prices, 2018-2022[13]



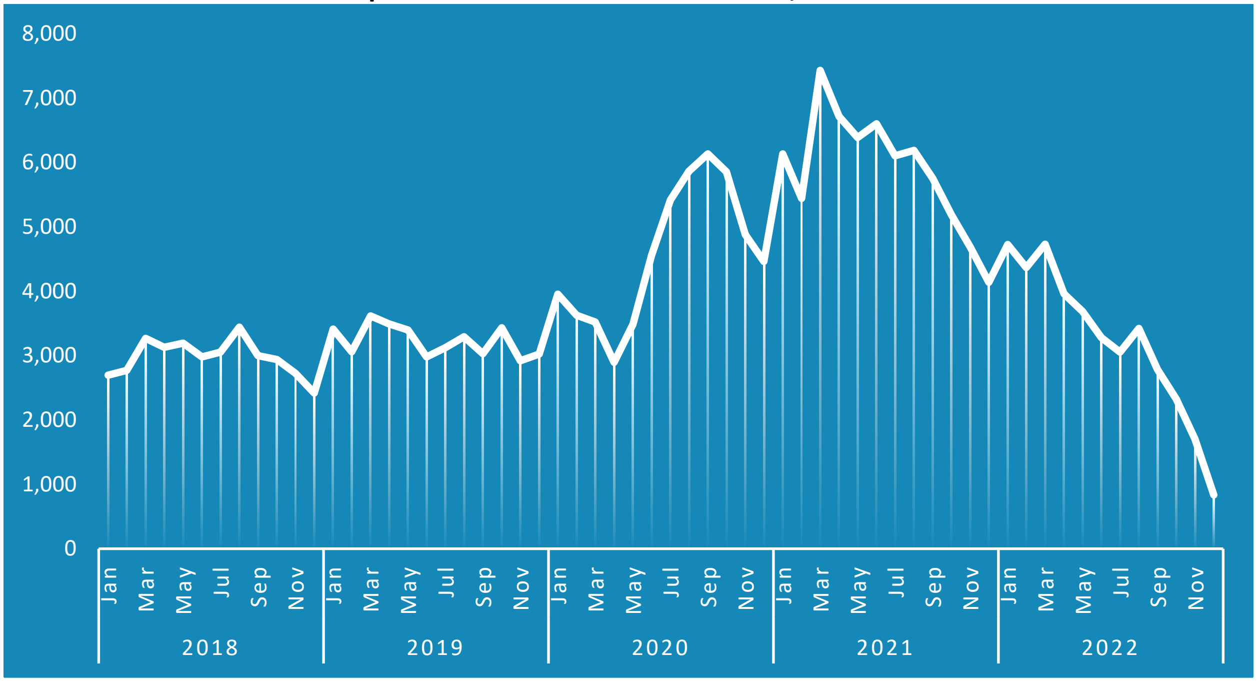
Source: ACT Research | https://www.actresearch.net/ | Monthly

It is important for both owner-operators and those interested in making that decision to take note and follow these large macroeconomic factors as they will eventually impact the trucking market and thereby their bottom line. The freight market experienced a boon starting in the second quarter of 2020, which brought in an influx of new entrants, especially one-truck and two to three truck carriers. The second half of 2022 however experienced serious headwinds, making it increasingly difficult for some carriers to stay afloat. The freight cycle which brought such prosperity to truckers over the past couple years has ended, as demonstrated clearly by the precipitous drop in the number of new entrants as shown in **Graph 13**.

While current macroeconomic factors are suggesting that this present freight recession might be short lived, as we will discuss later in this report, it's important for owner-operators to plan accordingly. The 2023 freight market will largely depend on the housing situation. If housing begins to pick up again, and contract rates fall below spot rates, then there's a good chance that the freight market will turn upward again.

[13] Most individuals seeking to become an owner-operator first look to the used truck market due to the high cost of new trucks. Used truck prices are a good indicator strong freight market. As spot rates turn upward, the number of individuals seeking to become an owner-operator also increase, pushing used prices higher.

Graph 13: New Entrant Motor Carriers, 2018-2022



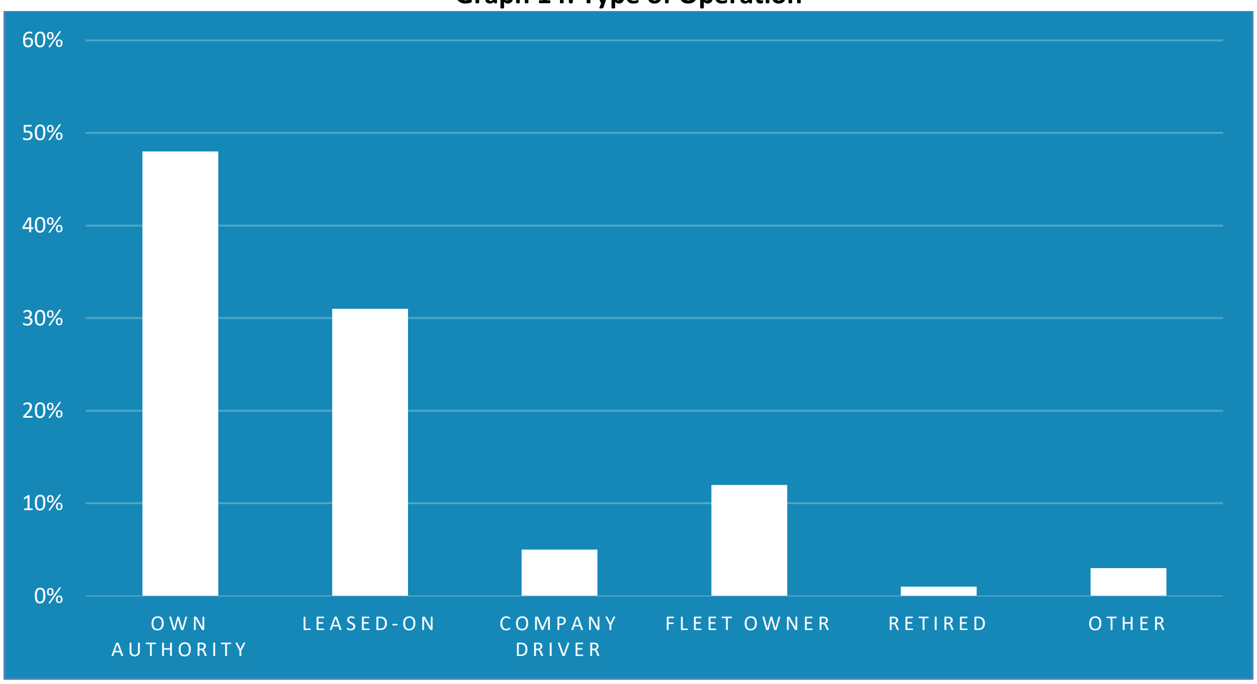
Source: Motor Carrier Management Information System Database January 2023

Analysis of the Freight Rate Survey (FRS)

While most economic and trucking industry analysts focus on large carriers and shippers, as well as various macroeconomic factors as highlighted above, few remember the small owner-operator and professional driver. Thus, in order to gauge the current state of the freight market for this unique segment of trucking, OOFI emailed a thirty-five-question survey to 22,445 members who allow for email communication on December 1, 2022. The Survey generated 302 total responses for a started/viewed rate of 37 percent and a 95 percent confidence level with a 6 percent margin of error, thereby the Survey provides an essential snapshot of what is occurring within the small carrier population of OOIDA today.

In particular, the survey respondents were comprised almost entirely of owner-operators (79%), with a small segment of company drivers (5%) and fleet owners (12%). However, it's important to note the large influx of fleet owners, from 4% in 2021 to 12% in 2022. Owner-operators consist of two distinct segments, owner-operators under their own authority (48%), which experienced a five-percentage point increase from 2021, and owner-operators leased-on to a motor carrier (31%), which, for the third time since OOFI began conducting this survey in 2010, did not represent the largest section of respondents. In fact, leased-on owner-operators decreased eleven-percentage points from the previous survey.

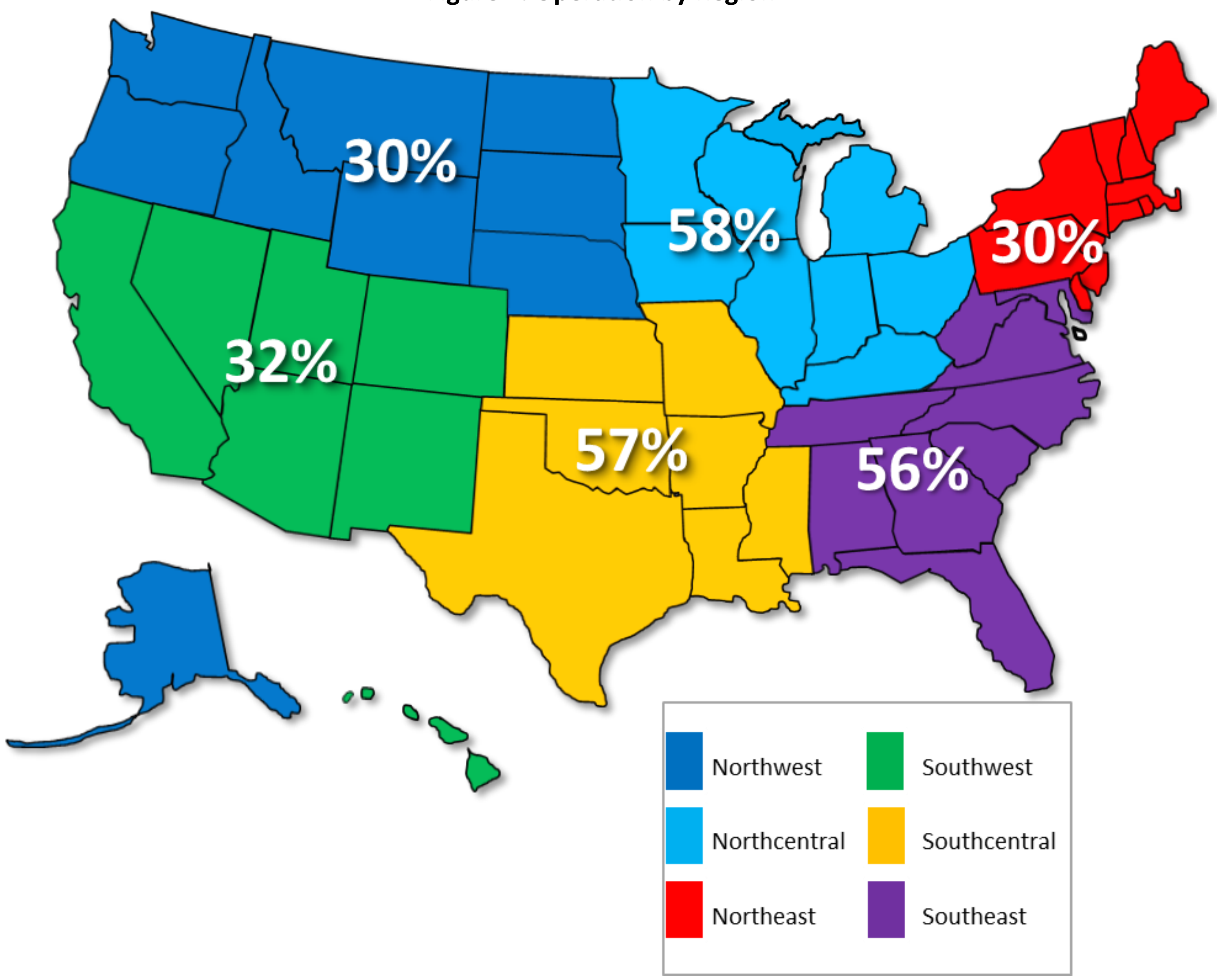
Graph 14: Type of Operation



A majority of members indicated that they are truckload carriers (78%) regardless of the type of equipment or freight they haul. It is interesting to note that those pulling hazmat were significantly more likely to be a leased-on owner-operator than most other types of operation, perhaps due to higher insurance and equipment costs related to this freight type. The same was true for those whose primary business model was power only, which is a growing segment in the industry. Power only refers to those who own their own truck but only haul company owned trailers.

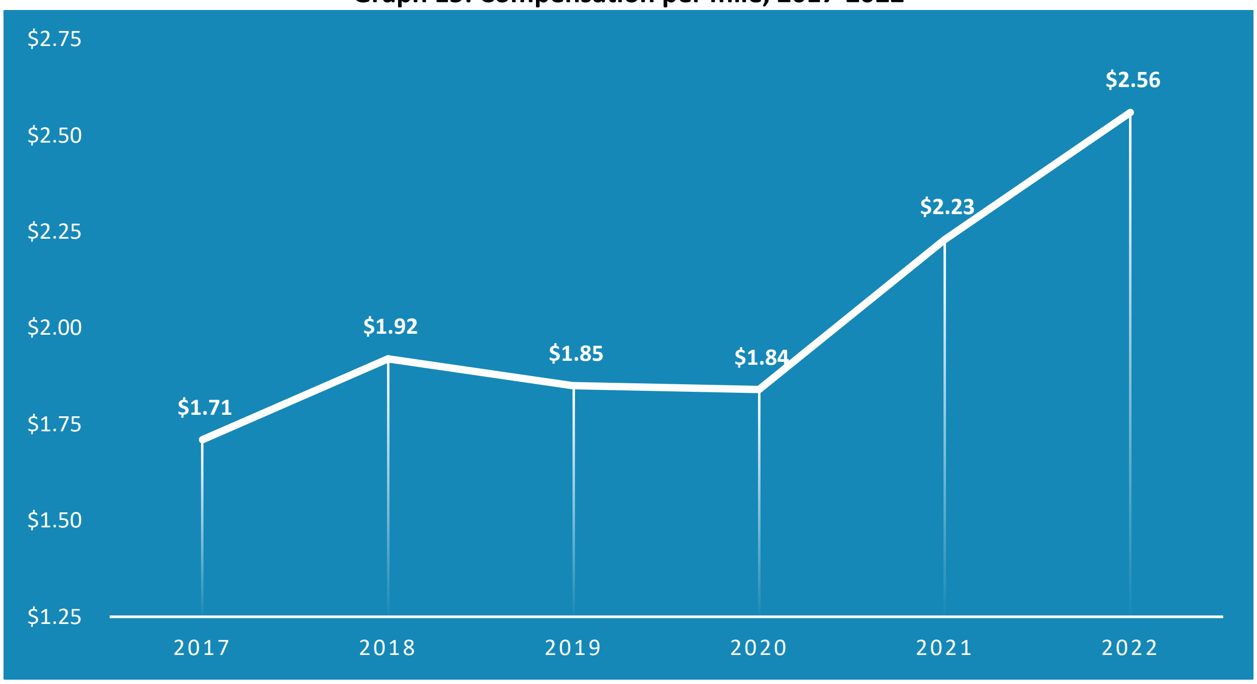
Consistent with other surveys of OOIDA members, OOFI found that dry vans, flatbeds, and refrigerated trailers, or reefers, were the three most common types of trailers members pull. Members under their own authority were slightly more likely to pull flatbeds in 2022, which was the first time this occurred since 2017 when the flatbed market was firing on all cylinders in part due to the recovery and manufacturing effort following three major hurricanes, Harvey, Irma, and Maria. General food products were the most common type of freight regardless of operational type followed by refrigerated freight. The vast majority of members indicated that they were either long haul operators, meaning that the distance of their average haul was over 500 miles, or regional operators, which OOFI defined as 150 to 500 miles. Those operating power only were predominantly regional operators. Most members continue to drive in the Northcentral, Southcentral, and Southeast regions of the United States. However, those under their own authority tend to operate more in the Southeast, while those leased-on operate more in the Northcentral region.

Figure 1: Operation by Region



In terms of compensation, "per trip" and "per mile" pay continue to be the primary methods of payment for all operational types except for those members who are leased-on. They primarily receive compensation by the "percentage of the load," which was also true for those hauling hazmat loads as these members tend to lease their truck to carrier as stated previously. Although the methods of compensation were fairly similar across the various operational and equipment types, the rates were not however. Fleet owners received the highest average compensation rate per trip at $3,793, more than double over last year. Owner-operators under their own authority experienced the highest average compensation rate per mile at $2.94, which was a 6 percent increase from 2021 and 39 percent higher than in 2019 before the pandemic. Company drivers received the lowest compensation overall at $0.72 per mile, which represented a 9 percent increase from 2021. This was 14 percent higher than pre-pandemic levels.

