

Survey of Licensed Motor Carriers

Thank you for taking the time to participate in this survey.

This survey is being undertaken as a part of an economic analysis that will inform the Port of Oakland’s Comprehensive Truck Management Plan. This is a part of a project contracted for by the Port of Oakland. The information that you provide in your responses will be used for research purposes only and will help us learn more about the drayage services being provided at the Port of Oakland.

If you do not provide drayage services to the Port of Oakland, you need not participate in this survey.

If you have any questions or concerns about this survey, please contact either:

Jon Haveman		Comprehensive Truck Management Program
Beacon Economics	or	Port of Oakland
415-457-6006		510-627-1141

This survey will take place in 2 parts. The first part has four questions that will not be confidential, but will not be released other than to the Port as a part of fulfilling our contract.

The second part will be entirely confidential. In the papers that we keep, it will not be possible for us or anybody else to link your responses to your company. This will also be the case with the computer database that we develop. Neither we, the Port of Oakland, or anybody else will be able to link this information to your company.

Non-Confidential survey:

Motor Carrier: _____ Contact Name: _____

1. Where are you headquartered? City _____ State _____

3. What is the location closest to the port from which you dispatch drivers for drayage services at the Port of Oakland?
City _____ County _____ State _____

1) In addition to providing drayage services to the Port of Oakland (to or from the Port of Oakland marine terminals), do you also provide other domestic non-drayage hauling services?

Yes No

2) Do you contract with independent operators to provide hauling services?

Yes No

3) Do you have employee drivers who provide hauling services for your company?

Yes No

4) How many drivers, both IOOs and employees provide hauling services for your company?

5) Would you be willing to provide us with a copy of your rate sheets? Yes No

Question 5 is here only so that we can keep track of firms willing to provide us with their rate sheets. We will in no way make this information public knowledge. These will be held confidential.

The following pages collect information that will be kept strictly confidential.

LMC Survey – CONFIDENTIAL SURVEY PORTION

1. Are you a Class I, Class II, or Class III carrier? (check one)

- Class I (10 million or more annual operating revenue)
- Class II (3-10 million annual operating revenue)
- Class III (less than 3 million operating revenue)

2. Where are you headquartered? City _____ State _____

We are interested in all trucking services you provide, but some questions will focus specifically on drayage to or from the Port of Oakland marine terminals.

3. What is the location closest to the port from which you dispatch drivers for drayage services at the Port of Oakland?

City _____ County _____ State _____

4. How many years have you been in operation? _____ years

5. Do you provide trucking services other than Port of Oakland drayage?

- Yes
- No (skip to number 6)

5A. What other types of services do you provide? (please check all that apply)

- Local pick up and delivery
- Domestic Rail intermodal
- Regional truckload haul
- Long-haul truckload
- Regional Less-than-truckload services
- Long-haul Less-than-truckload services
- Cross Dock / transloading
- Warehousing
- Other. Please indicate _____

5B. How many years have you been providing port drayage operations at Oakland? _____ years

5C. What percent of your revenue is generated by port drayage at Oakland? _____ percent

Please answer the following questions for your drayage operations only. **Please restrict your responses to drayage operations to or from the Port of Oakland marine terminals.**

6. In a typical **week**, how many drays do you and your drivers perform in the following categories

	Number per week
A. Shuttle haul (land bridge) between a rail yard and a marine terminal at the Port of Oakland.	
B. Short haul dray serving a marine terminal at the Port of Oakland (less than 100 miles)	
C. Of the short haul drays, how many are local? (less than 40 miles)	
D. Regional haul dray serving a marine terminal at the Port of Oakland (100-249 miles)	
E. Long Haul serving a marine terminal at the Port of Oakland (250 + miles)	

7. We understand that the amount of drays might vary considerably. In the table below, please indicate the number of drays in each of the following categories in slow week and in a busy week.

	Number in a slow week	Number in a busy week
A. Shuttle haul (land bridge) between a rail yard and a marine terminal at the Port of Oakland.		
B. Short haul dray serving a marine terminal at the Port of Oakland (less than 100 miles)		
C. Of the short haul drays, how many are local? (less than 40 miles)		
D. Regional haul dray serving a marine terminal at the Port of Oakland (100-249 miles)		
E. Long Haul serving a marine terminal at the Port of Oakland (250 + miles)		

We are interested in the length of time it takes drivers to complete trips to and from the Port of Oakland. Please answer the questions below for the categories in which you regularly dispatch drivers.

We are especially interested in the time it takes drivers to complete tasks. For total hours to complete a trip, please include driving and non-driving work time, but do not include sleep time or break time (this is especially important for regional and long hauls)

8. How many miles is a typical trip in each of the following categories? Please indicate how many of these miles are spent deadheading/bobtailing.

	Miles in a typical trip	Miles spent deadheading/bobtailing
A. Shuttle haul (land bridge) between a rail yard and a marine terminal at the Port of Oakland.		
B. Short haul dray serving a marine terminal at the Port of Oakland (less than 100 miles)		
C. Local drays (within 40 miles)		
D. Regional haul dray serving a marine terminal at the Port of Oakland (100-249 miles)		
E. Long Haul serving a marine terminal at the Port of Oakland (250 + miles)		

9. How many hours does it take a driver to complete a typical trip in each of the following categories? How many of those hours are spent waiting outside of a marine terminal? How many hours are spent waiting inside a marine terminal?

