

Transportation Annual Survey: 1996

BT/96



Acknowledgments

Service Sector Statistics Division prepared this report under the general direction of **Thomas E. Zabelsky**, Assistant Division Chief for Current Service and Transportation Programs. **Ruth A. Bramblett**, Chief Current Services Branch, supervised the Planning, implementation, and compiling of this report with assistance from **Christine Walker**, **David Lassman**, **Ann Daniele**, **David Dortch**, **Steven Gass**, **Frank Nagy**, **Molly Phelps**, **Michael Viverette**, **James Warden**, and **David Wycinsky Jr.**

Sarah W. Baumgardner, Assistant Division Chief for Economic Surveys in the Economic Statistical Methods and Programming Division (ESMPD), supervised the development of the processing system and computer programs. **Barry F. Sessamen**, Chief, Annual Services Branch, directed the development of the processing system and computer programs with assistance from **Jeffery Burton**, **Tatiana Gallagher**, **Kimberly Bankard**, **Robert Sands**, **Clarence Hill**, **Neil Gray**, and **Matthew Grinberg**.

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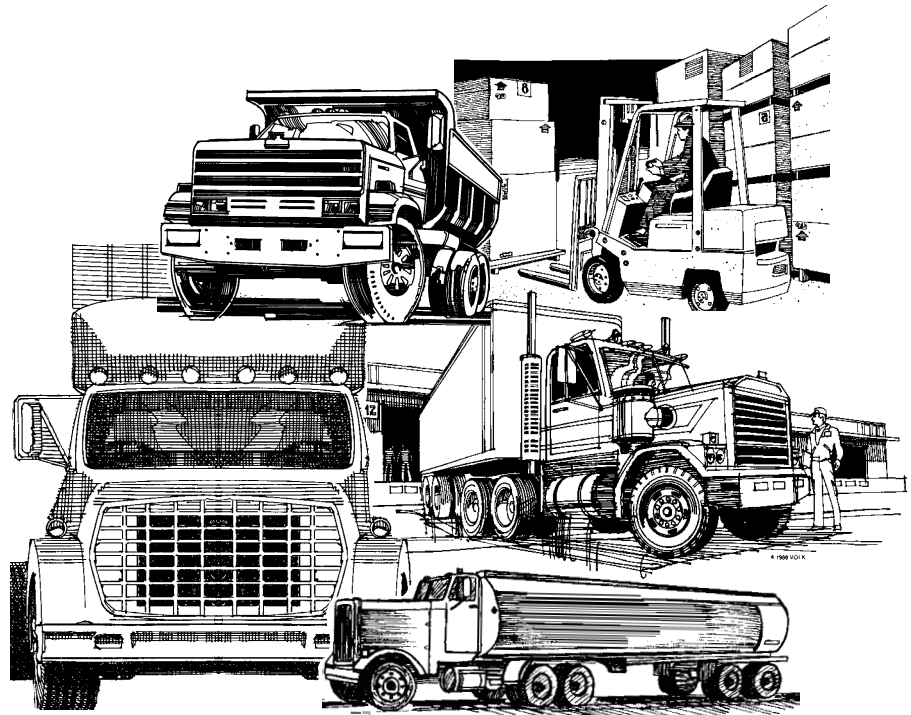
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Please send all inquiries concerning this report to **James Warden**, Service Sector Statistics Division, Bureau of the Census, Washington, DC 20233, telephone 301-457-2787 or 457-2766.

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SERVICE SECTOR STATISTICS DIVISION

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Introduction

Coverage

This report presents the results from the 1996 Transportation Annual Survey. This annual sample survey represents all employer firms with one or more establishments that are primarily engaged in providing commercial motor freight transportation or public warehousing services. This includes firms furnishing local or long-distance trucking or transfer services, and those firms engaged in the storage of farm products, furniture or other household goods, or commercial goods of any nature.

This survey excludes private motor carriers that operate as auxiliary establishments to nontransportation companies, as well as independent owner-operators with no paid employees. As a result, the dollar volume estimates and estimates of year-to-year percentage change presented in this report should not be interpreted as representing measurements of total trucking industry activity.

Statistics in this report are summarized by kind-of-business classification based on the 1987 edition of the *Standard Industrial Classification Manual* issued by the Office of Management and Budget.

Appendix A provides estimated measures of sampling variability (coefficients of variation) for the dollar volume estimates and estimates of year-to-year ratios presented in the report. An explanation of the survey coverage, sampling, and estimation methodology appears in appendix B. Appendix C provides a description of each kind of business included in this report. Copies of the 1996 report forms are provided in appendix D.

Benchmarking

Because a new sample was introduced for the 1996 TAS, we asked all businesses in the new sample to provide data for two consecutive years - 1995 and 1996. We used this extra year of data to "link" the estimates derived from the new and old samples. In order to do this, we performed a benchmarking operation. This benchmarking revised the previously published annual estimates of receipts, revenues, and expenses for 1993, 1994, and 1995 in a manner which —

- Constrained the 1992 annual estimates to the previously published figures from the 1992 Census of Service Industries.
- Constrained the 1995 annual estimates to those obtained for 1995 from the 1996 survey.
- Minimized differences between the year-to-year trends of the previously published estimates and the revised estimates.

We benchmarked detailed estimates for revenues and expenses and added appropriate estimates to derive summary totals. This process assured additivity.

Dollar Values

All dollar values presented in this report are expressed in current dollars, that is, the estimates are not adjusted to a constant dollar series. Consequently, when comparing data to prior years, users also should consider price level changes.

Unpublished Estimates

Estimates for some kinds of business not separately shown in this report are produced as a by-product of the published statistics. These additional data are not published because of their high sampling variability, poor response quality, or other factors that result in their failure to meet Census Bureau standards for publication. The Bureau of the Census, upon written request, will release such figures for individual use.

Note that some unpublished figures can be derived from this report by subtracting published data from their respective totals. However, such figures are subject to the limitations described above. These unpublished estimates are for internal use only.

Census Disclosure Rules

In accordance with Federal law governing Census reports, no data are published that would disclose the operation of an individual firm.

Table 1. Motor Freight Transportation and Warehousing Services (SIC 42)—Summary Statistics, by Kind of Business: 1987 Through 1996

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Motor freight transportation and warehousing services (SIC 42)	Trucking and courier services, except by air ² (SIC 421)	Local trucking without storage (SIC 4212)	Trucking, except local (SIC 4213)	Local trucking with storage (SIC 4214)	Courier services, except by air (SIC 4215)	Public warehousing and storage (SIC 422)	Farm product warehousing and storage (SIC 4221)	Refrigerated warehousing and storage (SIC 4222)	General warehousing and storage (SIC 4225)	Special warehousing and storage (SIC 4226)
Total Operating Revenue											
Millions of dollars											
1996	184,259	172,743	46,589	97,586	5,502	23,066	11,463	688	2,203	6,522	2,050
1995	172,727	161,806	43,830	91,675	5,154	21,147	10,874	749	2,107	6,143	1,875
1994	165,584	155,713	40,903	89,369	4,757	20,684	9,827	753	1,869	5,294	1,911
1993	151,564	142,547	36,648	81,317	4,487	20,095	8,980	709	1,756	4,633	1,882
1992	143,793	135,437	33,554	78,358	4,191	19,334	8,329	656	1,745	3,919	2,009
Percent change											
1996/1995	6.7	6.8	6.3	6.4	6.8	9.1	5.4	-8.1	4.6	6.2	9.3
1995/1994	4.3	3.9	7.2	2.6	8.3	2.2	10.7	-0.5	12.7	16.0	-1.9
1994/1993	9.3	9.2	11.6	9.9	6.0	2.9	9.4	6.2	6.4	14.3	1.5
1993/1992	5.4	5.2	9.2	3.8	7.1	3.9	7.8	8.1	0.6	18.2	-6.3
1992/1991	7.1	6.8	8.6	5.9	4.2	8.1	11.9	15.9	12.3	9.8	14.7
Total Operating Expenses											
Millions of dollars											
1996	172,058	162,825	41,325	94,390	5,121	21,989	9,189	560	1,857	5,030	1,742
1995	160,321	151,628	38,695	88,061	4,817	20,055	8,652	595	1,747	4,777	1,533
1994	153,203	145,216	36,455	84,682	4,543	19,536	7,946	605	1,585	4,159	1,597
1993	141,331	133,857	33,388	77,568	4,247	18,654	7,438	593	1,501	3,754	1,590
1992	134,752	127,687	31,047	75,061	3,930	17,649	7,041	573	1,482	3,242	1,744
Percent change											
1996/1995	7.3	7.4	6.8	7.2	6.3	9.6	6.2	-5.9	6.3	5.3	13.6
1995/1994	4.6	4.4	6.1	4.0	6.0	2.7	8.9	-1.7	10.2	14.9	-4.0
1994/1993	8.4	8.5	9.2	9.2	7.0	4.7	6.8	2.0	5.6	10.8	0.4
1993/1992	4.9	4.8	7.5	3.3	8.1	5.7	5.6	3.5	1.3	15.8	-8.8
1992/1991	7.6	7.4	11.3	6.0	2.4	8.3	10.4	13.5	11.6	7.3	14.7
Annual Payroll											
Millions of dollars											
1996	52,522	49,432	10,701	28,161	1,681	8,889	3,076	176	617	1,710	573
1995	49,373	46,478	9,885	26,635	1,633	8,325	2,883	182	588	1,613	500
1994	46,137	43,544	9,213	24,686	1,538	8,107	2,579	165	515	1,367	532
1993	42,258	39,874	8,443	22,290	1,436	7,705	2,372	150	485	1,204	533
1992	39,896	37,761	8,044	20,975	1,346	7,396	2,127	129	464	983	551
Percent change											
1996/1995	6.4	6.4	8.3	5.7	2.9	6.8	6.7	-3.3	4.9	6.0	14.6
1995/1994	7.0	6.7	7.3	7.9	6.2	2.7	11.8	10.3	14.2	18.0	-6.0
1994/1993	9.2	9.2	9.1	10.7	7.1	5.2	8.7	10.0	6.2	13.5	-0.2
1993/1992	5.9	5.6	5.0	6.3	6.7	4.2	11.5	16.3	4.5	22.5	-3.3
1992/1991	5.2	4.9	7.0	4.7	1.7	3.8	12.2	11.2	9.7	11.1	16.7
Employer Contributions to Social Security and Other Supplemental Benefits											
Millions of dollars											
1996	13,682	13,020	2,157	6,379	356	4,128	659	39	141	337	142
1995	13,301	12,666	1,984	6,121	362	4,199	633	45	131	342	115
1994	12,623	12,025	2,002	6,030	349	3,644	596	42	129	301	124
1993	11,550	10,987	1,883	5,769	325	3,010	560	40	126	271	123
1992	10,647	10,125	1,835	5,583	310	2,397	520	36	131	226	127
Percent change											
1996/1995	2.9	2.8	8.7	4.2	-1.7	-1.7	4.1	-13.3	7.6	-1.5	23.5
1995/1994	5.4	5.3	-0.9	1.5	3.7	15.2	6.2	7.1	1.6	13.6	-7.3
1994/1993	9.3	9.4	6.3	4.5	7.4	21.1	6.4	5.0	2.4	11.1	0.8
1993/1992	8.5	8.5	2.6	3.3	4.8	25.6	7.7	11.1	-3.8	19.9	-3.1
1992/1991	8.0	7.8	8.8	5.3	2.3	14.1	11.6	12.5	18.0	8.7	10.4