Graph 15: Compensation per mile, 2017-2022



Most of the industry segments that OOFI surveyed experienced an increase in pay both per trip and per mile, especially for those operating locally, defined as less than 150 miles. Last mile delivery became increasingly important during 2021 and 2022 in part due to the massive increase in e-commerce. According to the U.S. Federal Reserve, e-commerce retail sales jumped 68 percent from $569.8 billion in 2019 to $959.5 billion in 2021.[14] In fact, the first three quarters of 2022 alone surpassed all of 2019 by $204.8 billion. Increased demand in this segment of the industry certainly increased freight rates, as the average local operator earned over $0.50 more per mile in 2022 compared to 2021 and $1.50 more per mile compared to 2019.

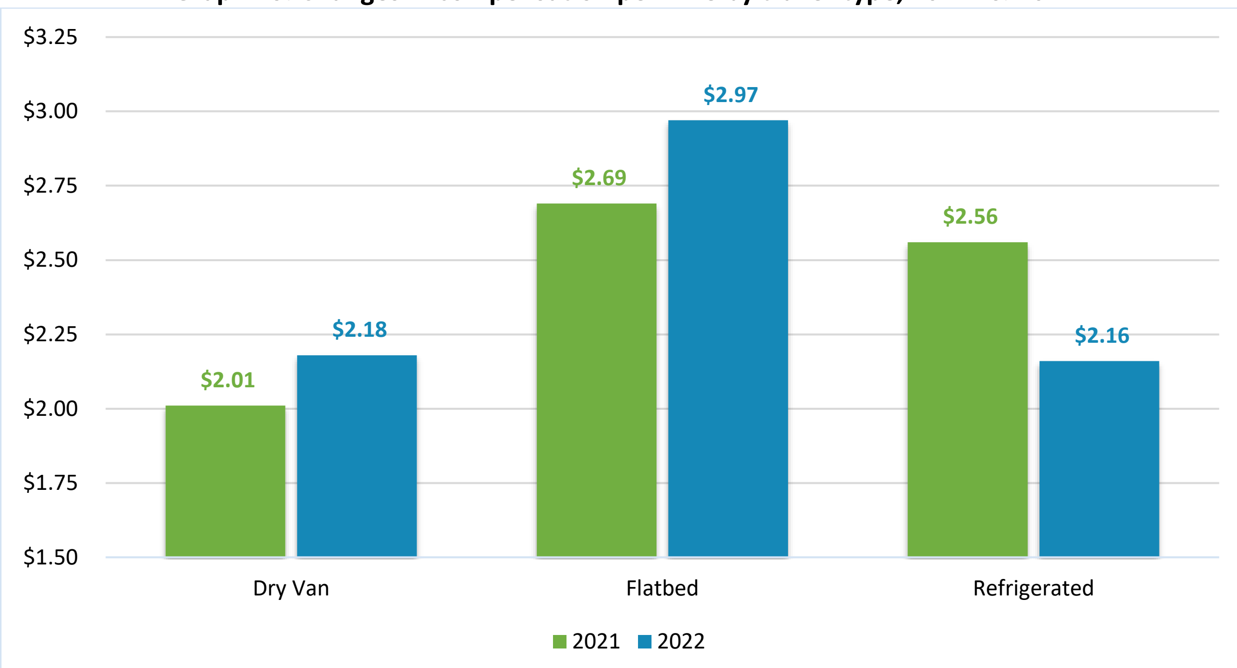
Members pulling dry van and flatbed trailers also saw increases in compensation per mile. Members pulling dry van trailers received 8 percent more per mile in 2022 compared to 2021, from $2.01 to $2.18,

[14] https://fred.stlouisfed.org/series/ECOMSA

while those pulling flatbeds received 10 percent more, from $2.69 per mile in 2021 to $2.97 per mile in 2022. Members pulling reefers however experienced a 16 percent decrease in pay per mile, from $2.56 to $2.16. The increase in compensation for those pulling dry vans and flatbeds was due in large part to an increase in housing starts and strong manufacturing activity, while the decrease which those pulling reefers experienced was due to low produce volumes as mentioned previously.

Although compensation per mile overall increased 14 percent from $2.23 per mile to $2.56 per mile, pay per trip increased 27 percent, from $1,888 in 2021 to $2,390 in 2022. This increase was mostly experienced by owner-operators under their authority (37%, from $1,873 to $2,570) and fleet owners (117%, from $1,750 to $3,793), as well as those pulling oversized loads.

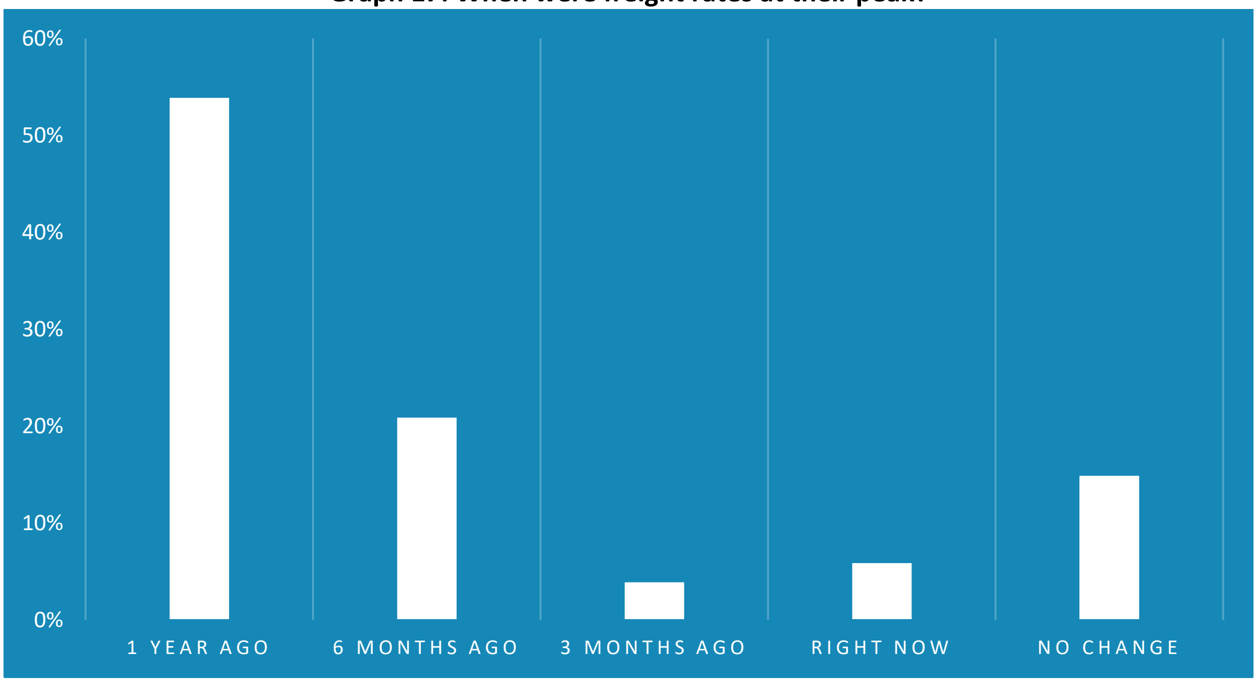
Graph 16: Changes in compensation per mile by trailer type, 2021 vs. 2022



In 2018, 45 percent of survey respondents indicated that rates had gone down over the course of the year. This figure soared to 70 percent in 2019 prior to falling to 33 percent in 2020 and 20 percent in 2021. Participants in this year's survey however expressed a blunt, yet expected, reversal as 70 percent overall stated that rates were going down compared to the previous year. This was most likely due to the strong headwinds members experienced starting in the latter half of 2022 as explained previously. These percentages effectively demonstrated how the freight market contracted in 2018 and 2019 before a strong reversal, which began in the second quarter of 2020 and ended at the close of the second quarter of 2022. The percentage of members who stated rates were increasing fell from 43 percent in 2021, which was ten times greater than in 2019, to 14 percent in 2022. The only ones who differed from this perspective, were those members operating locally, as 44 percent of this segment believed rates were increasing. Ultimately, when OOFI asked the respondents when they believed freight rates were at their peak, only 6 percent indicated that it was best "right now," compared to 27 percent in 2021.

One member wrote that they believed that rates were falling because, "One, capacity is greater than available freight, and two, because brokers are bidding/cutting rates to carriers to obtain higher profits for themselves." Another member commented, saying, "There are too many trucks. When rates were good and freight was plentiful there were a lot of new companies coming out of the woodwork. Now times are getting leaner and these carriers are hauling for whatever the broker will give them." Several more member placed the blame for bad freight rates on brokers, saying, "Brokers are a major cancer on the trucking industry." It should be noted that brokers make most of their profits during down cycles in the freight market as they are usually able to increase their margins due to carrier desperation. It's important for owner-operators to create connections directly with shippers rather than rely primarily upon brokers.

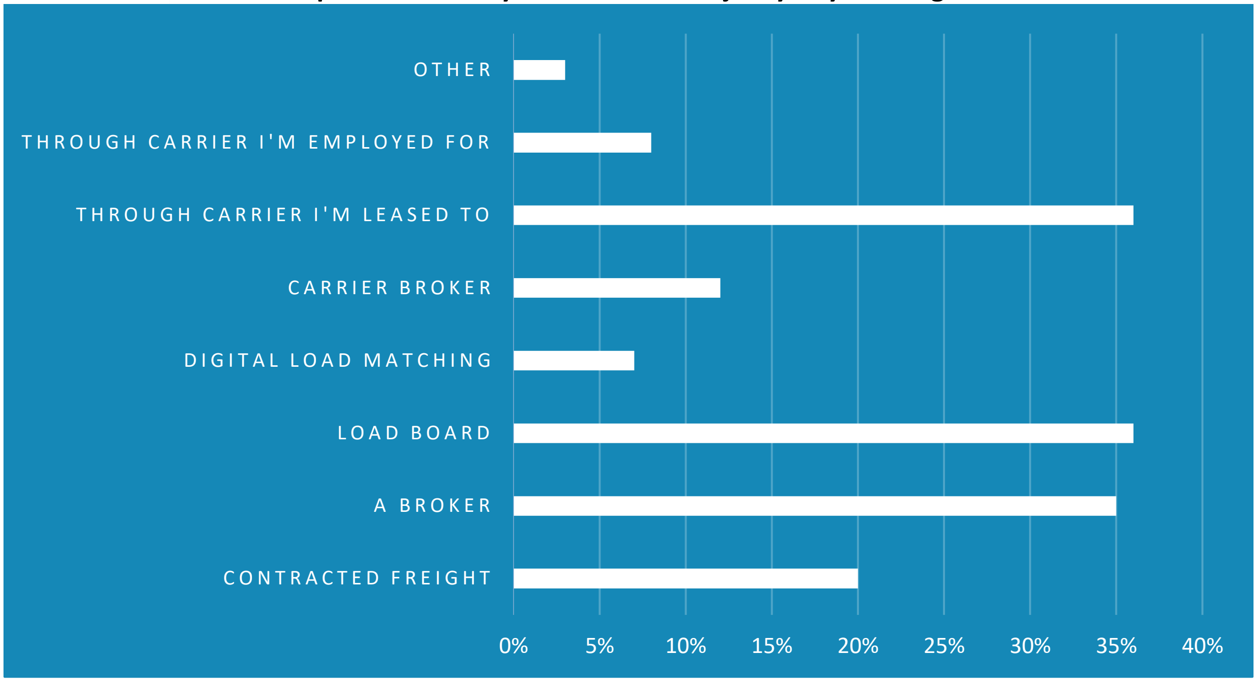
Graph 17: When were freight rates at their peak?



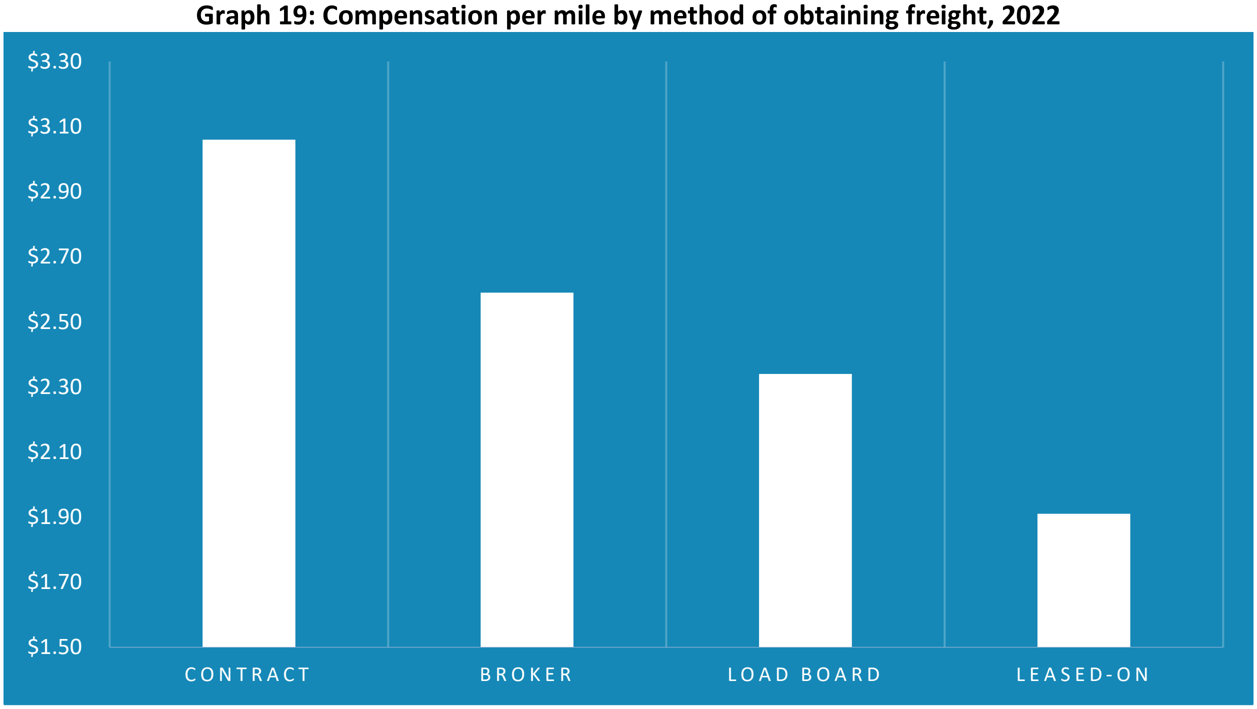
The acquisition of loads is vital for both fleet owners and those under their own authority and yet these two operational types tend to obtain freight through different means. Fleet owners usually build direct relationships with shippers and receivers, while those under their own authority primarily utilize load boards. The 2022 freight market was no different as 55 percent of fleet owner members utilized contracts with shippers or receivers and 57 percent of members with their own authority utilized load boards.

Notably, those members who utilize contracts tend to pull flatbed trailers, operate more in the Southcentral section of the U.S., and have a lower cost of operation while also earning more per mile than those who use brokers or load boards. For those utilizing load boards, the top three are DAT (70%), Truckstop.com (47%), and C.H. Robinson (30%). While OOIDA frequently encourages its members to work directly with shippers, it is interesting that 36 percent still use brokers to some extent to acquire freight.

Graph 18: How do you obtain the majority of your freight?



