



IMPACTS OF E-COMMERCE ON THE TRUCKING INDUSTRY SURVEY

The American Transportation Research Institute (ATRI) is conducting a strategic survey of motor carriers to collect information on the impact of e-commerce on industry business models and operations. ATRI is seeking historical and current data associated with e-commerce in trucking. The findings of this survey will be used in research that quantifies how the industry has responded to broader e-commerce trends.

Respondents who submit fully completed, usable surveys by Friday, April 6, 2018 can enter a raffle to win one of five \$100 gift cards! Additionally, all respondents who submit fully completed, usable surveys by the deadline will receive an *advance copy of the Impacts of E-Commerce on the Trucking Industry* report. To be eligible, you must provide your contact information below.

Survey responses will be kept completely **confidential**. Personal, organizational, and financial information will not be released for public use under any circumstances, and will only be used internally for research analyses. The final report will only be presented in an aggregated, non-identifying format. ATRI will sign a Confidentiality Agreement as needed.

The survey can be completed online at <https://atri.checkboxonline.com/ATRI-ECommerce.aspx>, or by completing this form and returning it via email to ahooper@trucking.org or via fax to 770-432-0638.

If you have any questions, please contact Alan Hooper at ahooper@trucking.org or 770-432-0628 x 4.

CONTACT INFORMATION

Would you like to be entered in a raffle for the chance to win one of five \$100 gift cards? *Contact information is required for raffle entry.*

- Yes
- No

Please enter your contact information below. Occasionally ATRI will follow up with survey respondents to clarify answers. Your information will be kept strictly confidential.

Company	Contact Name
Street Address	Position/Title
City, State	Zip
Phone	Email

DEFINITIONS

In this survey, you will be asked to assess the impacts of e-commerce on trucking operations. To allow for consistent comparisons across our survey responses, we ask that you answer these questions using the following definition of e-commerce: please consider e-commerce to only include the activities directly related to transactions in which both the buyer and seller initially interacted online.

You will also be asked to provide information pertaining to your fleet of vehicles. For the purposes of this survey, please limit your responses to only include data derived from equipment owned or leased by your company, and do not include data from contracted third-parties.

DEMOGRAPHICS

1) Does your fleet haul packages or shipments for e-commerce?

- Yes
- No

If you answered yes to the previous question, please continue filling out this survey. If you answered no, we thank you for your time but ask that you not complete the remainder of this survey.

2) How many years has your fleet been in business?

- Less than 5 years
- 5 to 10 years
- 11 to 20 years
- More than 20 years

3) In what segment of the trucking industry does your fleet primarily operate?

- For-hire
- Private

4) If for-hire, what is your primary business operation type? (Select one)

- Truckload
- Less-Than-Truckload
- Flatbed
- Tanker
- Express/ Parcel Service
- Intermodal Drayage
- Other (please specify): _____

5) Please provide the number of truck-tractors and straight trucks operated by your fleet in 2017.

- a. **Truck-Tractor:** _____ units
- b. **Straight Truck:** _____ units

OPERATIONS

- 6) Please provide the number of vehicles in your fleet that were primarily engaged in e-commerce by vehicle configuration for each of the years specified.

Vehicle Configuration	2013	2017
5-axle Dry Van		
5-axle Refrigerated Trailer		
5-axle Flatbed		
5-axle Tanker		
Straight Truck		
Longer Combination Vehicles (Doubles, Triples, etc.)		
Other (please specify):		

- 7) Please provide estimates of the following for each of the years specified.

	2013	2017
Annual Revenue (\$)		
% of Annual Revenue Derived from E-Commerce		

- 8) Estimate the percentage of ALL truck trips completed by your fleet in each of the years specified by trip length category. (Column totals must sum to 100%.)

Trip Category	2013 (%)	2017 (%)
Local Pickups and Deliveries (< 100 miles)		
Regional Pickups and Deliveries (100 to 500 miles)		
Inter-Regional Pickups and Deliveries (501 to 1,000 miles)		
Long-Haul Pickups and Deliveries (> 1,000 miles)		
Other (please specify):		
Total	100%	100%

9) Estimate the **percentage of E-COMMERCE truck trips** completed by your fleet in each of the years specified by delivery location. *(Column totals must sum to 100%.)*

Delivery Location	2013 (%)	2017 (%)
Residential – Suburban/Urban		
Residential – Rural		
Centralized Pickup Location (e.g. locker or store for in-store pickups)		
Business		
Local Warehouse Facility		
Other (please specify):		
Total	100%	100%

E-COMMERCE DELIVERY

10) Estimate the **percentage of truck trips** completed by your fleet in 2017 that involved the *delivery* of any e-commerce packages to residences and local businesses. _____%

11) Estimate the **percentage of truck trips** completed by your fleet in 2017 that involved the *return* of any e-commerce packages from residences and local businesses. _____%

12) Delivery Schedule

a. Estimate the **percentage of e-commerce deliveries** completed by your fleet in 2013 and 2017 by delivery window. *(Column totals must sum to 100%.)*

Delivery Window	2013 (%)	2017 (%)
Same-Day		
2 Days		
3-4 Days		
5-7 Days		
More than 1 week		
Total	100%	100%

b. Using the list below, please rank the top 3 reasons your fleet missed delivery windows in 2017. *(Rank the top 3 that affected your operations, with 1 being the top reason your fleet missed delivery windows.)*

Delivery Issue	Rank Order
Driver Shortage	
Insufficient Load/Unload Zones	

Insufficient Trucking Capacity	
Package Recipient Unavailable	
Traffic Congestion	
Warehouse Delay	
Weather	
Other (please specify):	
Other (please specify):	
Other (please specify):	

13) Does your fleet currently operate, or plan to operate, alternative fuel vehicles for e-commerce deliveries?

- Yes, my fleet currently operates alternative fuel vehicles for e-commerce deliveries.
- Yes, my fleet plans to operate alternative fuel vehicles for e-commerce deliveries
- No

14) If your fleet currently operates alternative fuel vehicles for e-commerce deliveries, please indicate the number of trucks in your fleet used for e-commerce deliveries in 2017 by alternative fuel type.

Alternative Fuel Type	Number of Vehicles
Compressed Natural Gas (CNG)	
Liquefied Natural Gas (LNG)	
Battery - Electric	
Hybrid Engine	
Other (please specify):	

Thank You! We greatly appreciate your participation.

Please return completed surveys to ATRI via email (ahooper@trucking.org) or fax (770-432-0638).

Would you like to be added to ATRI's contact list and be among the first to learn about our research and receive free copies of our studies?

- Yes
- No