See footnotes at end of table.

Table 1. Motor Freight Transportation and Warehousing Services (SIC 42)—Summary Statistics, by Kind of Business: 1987 Through 1996—Continued

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Motor freight transportation and warehousing services (SIC 42)	Trucking and courier services, except by air ² (SIC 421)	Local trucking without storage (SIC 4212)	Trucking, except local (SIC 4213)	Local trucking with storage (SIC 4214)	Courier services, except by air (SIC 4215)	Public warehousing and storage (SIC 422)	Farm product warehousing and storage (SIC 4221)	Refrigerated warehousing and storage (SIC 4222)	General warehousing and storage (SIC 4225)	Special warehousing and storage (SIC 4226)
Total Operating Revenue											
Millions of dollars											
1991	134,259	126,772	30,890	73,982	4,022	17,878	7,440	566	1,554	3,568	1,752
1990	134,532	127,314	31,397	74,465	4,115	17,337	7,147	625	1,469	3,257	1,796
1989	123,520	116,937	(NA)	(NA)	(NA)	(NA)	6,505	621	1,273	(NA)	(NA)
1988	115,326	109,274	(NA)	(NA)	(NA)	(NA)	5,991	591	1,224	(NA)	(NA)
1987	103,743	98,422	(NA)	(NA)	(NA)	(NA)	5,255	586	1,171	(NA)	(NA)
Percent change											
1991/1990	-0.2	-0.4	-1.6	-0.6	-2.3	3.1	4.1	-9.4	5.8	9.5	-2.4
1990/1989	8.9	8.9	(NA)	(NA)	(NA)	(NA)	9.9	0.6	15.4	(NA)	(NA)
1989/1988	7.1	7.0	(NA)	(NA)	(NA)	(NA)	8.6	5.1	4.0	(NA)	(NA)
1988/1987	11.2	11.0	(NA)	(NA)	(NA)	(NA)	14.0	0.9	4.5	(NA)	(NA)
Total Operating Expenses											
Millions of dollars											
1991	125,246	118,855	27,887	70,828	3,838	16,302	6,375	505	1,328	3,022	1,520
1990	125,123	118,968	28,049	70,965	3,885	16,069	6,142	542	1,286	2,774	1,540
1989	116,359	110,669	(NA)	(NA)	(NA)	(NA)	5,667	508	1,131	(NA)	(NA)
1988	109,009	103,741	(NA)	(NA)	(NA)	(NA)	5,254	508	1,072	(NA)	(NA)
1987	98,351	93,793	(NA)	(NA)	(NA)	(NA)	4,536	477	985	(NA)	(NA)
Percent change											
1991/1990	0.1	-0.1	-0.6	-0.2	-1.2	1.4	3.8	-6.8	3.3	8.9	-1.3
1990/1989	7.5	7.5	(NA)	(NA)	(NA)	(NA)	8.4	6.7	13.7	(NA)	(NA)
1989/1988	6.7	6.7	(NA)	(NA)	(NA)	(NA)	7.9	0.0	5.5	(NA)	(NA)
1988/1987	10.8	10.6	(NA)	(NA)	(NA)	(NA)	15.8	6.5	8.8	(NA)	(NA)
Annual Payroll											
Millions of dollars											
1991	37,914	36,012	7,521	20,043	1,324	7,124	1,896	116	423	885	472
1990	37,257	35,388	7,575	20,029	1,344	6,440	1,864	125	416	845	478
1989	35,730	34,003	(NA)	(NA)	(NA)	(NA)	1,721	115	362	(NA)	(NA)
1988	33,658	32,042	(NA)	(NA)	(NA)	(NA)	1,612	109	351	(NA)	(NA)
1987	30,987	29,577	(NA)	(NA)	(NA)	(NA)	1,405	101	321	(NA)	(NA)
Percent change											
1991/1990	1.8	1.8	-0.7	0.1	-1.5	10.6	1.7	-7.2	1.7	4.7	-1.3
1990/1989	4.3	4.1	(NA)	(NA)	(NA)	(NA)	8.3	8.7	14.9	(NA)	(NA)
1989/1988	6.2	6.1	(NA)	(NA)	(NA)	(NA)	6.8	5.5	3.1	(NA)	(NA)
1988/1987	8.6	8.3	(NA)	(NA)	(NA)	(NA)	14.7	7.9	9.3	(NA)	(NA)
Employer Contributions to Social Security and Other Supplemental Benefits											
Millions of dollars											
1991	9,861	9,393	1,686	5,304	303	2,100	466	32	111	208	115
1990	9,512	9,060	(S)	5,168	289	1,909	450	35	105	193	117
1989	8,885	8,502	(NA)	(NA)	(NA)	(NA)	381	28	90	(NA)	(NA)
1988	7,918	7,594	(NA)	(NA)	(NA)	(NA)	322	24	79	(NA)	(NA)
1987	7,057	6,783	(NA)	(NA)	(NA)	(NA)	264	21	74	(NA)	(NA)
Percent change											
1991/1990	3.7	3.7	(S)	2.6	4.8	10.0	3.6	-8.6	5.7	7.8	-1.7
1990/1989	7.1	6.6	(NA)	(NA)	(NA)	(NA)	18.1	25.0	16.7	(NA)	(NA)
1989/1988	12.2	12.0	(NA)	(NA)	(NA)	(NA)	18.3	16.7	13.9	(NA)	(NA)
1988/1987	12.2	12.0	(NA)	(NA)	(NA)	(NA)	22.0	14.3	6.8	(NA)	(NA)

NA Not available. S Data do not meet publication standards because of high sampling variability or poor response quality. Some unpublished estimates can be derived from this table by subtracting published data from their respective totals. However, the figures obtained by such subtraction are subject to these same limitations. These unpublished data are for internal use only.

¹Includes terminal and joint terminal maintenance facilities for motor carrier transportation (SIC 4231) not shown separately.

²Excludes private motor carriers that operate as auxiliary establishments to nontransportation companies and independent owner-operators with no paid employees.

Note: Detail may not add to total due to rounding. Estimates are not adjusted for price changes. Appendix A, Table A-1 provides estimated measures of sampling variability (coefficients of variation).

Trucking and Courier Services

Summary of Data

Total operating revenue in 1996 for the for-hire trucking and courier services industry (excluding air courier services) was estimated at \$172.7 billion, up 6.8 percent from 1995. Long-distance trucking, which accounted for more than 68 percent of all motor carrier revenue, was up 6.0 percent from 1995. Local trucking revenue rose 7.3 percent from 1995 to approximately \$52.3 billion in 1996. Truckload shipments accounted for approximately 63 percent of motor carrier revenue in 1996 and increased 6.8 percent from 1995.

Approximately 50 percent of motor carrier revenue came from transporting manufactured products, such as furniture, hardware, glass products, textiles and apparel, and the delivery of small packages. Revenue in 1996 from the transport of petroleum and petroleum products rose 7.0 percent from 1995.