Graph 19: Compensation per mile by method of obtaining freight, 2022



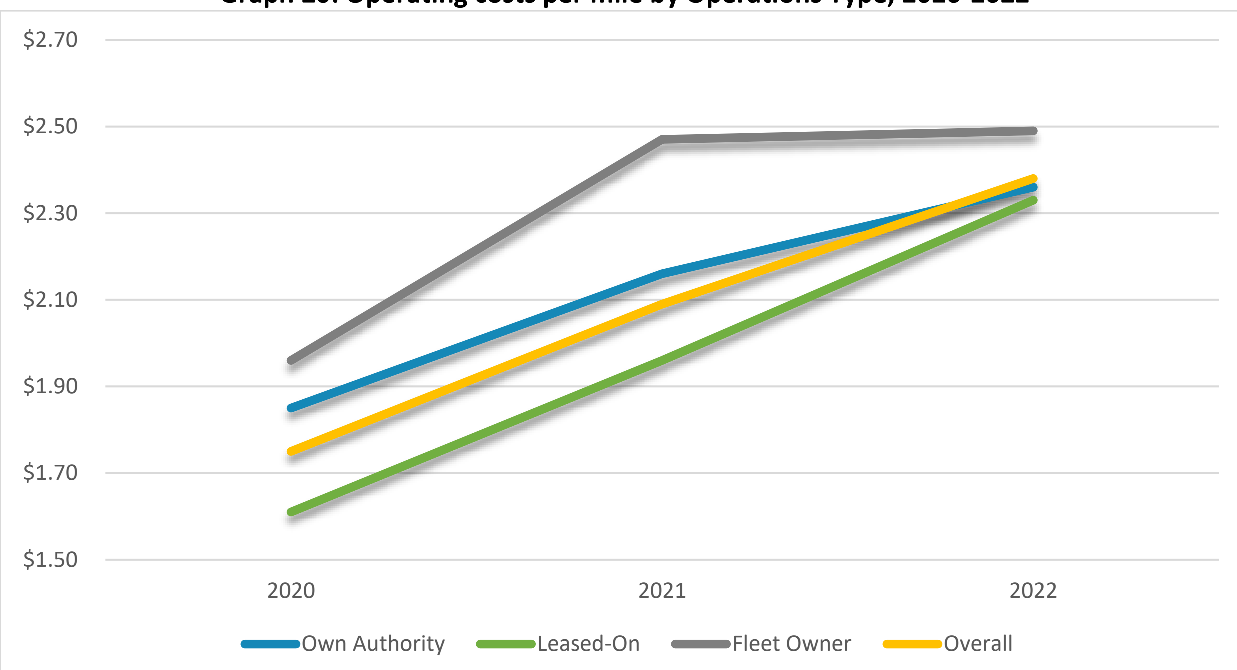
While load boards have become highly popular over the past few years, a fairly new option has entered into the market place. Namely, digital load matching. Digital load matching primarily consists of a technology company, acting as a broker, who develops a platform which automates the load acquiring process by allowing a driver to match their truck with a pending load. The platform then utilizes machine learning and artificial intelligence in an attempt to match that driver to future loads of similar kind. Thereby bypassing the various brokers who typically post loads on load boards. According to the 2022

FRS, only four percent of members utilize such applications, which is a decrease from last year's 7 percent. For those who do, the most popular load matching apps are Uber, JB Hunt 360, and Convoy, respectively.

When asked how they set their rates, several fleet owners and owner-operators under their own authority stated that they do so by utilizing region, state, and seasonal information, including reviewing their past cost of operations, as well as various economic data such as freight volumes coming out of a specific destination and DAT's 15-day rate view. Members also calculate their rates by determining the minimum price per mile they need in order cover their operating costs, including fuel, insurance, tolls, truck payments, etc., as well as paying themselves.

In fact, 88 percent of respondents indicated that they know their cost of operations, which was ten-percentage point increase from 2021. This was especially true for members with their own authority (93%), those pulling refrigerated trailers (93%), and those operating long-haul (93%). The average cost per mile was $2.36 for those under their own authority, $2.33 for those leased-on, and $2.49 for fleet owners, all of which mark a significant increase in costs from two years ago. The average operating cost per mile jumped 36 percent, from $1.75 per mile in 2020 to $2.38 per mile in 2022.

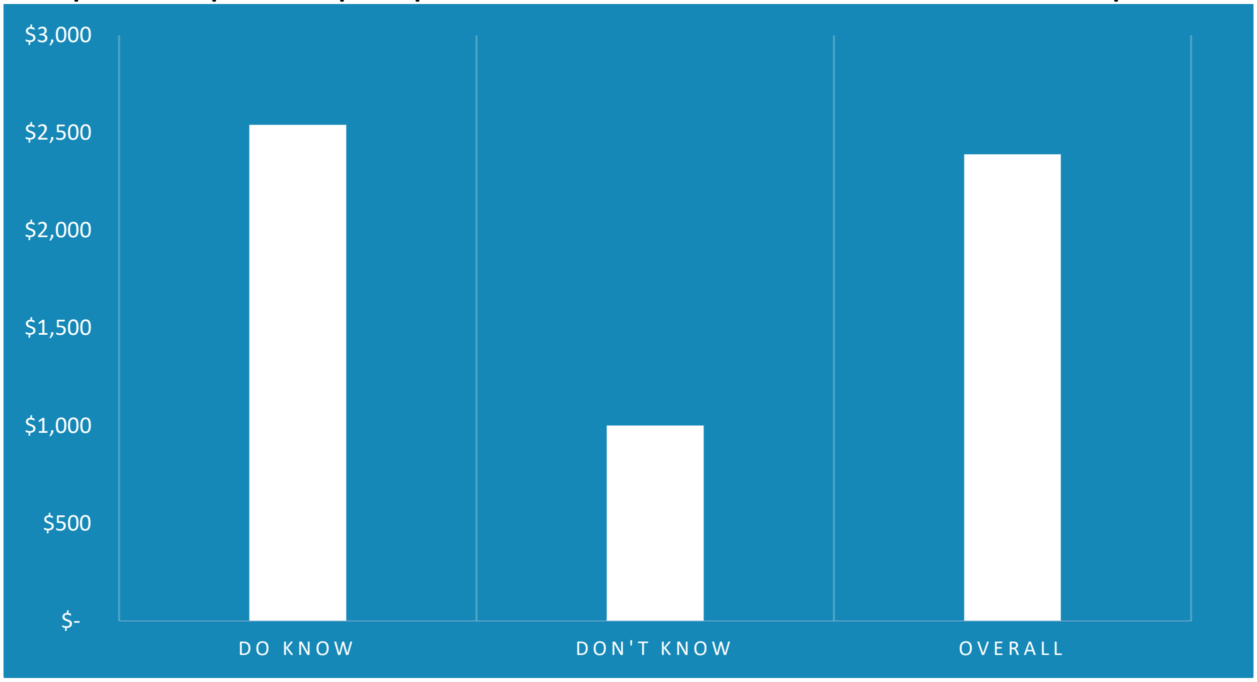
Graph 20: Operating costs per mile by Operations Type, 2020-2022



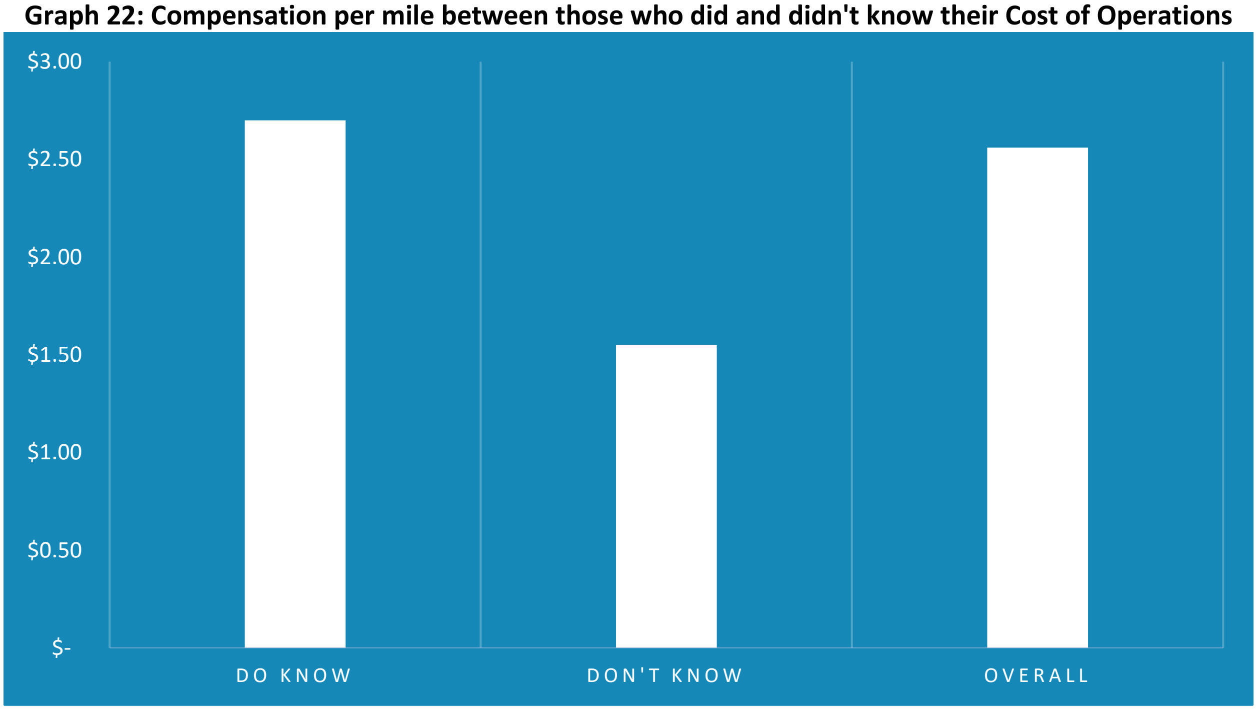
It is critical for an owner-operator to know how much they need to earn in order to both cover their operating expenses and pay themselves. Without this knowledge, the possibility for failure rises exponentially every year within the first five years of operation. An owner-operator who knows their costs is better equipped to choose which freight, region, and type of operation is best for their business, as well as being better able to negotiate their rates. On average, those who knew their cost of operations earned $1.15 more per mile and $1,500 more per trip than those who did not know.

Although most company drivers did not know how their carrier sets their rates (67%), those who did said that their carrier utilized various market information, including volume, demand, distance, season, freight lane, spot rate, and what specialized equipment is needed to complete the shipment.

Graph 21: Compensation per trip between those who did and didn't know their Cost of Operations



Graph 22: Compensation per mile between those who did and didn't know their Cost of Operations



When it comes to negotiating, fleet owners and those with their own authority felt that they were in a better position in 2021 to negotiate rates than in 2022, which was also true for all business models regardless of operation type, equipment, type of freight, length of haul, region of operation, and method of acquiring freight. Those members who obtained freight directly through a shipper or receiver however did fair better than others. It's interesting to note that even though members felt they were in a better position to negotiate in 2021, it was not for a lack of trying in 2022. More members attempted to negotiate their rates in 2022 than ever before, probably due to the deuterating conditions of the freight market in the latter half of the year. Only 11 percent stated that they never tried to negotiate, while 54 percent indicated that they always tried to receive higher compensation, a jump of 20 percent from the previous year. Nevertheless, it seems that members were not as successful in receiving that higher rate as they were in 2021. This was especially true for members who were leased-on and those pulling reefers. In fact, 56 percent of members overall ultimately lost the load because of negotiation, which was a 44 percent spike from the previous FRS.

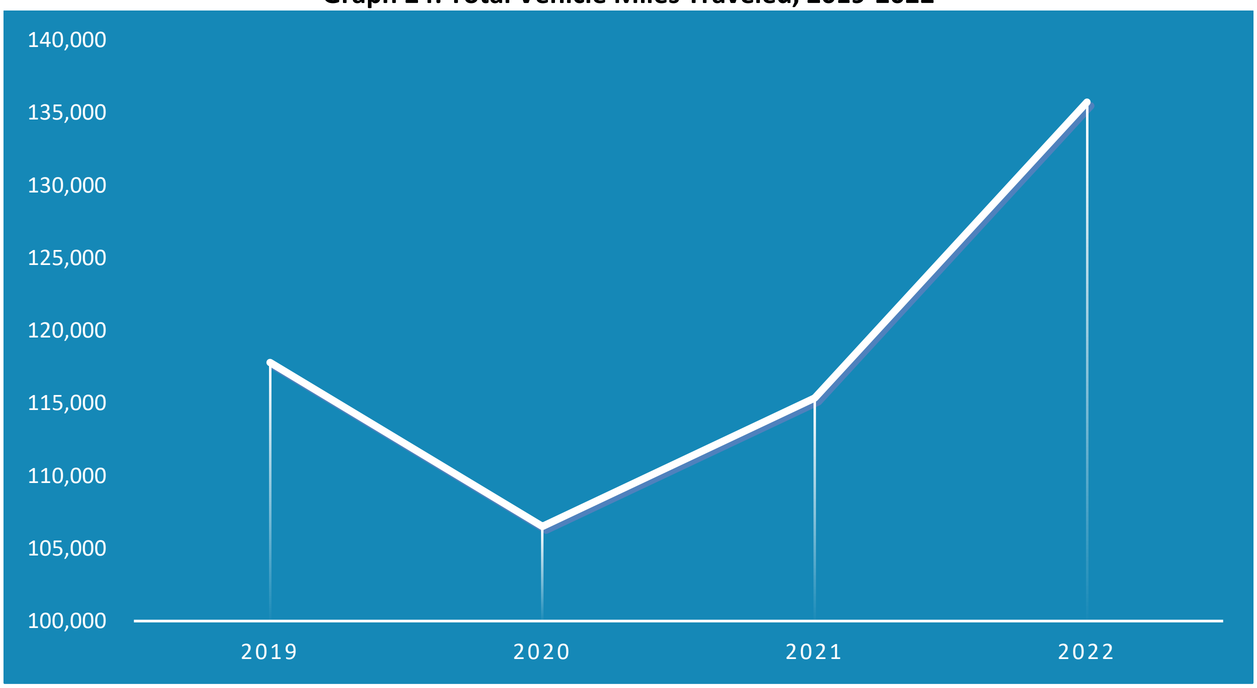
Graph 23: Success rate in negotiating rates, 2021-2022

For company driver members, 44 percent stated that their carrier was better equipped to negotiate rates in 2021 rather than in 2022, compared to just 21 percent for fleet owners and owner-operators. However, this still was a 20 percent decrease from the previous FRS. These negative trends in negotiation for both owner-operators and company drivers also manifested itself in the number of loads our members hauled, as those who receive freight through brokers or a third party and those who utilize carriers or shippers, indicated that they received the less loads in 2022 compared to 2021.

Despite there being few loads, the number of loaded miles increased almost 11,000 miles in 2022 compared to the previous year, primarily due to a notable increase in miles for owner-operators under their own authority and company drivers, as well as for those hauling building materials and hazmat. Interestingly, leased-on owner-operators actually experienced 9,000 fewer loaded miles in 2022. Only 14 percent of members in general stated that their loaded miles grew in 2022, while 50 percent indicated that they were decreasing. This was especially true for members pulling refrigerated trailers, which coincides with the drop-in produce volumes that we mentioned earlier in the report. Deadhead, or unloaded miles, also increased overall, jumping 53 percent from 16,600 miles to over 25,000 miles. Those hauling building materials and oversize loads experienced the most significant increases in deadhead miles, which could potentially relate the decrease in housing starts in the latter part of the year.

The average member drove approximately 110,300 loaded miles and 25,400 unloaded miles, representing an 18 percent increase in vehicle miles traveled overall. Those pulling reefers continued to incur the most *loaded* miles at 104,700, which was actually a 23 percent decrease, while lease-on owner-operators drove the fewest (77,400). In general, a majority of members were able to negotiate a fuel surcharge into their freight rates, especially fleet owners and leased-on owner-operators.

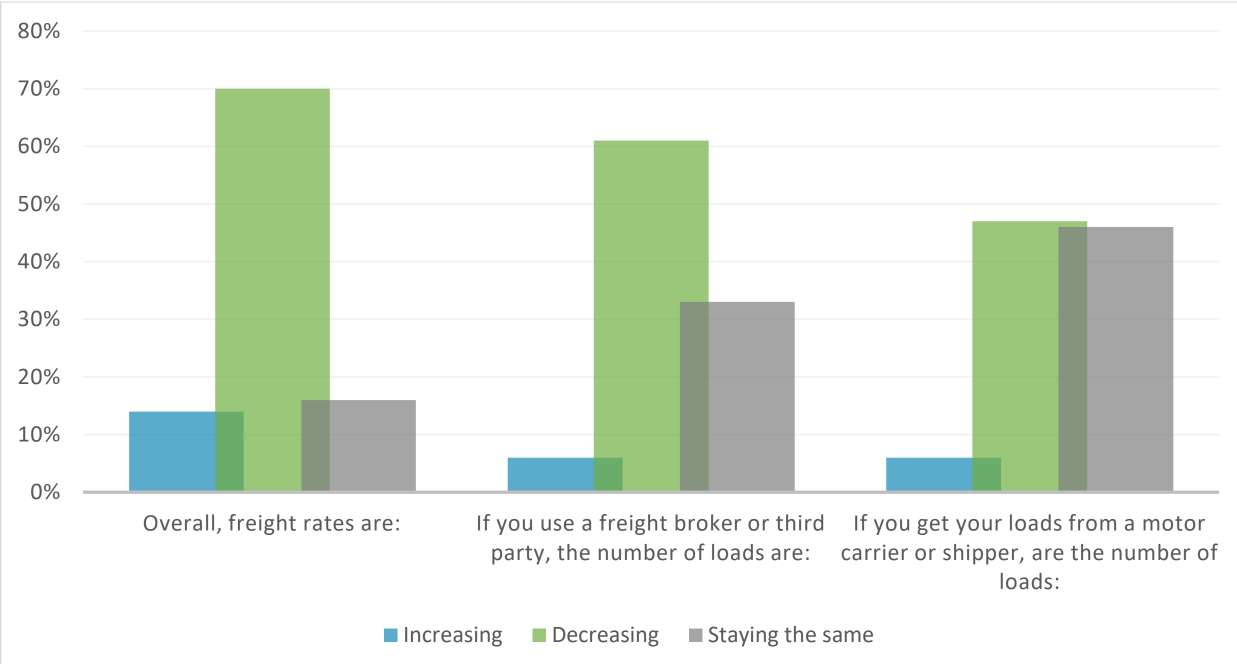
Graph 24: Total Vehicle Miles Traveled, 2019-2022



OOFI also inquired to know how many members under their own authority utilize factoring services, which are designed to help motor carriers to obtain finances for their immediate cash needs in return for a percentage of their accounts receivable or invoices. A vast majority do not use a factoring service in their trucking business (74%). However, those members with their own authority who use brokers and load boards to obtain freight were much more likely to use factoring services than other owner-operators with their own authority. The average fee overall for those who do use such a service was 3 percent, which was a slight decrease from 2021. The most common services are Triumph, OTR, and RTS and Loves, respectively.