	Total Hours	Hours Spent Waiting Outside a Marine Terminal	Hours Spent Waiting Inside a Terminal
A. Shuttle haul (land bridge) between a rail yard and a marine terminal at the Port of Oakland.			
B. Short haul dray serving a marine terminal at the Port of Oakland (less than 100 miles)			
C. Local drays (within 40 miles)			
D. Regional haul dray serving a marine terminal at the Port of Oakland (100-249 miles)			
E. Long Haul serving a marine terminal at the Port of Oakland (250 + miles)			

10. Do your owner operator and employee drivers have access to parking at your facility or a facility you contract with?

- Yes, but only daytime parking
- Yes, but only nighttime parking
- Yes, both daytime and nighttime parking
- No (skip to number 11)

10A. If Yes, where is that facility located? (address or cross-streets)

11. Please give us the number of workers at your firm in each of the following categories:

	Total Trucking Operations	Port of Oakland Drayage Operations
A. Owner Operators (1099 Drivers)		
B. Employee Drivers		
C. Cargo Handlers		
D. Officers, Supervisors, Administrative, and Clerical		
E. Other Labor (such as maintenance workers and mechanics)		

12. How many of your owner operators are exclusive to your firm?

_____ drivers

13. Please answer the following questions separately for your owner operator and employee drivers in Port of Oakland drayage. If you do not have employee drivers, leave that section of the table blank.

	Owner Operators	Employee Drivers
A. On average, how long have your drivers worked for your firm?		
B. How many drivers do you dispatch in a typical day?		
C. On average, how many hours per week do your drivers work (including driving and non-driving time)?		
D. On average, how much does a typical driver earn in a week (please report gross for owner operators)?		
E. Do you provide health insurance for your drivers? (please circle yes or no)		Yes No
F. Do you provide paid vacation for your drivers? (please circle yes or no)		Yes No
J. On average, what are your combined monthly wage and benefit expenditures for one employee driver?		
K. How many of your drivers do you expect will apply for TWIC?		

14. Do your owner operator and employee drivers perform drays of similar distances?

- Yes
- No, we are more likely to use owner operators on regional and long hauls
- No, we are more likely to use owner operators on short hauls
- We do not have employee drivers

15. How do you recruit drivers? (check all that apply)

- referrals from current drivers
- referrals from other LMCs
- advertisements in the paper
- advertisements at local driver training programs
- advertisements to workers in other industries
- other (please indicate) _____

16. Does your firm own any truck-tractors?

- Yes
- No (skip to number 17)

Please answer the following questions only for the trucks that you own.

16A. How many truck-tractors do you own? _____

16B. How many of these trucks are used in Port of Oakland dray operations?

16C. On average, how many years do you keep trucks in your fleet before replacing them?
_____ years

16D. Do you perform truck maintenance in-house or do you go through an outside vendor?
 In-House Outside Vendor

16E. What are the average annual costs of truck maintenance (per truck)?
\$ _____

16F. What are the annual insurance costs per vehicle (on average)?
\$ _____

16G. What is your weekly diesel expenditure per vehicle (on average)?
\$ _____

16H. In order to comply with CARB’s January 1, 2010 deadline, do you plan on retrofitting or replacing your trucks that are model years 1994-2003?

- retrofit
- replace
- combination retrofit and replacement
- neither
- don’t know

17. Have you installed tracking technology to track the trucks that you own or contract with?

- Yes, all drivers
- Yes, but only employee drivers
- No (skip to 18)

17A. If yes, for each of the following tracking devices, indicate how many of your trucks are equipped with each device:

	Number of trucks
Cell Phone	
RFID	
GPS	
Other (please indicate)	

18. Please indicate the number of trucks in the model year ranges below.

Years	Number you own	# driven by IOOs that you contract with
Pre-1994		
1994-2003		
2004-2006		
2007 or newer		

19. Do you **primarily** negotiate your rates with the beneficial cargo owner, with the ocean carrier/shipping line, with a freight forwarder/NVOCC or with some other party? (**please check only one**)

- beneficial cargo owner
- carrier/shipping line
- freight forwarder/NVOCC
- Other (please specify)_____

20. When diesel prices rise, are you able to adjust fuel surcharges to **completely** compensate for that price increase?

- Yes (skip to 21)
- No

20A. If No, what portion of the fuel cost are you able to recoup through a fuel surcharge?

_____ percent

21. Approximately how much of a lag is there between an increase in fuel price and the imposition of a higher fuel surcharge?

_____ (days, weeks, months – circle one)

The next question is about your rate structure for serving the Port of Oakland. **If you would be willing to give us a copy of your rate sheet, please skip to question 25.**

22. What is your typical charge for hauling a loaded import container from a Port of Oakland marine terminal to:

- A. A railyard in Oakland (shuttle/landbridge)? _____
- B. A destination less than 100 miles away (short haul) ? _____
- C. A destination 100-249 miles away (regional haul)? _____
- D. A destination over 250 miles away (long haul)? _____

23. Does the rate you charge for draying an import container include the rate for returning the empty container?

- Yes (skip to 24)
- No

23A. If No, what is the rate you charge for transporting an empty container back to a marine terminal at the Port of Oakland?

24. Does your typical charge for hauling a loaded export container to a Port of Oakland marine terminal differ from the import rates specified in 23?

- Yes (skip to 25)
- No

If yes, please provide rates for:

- A. a railyard in Oakland (shuttle/landbridge)? _____
- B. a destination less than 100 miles away (short haul) ? _____
- C. a destination 100-249 miles away (regional haul)? _____
- D. a destination over 250 miles away (long haul)? _____

25. If the Port of Oakland were to implement an employee driver requirement as part of a Comprehensive Truck Management Program, would you continue to offer port drayage services?

- Yes, I would provide service at the same level I do today.
- Yes, but I would scale down my port drayage operations at Oakland.
- No

26. While we attempted to be comprehensive in our database of LMCs who serve the Port of Oakland, we may have missed some firms. Are there any LMCs you think we should contact? If so, please give us the name of the LMC, and, if possible, a contact name and phone number below.