Total operating expenses were estimated at \$162.8 billion in 1996, up 7.4 percent from 1995. Annual payroll accounted for 30 percent of all trucking expenses, totaling \$49.4 billion for 1996. Purchased transportation rose 7.7 percent from 1995, while the cost of maintenance and repair rose 4.6 percent.

Total operating revenue for long-distance trucking, SIC 4213, rose 6.4 percent from 1995 to approximately \$97.6 billion in 1996. Total operating expenses were estimated at \$94.4 billion in 1996 and were up 7.2 percent over 1995. Annual payroll accounted for nearly 30 percent of the industry's expenses in 1996 and was up 5.7 percent from 1995.

Table 2. Trucking and Courier Services (SIC 421)—Estimated Operating Revenue and Expenses for All Carriers, by Kind of Business: 1987 Through 1996

[Millions of dollars. Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Trucking and courier services, except by air (SIC 421)					Local trucking without storage (SIC 4212)					Trucking, except local (SIC 4213)					Local trucking with storage (SIC 4214)					Courier services, except by air (SIC 4215)				
	1996	1995	1994	1993	1992	1996	1995	1994	1993	1992	1996	1995	1994	1993	1992	1996	1995	1994	1993	1992	1996	1995	1994	1993	1992
Operating Revenue																									
Total	172,743	161,806	155,713	142,547	135,437	46,589	43,830	40,903	36,648	33,554	97,586	91,675	89,369	81,317	78,358	5,502	5,154	4,757	4,487	4,191	23,066	21,147	20,684	20,095	19,334
Motor carrier	163,786	153,881	148,002	135,000	127,049	44,268	41,750	38,644	34,229	30,450	93,308	88,008	85,748	77,711	74,386	3,575	3,337	3,192	3,137	3,030	22,635	20,786	20,418	19,923	19,183
Local trucking	52,301	48,731	43,592	36,649	31,120	33,308	31,193	27,496	22,815	19,318	12,958	12,197	11,501	9,818	8,244	2,205	2,144	2,023	1,893	1,787	3,830	3,197	2,572	2,123	1,771
Long-distance trucking	111,485	105,150	104,410	98,351	95,929	10,960	10,557	11,148	11,414	11,132	80,350	75,811	74,247	67,893	66,142	1,370	1,193	1,169	1,244	1,243	18,805	17,589	17,846	17,800	17,412
Operating Expenses																									
Total	162,825	151,628	145,216	133,857	127,687	41,325	38,695	36,455	33,388	31,047	94,390	88,061	84,682	77,568	75,061	5,121	4,817	4,543	4,247	3,930	21,989	20,055	19,536	18,654	17,649
Annual payroll	49,432	46,478	43,544	39,874	37,761	10,701	9,885	9,213	8,443	8,044	28,161	26,635	24,686	22,290	20,975	1,681	1,633	1,538	1,436	1,346	8,889	8,325	8,107	7,705	7,396
Employer contributions to Social Security and other supplemental benefits	13,020	12,666	12,025	10,987	10,125	2,157	1,984	2,002	1,883	1,835	6,379	6,121	6,030	5,769	5,583	356	362	349	325	310	4,128	4,199	3,644	3,010	2,397
Purchased fuels	13,667	12,051	12,114	11,589	11,345	3,612	3,213	3,348	3,226	2,922	9,201	8,118	7,803	7,113	6,941	192	180	178	204	210	662	540	785	1,046	1,272
Purchased transportation	30,979	28,757	28,222	26,130	24,760	5,608	5,451	5,144	4,839	4,256	22,781	20,986	20,567	18,760	18,055	956	902	817	691	601	1,634	1,418	1,694	1,840	1,848
Lease and rental	2,970	2,794	2,664	2,517	2,521	732	720	677	626	648	1,377	1,282	1,247	1,174	1,177	363	339	319	268	239	498	453	421	449	457
Insurance	5,864	5,638	5,517	5,114	4,801	1,831	1,842	1,784	1,623	1,460	3,463	3,286	3,214	2,932	2,819	176	184	187	198	182	394	326	332	361	340
Maintenance and repair	9,281	8,876	8,936	8,276	7,985	3,024	2,884	2,913	2,704	2,600	4,940	4,830	4,899	4,577	4,504	204	184	200	202	195	1,113	978	924	793	686
Depreciation	9,186	8,702	8,085	7,400	6,998	2,676	2,530	2,460	2,249	2,062	5,540	5,295	4,700	4,138	3,860	162	151	133	155	170	808	726	792	858	906
Taxes and licenses	3,517	3,410	3,356	3,195	3,212	953	912	889	811	732	2,135	2,094	2,097	2,019	2,116	96	90	87	79	69	333	314	283	286	295
Drug and alcohol testing and rehabilitation programs	102	96	80	64	53	32	28	28	20	13	66	65	49	40	37	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)
Other operating expenses	24,807	22,160	20,673	18,711	18,126	9,999	9,246	7,997	6,964	6,475	10,347	9,349	9,390	8,756	8,994	932	790	733	686	606	3,529	2,775	2,553	2,305	2,051

See footnotes at end of table.

Table 2. Trucking and Courier Services (SIC 421)—Estimated Operating Revenue and Expenses for All Carriers, by Kind of Business: 1987 Through 1996—Continued

[Millions of dollars. Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Trucking and courier services, except by air (SIC 421)					Local trucking without storage (SIC 4212)					Trucking, except local (SIC 4213)					Local trucking with storage (SIC 4214)					Courier services, except by air (SIC 4215)				
	1991	1990	1989	1988	1987	1991	1990	1989	1988	1987	1991	1990	1989	1988	1987	1991	1990	1989	1988	1987	1991	1990	1989	1988	1987
Operating Revenue																									
Total	126,772	127,314	116,937	109,274	98,422	30,890	31,397	(NA)	(NA)	(NA)	73,982	74,465	(NA)	(NA)	(NA)	4,022	4,115	(NA)	(NA)	(NA)	17,878	17,337	(NA)	(NA)	(NA)
Motor carrier	117,732	117,122	107,645	100,006	90,716	27,322	27,336	(NA)	(NA)	(NA)	69,800	69,701	(NA)	(NA)	(NA)	2,845	2,866	(NA)	(NA)	(NA)	17,765	17,219	(NA)	(NA)	(NA)
Local trucking	27,281	28,017	25,560	24,101	21,437	17,150	17,258	(NA)	(NA)	(NA)	7,047	7,758	(NA)	(NA)	(NA)	1,543	1,536	(NA)	(NA)	(NA)	1,541	1,465	(NA)	(NA)	(NA)
Long-distance trucking	90,451	89,105	82,085	75,905	69,279	10,172	10,078	(NA)	(NA)	(NA)	62,753	61,943	(NA)	(NA)	(NA)	1,302	1,330	(NA)	(NA)	(NA)	16,224	15,754	(NA)	(NA)	(NA)
Operating Expenses																									
Total	118,855	118,968	110,669	103,741	93,793	27,887	28,049	(NA)	(NA)	(NA)	70,828	70,965	(NA)	(NA)	(NA)	3,838	3,885	(NA)	(NA)	(NA)	16,302	16,069	(NA)	(NA)	(NA)
Annual payroll	36,012	35,388	34,003	32,042	29,577	7,521	7,575	(NA)	(NA)	(NA)	20,043	20,029	(NA)	(NA)	(NA)	1,324	1,344	(NA)	(NA)	(NA)	7,124	6,440	(NA)	(NA)	(NA)
Employer contributions to Social Security and other supplemental benefits	9,393	9,060	8,502	7,594	6,783	1,686	(S)	(NA)	(NA)	(NA)	5,304	5,168	(NA)	(NA)	(NA)	303	289	(NA)	(NA)	(NA)	2,100	1,909	(NA)	(NA)	(NA)
Purchased fuels	10,203	10,115	8,419	7,076	6,351	2,376	2,404	(NA)	(NA)	(NA)	6,558	6,555	(NA)	(NA)	(NA)	187	192	(NA)	(NA)	(NA)	1,082	964	(NA)	(NA)	(NA)
Purchased transportation	22,507	22,864	21,478	21,287	19,191	3,731	3,953	(NA)	(NA)	(NA)	16,622	16,792	(NA)	(NA)	(NA)	596	578	(NA)	(NA)	(NA)	1,558	1,541	(NA)	(NA)	(NA)
Lease and rental	2,501	2,506	2,278	2,190	1,955	689	(S)	(NA)	(NA)	(NA)	1,177	1,199	(NA)	(NA)	(NA)	236	242	(NA)	(NA)	(NA)	399	368	(NA)	(NA)	(NA)
Insurance	4,637	4,521	4,313	4,077	3,569	1,245	1,188	(NA)	(NA)	(NA)	2,834	2,808	(NA)	(NA)	(NA)	184	185	(NA)	(NA)	(NA)	374	340	(NA)	(NA)	(NA)
Maintenance and repair	7,138	7,139	6,557	5,928	5,278	2,148	2,174	(NA)	(NA)	(NA)	4,203	4,194	(NA)	(NA)	(NA)	(S)	(S)	(NA)	(NA)	(NA)	582	552	(NA)	(NA)	(NA)
Depreciation	6,610	6,566	6,098	5,537	4,978	1,808	1,806	(NA)	(NA)	(NA)	3,764	3,802	(NA)	(NA)	(NA)	152	166	(NA)	(NA)	(NA)	886	792	(NA)	(NA)	(NA)
Taxes and licenses	2,839	2,705	2,536	2,277	2,076	593	595	(NA)	(NA)	(NA)	1,932	1,831	(NA)	(NA)	(NA)	59	62	(NA)	(NA)	(NA)	255	217	(NA)	(NA)	(NA)
Drug and alcohol testing and rehabilitation programs	39	30	(NA)	(NA)	(NA)	8	5	(NA)	(NA)	(NA)	29	24	(NA)	(NA)	(NA)	(S)	(S)	(NA)	(NA)	(NA)	(S)	(S)	(NA)	(NA)	(NA)
Other operating expenses	16,976	18,074	(NA)	(NA)	(NA)	6,082	5,958	(NA)	(NA)	(NA)	8,362	8,563	(NA)	(NA)	(NA)	590	607	(NA)	(NA)	(NA)	1,942	2,946	(NA)	(NA)	(NA)

S Data do not meet publication standards because of high sampling variability or poor response quality. Some unpublished estimates can be derived from this table by subtracting published data from their respective totals. However, the figures obtained by such subtraction are subject to these same limitations. These unpublished data are for internal use only. NA Not available.