When asked concerning their professional opinion of factoring in the *2018 Freight Rate Survey*, most members responded that they were not supportive of such a service, stating, “It’s better to manage your own money, than to pay someone to pay you.” Many wrote that the fees were too high and that factoring simply enables those that cannot manage their cash flow properly. However, others view factoring as a necessary evil and even a useful tool for small carriers and independents who do not have the funds to run their business for 30, 90, or 180 days while they wait to be compensated. One member said, "Honestly I think they provide a very important service to those of us looking to get a foothold in the industry." However, many noted that individuals should use factoring sparingly.

Graph 25: Freight Market Outlook



In order to obtain a better understanding of the current freight market, as well as to ascertain the accuracy of other freight indicators, OOFI posed three different questions concerning the average spot and contract rates as indicated by DAT's Trendlines for the dry van, flatbed, and reefer segments of the industry. The vast majority of respondents stated that DAT's Trendlines were either correct or lower than the current rates. When the fuel surcharge is removed from DAT's data, members pulling dry vans and flatbeds earned \$0.12 and \$0.57 more per mile on average, respectively, while those members pulling reefers earned \$0.23 less per mile than DAT's spot rate excluding fuel for their respective equipment types.

The table below demonstrates that while DAT's Trendlines is an accurate barometer for some, it's rates are high in comparison to many of OOIDA's members. However, this might be due to the fact that these figures include a fuel surcharge, while a little over half of our members are able to receive surcharge for fuel. OOFI plans on modifying this question in order to add clarity to how DAT's data lines up with what our members are seeing out on the road today.

Table 1: Accuracy of DAT Trendlines

These figures are:	The average spot and contract rates for *vans* has been $2.78 and $3.10 respectively	The average spot and contract rates for *flatbeds* has been $3.18 and $3.57 respectively	The average spot and contract rates for *reefers* has been $3.19 and $3.33 respectively
Far too high	20%	12%	11%
Slightly high	24%	18%	19%
Correct	29%	43%	38%
Slightly low	13%	15%	18%
Far too low	14%	12%	14%

OOFI also asked if any of the respondents were currently utilizing additional economic information published by groups such as DAT, FreightWaves, the Cass Index, IHS Markit, etc., to which 49 percent said no and 12 percent did not know there was such information available.

Conclusions and Economic Outlook

The freight market typically alternates every few years between an up, or tight, market, and a down, or loose market as the trucking industry is seldom in a steady equilibrium. OOIDA members have seen dramatic shifts in freight rates over the past several years. In 2018, the spot market reached a then-record high in June, but began to slowly contract through the latter part of that year and into 2019. Following a disappointing 2019, which experienced weak manufacturing activity, freight rates once again roared back to record heights during the second half of 2020, through all of 2021, and the first half of 2022, before falling back down to earth. The number of members who indicated that freight rates were dropping in comparison to the previous year, increased 250 percent from 20 percent in 2021 to 70 percent in 2022, coupled with a 67 percent decrease in those who stated rates were improving.

Most of the contributing factors which drove the recent up-cycle in the freight market have now changed as discussed previously. The congestion at the ports and various parts of the supply chain which plagued 2020 and 2021 have largely been alleviated, the stimulus packages and government benefits which helped spur consumer spending are now over, the low mortgage rates which incentivized record numbers of housing starts have been raised, produce levels have been diminished due to weather conditions, manufacturing activity has been stunted due to a drop in furniture and hardware retail sales and a shift in spending to services, and diesel prices have spiked in response to the war in Ukraine, Europe's energy crisis, and a shortage of diesel refining capacity. Moreover, the trucking industry is now oversaturated with capacity. All of these factors together have weakened freight demand and hurt the small business owner-operator. While rates are a little higher than 2019 levels, operating costs have jumped significantly, which is creating havoc on the bottom line for many owner-operators.

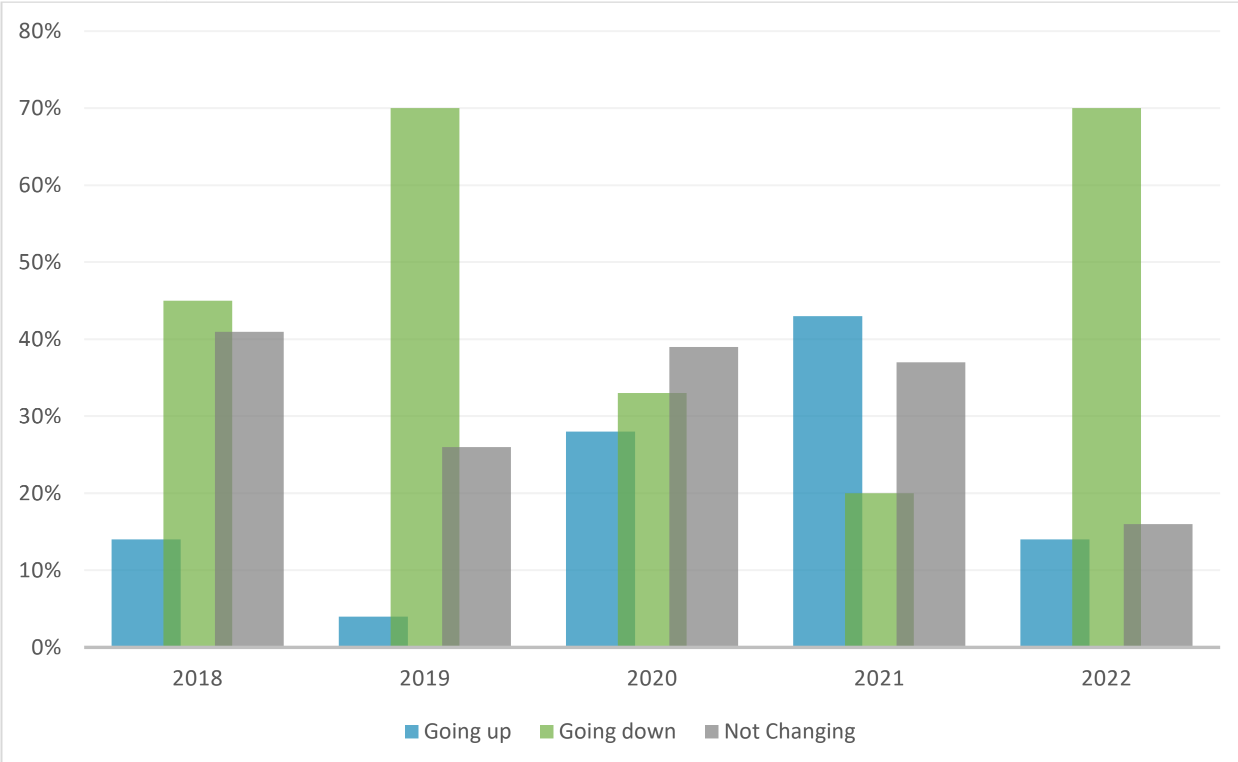
Despite the volatility in the freight market, not everything is grim. There are some positive signs that the present down-cycle over the previous six to nine months might not last very long. Perhaps the two most important factors for the 2023 freight market will be the housing situation and overcapacity. If housing begins to pick up again, which will help to boost industrial production, and if contract rates fall below spot rates as some capacity is unfortunately forced to exit the industry, then there's a chance that the freight market will turn upward again. However, it's doubtful that spot rates will reach the record-highs that owner-operators have grown accustomed to during the course of the pandemic. In the meantime, many hard-working men and women will most likely find it difficult to make a good living in trucking, which again, is why it is so critical that owner-operators know their cost of operations. As demonstrated in this report, those members who knew their cost of operations not only were able to better control their costs, but they were also able to earn more per mile as well.

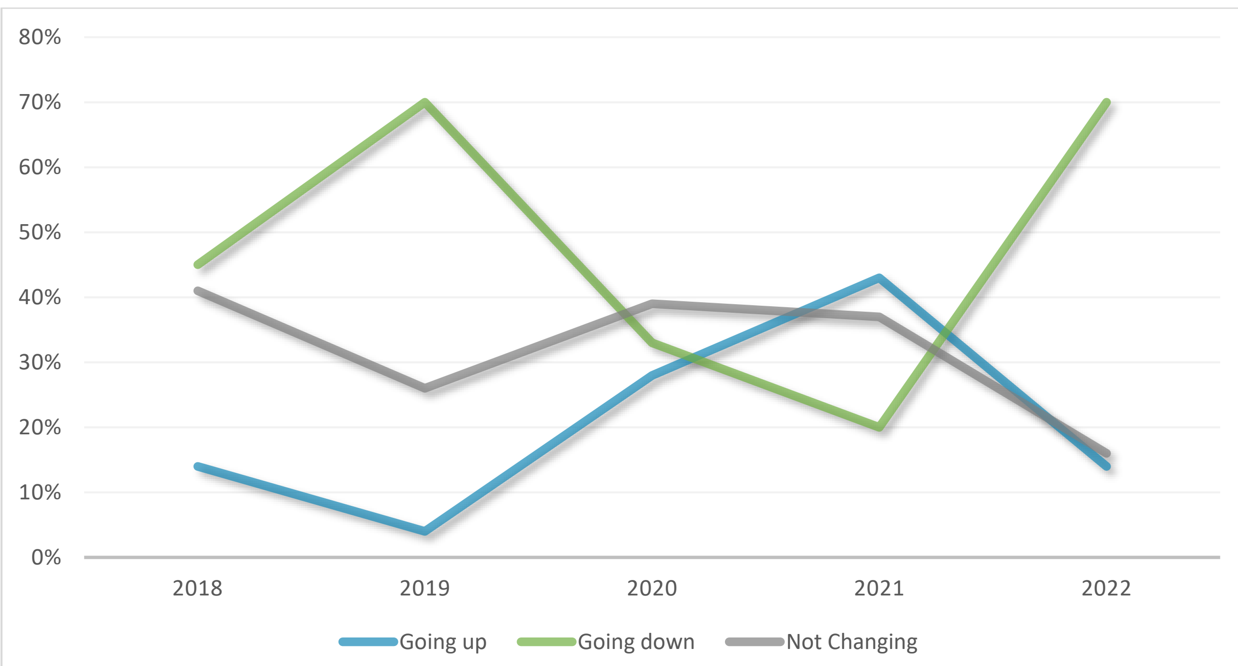
Ultimately, large motor carriers expend a lot of energy focusing on these macroeconomic indicators. It is critical for the small business owner to do the same. The purpose of the FRS is to gather information from the owner-operator and professional truck driver and present the data in such a way that can help our members plan ahead. When members were asked for their perceptions concerning the prospect for the coming year based on their experience and professional opinion, 54 percent forecasted worsening prospects for 2023, compared to 27 percent in 2021. This was especially true for those who lease-on to a carrier and those who pull a flatbed or a reefer, as well as those who rely primarily on brokers or load boards to acquire freight.

Members tended to hold a more negative view for the coming year because of high fuel prices, increased regulations, inflation, overcapacity, and the economy slowing down. One member wrote, "At today's spot market rates, I won't make it another 2 months. I will not drive at a loss or to break even and do nothing more than add miles to my equipment and expose myself to the inherent risks of driving. I own my equipment, I have no payments, and I am still struggling to survive. Owner Operator with only one unit under their authority are being squeezed out by mega's that can do it cheaper because they have the cushion needed to operate at or near a loss. They get bulk discounts, and they get all the contracts because they can underbid any single unit operation. Next year is owned by the mega's." For those members who held a more positive view, they felt that some of the new capacity that entered the industry when times were good will leave due to high operating costs, which in turn will open the way for those owner-operators who are more business savvy and who have been in the business for several years.

In response to the members' prospects for 2023, 56 percent indicated that they were planning to make changes in their business plan for next year, which is a ten percentage-point increase from last year's survey. Several owner-operators under their own authority expressed a desire to forgo their authority for the time-being and lease their truck on to another carrier or even to sell their truck and change careers altogether. Others commented that they are considering changing up their equipment, operating more regionally or in different lanes, or attempting to network more and establish direct contracts with shippers. One member wrote, "I'm in paid off equipment but I will still need to cut costs because I expect some of my fixed costs to rise. May explore running different lanes if it looks to be more opportune. Also looking to diversify. Maybe purchase a belly dump to move rock and dirt if flatbed freight falls too far off. If things get too bad, I may just park my equipment and do something different for a bit until things get better. We will see what the future holds." One of the greatest benefits to being an owner-operator is flexibility.

Graph 26: Rates are, 2018-2022



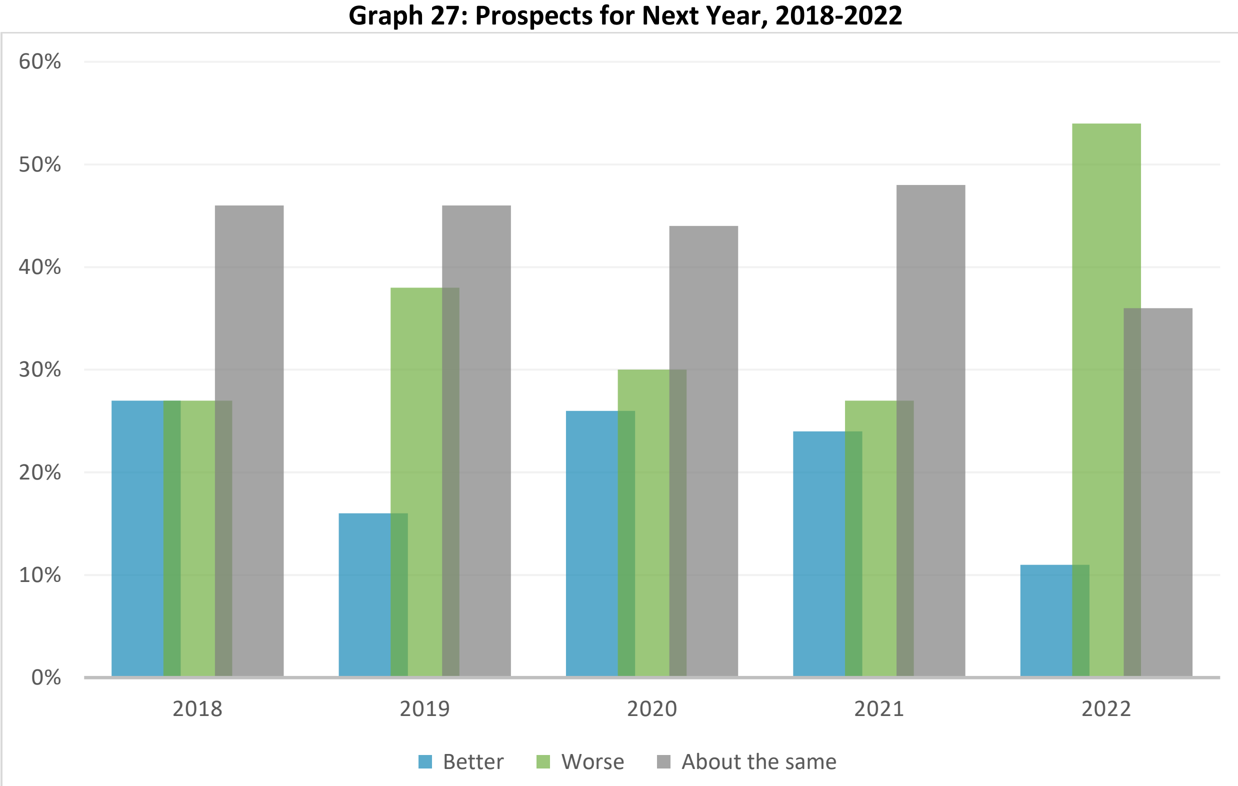


For leased-on owner-operators, many are looking to cut their miles, especially their deadhead miles, while a few are looking to get out of the business. One member commented, "I'm looking to park my truck, sell out, be done with this industry if I can. No money to be made compared with the cost to keep rolling. Fuel, Food, Tires, Maintenance, Services, Brokers. You name it. Income to cost does not compute anymore." However, regardless of operational type, many members pledged to increase the efficiency of their business, whether through more research into freight markets, changing lanes or regions, being more selective of their routes and securing backhauls, becoming more specialized, or simply focusing to reduce expenses and deadhead miles.

