

Survey Questions for Fleet Owners/Truck Owner-Operators

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Part I: Name/Contact

First and Last Name

Company (optional)

Email (required)

Daytime Phone (required)

Part II: Organization

1. Do you use your own operating authority?
(Could be leased or independent)

2. Describe area of trucking operation

Local (1 - 300 miles)
 National (48 states)

Regional

Midwest (MO, OK, KS, TX, NE, IN, IL, IA, WI, MN, MI)
 West (CA, NV, NM, AZ)
 North West (WA, MT, UT, ID, SD, ND, CO, OR, WY)
 South/Mid-South (LA, MS, AL, TN, AR)
 East/South-East (KY, GA, NC, SC, FL)
 North/North East (MD, PA, OH, WV, VA, DE, NJ, NY, CT, MA, NH, RI, VT, ME)

3. How long have you been in business?

Part III: Fleet/Company Size

1. How many trucks are in your fleet?

2. How many drivers are in your company?

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Part IV: Sales/Marketing:

1. How do you find your loads?
_____ Dispatched by company
_____ Dispatched by one broker
_____ Dispatched by multiple brokers or from internet load-boards

Part V: Book-keeping:

1. How do you do your general business bookkeeping? (Do you have a specific system?)

2. How do you prepare your quarterly withholding taxes?

3. How do you prepare your quarterly IFTA (Fuel) taxes?

4. What is the biggest challenge in keeping books straight? What would help?

5. Would your business use professional book-keeping help if it was affordable?
(or, if it freed your time for other things?)

6. How much would you budget for professional book-keeping help?

Part VI: Other:

1. What areas of the trucking business are you most comfortable with?
Examples: finding loads, dispatch, etc.

2. What areas of the trucking business do you dislike (or feel uncomfortable with)?
Examples: billing, collection, taxes, profit/loss numbers, payroll, etc.