Note: Excludes private motor carriers that operate as auxiliary establishments to nontransportation companies and independent owner-operators with no paid employees. Detail may not add to total due to rounding. Estimates are not adjusted for price changes. Appendix A, Table A-2 provides estimated measures of sampling variability (coefficients of variation).

Table 3. Trucking and Courier Services (SIC 421)—Estimated Operating Revenue and Expenses, by Type of Carrier: 1987 Through 1996

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Millions of dollars					Percent change				
	1996	1995	1994	1993	1992	1996/1995	1995/1994	1994/1993	1993/1992	1992/1991
ALL CARRIERS										
Operating Revenue										
Total	172,743	161,806	155,713	142,547	135,437	6.8	3.9	9.2	5.2	6.8
Motor carrier	163,786	153,881	148,002	135,000	127,049	6.4	4.0	9.6	6.3	7.9
Local trucking	52,301	48,731	43,592	36,649	31,120	7.3	11.8	18.9	17.8	14.1
Long-distance trucking	111,485	105,150	104,410	98,351	95,929	6.0	0.7	6.2	2.5	6.1
Operating Expenses										
Total	162,825	151,628	145,216	133,857	127,687	7.4	4.4	8.5	4.8	7.4
Annual payroll	49,432	46,478	43,544	39,874	37,761	6.4	6.7	9.2	5.6	4.9
Employer contributions to Social Security and other supplemental benefits	13,020	12,666	12,025	10,987	10,125	2.8	5.3	9.4	8.5	7.8
Purchased fuels	13,667	12,051	12,114	11,589	11,345	13.4	-0.5	4.5	2.2	11.2
Purchased transportation	30,979	28,757	28,222	26,130	24,760	7.7	1.9	8.0	5.5	10.0
Lease and rental	2,970	2,794	2,664	2,517	2,521	6.3	4.9	5.8	-0.2	0.8
Insurance	5,864	5,638	5,517	5,114	4,801	4.0	2.2	7.9	6.5	3.5
Maintenance and repair	9,281	8,876	8,936	8,276	7,985	4.6	-0.7	8.0	3.6	11.9
Depreciation	9,186	8,702	8,085	7,400	6,998	5.6	7.6	9.3	5.7	5.9
Taxes and licenses	3,517	3,410	3,356	3,195	3,212	3.1	1.6	5.0	-0.5	13.1
Drug and alcohol testing and rehabilitation programs	102	96	80	64	53	6.3	20.0	25.0	20.8	35.9
Other operating expenses	24,807	22,160	20,673	18,711	18,126	11.9	7.2	10.5	3.2	6.8
SPECIALTY CARRIERS										
Operating Revenue										
Total	52,464	49,139	45,034	40,116	36,729	6.8	9.1	12.3	9.2	5.3
Motor carrier	47,883	44,969	41,078	36,184	32,690	6.5	9.5	13.5	10.7	6.8
Local trucking	29,045	27,181	23,420	19,367	16,366	6.9	16.1	20.9	18.3	11.6
Long-distance trucking	18,838	17,788	17,658	16,817	16,324	5.9	0.7	5.0	3.0	2.4
Operating Expenses										
Total	47,685	44,556	41,052	37,140	34,101	7.0	8.5	10.5	8.9	6.3
Annual payroll	12,008	11,254	10,151	9,105	8,362	6.7	10.9	11.5	8.9	2.9
Employer contributions to Social Security and other supplemental benefits	2,699	2,536	2,429	2,113	1,973	6.4	4.4	15.0	7.1	5.2
Purchased fuels	3,497	3,151	2,880	2,489	2,111	11.0	9.4	15.7	17.9	9.8
Purchased transportation	8,036	7,449	7,573	7,430	6,805	7.9	-1.6	1.9	9.2	11.7
Lease and rental	767	738	736	708	711	3.9	0.3	4.0	-0.4	-0.6
Insurance	1,892	1,888	1,783	1,567	1,383	0.2	5.9	13.8	13.3	4.1
Maintenance and repair	3,107	2,894	2,679	2,368	2,298	7.4	8.0	13.1	3.0	8.0
Depreciation	3,028	2,882	2,436	2,143	1,886	5.1	18.3	13.7	13.6	2.1
Taxes and licenses	922	893	807	716	667	3.2	10.7	12.7	7.3	14.2
Drug and alcohol testing and rehabilitation programs	28	28	24	19	15	0.0	16.7	26.3	26.7	36.4
Other operating expenses	11,701	10,843	9,554	8,482	7,890	7.9	13.5	12.6	7.5	6.0
GENERAL CARRIERS										
Operating Revenue										
Total	120,279	112,667	110,679	102,431	98,708	6.8	1.8	8.1	3.8	7.4
Motor carrier	115,903	108,912	106,924	98,816	94,359	6.4	1.9	8.2	4.7	8.3
Local trucking	23,256	21,550	20,172	17,282	14,754	7.9	6.8	16.7	17.1	17.0
Long-distance trucking	92,647	87,362	86,752	81,534	79,605	6.0	0.7	6.4	2.4	6.8
Operating Expenses										
Total	115,140	107,072	104,164	96,717	93,586	7.5	2.8	7.7	3.3	7.8
Annual payroll	37,424	35,224	33,393	30,769	29,399	6.2	5.5	8.5	4.7	5.4
Employer contributions to Social Security and other supplemental benefits	10,321	10,130	9,596	8,874	8,152	1.9	5.6	8.1	8.9	8.4
Purchased fuels	10,170	8,900	9,234	9,100	9,234	14.3	-3.6	1.5	-1.5	11.5
Purchased transportation	22,943	21,308	20,649	18,700	17,955	7.7	3.2	10.4	4.1	9.4
Lease and rental	2,203	2,056	1,928	1,809	1,810	7.1	6.6	6.6	-0.1	1.3
Insurance	3,972	3,750	3,734	3,547	3,418	5.9	0.4	5.3	3.8	3.3
Maintenance and repair	6,174	5,982	6,257	5,908	5,687	3.2	-4.4	5.9	3.9	13.5
Depreciation	6,158	5,820	5,649	5,257	5,112	5.8	3.0	7.5	2.8	7.3
Taxes and licenses	2,595	2,517	2,549	2,479	2,545	3.1	-1.3	2.8	-2.6	12.9
Drug and alcohol testing and rehabilitation programs	74	68	56	45	38	8.8	21.4	24.4	18.4	35.7
Other operating expenses	13,106	11,317	11,119	10,229	10,236	15.8	1.8	8.7	-0.1	7.4

See footnotes at end of table.

Table 3. Trucking and Courier Services (SIC 421)—Estimated Operating Revenue and Expenses, by Type of Carrier: 1987 Through 1996—Continued