In short, the data from the survey creates a picture of a struggling freight market, and one that is squeezing some owner-operators out of the industry. There are still some big questions that remain however, will inflation continue to rise and consumer spending decrease, will housing starts pick back up again, will industrial production and manufacturing activity expand or contract, will fuel costs start to come back to more normal levels, and most importantly, will truck capacity finally start tighten again as it did for much of 2020 and 2021.

Much of the freight market will hinge on these important factors. It is crucial for any small business owner or professional truck driver to keep these questions in mind moving into 2023. Depending on capacity and freight volume, members might consider consolidating their business, changing operations, or perhaps even obtaining their authority or purchasing another truck in order to expand their scope of operation. Either way, it is vital for members to follow the state of the market in order to make the best decision for their business and their livelihood.

Graph 27: Prospects for Next Year, 2018-2022



2022 Freight Rate Survey Results

OOFI emailed a thirty-five-question survey to 22,445 members who allow for email communication on December 1, 2022. The Survey generated 302 total responses for a started/viewed rate of 37 percent and a 95 percent confidence level with a 6 percent margin of error, thereby the Survey provides an essential snapshot of what is occurring within the small carrier population of OOIDA today.

1. Which ***best*** describes your type of operation? (302)
   - **a. Owner-operator (own authority) – 48%**
   - b. Owner-operator (leased to motor carrier) – 31%
   - c. Company driver – 5%
   - d. Fleet owner – 12%
   - e. Retired – 1%
   - f. Other – 3%

2. What best describes your business model? (299)
   - **a. Truckload (TL) – 78%**
   - b. Less-than-Truckload (LTL) – 5%
   - c. Expeditor – 3%
   - d. Power only – 8%
   - e. Other – 6%

3. What is the ***primary*** equipment you pull? (299)
   - a. Flatbed (all configurations including lowboy and RGN) – 26%
   - b. Reefer – 20%
   - **c. Van – 29%**
   - d. Grain – 2%
   - e. Dump – 3%
   - f. Tanker/Hazmat (including pneumatic trailer) – 4%
   - g. Auto transporter – 2%
   - h. Livestock – 0%
   - i. Containers – 3%
   - j. Expedited – 1%
   - k. Hot shot – 2%
   - l. Other – 6%

4. Which best describes the ***primary*** freight that you typically haul? (296)
   - **a. General freight – 40%**
   - b. Refrigerated – 19%
   - c. Agriculture non-refrigerated – 4%
   - d. Building materials – 7%
   - e. Aggregate (concrete, gravel, sand, etc.) – 3%

f. Steel – 4%
g. Livestock – 0%
h. Automotive – 4%
i. Hopper – 2%
j. Intermodal containers – 2%
k. Hazmat/liquid/chemicals/fuel/oilfield – 4%
l. Oversize/overweight – 5%
m. Other – 7%

5. Do you ***primarily*** haul: (295)
    a. Local (less than 150 miles) – 12%
    b. Regional (151-500 miles) – 29%
    c. Dedicated – 2%
    d. Long haul (501+ miles) – 57%

6. Do you ***primarily*** haul in: (***select all that apply***) (298 respondents checked 782 answers)
    a. Northwest (AK, ID, MT, NE, ND, OR, SD, WA, WY) – 30%
    b. Southwest (AZ, CA, CO, HI, NM, NV, UT) – 32%
    c. Northcentral (IL, IN, IA, KY, MI, MN, OH, WI) – 58%
    d. Southcentral (AR, KS, LA, MS, MO, OK, TX) – 57%
    e. Northeast (CT, DE, ME, MA, NH, NJ, NY, PA, RI, VT) – 30%
    f. Southeast (AL, FL, GA, MD, NC, SC, TN, VA, WV) – 56%

7. How are you ***primarily*** paid for your services? (***Select only one***) (300)
    a. **Per Trip**, What is your average trip pay? – 31% (71)
        i. Mean – $2,390
        ii. Median – $1,500
        iii. Mode – $1,500

    b. Per Mile, What is your per mile pay? – 36% (100)
        i. Mean – $2.56
        ii. Median – $2.43
        iii. Mode – $2.00

    c. **Hourly**, What is your hourly rate of pay? – 1% ()
    d. **Percentage**, What is the percentage of the load? – 21% (59)
        i. Mean – 73%
        ii. Median – 76%
        iii. Mode – 75%

    e. By **volume or weight**, What is your average pay? – 6% ()

f. **Salary**, What is your annual salary? – 0% ()
g. Other – 4%

8. Overall, over the past year, freight rates are: (293)
   a. Rates are going up – 14%
   b. Rates are going down – 70%
   c. Not seeing a change in rates – 16%
   Why do believe this is? ()

9. Looking back over the past year, when were freight rates at their peak? (292)
   a. 1 year ago – 54%
   b. 6 months ago – 21%
   c. 3 months ago – 4%
   d. Right now – 6%
   e. Haven't seen a change in rates – 15%

10. Do you obtain the ***majority*** of the loads that you haul through a: (select all that apply) (292 respondents checked 473 answers)
    a. Contract with a shipper/receiver – 30%
    b. A Broker – 36%
    c. Load Board – 43%
    d. Digital Load Matching (i.e., Uber Freight, Convoy, etc.) – 4%
    e. Carrier Broker – 12%
    f. Through the carrier I am leased to – 27%
    g. Through the carrier I work for (company drivers) – 2%
    h. Other – 6%

    If you use a load board, what load board do you primarily use? (125 respondents checked 358 answers)
    a. DAT – 70%
    b. Truckstop – 47%
    c. 123 – 8%
    d. Mercer – 3%
    e. Coyote – 21%
    f. Convoy – 14%
    g. Uber – 17%
    h. JB Hunt – 23%
    i. Members Edge – 5%
    j. Trucker Path – 11%
    k. Central Dispatch – 4%
    l. CH Robinson – 30%
    m. TQL – 22%

n. Other (please specify) – 11%

If you use Digital Load Matching, which one(s) do you use? (11 respondents checked 25 answers)

a. Convoy – 64%
b. Uber – 82%
c. JB Hunt – 64%
d. ComFreight – 9%
e. Other – 9%

11. How do you set your rates? ()

12. Do you know how the carrier you drive for sets their rates? (12)
    a. Yes – 33%
    b. No – 67%

    If yes, how? ()

13. Do you know what your cost of operation is? (294)
    a. Yes – 88%
    b. No – 12%

    If yes, what rate per mile do you need in order to cover your costs? (212)
    a. Mean – $2.38
    b. Median – $2.15
    c. Mode – $3.00

14. Have you ever utilized the OOIDA Foundation's Cost of Operations spreadsheet? (298)
    a. Yes – 9%
    b. No – 54%
    c. Did not know there was one – 37%

    If yes, was the spreadsheet helpful? (26)
    a. Yes – 88%
    b. No – 12%

    If no, how could it be improved? ()

15. If you are ***an owner-operator*** or a ***fleet owner***, do you feel you are in a better position to negotiate rates now than you were at this time last year? (209)
    a. Yes – 21%

b. No – 79%

16. How often do you attempt to negotiate your rates? (211)
    a. Always – 54%
    b. Usually – 12%
    c. Occasionally – 23%
    d. Never – 11%

If you do negotiate, how successful are you in general in your negotiations? (Select all that apply) (186 respondents checked 273 answers)
    a. Negotiated higher rate – 57%
    b. Lost loads because of negotiation – 56%
    c. Rate did not change – 33%

17. If you ***do not*** attempt to negotiate your rates, is it ***primarily*** because: (86)
    a. Afraid of losing business – 30%
    b. I will not receive it anyway – 21%
    c. Not comfortable with negotiating – 7%
    d. Other – 42%

18. Has the carrier you work for been able to negotiate rates more this year than last? (9)
    a. Yes – 44%
    b. No – 56%

19. If you use ***a freight broker or third party***, are the number of good loads: (221)
    a. Increasing – 6%
    b. Decreasing – 61%
    c. Staying the same – 33%

20. If you get your loads from ***a motor carrier or shipper***, are the number of good loads: (216)
    a. Increasing – 6%
    b. Decreasing – 47%
    c. Staying the same – 46%

21. What would be an estimated percentage of how many loads you turn down due to it being "cheap freight"? (230)
    a. I do not turn down cheap freight – 5%
    b. 1-25% – 30%
    c. 26-50% – 23%
    d. 51-75% – 23%
    e. More than 75% – 19%

22. What was the average number of ***loaded miles*** that you ran in the last 12-months? (193)
    a. Mean – 110,352
    b. Median – 75,000
    c. Mode – 100,000

23. Compared to last year, do you find that the number of ***loaded miles*** you run have been: (220)
    a. Increasing (Why do you believe this is?) – 14%
    b. Decreasing (Why do you believe this is?) – 50%
    c. Staying the same (Why do you believe this is?) – 36%

24. What was the average number of ***deadhead miles*** that you ran in the last 12-months? (192)
    a. Mean – 25,387
    b. Median – 8,320
    c. Mode – 10,000

25. Compared to last year, do you find that the number of ***deadhead miles*** you run have been: (221)
    a. Increasing (Why do you believe this is?) – 43%
    b. Decreasing (Why do you believe this is?) – 8%
    c. Staying the same (Why do you believe this is?) – 49%

26. What is the typical down time for you when you are between loads? (228)
    a. Loading same day as unloading – 35%
    b. 1 day – 38%
    c. 2 days – 14%
    d. 3 days or longer – 13%

27. Have you, or the carrier you work for, been able to include a fuel surcharge either in your all-inclusive rate or broken out separately? (236)
    a. Yes – 52%
    b. No – 48%

    If yes, is your fuel surcharge ***primarily*** included: ()
    a. In my all-inclusive rate –
    b. Broken out separately –

    If yes, how much do you receive on average for your fuel surcharge? (43)
    i. Mean – $0.83
    ii. Median – $0.70
    iii. Mode – $0.80

28. According to DAT Trendlines, the average spot and contract rates for ***vans*** over the **past 12-months** has been $2.78 and $3.10 respectively. In your professional opinion, are these accurate? Are they: (184)
    a. Far too high – 20%
    b. Slightly high – 24%
    c. Correct – 29%
    d. Slightly low – 13%
    e. Far too low – 14%

29. According to DAT Trendlines, the average spot and contract rates for ***flatbeds*** over the **past 12-months** has been $3.18 and $3.57 respectively. In your professional opinion, are these accurate? Are they: (143)
    a. Far too high – 12%
    b. Slightly high – 18%
    c. Correct – 43%
    d. Slightly low – 15%
    e. Far too low – 12%

30. According to DAT Trendlines, the average spot and contract rates for ***reefers*** over the **past 12-months** has been $3.19 and $3.33 respectively. In your professional opinion, are these accurate? Are they: (118)
    a. Far too high – 11%
    b. Slightly high – 19%
    c. Correct – 38%
    d. Slightly low – 18%
    e. Far too low – 14%

31. Do you utilize economic information published by groups such as DAT, FreightWaves, the Cass Index, IHS Markit, etc.? (233)
    a. Yes – 39%
    b. No – 49%
    c. Did not know there was such information – 12%

32. Do you utilize the OOIDA Foundation’s Monthly Trucking Market Update? (233)
    a. Yes – 18%
    b. No – 48%
    c. Didn’t know there was such information – 34%

    If yes, how would you rate your level of satisfaction with the report? (40)
    i. Highly dissatisfied – 3%
    ii. Somewhat dissatisfied – 3%
    iii. Neutral – 38%

iv. Somewhat satisfied – 35%
v. Highly satisfied – 23%

33. Do you ***currently*** use a factoring service? (237)
    a. Yes – 26%
    b. No – 74%

If yes, what is the name of the service? ()

If yes, what percentage do they take for their service? (53)

Mean – 3%
Median – 3%
Mode – 3%

34. Based on your experience, what is your perception of prospects for the coming year? (228)
    a. Better – 11%
    b. Worse – 54%
    c. About the same – 36%

35. Are you planning to make any changes in your business plan for next year? (236)
    a. Yes (If yes, what are those changes?) – 56%
    b. No (If no, why?) – 44%

Freight Rate Survey Comparisons

Comparison by Type of Operation

The following section summarizes the differences between owner-operators under their own authority (**146**), those that are leased-on to motor carriers (**95**), those who are company drivers (**14**), and those who listen themselves as fleet owners (**36**). The percentage of each answer is given based on the number of respondents marking any one answer, all percentages have been rounded to the nearest whole number, and each column equals 100% as indicated.

1.	Which best describes your type of operation?	OA	LO	CD	FO	Overall
a.	Owner-operator (own authority)	**100%**	0%	0%	0%	**48%**
b.	**Owner-operator (leased to motor carrier)**	0%	**100%**	0%	0%	31%
c.	Company driver	0%	0%	**100%**	0%	5%
d.	Fleet owner	0%	0%	0%	**100%**	12%
e.	Retired	0%	0%	0%	0%	1%
f.	Other	0%	0%	0%	0%	3%
	Total	100%	100%	100%	100%	100%

2.	Do you haul Truckload (TL) or Less-than-Truckload (LTL)?	OA	LO	CD	FO	Overall
a.	**Truckload (TL)**	**82%**	**70%**	**86%**	**89%**	**78%**
b.	Less-than-Truckload (LTL)	5%	5%	7%	6%	5%
c.	Expeditor	3%	3%	0%	3%	3%
d.	Power Only	8%	13%	0%	0%	8%
e.	Other	3%	9%	7%	3%	6%
	Total	100%	100%	100%	100%	100%

3.	What is the primary equipment you pull?	OA	LO	CD	FO	Overall
a.	Flatbed (all configurations)	**28%**	24%	8%	**33%**	26%
b.	Reefer	27%	13%	15%	14%	20%
c.	**Van**	25%	**43%**	**38%**	11%	**29%**

		OA	LO	CD	FO	Overall
d.	Grain	1%	0%	15%	3%	2%
e.	Dump	3%	2%	0%	8%	3%
f.	Tanker/hazmat (including pneumatic trailer)	1%	6%	15%	11%	4%
g.	Auto transporter	1%	2%	0%	3%	2%
h.	Livestock	1%	0%	0%	0%	0%
i.	Containers	2%	4%	0%	6%	3%
j.	Expedited	1%	1%	0%	3%	1%
k.	Hot shot	2%	2%	0%	3%	2%
l.	Other	8%	2%	8%	6%	6%
	Total	100%	100%	100%	100%	100%

4.	Which best describes the primary freight you typically haul?	OA	LO	CD	FO	Overall
a.	General Freight	**41%**	**46%**	**23%**	**31%**	**40%**
b.	Refrigerated	26%	13%	15%	14%	19%
c.	Agriculture non-refrigerated	3%	1%	**23%**	8%	4%
d.	Building materials	7%	4%	0%	11%	7%
e.	Aggregate (concrete, gravel, sand, etc.)	3%	0%	0%	11%	3%
f.	Steel	4%	5%	0%	6%	4%
g.	Livestock	1%	0%	0%	0%	0%
h.	Automotive	3%	4%	8%	3%	4%
i.	Hopper	1%	1%	15%	0%	2%
j.	Intermodal containers	1%	2%	0%	3%	2%
k.	Hazmat/liquid/chemicals/fuel	0%	10%	8%	3%	4%
l.	Oversize/overweight	4%	5%	0%	8%	5%
m.	Other	6%	9%	8%	3%	7%
	Total	100%	100%	100%	100%	100%

5.	Do you primarily haul:	OA	LO	CD	FO	Overall
a.	Local (less than 150 miles)	8%	10%	15%	25%	12%

		OA	LO	CD	FO	Overall
b.	Regional (151-500 miles)	32%	24%	**38%**	28%	29%
c.	Dedicated	3%	1%	8%	0%	2%
d.	**Long haul (501+ miles)**	**57%**	**65%**	**38%**	**47%**	**57%**
	Total	100%	100%	100%	100%	100%
6.	**Do you primarily haul in: (*select all that apply*)**	**OA**	**LO**	**CD**	**FO**	**Overall**
a.	Northwest	31%	31%	21%	28%	30%
b.	Southwest	34%	31%	7%	31%	32%
c.	North central	54%	**71%**	**50%**	50%	**58%**
d.	South central	53%	63%	**50%**	**64%**	57%
e.	Northeast	30%	25%	**50%**	31%	30%
f.	Southeast	**59%**	55%	43%	56%	56%
7.	**How are you primarily paid for your services**	**OA**	**LO**	**CD**	**FO**	**Overall**
a.	Per Trip, What is your average trip pay?	42%	19%	**29%**	25%	31%
b.	**Per Mile, What is your per mile pay?**	**45%**	24%	**29%**	**36%**	**36%**
c.	Hourly, What is your hourly rate of pay?	0%	0%	14%	3%	1%
d.	Percentage, What is your percentage of the load?	5%	**53%**	21%	6%	21%
e.	By volume or weight, What is your average pay?	5%	1%	7%	19%	6%
f.	Salary, What is your annual salary?	0%	0%	0%	0%	0%
g.	Other	3%	3%	0%	11%	4%
	Total	100%	100%	100%	100%	100%
	Per trip	$ 2,570	$ 1,547	$ 553	$ 3,793	$ 2,390
	Per mile	$ 2.94	$ 1.97	$ 0.72	$ 2.52	$ 2.56
	Percentage	74.2%	76.6%	28.3%	83.5%	73%
8.	**Overall, over the past year, freight rates are:**	**OA**	**LO**	**CD**	**FO**	**Overall**

		OA	LO	CD	FO	Overall
a.	Rates are going up	9%	11%	31%	28%	14%
b.	Rates are going down	**78%**	**70%**	**38%**	**58%**	**70%**
c.	Not seeing a change in rates	13%	19%	31%	14%	16%
	Total	100%	100%	100%	100%	100%

9.	**Looking back over the past year, when were freight rates at their peak?**	**OA**	**LO**	**CD**	**FO**	**Overall**
a.	1 year ago	**58%**	**55%**	**58%**	**40%**	**54%**
b.	6 months ago	22%	19%	0%	34%	21%
c.	3 months ago	3%	1%	8%	6%	4%
d.	Right now	5%	3%	8%	14%	6%
e.	Haven't seen a change in rates	13%	22%	25%	6%	15%
	Total	100%	100%	100%	100%	100%

10.	**Do you obtain the majority of the loads that you haul through a: (select all that apply)**	**OA**	**LO**	**CD**	**FO**	**Overall**
a.	Contract with a shipper/receiver	37%	9%	38%	**55%**	30%
b.	A Broker	48%	21%	15%	36%	36%
c.	Load Board	**57%**	29%	8%	52%	**43%**
d.	Digital load matching	6%	4%	0%	3%	4%
e.	Carrier Broker	14%	14%	15%	3%	12%
f.	Through the carrier I am leased to	2%	**79%**	0%	9%	27%
g.	Through the carrier I work for (company drivers)	0%	0%	**54%**	0%	2%
h.	Other	6%	4%	8%	3%	6%

	If you use a load board, what load board do you primarily use?	**OA**	**LO**	**CD**	**FO**	**Overall**
a.	DAT	**65%**	**77%**		**82%**	**70%**
b.	Truckstop	50%	35%		59%	47%
c.	123	6%	12%		6%	8%
d.	Mercer	4%	4%		0%	3%
e.	Coyote	20%	19%		24%	21%

	OA	LO	CD	FO	Overall
f. Convoy	14%	15%		1%	14%
g. Uber	16%	23%		12%	17%
h. JB Hunt	23%	23%		29%	23%
i. Members Edge	6%	4%		0%	5%
j. Truckers Path	10%	19%		6%	11%
k. Central Dispatch	4%	4%		6%	4%
l. CH Robinson	33%	31%		18%	30%
m. TQL	23%	19%		24%	22%
n. Other	6%	23%		18%	11%

If you use Digital Load Matching, which one(s) do you use?	OA	LO	CD	FO	Overall
a. Convoy					64%
b. Uber					**82%**
c. JB Hunt					64%
d. ComFreight					9%
e. Other					9%

11. How do you set your rates?	OA	LO	CD	FO	Overall

12. Do you know how the carrier you drive for sets their rates?	OA	LO	CD	FO	Overall
a. Yes	0%	0%	33%	0%	33%
b. No	0%	0%	67%	0%	**67%**
Total	100%	100%	100%	100%	100%

13. Do you know what your cost of operation is?	OA	LO	CD	FO	Overall
a. Yes	**93%**	**89%**	15%	**89%**	**88%**
b. No	7%	11%	**85%**	11%	12%
Total	100%	100%	100%	100%	100%

If yes, what rate per mile do you need in order to cover your costs?	$ 2.36	$ 2.33		$ 2.49	$ 2.38

14. Have you ever utilized the OOIDA Foundation's Cost of Operations spreadsheet?	OA	LO	CD	FO	Overall
a. Yes	8%	4%	0%	22%	9%
b. No	46%	**65%**	**69%**	**56%**	**54%**
c. Did not know there was one	46%	31%	31%	22%	37%
Total	100%	100%	100%	100%	100%

If yes, was the spreadsheet helpful?	OA	LO	CD	FO	Overall
a. Yes	**92%**	**75%**	0%	**88%**	**88%**
b. No	8%	25%	0%	13%	12%
Total	100%	100%	100%	100%	100%

15. If you are an owner-operator, do you feel you are in a better position to negotiate rates now than you were at this time last year?	OA	LO	CD	FO	Overall
a. Yes	21%	15%	0%	37%	21%
b. No	**79%**	**85%**	0%	**63%**	**79%**
Total	100%	100%	100%	100%	100%

16. How often do you attempt to negotiate your rates?	OA	LO	CD	FO	Overall
a. Always	**65%**	**31%**	0%	**70%**	**54%**
b. Usually	13%	13%	0%	7%	12%
c. Occasionally	18%	29%	0%	23%	23%
d. Never	4%	27%	0%	0%	11%
Total	100%	100%	100%	100%	100%

If you do negotiate, how successful are you in general in your negotiations? (select all that apply)	OA	LO	CD	FO	Overall
a. Negotiated higher rate	**62%**	46%		**60%**	**57%**

	OA	LO	CD	FO	Overall
b. Lost loads because of negotiation	57%	**59%**		50%	56%
c. Rate did not change	30%	39%		33%	33%

17. If you do not attempt to negotiate your rates, is it *primarily* because:	OA	LO	CD	FO	Overall
a. Afraid of losing business	31%	22%	0%	**67%**	30%
b. I will not receive it anyway	16%	27%	0%	11%	21%
c. Not comfortable with negotiating	6%	9%	0%	0%	7%
d. Other	**47%**	**42%**	0%	22%	**42%**
Total	100%	100%	100%	100%	100%

18. Has the carrier you work for, been able to negotiate rates more this year than last?	OA	LO	CD	FO	Overall
a. Yes			44%		44%
b. No			**56%**		**56%**
Total	100%	100%	100%	100%	100%

19. If you use a freight broker or third party, the number of loads are:	OA	LO	CD	FO	Overall
a. Increasing	7%	3%	0%	14%	6%
b. Decreasing	**68%**	48%	38%	**72%**	**61%**
c. Staying the same	25%	**49%**	**63%**	14%	33%
Total	100%	100%	100%	100%	100%

20. If you get your loads from a motor carrier or shipper, are the number of loads:	OA	LO	CD	FO	Overall
a. Increasing	5%	2%	0%	25%	6%
b. Decreasing	**52%**	47%	17%	**43%**	**47%**
c. Staying the same	43%	**51%**	**83%**	32%	46%
Total	100%	100%	100%	100%	100%

21. What would be an estimated percentage of how many loads you turn down due to it being "cheap freight"?	OA	LO	CD	FO	Overall
a. I do not turn down cheap freight	2%	9%	14%	3%	5%

		OA	LO	CD	FO	Overall
b.	**0-25%**	**29%**	**32%**	14%	**33%**	**30%**
c.	26-50%	25%	22%	**57%**	20%	23%
d.	51-75%	24%	25%	0%	23%	23%
e.	More than 75%	21%	13%	14%	20%	19%
	Total	100%	100%	100%	100%	100%

22.	**What was the average number of *load miles* that you ran in 2019?**	**OA**	**LO**	**CD**	**FO**	**Overall**
a.	Mean	78,935	77,439	100,000	319,740	110,352
b.	Median	75,000	75,000	75,000	75,000	75,000
c.	Mode	100,000	100,000	100,000	100,000	100,000

23.	**Compared to last year, do you find that the number of *loaded miles* you run have been:**	**OA**	**LO**	**CD**	**FO**	**Overall**
a.	Increasing	10%	17%	0%	24%	14%
b.	**Decreasing**	**55%**	**47%**	38%	**41%**	**50%**
c.	Staying the same	35%	36%	**63%**	34%	36%
	Total	100%	100%	100%	100%	100%

24.	**What was the average number of deadhead miles that you ran in 2020?**	**OA**	**LO**	**CD**	**FO**	**Overall**
a.	Mean	15,980	15,988	17,529	86,510	25,387
b.	Median	8,320	8,320	8,320	8,320	8,320
c.	Mode	10,000	10,000	10,000	10,000	10,000

25	**Compared to last year, do you find that the number of *deadhead miles* you run have been:**	**OA**	**LO**	**CD**	**FO**	**Overall**
a.	**Increasing**	**48%**	38%	43%	**47%**	43%
b.	Decreasing	4%	8%	0%	17%	8%
c.	Staying the same	47%	**55%**	**57%**	37%	**49%**
	Total	100%	100%	100%	100%	100%

26.	**What is the typical down time for you when you are between loads?**	**OA**	**LO**	**CD**	**FO**	**Overall**

	OA	LO	CD	FO	Overall
a. Loading same day as unloading	33%	26%	**63%**	**55%**	35%
b. 1 day	**38%**	**46%**	25%	28%	**38%**
c. 2 day	15%	15%	13%	7%	14%
d. 3 days or longer	14%	13%	0%	10%	13%
Total	100%	100%	100%	100%	100%

27. Have you, or the carrier you work for, been able to include a fuel surcharge in freight rates?	OA	LO	CD	FO	Overall
a. Yes	40%	**67%**	**67%**	**59%**	**52%**
b. No	**60%**	33%	33%	41%	48%
Total	100%	100%	100%	100%	100%
If yes, how much do you receive for the fuel surcharge	$0.36	$0.36	$0.35	$0.35	$0.83

28. According to DAT Trendlines, the average spot and contract rates for vans over the past 12-months has been $2.78 and $3.10 respectively. In your professional opinion, are these accurate? Are they:	OA	LO	CD	FO	Overall
a. Far too high	**26%**	11%	0%	**24%**	20%
b. Slightly high	**26%**	28%	20%	14%	24%
c. Correct	25%	**35%**	**60%**	**24%**	**29%**
d. Slightly low	12%	9%	20%	19%	13%
e. Far too low	11%	18%	0%	19%	14%
Total	100%	100%	100%	100%	100%

29. According to DAT Trendlines, the average spot and contract rates for flatbeds over the past 12-months has been $3.18 and $3.57 respectively. In your professional opinion, are these accurate? Are they:	OA	LO	CD	FO	Overall
a. Far too high	14%	8%	0%	14%	12%
b. Slightly high	17%	19%	0%	23%	18%
c. Correct	**47%**	**43%**	**75%**	**27%**	**43%**

	OA	LO	CD	FO	Overall
d. Slightly low	13%	16%	0%	18%	15%
e. Far too low	9%	14%	25%	18%	12%
Total	100%	100%	100%	100%	100%

30. According to DAT Trendlines, the average spot and contract rates for reefers over the past 12-months has been $3.19 and $3.33 respectively. In your professional opinion, are these accurate? Are they:	**OA**	**LO**	**CD**	**FO**	**Overall**
a. Far too high	14%	4%	0%	14%	11%
b. Slightly high	23%	18%	0%	7%	19%
c. Correct	**36%**	**39%**	**100%**	**29%**	**38%**
d. Slightly low	12%	29%	0%	21%	18%
e. Far too low	14%	11%	0%	**29%**	14%
Total	100%	100%	100%	100%	100%

31. Do you utilize economic information published by groups such as DAT, FreightWaves, the Cass Index, IHS Markit, etc.?	**OA**	**LO**	**CD**	**FO**	**Overall**
a. Yes	**47%**	26%	13%	45%	39%
b. No	40%	**61%**	**63%**	**48%**	**49%**
c. Did not know there was such information	13%	13%	25%	6%	12%
Total	100%	100%	100%	100%	100%

32. Do you utilize the OOIDA Foundation's Monthly Trucking Market Update?	**OA**	**LO**	**CD**	**FO**	**Overall**
a. Yes	18%	18%	25%	16%	18%
b. No	41%	57%	63%	48%	**48%**
c. Did not know there was such information	40%	25%	13%	35%	34%
Total	100%	100%	100%	100%	100%
If yes, how would you rate your level of satisfaction with the report?					
a. Highly dissatisfied	0%	0%	0%	25%	3%

		OA	LO	CD	FO	Overall
b.	Somewhat dissatisfied	0%	8%	0%	0%	3%
c.	Neutral	**43%**	**42%**	**50%**	0%	**38%**
d.	Somewhat satisfied	29%	33%	**50%**	**50%**	35%
e.	Highly Satisfied	29%	17%	0%	25%	23%
	Total	100%	100%	100%	100%	100%

33.	**Do you currently use a factoring service?**	**OA**	**LO**	**CD**	**FO**	**Overall**
a.	Yes	40%	6%	11%	29%	26%
b.	**No**	**60%**	**94%**	**89%**	**71%**	**74%**
	Total	100%	100%	100%	100%	100%
	If yes, what is the name of the service?					Triumph OTR RTS/Love
	If yes, what percentage did they take for their service?					3.0%

34.	**Based on your experience, what is your perception of prospects for the coming year?**	**OA**	**LO**	**CD**	**FO**	**Overall**
a.	Better	9%	6%	0%	23%	11%
b.	Worse	**52%**	**60%**	50%	**58%**	**54%**
c.	**About the same**	38%	34%	50%	19%	36%
	Total	100%	100%	100%	100%	100%

35.	**Are you planning to make any changes in your business plan for next year?**	**OA**	**LO**	**CD**	**FO**	**Overall**
a.	Yes	**58%**	**58%**	33%	**58%**	**56%**
b.	**No**	43%	42%	**67%**	42%	44%
	Total	100%	100%	100%	100%	100%

Comparison by Type of Equipment Hauled

The following section summarizes the differences between the three primary types of equipment hauled by OOIDA members: dry van (**87**), flatbed (**79**), and reefer (**60**). The percentage of each answer is given based on the number of respondents marking any one answer, all percentages have been rounded to the nearest whole number, and each column equals 100% as indicated.