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Millions of dollars					Percent change			
	1991	1990	1989	1988	1987	1991/1990	1990/1989	1989/1988	1988/1987
ALL CARRIERS									
Operating Revenue									
Total	126,772	127,314	116,937	109,274	98,422	-0.4	8.9	7.0	11.0
Motor carrier	117,732	117,122	107,645	100,006	90,716	0.5	8.8	7.6	10.2
Local trucking	27,281	28,017	25,560	24,101	21,437	-2.6	9.6	6.1	12.4
Long-distance trucking	90,451	89,105	82,085	75,905	69,279	1.5	8.6	8.1	9.6
Operating Expenses									
Total	118,855	118,968	110,669	103,741	93,793	-0.1	7.5	6.7	10.6
Annual payroll	36,012	35,388	34,003	32,042	29,577	1.8	4.1	6.1	8.3
Employer contributions to Social Security and other supplemental benefits	9,393	9,060	8,502	7,594	6,783	3.7	6.6	12.0	12.0
Purchased fuels	10,203	10,115	8,419	7,076	6,351	0.9	20.1	19.0	11.4
Purchased transportation	22,507	22,864	21,478	21,287	19,191	-1.6	6.5	0.9	10.9
Lease and rental	2,501	2,506	2,278	2,190	1,955	-0.2	10.0	4.0	12.0
Insurance	4,637	4,521	4,313	4,077	3,569	2.6	4.8	5.8	14.2
Maintenance and repair	7,138	7,139	6,557	5,928	5,278	(Z)	8.9	10.6	12.3
Depreciation	6,610	6,566	6,098	5,537	4,978	0.7	7.7	10.1	11.2
Taxes and licenses	2,839	2,705	2,536	2,277	2,076	5.0	6.7	11.4	9.7
Drug and alcohol testing and rehabilitation programs	39	30	(NA)	(NA)	(NA)	30.0	(NA)	(NA)	(NA)
Other operating expenses	16,976	18,074	(NA)	(NA)	(NA)	-6.1	(NA)	(NA)	(NA)
SPECIALTY CARRIERS									
Operating Revenue									
Total	34,884	35,877	34,069	31,993	29,153	-2.8	5.3	6.5	9.7
Motor carrier	30,604	31,042	29,557	27,709	25,285	-1.4	5.0	6.7	9.6
Local trucking	14,668	14,783	13,599	12,322	11,672	-0.8	8.7	10.4	5.6
Long-distance trucking	15,936	16,259	15,958	15,387	13,613	-2.0	1.9	3.7	13.0
Operating Expenses									
Total	32,072	32,576	30,896	28,493	26,313	-1.5	5.4	8.4	8.3
Annual payroll	8,126	8,244	7,854	7,227	6,688	-1.4	5.0	8.7	8.1
Employer contributions to Social Security and other supplemental benefits	1,876	1,932	1,822	1,569	1,430	-2.9	6.0	16.1	9.7
Purchased fuels	1,923	1,908	1,687	1,511	1,387	0.8	13.1	11.6	8.9
Purchased transportation	6,093	6,463	6,537	6,645	6,245	-5.7	-1.1	-1.6	6.4
Lease and rental	715	713	683	663	610	0.3	4.4	3.0	8.7
Insurance	1,328	1,269	1,295	1,241	1,237	4.6	-2.0	4.4	0.3
Maintenance and repair	2,128	2,160	2,077	1,867	1,775	-1.5	4.0	11.2	5.2
Depreciation	1,847	1,878	1,908	1,777	1,713	-1.7	-1.6	7.4	3.7
Taxes and licenses	584	594	576	532	557	-1.7	3.1	8.3	-4.5
Drug and alcohol testing and rehabilitation programs	11	7	(NA)	(NA)	(NA)	57.1	(NA)	(NA)	(NA)
Other operating expenses	7,441	7,408	(NA)	(NA)	(NA)	0.4	(NA)	(NA)	(NA)
GENERAL CARRIERS									
Operating Revenue									
Total	91,888	91,437	82,868	77,281	69,269	0.5	10.3	7.2	11.6
Motor carrier	87,128	86,080	78,088	72,297	65,431	1.2	10.2	8.0	10.5
Local trucking	12,613	13,234	11,961	11,779	9,765	-4.7	10.6	1.5	20.6
Long-distance trucking	74,515	72,846	66,127	60,518	55,666	2.3	10.2	9.3	8.7
Operating Expenses									
Total	86,783	86,392	79,773	75,248	67,480	0.5	8.3	6.0	11.5
Annual payroll	27,886	27,144	26,149	24,815	22,889	2.7	3.8	5.4	8.4
Employer contributions to Social Security and other supplemental benefits	7,517	7,128	6,680	6,025	5,353	5.5	6.7	10.9	12.6
Purchased fuels	8,280	8,207	6,732	5,565	4,964	0.9	21.9	21.0	12.1
Purchased transportation	16,414	16,401	14,941	14,642	12,946	0.1	9.8	2.0	13.1
Lease and rental	1,786	1,793	1,595	1,527	1,345	-0.4	12.4	4.5	13.5
Insurance	3,309	3,252	3,018	2,836	2,332	1.8	7.8	6.4	21.6
Maintenance and repair	5,010	4,979	4,480	4,061	3,503	0.6	11.1	10.3	15.9
Depreciation	4,763	4,688	4,190	3,760	3,265	1.6	11.9	11.4	15.2
Taxes and licenses	2,255	2,111	1,960	1,745	1,519	6.8	7.7	12.3	14.9
Drug and alcohol testing and rehabilitation programs	28	23	(NA)	(NA)	(NA)	21.7	(NA)	(NA)	(NA)
Other operating expenses	9,535	10,666	(NA)	(NA)	(NA)	-10.6	(NA)	(NA)	(NA)

Z Less than .05 percent. NA Not available.

Note: Excludes private motor carriers that operate as auxiliary establishments to nontransportation companies and independent owner-operators with no paid employees. Detail may not add to total due to rounding. Estimates are not adjusted for price changes. Appendix A, Table A-3 provides estimated measures of sampling variability (coefficients of variation).

Table 4. Trucking and Courier Services (SIC 421)—Components of Operating Expense Estimates, by Type of Carrier: 1987 Through 1996

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	All carriers									
	Millions of dollars					Percent of total operating expenses				
	1996	1995	1994	1993	1992	1996	1995	1994	1993	1992
Operating Expenses										
Total	162,825	151,628	145,216	133,857	127,687	100.0	100.0	100.0	100.0	100.0
Annual payroll	49,432	46,478	43,544	39,874	37,761	30.4	30.7	30.0	29.8	29.6
Employer contributions to Social Security and other supplemental benefits	13,020	12,666	12,025	10,987	10,125	8.0	8.4	8.3	8.2	7.9
Plans required under Federal and State legislation	6,220	5,855	5,797	5,563	5,467	3.8	3.9	4.0	4.2	4.3
Other fringe benefit plans	6,800	6,811	6,228	5,424	4,658	4.2	4.5	4.3	4.1	3.6
Purchased fuels	13,667	12,051	12,114	11,589	11,345	8.4	7.9	8.3	8.7	8.9
Trucks, truck-tractors, and other motor vehicles	13,207	11,635	11,676	11,177	10,969	8.1	7.7	8.0	8.3	8.6
Heat, power, and generating electricity	460	416	438	412	376	0.3	0.3	0.3	0.3	0.3
Purchased transportation	30,979	28,757	28,222	26,130	24,760	19.0	19.0	19.4	19.5	19.4
Trucks, truck-tractors, trailers, and other motor vehicles rented or leased with drivers	20,884	19,670	19,067	17,683	16,323	12.8	13.0	13.1	13.2	12.8
Trucks, truck-tractors, trailers, and other motor vehicles rented or leased without drivers	4,683	4,302	4,563	4,550	4,772	2.9	2.8	3.1	3.4	3.7
Transportation purchased from railroads, airlines, water, and other motor carriers	5,412	4,785	4,592	3,897	3,665	3.3	3.2	3.2	2.9	2.9
Lease and rental	2,970	2,794	2,664	2,517	2,521	1.8	1.8	1.8	1.9	2.0
Buildings, offices, and structures	2,297	2,170	2,090	2,001	1,999	1.4	1.4	1.4	1.5	1.6
Machinery and equipment (other than motor vehicles)	673	624	574	516	522	0.4	0.4	0.4	0.4	0.4
Insurance	5,864	5,638	5,517	5,114	4,801	3.6	3.7	3.8	3.8	3.8
Public liability and property damage insurance	3,282	3,127	3,193	3,066	2,928	2.0	2.1	2.2	2.3	2.3
Insurance for loss of, or damage to, motor vehicles and their cargos	2,142	2,073	1,951	1,730	1,589	1.3	1.4	1.3	1.3	1.2
Insurance for buildings, offices, structures, and machinery and equipment (other than motor vehicles)	440	438	373	318	284	0.3	0.3	0.3	0.2	0.2
Maintenance and repair	9,281	8,876	8,936	8,276	7,985	5.7	5.9	6.2	6.2	6.3
Motor vehicle parts for self-repair	4,670	4,397	4,732	4,614	4,801	2.9	2.9	3.3	3.4	3.8
Trucks, truck-tractors, trailers, and other motor vehicles	3,809	3,707	3,420	2,902	2,457	2.3	2.4	2.4	2.2	1.9
Buildings, offices, and structures	345	334	339	308	275	0.2	0.2	0.2	0.2	0.2
Machinery and equipment (other than motor vehicles)	457	438	445	452	452	0.3	0.3	0.3	0.3	0.4
Depreciation	9,186	8,702	8,085	7,400	6,998	5.6	5.7	5.6	5.5	5.5
Trucks, truck-tractors, trailers, and other motor vehicles	7,287	6,916	6,371	5,728	5,343	4.5	4.6	4.4	4.3	4.2
Buildings, offices, and structures	596	568	633	710	779	0.4	0.4	0.4	0.5	0.6
Machinery and equipment (other than motor vehicles)	1,303	1,218	1,081	962	876	0.8	0.8	0.7	0.7	0.7
Taxes and licenses	3,517	3,410	3,356	3,195	3,212	2.2	2.2	2.3	2.4	2.5
Drug and alcohol testing and rehabilitation programs	102	96	80	64	53	0.1	0.1	0.1	(Z)	(Z)
Other operating expenses	24,807	22,160	20,673	18,711	18,126	15.2	14.6	14.2	14.0	14.2

See footnotes at end of table.

Table 4. Trucking and Courier Services (SIC 421)—Components of Operating Expense Estimates, by Type of Carrier: 1987 Through 1996—Continued

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	All carriers									
	Millions of dollars					Percent of total operating expenses				
	1991	1990	1989	1988	1987	1991	1990	1989	1988	1987
Operating Expenses										
Total	118,855	118,968	110,669	103,741	93,793	100.0	100.0	100.0	100.0	100.0
Annual payroll	36,012	35,388	34,003	32,042	29,577	30.3	29.7	30.7	30.9	31.5
Employer contributions to Social Security and other supplemental benefits	9,393	9,060	8,502	7,594	6,783	7.9	7.6	7.7	7.3	7.2
Plans required under Federal and State legislation	5,070	4,946	(NA)	(NA)	(NA)	4.3	4.2	(NA)	(NA)	(NA)
Other fringe benefit plans	4,323	4,114	(NA)	(NA)	(NA)	3.6	3.5	(NA)	(NA)	(NA)
Purchased fuels	10,203	10,115	8,419	7,076	6,351	8.6	8.5	7.6	6.8	6.8
Trucks, truck-tractors, and other motor vehicles	9,861	9,780	8,117	6,784	6,089	8.3	8.2	7.3	6.5	6.5
Heat, power, and generating electricity	342	335	302	292	262	0.3	0.3	0.3	0.3	0.3
Purchased transportation	22,507	22,864	21,478	21,287	19,191	18.9	19.2	19.4	20.5	20.5
Trucks, truck-tractors, trailers, and other motor vehicles rented or leased with drivers	15,136	15,579	14,958	15,298	(S)	12.7	13.1	13.5	14.7	(S)
Trucks, truck-tractors, trailers, and other motor vehicles rented or leased without drivers	4,346	4,162	(S)	(S)	(S)	3.7	3.5	(S)	(S)	(S)
Transportation purchased from railroads, airlines, water, and other motor carriers	3,025	3,123	2,789	2,683	2,488	2.5	2.6	2.5	2.6	2.7
Lease and rental	2,501	2,506	2,278	2,190	1,955	2.1	2.1	2.1	2.1	2.1
Buildings, offices, and structures	1,994	2,012	1,805	1,723	1,451	1.7	1.7	1.6	1.7	1.5
Machinery and equipment (other than motor vehicles)	507	494	(S)	(S)	(S)	0.4	0.4	(S)	(S)	(S)
Insurance	4,637	4,521	4,313	4,077	3,569	3.9	3.8	3.9	3.9	3.8
Public liability and property damage insurance	2,766	2,640	2,509	2,283	2,070	2.3	2.2	2.3	2.2	2.2
Insurance for loss of, or damage to, motor vehicles and their cargos	1,579	1,599	1,533	1,544	1,278	1.3	1.3	1.4	1.5	1.4
Insurance for buildings, offices, structures, and machinery and equipment (other than motor vehicles)	292	282	271	250	221	0.2	0.2	0.2	0.2	0.2
Maintenance and repair	7,138	7,139	6,557	5,928	5,278	6.0	6.0	5.9	5.7	5.6
Motor vehicle parts for self-repair	4,512	4,422	4,002	3,581	3,247	3.8	3.7	3.6	3.5	3.5
Trucks, truck-tractors, trailers, and other motor vehicles	1,841	1,847	1,721	1,604	1,414	1.5	1.6	1.6	1.5	1.5
Buildings, offices, and structures	308	335	322	274	253	0.3	0.3	0.3	0.3	0.3
Machinery and equipment (other than motor vehicles)	477	535	512	469	364	0.4	0.4	0.5	0.5	0.4
Depreciation	6,610	6,566	6,098	5,537	4,978	5.6	5.5	5.5	5.3	5.3
Trucks, truck-tractors, trailers, and other motor vehicles	4,996	5,040	4,786	4,304	3,812	4.2	4.2	4.3	4.1	4.1
Buildings, offices, and structures	778	717	622	549	499	0.7	0.6	0.6	0.5	0.5
Machinery and equipment (other than motor vehicles)	836	809	690	684	667	0.7	0.7	0.6	0.7	0.7
Taxes and licenses	2,839	2,705	2,536	2,277	2,076	2.4	2.3	2.3	2.2	2.2
Drug and alcohol testing and rehabilitation programs	39	30	(NA)	(NA)	(NA)	(Z)	(Z)	(NA)	(NA)	(NA)
Other operating expenses	16,976	18,074	(NA)	(NA)	(NA)	14.3	15.2	(NA)	(NA)	(NA)

See footnotes at end of table.

Table 4. Trucking and Courier Services (SIC 421)—Components of Operating Expense Estimates, by Type of Carrier: 1987 Through 1996—Continued

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Specialty carriers									
	Millions of dollars					Percent of total operating expenses				
	1996	1995	1994	1993	1992	1996	1995	1994	1993	1992
Operating Expenses										
Total	47,685	44,556	41,052	37,140	34,101	100.0	100.0	100.0	100.0	100.0
Annual payroll	12,008	11,254	10,151	9,105	8,362	25.2	25.3	24.7	24.5	24.5
Employer contributions to Social Security and other supplemental benefits	2,699	2,536	2,429	2,113	1,973	5.7	5.7	5.9	5.7	5.8
Plans required under Federal and State legislation	1,549	1,430	1,419	1,274	1,212	3.2	3.2	3.5	3.4	3.6
Other fringe benefit plans	1,150	1,106	1,010	839	761	2.4	2.5	2.5	2.3	2.2
Purchased fuels	3,497	3,151	2,880	2,489	2,111	7.3	7.1	7.0	6.7	6.2
Trucks, truck-tractors, and other motor vehicles	3,352	3,022	2,758	2,378	2,018	7.0	6.8	6.7	6.4	5.9
Heat, power, and generating electricity	145	129	122	111	93	0.3	0.3	0.3	0.3	0.3
Purchased transportation	8,036	7,449	7,573	7,430	6,805	16.9	16.7	18.4	20.0	20.0
Trucks, truck-tractors, trailers, and other motor vehicles rented or leased with drivers	5,902	5,460	5,644	5,490	5,104	12.4	12.3	13.7	14.8	15.0
Trucks, truck-tractors, trailers, and other motor vehicles rented or leased without drivers	1,137	1,093	1,175	1,259	1,096	2.4	2.5	2.9	3.4	3.2
Transportation purchased from railroads, airlines, water, and other motor carriers	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)
Lease and rental	767	738	736	708	711	1.6	1.7	1.8	1.9	2.1
Buildings, offices, and structures	585	577	569	561	547	1.2	1.3	1.4	1.5	1.6
Machinery and equipment (other than motor vehicles)	182	161	167	147	164	0.4	0.4	0.4	0.4	0.5
Insurance	1,892	1,888	1,783	1,567	1,383	4.0	4.2	4.3	4.2	4.1
Public liability and property damage insurance	979	914	934	847	741	2.1	2.1	2.3	2.3	2.2
Insurance for loss of, or damage to, motor vehicles and their cargos	676	724	658	581	539	1.4	1.6	1.6	1.6	1.6
Insurance for buildings, offices, structures, and machinery and equipment (other than motor vehicles)	237	250	191	139	103	0.5	0.6	0.5	0.4	0.3
Maintenance and repair	3,107	2,894	2,679	2,368	2,298	6.5	6.5	6.5	6.4	6.7
Motor vehicle parts for self-repair	1,365	1,273	1,248	1,126	1,253	2.9	2.9	3.0	3.0	3.7
Trucks, truck-tractors, trailers, and other motor vehicles	1,374	1,282	1,121	950	789	2.9	2.9	2.7	2.6	2.3
Buildings, offices, and structures	120	118	111	100	93	0.3	0.3	0.3	0.3	0.3
Machinery and equipment (other than motor vehicles)	248	221	199	192	163	0.5	0.5	0.5	0.5	0.5
Depreciation	3,028	2,882	2,436	2,143	1,886	6.4	6.5	5.9	5.8	5.5
Trucks, truck-tractors, trailers, and other motor vehicles	2,394	2,309	1,893	1,669	1,449	5.0	5.2	4.6	4.5	4.2
Buildings, offices, and structures	198	180	175	162	149	0.4	0.4	0.4	0.4	0.4
Machinery and equipment (other than motor vehicles)	436	393	368	312	288	0.9	0.9	0.9	0.8	0.8
Taxes and licenses	922	893	807	716	667	1.9	2.0	2.0	1.9	2.0
Drug and alcohol testing and rehabilitation programs	28	28	24	19	15	0.1	0.1	0.1	0.1	(Z)
Other operating expenses	11,701	10,843	9,554	8,482	7,890	24.5	24.3	23.3	22.8	23.1

See footnotes at end of table.