1. Which best describes your type of operation?		Van	Flatbed	Reefer	Overall
a. Owner-operator (own authority)		42%	**52%**	**67%**	**48%**
b. Owner-operator (leased to motor carrier)		**47%**	29%	20%	31%
c. Company driver		6%	1%	3%	5%
d. Fleet owner		5%	15%	8%	12%
e. Retired		0%	0%	0%	1%
f. Other		1%	3%	2%	3%
	Total	100%	100%	100%	100%

2. Do you haul Truckload (TL) or Less-than-Truckload (LTL)?		Van	Flatbed	Reefer	Overall
a. Truckload (TL)		**78%**	**91%**	**95%**	**78%**
b. Less-than-Truckload (LTL)		8%	1%	3%	5%
c. Expeditor		0%	1%	0%	3%
d. Power Only		10%	1%	0%	8%
e. Other		3%	5%	2%	6%
	Total	100%	100%	100%	100%

3. What is the primary equipment you pull?	Van	Flatbed	Reefer	Overall
a. Flatbed (all configurations)	0%	**100%**	0%	26%
b. Reefer	0%	0%	**100%**	20%
c. Van	**100%**	0%	0%	**29%**
d. Grain	0%	0%	0%	2%

		Van	Flatbed	Reefer	Overall
e.	Dump	0%	0%	0%	3%
f.	Tanker/hazmat (including pneumatic trailer)	0%	0%	0%	4%
g.	Auto transporter	0%	0%	0%	2%
h.	Livestock	0%	0%	0%	0%
i.	Containers	0%	0%	0%	3%
j.	Expedited	0%	0%	0%	1%
k.	Hot shot	0%	0%	0%	2%
l.	Other	0%	0%	0%	6%
	Total	100%	100%	100%	100%

4.	Which best describes the primary freight you typically haul?	Van	Flatbed	Reefer	Overall
a.	General Freight	**86%**	**33%**	7%	**40%**
b.	Refrigerated	0%	0%	**93%**	19%
c.	Agriculture non-refrigerated	2%	1%	0%	4%
d.	Building materials	0%	27%	0%	7%
e.	Aggregate (concrete, gravel, sand, etc.)	0%	0%	0%	3%
f.	Steel	0%	15%	0%	4%
g.	Livestock	0%	0%	0%	0%
h.	Automotive	6%	1%	0%	4%
i.	Hopper	0%	0%	0%	2%
j.	Intermodal containers	0%	0%	0%	2%
k.	Hazmat/liquid/chemicals/fuel	3%	1%	0%	4%
l.	Oversize/overweight	0%	17%	0%	5%
m.	Other	2%	4%	0%	7%
	Total	100%	100%	100%	100%

5.	Do you primarily haul:	Van	Flatbed	Reefer	Overall
a.	Local (less than 150 miles)	6%	6%	2%	12%
b.	Regional (151-500 miles)	30%	31%	20%	29%

		Van	Flatbed	Reefer	Overall
c.	Dedicated	2%	1%	3%	2%
d.	Long haul (501+ miles)	**62%**	**62%**	**75%**	**57%**
	Total	100%	100%	100%	100%
6.	**Do you primarily haul in: (*select all that apply*)**	**Van**	**Flatbed**	**Reefer**	**Overall**
a.	Northwest	24%	39%	43%	30%
b.	Southwest	29%	35%	38%	32%
c.	North central	**66%**	**63%**	60%	**58%**
d.	South central	64%	65%	**53%**	57%
e.	Northeast	26%	33%	37%	30%
f.	Southeast	60%	57%	55%	56%
7.	**How are you primarily paid for your services**	**Van**	**Flatbed**	**Reefer**	**Overall**
a.	Per Trip, What is your average trip pay?	26%	**37%**	**43%**	31%
b.	Per Mile, What is your per mile pay?	**51%**	35%	28%	**36%**
c.	Hourly, What is your hourly rate of pay?	0%	1%	0%	1%
d.	Percentage, What is your percentage of the load?	20%	19%	27%	21%
e.	By volume or weight, What is your average pay?	0%	3%	0%	6%
f.	Salary, What is your annual salary?	0%	0%	0%	0%
g.	Other	3%	5%	2%	4%
	Total	100%	100%	100%	100%
	Per trip	$ 1,751	$ 2,185	$ 3,072	$ 2,390
	Per mile	$ 2.18	$ 2.97	$ 2.16	$ 2.56
	Percentage	77%	79%	74%	73%
8.	**Overall, over the past year, freight rates are:**	**Van**	**Flatbed**	**Reefer**	**Overall**
a.	Rates are going up	5%	10%	2%	14%

		Van	Flatbed	Reefer	Overall
b.	Rates are going down	**73%**	**78%**	**95%**	**70%**
c.	Not seeing a change in rates	22%	11%	3%	16%
	Total	100%	100%	100%	100%

9.	**Looking back over the past year, when were freight rates at their peak?**	**Van**	**Flatbed**	**Reefer**	**Overall**
a.	1 year ago	**62%**	**52%**	**73%**	**54%**
b.	6 months ago	19%	23%	17%	21%
c.	3 months ago	0%	4%	3%	4%
d.	Right now	1%	3%	2%	6%
e.	Haven't seen a change in rates	18%	18%	5%	15%
	Total	100%	100%	100%	100%

10.	**Do you obtain the majority of the loads that you haul through a: (select all that apply)**	**Van**	**Flatbed**	**Reefer**	**Overall**
a.	Contract with a shipper/receiver	22%	33%	28%	30%
b.	**A Broker**	34%	36%	53%	36%
c.	Load Board	**44%**	**53%**	**60%**	**43%**
d.	Digital load matching	9%	0%	8%	4%
e.	Carrier Broker	13%	12%	18%	12%
f.	Through the carrier I am leased to	34%	26%	18%	27%
g.	Through the carrier I work for (company drivers)	2%	1%	3%	2%
h.	Other	1%	5%	0%	6%

	If you use a load board, what load board do you primarily use?	**Van**	**Flatbed**	**Reefer**	**Overall**
a.	DAT	**86%**	59%	**81%**	**70%**
b.	Truckstop	22%	**68%**	44%	47%
c.	123	11%	2%	8%	8%
d.	Mercer	0%	10%	0%	3%
e.	Coyote	36%	10%	25%	21%
f.	Convoy	28%	2%	17%	14%

	Van	Flatbed	Reefer	Overall
g. Uber	36%	5%	17%	17%
h. JB Hunt	44%	12%	19%	23%
i. Members Edge	6%	0%	11%	5%
j. Truckers Path	11%	15%	11%	11%
k. Central Dispatch	0%	0%	3%	4%
l. CH Robinson	42%	22%	39%	30%
m. TQL	31%	10%	31%	22%
n. Other	19%	7%	0%	11%

If you use Digital Load Matching, which one(s) do you use?	Van	Flatbed	Reefer	Overall
a. Convoy				64%
b. Uber				**82%**
c. JB Hunt				64%
d. ComFreight				9%
e. Other				9%

11. How do you set your rates?	Van	Flatbed	Reefer	Overall

12. Do you know how the carrier you drive for sets their rates?	Van	Flatbed	Reefer	Overall
a. Yes	25%	0%	0%	33%
b. No	**75%**	**100%**	**100%**	**67%**
Total	100%	100%	100%	100%

13. Do you know what your cost of operation is?	Van	Flatbed	Reefer	Overall
a. Yes	**86%**	**91%**	**93%**	**88%**
b. No	14%	9%	7%	12%
Total	100%	100%	100%	100%

If yes, what rate per mile do you need in order to cover your costs?	$ 2.14	$ 2.32	$ 2.58	$ 2.38

14. Have you ever utilized the OOIDA Foundation's Cost of Operations spreadsheet?	Van	Flatbed	Reefer	Overall
a. Yes	8%	8%	8%	9%
b. No	**60%**	**55%**	**53%**	**54%**
c. Did not know there was one	31%	37%	38%	37%
Total	100%	100%	100%	100%

If yes, was the spreadsheet helpful?	Van	Flatbed	Reefer	Overall
a. Yes	**100%**	**83%**	**80%**	**88%**
b. No	0%	17%	20%	12%
Total	100%	100%	100%	100%

15. If you are an owner-operator, do you feel you are in a better position to negotiate rates now than you were at this time last year?	Van	Flatbed	Reefer	Overall
a. Yes	18%	12%	17%	21%
b. No	**82%**	**88%**	**83%**	**79%**
Total	100%	100%	100%	100%

16. How often do you attempt to negotiate your rates?	Van	Flatbed	Reefer	Overall
a. Always	**52%**	**58%**	**64%**	**54%**
b. Usually	15%	12%	15%	12%
c. Occasionally	16%	25%	13%	23%
d. Never	16%	5%	9%	11%
Total	100%	100%	100%	100%

If you do negotiate, how successful are you in general in your negotiations? (select all that apply)	Van	Flatbed	Reefer	Overall
a. Negotiated higher rate	59%	**58%**	51%	**57%**

	Van	Flatbed	Reefer	Overall
b. Lost loads because of negotiation	**65%**	**58%**	**60%**	56%
c. Rate did not change	39%	33%	28%	33%

17. If you do not attempt to negotiate your rates, is it ***primarily*** because:	Van	Flatbed	Reefer	Overall
a. Afraid of losing business	19%	**41%**	21%	30%
b. I will not receive it anyway	23%	18%	21%	21%
c. Not comfortable with negotiating	12%	0%	14%	7%
d. Other	**46%**	**41%**	**43%**	**42%**
Total	100%	100%	100%	100%

18. Has the carrier you work for, been able to negotiate rates more this year than last?	Van	Flatbed	Reefer	Overall
a. Yes	33%	**100%**	0%	44%
b. No	**67%**	0%	**100%**	**56%**
Total	100%	100%	100%	100%

19. If you use a freight broker or third party, the number of loads are:	Van	Flatbed	Reefer	Overall
a. Increasing	5%	5%	4%	6%
b. Decreasing	**62%**	**71%**	**66%**	**61%**
c. Staying the same	33%	24%	30%	33%
Total	100%	100%	100%	100%

20. If you get your loads from a motor carrier or shipper, are the number of loads:	Van	Flatbed	Reefer	Overall
a. Increasing	5%	7%	4%	6%
b. Decreasing	**48%**	**61%**	42%	**47%**
c. Staying the same	**48%**	32%	**54%**	46%
Total	100%	100%	100%	100%

21. What would be an estimated percentage of how many loads you turn down due to it being "cheap freight"?	Van	Flatbed	Reefer	Overall
a. I do not turn down cheap freight	4%	3%	2%	5%

		Van	Flatbed	Reefer	Overall
a.	**0-25%**	20%	**27%**	22%	**30%**
b.	26-50%	23%	23%	29%	23%
c.	51-75%	**27%**	**27%**	**33%**	23%
d.	More than 75%	26%	20%	14%	19%
	Total	100%	100%	100%	100%

22.	**What was the average number of *load miles* that you ran in 2019?**	**Van**	**Flatbed**	**Reefer**	**Overall**
a.	Mean	80,493	95,836	104,669	110,352
b.	Median	75,000	75,000	75,000	75,000
c.	Mode	100,000	100,000	100,000	100,000

23.	**Compared to last year, do you find that the number of *loaded miles* you run have been:**	**Van**	**Flatbed**	**Reefer**	**Overall**
a.	Increasing	13%	5%	17%	14%
b.	**Decreasing**	**52%**	**61%**	**60%**	**50%**
c.	Staying the same	35%	34%	23%	36%
	Total	100%	100%	100%	100%

24.	**What was the average number of deadhead miles that you ran in 2020?**	**Van**	**Flatbed**	**Reefer**	**Overall**
a.	Mean	10,903	25,204	8,633	25,387
b.	Median	8,320	8,320	8,320	8,320
c.	Mode	10,000	10,000	10,000	10,000

25	**Compared to last year, do you find that the number of *deadhead miles* you run have been:**	**Van**	**Flatbed**	**Reefer**	**Overall**
a.	**Increasing**	38%	43%	66%	43%
b.	Decreasing	12%	4%	6%	8%
c.	Staying the same	49%	54%	28%	**49%**
	Total	100%	100%	100%	100%

26.	**What is the typical down time for you when you are between loads?**	**Van**	**Flatbed**	**Reefer**	**Overall**

	Van	Flatbed	Reefer	Overall
a. Loading same day as unloading	30%	**34%**	18%	35%
b. 1 day	**48%**	30%	**51%**	**38%**
c. 2 day	9%	18%	22%	14%
d. 3 days or longer	12%	18%	8%	13%
Total	100%	100%	100%	100%

27. Have you, or the carrier you work for, been able to include a fuel surcharge in freight rates?

	Van	Flatbed	Reefer	Overall
a. Yes	46%	**58%**	36%	**52%**
b. No	**54%**	42%	**64%**	48%
Total	100%	100%	100%	100%
If yes, how much do you receive for the fuel surcharge	$ 0.75	$ 0.82	$ 0.73	$0.83

28. According to DAT Trendlines, the average spot and contract rates for vans over the past 12-months has been $2.78 and $3.10 respectively. In your professional opinion, are these accurate? Are they:

	Van	Flatbed	Reefer	Overall
a. Far too high	28%	18%	20%	20%
b. Slightly high	**30%**	**26%**	**24%**	24%
c. Correct	25%	**26%**	20%	**29%**
d. Slightly low	6%	16%	20%	13%
e. Far too low	10%	13%	16%	14%
Total	100%	100%	100%	100%

29. According to DAT Trendlines, the average spot and contract rates for flatbeds over the past 12-months has been $3.18 and $3.57 respectively. In your professional opinion, are these accurate? Are they:

	Van	Flatbed	Reefer	Overall
a. Far too high	7%	21%	7%	12%
b. Slightly high	31%	16%	23%	18%
c. Correct	**52%**	**35%**	**37%**	**43%**

	Van	Flatbed	Reefer	Overall
d. Slightly low	7%	19%	17%	15%
e. Far too low	3%	9%	17%	12%
Total	100%	100%	100%	100%

30. According to DAT Trendlines, the average spot and contract rates for reefers over the past 12-months has been $3.19 and $3.33 respectively. In your professional opinion, are these accurate? Are they:	**Van**	**Flatbed**	**Reefer**	**Overall**
a. Far too high	4%	11%	19%	11%
b. Slightly high	13%	11%	**32%**	19%
c. Correct	**70%**	**37%**	17%	**38%**
d. Slightly low	9%	**37%**	9%	18%
e. Far too low	4%	4%	23%	14%
Total	100%	100%	100%	100%

31. Do you utilize economic information published by groups such as DAT, FreightWaves, the Cass Index, IHS Markit, etc.?	**Van**	**Flatbed**	**Reefer**	**Overall**
a. Yes	40%	40%	**57%**	39%
b. No	**51%**	**45%**	28%	**49%**
c. Did not know there was such information	9%	15%	15%	12%
Total	100%	100%	100%	100%

32. Do you utilize the OOIDA Foundation's Monthly Trucking Market Update?	**Van**	**Flatbed**	**Reefer**	**Overall**
a. Yes	20%	20%	21%	18%
b. No	48%	44%	38%	**48%**
c. Did not know there was such information	32%	36%	40%	34%
Total	100%	100%	100%	100%
If yes, how would you rate your level of satisfaction with the report?				
a. Highly dissatisfied	0%	0%	0%	3%
b. Somewhat dissatisfied	0%	8%	0%	3%

		Van	Flatbed	Reefer	Overall
c.	Neutral	8%	58%	40%	**38%**
d.	Somewhat satisfied	58%	25%	20%	35%
e.	Highly Satisfied	33%	8%	40%	23%
	Total	100%	100%	100%	100%
33.	**Do you currently use a factoring service?**	**Van**	**Flatbed**	**Reefer**	**Overall**
a.	Yes	28%	28%	31%	26%
b.	**No**	72%	72%	69%	**74%**
	Total	100%	100%	100%	100%
	If yes, what is the name of the service?				Triumph OTR RTS/Loves
	If yes, what percentage did they take for their service?				3.0%
34.	**Based on your experience, what is your perception of prospects for the coming year?**	**Van**	**Flatbed**	**Reefer**	**Overall**
a.	Better	10%	9%	4%	11%
b.	Worse	43%	67%	67%	**54%**
c.	**About the same**	46%	24%	29%	36%
	Total	100%	100%	100%	100%
35.	**Are you planning to make any changes in your business plan for next year?**	**Van**	**Flatbed**	**Reefer**	**Overall**
a.	Yes	57%	54%	63%	**56%**
b.	**No**	43%	46%	37%	44%
	Total	100%	100%	100%	100%

Comparison by Year, 2018-2022

1.	Which best describes your type of operation?	2018	2019	2020	2021	2022
a.	Owner-operator (own authority)	39%	42%	**44%**	**43%**	**48%**
b.	Owner-operator (leased to motor carrier)	**46%**	**46%**	40%	42%	31%
c.	Company driver	8%	6%	8%	8%	5%
d.	Fleet owner	5%	6%	6%	4%	12%
e.	Retired		0%	1%	1%	1%
f.	Other	2%	0%	0%	1%	3%
	Total	100%	100%	100%	100%	100%

2.	Do you haul Truckload (TL) or Less-than-Truckload (LTL)?	2018	2019	2020	2021	2022
a.	Truckload (TL)	**87%**	**87%**	**77%**	**75%**	**78%**
b.	Less-than-Truckload (LTL)	4%	4%	7%	7%	5%
c.	Expeditor	2%	2%	2%	1%	3%
d.	Power Only			7%	10%	8%
e.	Other	6%	7%	7%	6%	6%
	Total	100%	100%	100%	100%	100%

3.	What is the primary equipment you pull?	2018	2019	2020	2021	2022
a.	Flatbed (all configurations)	24%	28%	23%	20%	26%
b.	Reefer	20%	16%	17%	19%	20%
c.	Van	**35%**	**35%**	**36%**	**37%**	**29%**
d.	Grain	3%	4%	2%	2%	2%
e.	Dump	1%	2%	3%	1%	3%
f.	Tanker/hazmat (including pneumatic trailer)	9%	8%	7%	7%	4%
g.	Auto transporter	1%	2%	2%	1%	2%
h.	Livestock	1%	0%	1%	0%	0%

		2018	2019	2020	2021	2022
i.	Containers	1%	2%	2%	4%	3%
j.	Expedited	1%	0%	1%	1%	1%
k.	Hot shot				3%	2%
l.	Other	5%	3%	6%	4%	6%
	Total	100%	100%	100%	100%	100%

4.	**Which best describes the primary freight you typically haul?**	**2018**	**2019**	**2020**	**2021**	**2022**
a.	General Freight	**42%**	**47%**	**43%**	**47%**	**40%**
b.	Refrigerated	18%	15%	17%	19%	19%
c.	Agriculture non-refrigerated	3%	3%	5%	3%	4%
d.	Building materials	7%	7%	8%	7%	7%
e.	Aggregate (concrete, gravel, sand, etc.)		3%	2%	2%	3%
f.	Steel					4%
g.	Livestock	1%	0%	1%	0%	0%
h.	Automotive	4%	4%	4%	2%	4%
i.	Hopper	2%	2%	2%	2%	2%
j.	Intermodal containers	1%	2%	2%	2%	2%
k.	Hazmat/liquid/chemicals/fuel	8%	6%	6%	7%	4%
l.	Oversize/overweight	5%	4%	3%	5%	5%
m.	Other	9%	6%	8%	5%	7%
	Total	100%	100%	100%	100%	100%

5.	**Do you primarily haul:**	**2018**	**2019**	**2020**	**2021**	**2022**
a.	Local (less than 150 miles)	9%	8%	9%	8%	12%
b.	Regional (151-500 miles)	32%	33%	32%	34%	29%
c.	Dedicated	4%	4%	5%	5%	2%
d.	Long haul (501+ miles)	**55%**	**55%**	**55%**	**53%**	**57%**
	Total	100%	100%	100%	100%	100%

6.	Do you primarily haul in: (***select all that apply***)	2018	2019	2020	2021	2022
a.	Northwest	10%	27%	26%	26%	30%
b.	Southwest	11%	29%	32%	33%	32%
c.	North central	**24%**	**56%**	53%	57%	**58%**
d.	South central	23%	54%	**56%**	**56%**	57%
e.	Northeast	12%	33%	29%	26%	30%
f.	Southeast	21%	54%	56%	54%	56%

7.	How are you primarily paid for your services	2018	2019	2020	2021	2022
a.	Per Trip, What is your average trip pay?	**31%**	31%	**32%**	**35%**	31%
b.	Per Mile, What is your per mile pay?	27%	**33%**	27%	29%	**36%**
c.	Hourly, What is your hourly rate of pay?	1%	1%	2%	2%	1%
d.	Percentage, What is your percentage of the load?	30%	27%	29%	25%	21%
e.	By volume or weight, What is your average pay?	7%	6%	6%	5%	6%
f.	Salary, What is your annual salary?	1%	0%	2%	1%	0%
g.	Other	3%	2%	3%	2%	4%
	Total	100%	100%	100%	100%	100%
	Per trip	$ 1,519	$ 1,609	$ 1,756	$ 1,888	$ 2,390
	Per mile	$ 1.92	$ 1.85	$ 1.84	$ 2.23	$ 2.56
	Percentage	74%	73%	71%	73%	73%

8.	Overall, over the past year, freight rates are:	2018	2019	2020	2021	2022
a.	Rates are going up	14%	4%	28%	**43%**	14%
b.	Rates are going down	**45%**	**70%**	33%	20%	**70%**
c.	Not seeing a change in rates	41%	26%	**39%**	37%	16%
	Total	100%	100%	100%	100%	100%

9.	Looking back over the past year, when were freight rates at their peak?	2018	2019	2020	2021	2022

		2018	2019	2020	2021	2022
a.	1 year ago	20%	**56%**	**32%**	18%	**54%**
b.	6 months ago	**37%**	10%	8%	18%	21%
c.	3 months ago	10%	2%	11%	14%	4%
d.	Right now	11%	4%	22%	**27%**	6%
e.	Haven't seen a change in rates	23%	27%	27%	24%	15%
	Total	100%	100%	100%	100%	100%

10.	Do you obtain the majority of the loads that you haul through a: (select all that apply)	2018	2019	2020	2021	2022
a.	Contract with a shipper/receiver	15%	16%	24%	20%	30%
b.	A Broker	**33%**	**38%**	32%	35%	36%
c.	Load Board	13%	35%	**35%**	**36%**	**43%**
d.	Digital load matching		4%	4%	7%	4%
e.	Carrier Broker	3%	14%	13%	12%	12%
f.	Through the carrier I am leased to	25%	37%	34%	36%	27%
g.	Through the carrier I work for (company drivers)	7%	6%	7%	8%	2%
h.	Other	2%	3%	4%	3%	6%

	If you use a load board, what load board do you primarily use?	2018	2019	2020	2021	2022
a.	DAT		DAT	**58%**	**60%**	**70%**
b.	Truckstop		Internet Truck Stop	34%	37%	47%
c.	123		123 Load Board	6%	8%	8%
d.	Mercer			7%	3%	3%
e.	Coyote			14%	19%	21%
f.	Convoy			9%	13%	14%
g.	Uber			13%	12%	17%
h.	JB Hunt			18%	18%	23%
i.	Members Edge			9%	8%	5%

	2018	2019	2020	2021	2022
j. Truckers Path			9%	6%	11%
k. Central Dispatch			4%	2%	4%
l. CH Robinson			24%	26%	30%
m. TQL			23%	26%	22%
n. Other			13%	19%	11%
If you use Digital Load Matching, which one(s) do you use?	**2018**	**2019**	**2020**	**2021**	**2022**
a. Convoy		Convoy	**67%**	56%	64%
b. Uber		JB Hunt 360	**67%**	**76%**	**82%**
c. JB Hunt		Uber	47%	68%	64%
d. ComFreight			0%	12%	9%
e. Other			7%	16%	9%
11. How do you set your rates?	**2018**	**2019**	**2020**	**2021**	**2022**
12. Do you know how the carrier you drive for sets their rates?	**2018**	**2019**	**2020**	**2021**	**2022**
a. Yes	31%	28%	21%	29%	33%
b. No	**69%**	**72%**	**79%**	**71%**	**67%**
Total	100%	100%	100%	100%	100%
13. Do you know what your cost of operation is?	**2018**	**2019**	**2020**	**2021**	**2022**
a. Yes			**77%**	**78%**	**88%**
b. No			23%	22%	12%
Total	100%	100%	100%	100%	100%
If yes, what rate per mile do you need in order to cover your costs?			$ 1.77	$ 2.09	$ 2.38
14. Have you ever utilized the OOIDA Foundation's Cost of Operations spreadsheet?	**2018**	**2019**	**2020**	**2021**	**2022**
a. Yes			6%	4%	9%

	2018	2019	2020	2021	2022
b. No			**47%**	**51%**	**54%**
c. Did not know there was one			**47%**	45%	37%
Total	100%	100%	100%	100%	100%

If yes, was the spreadsheet helpful?	**2018**	**2019**	**2020**	**2021**	**2022**
a. Yes			**88%**	**100%**	**88%**
b. No			13%	0%	12%
Total	100%	100%	100%	100%	100%

15. If you are an owner-operator, do you feel you are in a better position to negotiate rates now than you were at this time last year?	**2018**	**2019**	**2020**	**2021**	**2022**
a. Yes	34%	16%	48%	**53%**	21%
b. No	**66%**	**84%**	**52%**	47%	**79%**
Total	100%	100%	100%	100%	100%

16. How often do you attempt to negotiate your rates?	**2018**	**2019**	**2020**	**2021**	**2022**
a. Always		**46%**	**45%**	**45%**	**54%**
b. Usually		9%	11%	14%	12%
c. Occasionally		24%	26%	26%	23%
d. Never		21%	18%	15%	11%
Total	100%	100%	100%	100%	100%

If you do negotiate, how successful are you in general in your negotiations? (select all that apply)	**2018**	**2019**	**2020**	**2021**	**2022**
a. Negotiated higher rate				**65%**	**57%**
b. Lost loads because of negotiation				39%	56%
c. Rate did not change				34%	33%

17. If you do not attempt to negotiate your rates, is it *primarily* because:	**2018**	**2019**	**2020**	**2021**	**2022**

	2018	2019	2020	2021	2022
a. Afraid of losing business		18%	18%	13%	30%
b. I will not receive it anyway		28%	23%	20%	21%
c. Not comfortable with negotiating		8%	8%	10%	7%
d. Other		**47%**	**52%**	**57%**	**42%**
Total	100%	100%	100%	100%	100%

18. Has the carrier you work for, been able to negotiate rates more this year than last?	**2018**	**2019**	**2020**	**2021**	**2022**
a. Yes	49%	29%	41%	**55%**	44%
b. No	**51%**	**71%**	**59%**	45%	**56%**
Total	100%	100%	100%	100%	100%

19. If you use a freight broker or third party, the number of loads are:	**2018**	**2019**	**2020**	**2021**	**2022**
a. Increasing	12%	8%	27%	26%	6%
b. Decreasing	44%	**48%**	22%	17%	**61%**
c. Staying the same	**44%**	44%	**51%**	**57%**	33%
Total	100%	100%	100%	100%	100%

20. If you get your loads from a motor carrier or shipper, are the number of loads:	**2018**	**2019**	**2020**	**2021**	**2022**
a. Increasing	15%	9%	24%	28%	6%
b. Decreasing	39%	46%	18%	15%	**47%**
c. Staying the same	**47%**	**46%**	**58%**	**57%**	46%
Total	100%	100%	100%	100%	100%

21. What would be an estimated percentage of how many loads you turn down due to it being "cheap freight"?	**2018**	**2019**	**2020**	**2021**	**2022**
a. I do not turn down cheap freight	6%	8%	8%	8%	5%
b. 0-25%	**40%**	**27%**	**43%**	**38%**	**30%**
c. 26-50%	25%	27%	22%	30%	23%

		2018	2019	2020	2021	2022
d.	51-75%	17%	22%	16%	12%	23%
e.	More than 75%	12%	17%	11%	12%	19%
	Total	100%	100%	100%	100%	100%

22.	**What was the average number of *load miles* that you ran in 2019?**	**2018**	**2019**	**2020**	**2021**	**2022**
a.	Mean	103,654	94,238	93,456	98,773	110,352
b.	Median	80,000	80,000	80,000	80,000	75,000
c.	Mode	100,000	100,000	100,000	100,000	100,000

23.	**Compared to last year, do you find that the number of *loaded miles* you run have been:**	**2018**	**2019**	**2020**	**2021**	**2022**
a.	Increasing	21%	12%	20%	26%	14%
b.	Decreasing	22%	**48%**	33%	23%	**50%**
c.	Staying the same	**56%**	40%	**47%**	**52%**	36%
	Total	100%	100%	100%	100%	100%

24.	**What was the average number of deadhead miles that you ran in 2020?**	**2018**	**2019**	**2020**	**2021**	**2022**
a.	Mean	21,369	23,577	13,062	16,598	25,387
b.	Median	10,700	13,000	5,000	10,000	8,320
c.	Mode	10,000	10,000	10,000	10,000	10,000

25	**Compared to last year, do you find that the number of *deadhead miles* you run have been:**	**2018**	**2019**	**2020**	**2021**	**2022**
a.	Increasing	34%	**50%**	28%	27%	43%
b.	Decreasing	15%	8%	17%	18%	8%
c.	Staying the same	**51%**	42%	**55%**	**55%**	**49%**
	Total	100%	100%	100%	100%	100%

26.	**What is the typical down time for you when you are between loads?**	**2018**	**2019**	**2020**	**2021**	**2022**
a.	Loading same day as unloading	**55%**	**45%**	**59%**	**52%**	35%

	2018	2019	2020	2021	2022
b. 1 day	35%	32%	24%	33%	**38%**
c. 2 day	7%	14%	10%	7%	14%
d. 3 days or longer	3%	8%	7%	7%	13%
Total	100%	100%	100%	100%	100%

27. Have you, or the carrier you work for, been able to include a fuel surcharge in freight rates?	**2018**	**2019**	**2020**	**2021**	**2022**
a. Yes	**51%**	**52%**	**54%**	**53%**	**52%**
b. No	49%	48%	46%	47%	48%
Total	100%	100%	100%	100%	100%
If yes, how much do you receive for the fuel surcharge	$0.47		$0.47	$0.39	$0.83

28. According to DAT Trendlines, the average spot and contract rates for vans over the past 12-months has been $2.78 and $3.10 respectively. In your professional opinion, are these accurate? Are they:	**2018**	**2019**	**2020**	**2021**	**2022**
a. Far too high	12%	19%	7%	2%	20%
b. Slightly high	26%	26%	13%	11%	24%
c. Correct	**32%**	**33%**	**53%**	**35%**	**29%**
d. Slightly low	17%	14%	18%	32%	13%
e. Far too low	13%	9%	9%	20%	14%
Total	100%	100%	100%	100%	100%

29. According to DAT Trendlines, the average spot and contract rates for flatbeds over the past 12-months has been $3.18 and $3.57 respectively. In your professional opinion, are these accurate? Are they:	**2018**	**2019**	**2020**	**2021**	**2022**
a. Far too high	9%	16%	8%	1%	12%
b. Slightly high	17%	19%	12%	7%	18%
c. Correct	**42%**	**45%**	**55%**	**39%**	**43%**
d. Slightly low	18%	12%	18%	26%	15%

	2018	2019	2020	2021	2022
e. Far too low	14%	9%	7%	26%	12%
Total	100%	100%	100%	100%	100%

30. According to DAT Trendlines, the average spot and contract rates for reefers over the past 12-months has been $3.19 and $3.33 respectively. In your professional opinion, are these accurate? Are they:	**2018**	**2019**	**2020**	**2021**	**2022**
a. Far too high	8%	12%	5%	2%	11%
b. Slightly high	17%	19%	8%	6%	19%
c. Correct	**42%**	**46%**	**59%**	**38%**	**38%**
d. Slightly low	18%	15%	18%	28%	18%
e. Far too low	15%	9%	9%	27%	14%
Total	100%	100%	100%	100%	100%

31. Do you utilize economic information published by groups such as DAT, FreightWaves, the Cass Index, IHS Markit, etc.?	**2018**	**2019**	**2020**	**2021**	**2022**
a. Yes	29%	26%	26%	29%	39%
b. No	**52%**	**53%**	**53%**	**50%**	**49%**
c. Did not know there was such information	18%	17%	18%	19%	12%
d. Other	1%	3%	3%	2%	
Total	100%	100%	100%	100%	100%

32. Do you utilize the OOIDA Foundation's Monthly Trucking Market Update?	**2018**	**2019**	**2020**	**2021**	**2022**
a. Yes					18%
b. No					**48%**
c. Did not know there was such information					34%
Total	100%	100%	100%	100%	100%
If yes, how would you rate your level of satisfaction with the report?					
a. Highly dissatisfied					3%
b. Somewhat dissatisfied					3%

c. Neutral						**38%**
d. Somewhat satisfied						35%
e. Highly Satisfied						23%
	Total	100%	100%	100%	100%	100%
33. Do you currently use a factoring service?		**2018**	**2019**	**2020**	**2021**	**2022**
a. Yes		58%	23%	23%	22%	26%
b. No		42%	**77%**	**77%**	**78%**	**74%**
	Total	100%	100%	100%	100%	100%
If yes, what is the name of the service?			TBS Factoring Service Triump Thunder Funding	Triumph TBS Apex Capital	Loves OTR Triumph/TBS	Triumph OTR RTS/Loves
If yes, what percentage did they take for their service?		3.9%	3.2%	3.2%	3.3%	3.0%
34. Based on your experience, what is your perception of prospects for the coming year?		**2018**	**2019**	**2020**	**2021**	**2022**
a. Better		27%	16%	26%	24%	11%
b. Worse		27%	38%	30%	27%	**54%**
c. About the same		**46%**	**46%**	**44%**	**48%**	36%
	Total	100%	100%	100%	100%	100%
35. Are you planning to make any changes in your business plan for next year?		**2018**	**2019**	**2020**	**2021**	**2022**
a. Yes		44%	46%	46%	46%	**56%**
b. No		**56%**	**54%**	**54%**	**54%**	44%
	Total	100%	100%	100%	100%	100%