Table 4. Trucking and Courier Services (SIC 421)—Components of Operating Expense Estimates, by Type of Carrier: 1987 Through 1996—Continued

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Specialty carriers									
	Millions of dollars					Percent of total operating expenses				
	1991	1990	1989	1988	1987	1991	1990	1989	1988	1987
Operating Expenses										
Total	32,072	32,576	30,896	28,493	26,313	100.0	100.0	100.0	100.0	100.0
Annual payroll	8,126	8,244	7,854	7,227	6,688	25.3	25.3	25.4	25.4	25.4
Employer contributions to Social Security and other supplemental benefits	1,876	1,932	1,822	1,569	1,430	5.8	5.9	5.9	5.5	5.4
Plans required under Federal and State legislation	1,143	1,168	(NA)	(NA)	(NA)	3.6	3.6	(NA)	(NA)	(NA)
Other fringe benefit plans	733	764	(NA)	(NA)	(NA)	2.3	2.3	(NA)	(NA)	(NA)
Purchased fuels	1,923	1,908	1,687	1,511	1,387	6.0	5.9	5.5	5.3	5.3
Trucks, truck-tractors, and other motor vehicles	1,851	1,843	1,626	1,449	1,330	5.8	5.7	5.3	5.1	5.1
Heat, power, and generating electricity	72	65	61	62	(S)	0.2	0.2	0.2	0.2	(S)
Purchased transportation	6,093	6,463	6,537	6,645	6,245	19.0	19.8	21.2	23.3	23.7
Trucks, truck-tractors, trailers, and other motor vehicles rented or leased with drivers	4,842	5,121	5,331	5,566	(S)	15.1	15.7	17.3	19.5	(S)
Trucks, truck-tractors, trailers, and other motor vehicles rented or leased without drivers	874	862	(S)	(S)	(S)	2.7	2.6	(S)	(S)	(S)
Transportation purchased from railroads, airlines, water, and other motor carriers	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)	(S)
Lease and rental	715	713	683	663	610	2.2	2.2	2.2	2.3	2.3
Buildings, offices, and structures	556	560	537	515	512	1.7	1.7	1.7	1.8	1.9
Machinery and equipment (other than motor vehicles)	159	153	(S)	(S)	(S)	0.5	0.5	(S)	(S)	(S)
Insurance	1,328	1,269	1,295	1,241	1,237	4.1	3.9	4.2	4.4	4.7
Public liability and property damage insurance	745	695	728	683	718	2.3	2.1	2.4	2.4	2.7
Insurance for loss of, or damage to, motor vehicles and their cargos	482	475	461	448	419	1.5	1.5	1.5	1.6	1.6
Insurance for buildings, offices, structures, and machinery and equipment (other than motor vehicles)	101	99	106	110	100	0.3	0.3	0.3	0.4	0.4
Maintenance and repair	2,128	2,160	2,077	1,867	1,775	6.6	6.6	6.7	6.6	6.7
Motor vehicle parts for self-repair	1,199	1,184	1,151	1,028	994	3.7	3.6	3.7	3.6	3.8
Trucks, truck-tractors, trailers, and other motor vehicles	622	631	593	564	530	1.9	1.9	1.9	2.0	2.0
Buildings, offices, and structures	106	119	119	103	(S)	0.3	0.4	0.4	0.4	(S)
Machinery and equipment (other than motor vehicles)	201	226	(S)	(S)	(S)	0.6	0.7	(S)	(S)	(S)
Depreciation	1,847	1,878	1,908	1,777	1,713	5.8	5.8	6.2	6.2	6.5
Trucks, truck-tractors, trailers, and other motor vehicles	1,380	1,415	1,476	1,314	1,224	4.3	4.3	4.8	4.6	4.7
Buildings, offices, and structures	166	163	166	(S)	115	0.5	0.5	0.5	(S)	0.4
Machinery and equipment (other than motor vehicles)	301	300	266	(S)	(S)	0.9	0.9	0.9	(S)	(S)
Taxes and licenses	584	594	576	532	557	1.8	1.8	1.9	1.9	2.1
Drug and alcohol testing and rehabilitation programs	11	7	(NA)	(NA)	(NA)	(Z)	(Z)	(NA)	(NA)	(NA)
Other operating expenses	7,441	7,408	(NA)	(NA)	(NA)	23.2	22.7	(NA)	(NA)	(NA)

See footnotes at end of table.

Table 4. Trucking and Courier Services (SIC 421)—Components of Operating Expense Estimates, by Type of Carrier: 1987 Through 1996—Continued

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	General carriers									
	Millions of dollars					Percent of total operating expenses				
	1996	1995	1994	1993	1992	1996	1995	1994	1993	1992
Operating Expenses										
Total	115,140	107,072	104,164	96,717	93,586	100.0	100.0	100.0	100.0	100.0
Annual payroll	37,424	35,224	33,393	30,769	29,399	32.5	32.9	32.1	31.8	31.4
Employer contributions to Social Security and other supplemental benefits	10,321	10,130	9,596	8,874	8,152	9.0	9.5	9.2	9.2	8.7
Plans required under Federal and State legislation	4,671	4,425	4,378	4,289	4,255	4.1	4.1	4.2	4.4	4.5
Other fringe benefit plans	5,650	5,705	5,218	4,585	3,897	4.9	5.3	5.0	4.7	4.2
Purchased fuels	10,170	8,900	9,234	9,100	9,234	8.8	8.3	8.9	9.4	9.9
Trucks, truck-tractors, and other motor vehicles	9,855	8,613	8,918	8,799	8,951	8.6	8.0	8.6	9.1	9.6
Heat, power, and generating electricity	315	287	316	301	283	0.3	0.3	0.3	0.3	0.3
Purchased transportation	22,943	21,308	20,649	18,700	17,955	19.9	19.9	19.8	19.3	19.2
Trucks, truck-tractors, trailers, and other motor vehicles rented or leased with drivers	14,982	14,210	13,423	12,193	11,219	13.0	13.3	12.9	12.6	12.0
Trucks, truck-tractors, trailers, and other motor vehicles rented or leased without drivers	3,546	3,209	3,388	3,291	3,676	3.1	3.0	3.3	3.4	3.9
Transportation purchased from railroads, airlines, water, and other motor carriers	4,415	3,889	3,838	3,216	3,060	3.8	3.6	3.7	3.3	3.3
Lease and rental	2,203	2,056	1,928	1,809	1,810	1.9	1.9	1.9	1.9	1.9
Buildings, offices, and structures	1,712	1,593	1,521	1,440	1,452	1.5	1.5	1.5	1.5	1.6
Machinery and equipment (other than motor vehicles)	491	463	407	369	358	0.4	0.4	0.4	0.4	0.4
Insurance	3,972	3,750	3,734	3,547	3,418	3.4	3.5	3.6	3.7	3.7
Public liability and property damage insurance	2,303	2,213	2,259	2,219	2,187	2.0	2.1	2.2	2.3	2.3
Insurance for loss of, or damage to, motor vehicles and their cargos	1,466	1,349	1,293	1,149	1,050	1.3	1.3	1.2	1.2	1.1
Insurance for buildings, offices, structures, and machinery and equipment (other than motor vehicles)	203	188	182	179	181	0.2	0.2	0.2	0.2	0.2
Maintenance and repair	6,174	5,982	6,257	5,908	5,687	5.4	5.6	6.0	6.1	6.1
Motor vehicle parts for self-repair	3,305	3,124	3,484	3,488	3,548	2.9	2.9	3.3	3.6	3.8
Trucks, truck-tractors, trailers, and other motor vehicles	2,435	2,425	2,299	1,952	1,668	2.1	2.3	2.2	2.0	1.8
Buildings, offices, and structures	225	216	228	208	182	0.2	0.2	0.2	0.2	0.2
Machinery and equipment (other than motor vehicles)	209	217	246	260	289	0.2	0.2	0.2	0.3	0.3
Depreciation	6,158	5,820	5,649	5,257	5,112	5.3	5.4	5.4	5.4	5.5
Trucks, truck-tractors, trailers, and other motor vehicles	4,893	4,607	4,478	4,059	3,894	4.2	4.3	4.3	4.2	4.2
Buildings, offices, and structures	398	388	458	548	630	0.3	0.4	0.4	0.6	0.7
Machinery and equipment (other than motor vehicles)	867	825	713	650	588	0.8	0.8	0.7	0.7	0.6
Taxes and licenses	2,595	2,517	2,549	2,479	2,545	2.3	2.4	2.4	2.6	2.7
Drug and alcohol testing and rehabilitation programs	74	68	56	45	38	0.1	0.1	0.1	(Z)	(Z)
Other operating expenses	13,106	11,317	11,119	10,229	10,236	11.4	10.6	10.7	10.6	10.9

See footnotes at end of table.

Table 4. Trucking and Courier Services (SIC 421)—Components of Operating Expense Estimates, by Type of Carrier: 1987 Through 1996—Continued

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	General carriers									
	Millions of dollars					Percent of total operating expenses				
	1991	1990	1989	1988	1987	1991	1990	1989	1988	1987
Operating Expenses										
Total	86,783	86,392	79,773	75,248	67,480	100.0	100.0	100.0	100.0	100.0
Annual payroll	27,886	27,144	26,149	24,815	22,889	32.1	31.4	32.8	33.0	33.9
Employer contributions to Social Security and other supplemental benefits	7,517	7,128	6,680	6,025	5,353	8.7	8.3	8.4	8.0	7.9
Plans required under Federal and State legislation	3,927	3,778	(NA)	(NA)	(NA)	4.5	4.4	(NA)	(NA)	(NA)
Other fringe benefit plans	3,590	3,350	(NA)	(NA)	(NA)	4.1	3.9	(NA)	(NA)	(NA)
Purchased fuels	8,280	8,207	6,732	5,565	4,964	9.5	9.5	8.4	7.4	7.4
Trucks, truck-tractors, and other motor vehicles	8,010	7,937	6,491	5,335	4,759	9.2	9.2	8.1	7.1	7.1
Heat, power, and generating electricity	270	270	241	230	205	0.3	0.3	0.3	0.3	0.3
Purchased transportation	16,414	16,401	14,941	14,642	12,946	18.9	19.0	18.7	19.5	19.2
Trucks, truck-tractors, trailers, and other motor vehicles rented or leased with drivers	10,294	10,458	9,627	9,732	(S)	11.9	12.1	12.1	12.9	(S)
Trucks, truck-tractors, trailers, and other motor vehicles rented or leased without drivers	3,472	3,300	(S)	(S)	(S)	4.0	3.8	(S)	(S)	(S)
Transportation purchased from railroads, airlines, water, and other motor carriers	2,648	2,643	2,342	2,308	2,110	3.1	3.1	2.9	3.1	3.1
Lease and rental	1,786	1,793	1,595	1,527	1,345	2.1	2.1	2.0	2.0	2.0
Buildings, offices, and structures	1,438	1,452	1,268	(S)	939	1.7	1.7	1.6	(S)	1.4
Machinery and equipment (other than motor vehicles)	348	341	(S)	(S)	(S)	0.4	0.4	(S)	(S)	(S)
Insurance	3,309	3,252	3,018	2,836	2,332	3.8	3.8	3.8	3.8	3.5
Public liability and property damage insurance	2,021	1,945	1,781	1,600	1,352	2.3	2.3	2.2	2.1	2.0
Insurance for loss of, or damage to, motor vehicles and their cargos	1,097	1,124	1,072	1,096	859	1.3	1.3	1.3	1.5	1.3
Insurance for buildings, offices, structures, and machinery and equipment (other than motor vehicles)	191	183	165	140	121	0.2	0.2	0.2	0.2	0.2
Maintenance and repair	5,010	4,979	4,480	4,061	3,503	5.8	5.8	5.6	5.4	5.2
Motor vehicle parts for self-repair	3,313	3,238	2,851	2,553	2,253	3.8	3.7	3.6	3.4	3.3
Trucks, truck-tractors, trailers, and other motor vehicles	1,219	1,216	1,128	1,040	884	1.4	1.4	1.4	1.4	1.3
Buildings, offices, and structures	202	216	203	171	152	0.2	0.3	0.3	0.2	0.2
Machinery and equipment (other than motor vehicles)	276	309	298	(S)	214	0.3	0.4	0.4	(S)	0.3
Depreciation	4,763	4,688	4,190	3,760	3,265	5.5	5.4	5.3	5.0	4.8
Trucks, truck-tractors, trailers, and other motor vehicles	3,616	3,625	3,310	2,990	2,588	4.2	4.2	4.1	4.0	3.8
Buildings, offices, and structures	612	554	456	408	384	0.7	0.6	0.6	0.5	0.6
Machinery and equipment (other than motor vehicles)	535	509	424	362	293	0.6	0.6	0.5	0.5	0.4
Taxes and licenses	2,255	2,111	1,960	1,745	1,519	2.6	2.4	2.5	2.3	2.3
Drug and alcohol testing and rehabilitation programs	28	23	(NA)	(NA)	(NA)	(Z)	(Z)	(NA)	(NA)	(NA)
Other operating expenses	9,535	10,666	(NA)	(NA)	(NA)	11.0	12.3	(NA)	(NA)	(NA)

Z Less than .05 percent. NA Not available. S Data do not meet publication standards because of high sampling variability or poor response quality. Some unpublished estimates can be derived from this table by subtracting published data from their respective totals. However, the figures obtained by such subtraction are subject to these same limitations. These unpublished data are for internal use only.

Note: Excludes private motor carriers that operate as auxiliary establishments to nontransportation companies and independent owner-operators with no paid employees. Detail may not add to total due to rounding. Estimates are not adjusted for price changes. Appendix A, Table A-4 provides estimated measures of sampling variability (coefficients of variation).

Table 5. Trucking and Courier Services (SIC 421)—Estimated Motor Carrier Revenue, by Size of Shipments, Commodities Handled, and Origin and Destination of Shipments: 1987 Through 1996

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Millions of dollars					Percent change					Percent of total motor carrier revenue				
	1996	1995	1994	1993	1992	1996/ 1995	1995/ 1994	1994/ 1993	1993/ 1992	1992/ 1991	1996	1995	1994	1993	1992
Total Motor Carrier Revenue . . .	163,786	153,881	148,002	135,000	127,049	6.4	4.0	9.6	6.3	7.9	100.0	100.0	100.0	100.0	100.0
Size of Shipments															
Less-than-truckload	59,921	56,659	54,417	51,604	49,119	5.8	4.1	5.5	5.1	5.3	36.6	36.8	36.8	38.2	38.7
Truckload	103,865	97,222	93,585	83,396	77,930	6.8	3.9	12.2	7.0	9.6	63.4	63.2	63.2	61.8	61.3
Commodities Handled															
Agricultural and food products . .	22,546	21,668	20,937	19,518	19,390	4.1	3.5	7.3	0.7	8.6	13.8	14.1	14.1	14.5	15.3
Mining products, unrefined	3,513	3,116	2,668	2,293	1,890	12.7	16.8	16.4	21.3	8.1	2.1	2.0	1.8	1.7	1.5
Building materials	11,051	10,495	10,195	9,044	7,247	5.3	2.9	12.7	24.8	21.5	6.7	6.8	6.9	6.7	5.7
Forestry, wood, and paper products	9,064	8,653	9,150	8,518	8,441	4.7	-5.4	7.4	0.9	11.7	5.5	5.6	6.2	6.3	6.6
Chemicals and allied products . . .	6,431	6,131	6,232	6,225	6,350	4.9	-1.6	0.1	-2.0	4.6	3.9	4.0	4.2	4.6	5.0
Petroleum and petroleum products	4,029	3,765	3,980	3,704	3,734	7.0	-5.4	7.5	-0.8	-5.6	2.5	2.4	2.7	2.7	2.9
Metals and metal products	13,927	13,112	12,648	11,797	11,038	6.2	3.7	7.2	6.9	3.2	8.5	8.5	8.5	8.7	8.7
Household goods	11,426	10,893	9,737	8,586	8,144	4.9	11.9	13.4	5.4	9.8	7.0	7.1	6.6	6.4	6.4
Other manufactured products	27,191	25,234	23,997	19,710	17,109	7.8	5.2	21.8	15.2	8.7	16.6	16.4	16.2	14.6	13.5
Other goods	54,608	50,814	48,458	45,605	43,706	7.5	4.9	6.3	4.3	7.3	33.3	33.0	32.7	33.8	34.4
Origin and Destination of Shipments															
U.S. to U.S.	160,603	151,118	145,489	(NA)	(NA)	6.3	3.9	(NA)	(NA)	(NA)	98.1	98.2	98.3	(NA)	(NA)
U.S. to Canada	1,303	1,155	1,025	(NA)	(NA)	12.8	12.7	(NA)	(NA)	(NA)	0.8	0.8	0.7	(NA)	(NA)
Canada to U.S.	661	617	588	(NA)	(NA)	7.1	4.9	(NA)	(NA)	(NA)	0.4	0.4	0.4	(NA)	(NA)
Other	1,219	990	900	(NA)	(NA)	23.1	10.0	(NA)	(NA)	(NA)	0.7	0.6	0.6	(NA)	(NA)

See footnotes at end of table.

Table 5. Trucking and Courier Services (SIC 421)—Estimated Motor Carrier Revenue, by Size of Shipments, Commodities Handled, and Origin and Destination of Shipments: 1987 Through 1996—Continued

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Millions of dollars					Percent change				Percent of total motor carrier revenue				
	1991	1990	1989	1988	1987	1991/ 1990	1990/ 1989	1989/ 1988	1988/ 1987	1991	1990	1989	1988	1987
Total Motor Carrier Revenue . . .	117,732	117,122	107,645	100,006	90,716	0.5	8.8	7.6	10.2	100.0	100.0	100.0	100.0	100.0
Size of Shipments														
Less-than-truckload	46,626	45,710	41,740	38,662	35,662	2.0	9.5	8.0	8.4	39.6	39.0	38.8	38.7	39.3
Truckload	71,106	71,412	65,905	61,344	55,054	-0.4	8.4	7.4	11.4	60.4	61.0	61.2	61.3	60.7
Commodities Handled														
Agricultural and food products . .	17,850	17,103	15,463	14,302	13,741	4.4	10.6	8.1	4.1	15.2	14.6	14.4	14.3	15.1
Mining products, unrefined	1,748	1,954	(S)	(S)	(S)	-10.5	(S)	(S)	(S)	1.5	1.7	(S)	(S)	(S)
Building materials	5,966	6,269	5,823	5,160	4,249	-4.8	7.7	12.8	21.4	5.1	5.4	5.4	5.2	4.7
Forestry, wood, and paper products	7,559	7,261	6,356	5,551	4,344	4.1	14.2	14.5	27.8	6.4	6.2	5.9	5.6	4.8
Chemicals and allied products . .	6,071	5,964	5,397	4,870	3,888	1.8	10.5	10.8	25.3	5.2	5.1	5.0	4.9	4.3
Petroleum and petroleum products	3,954	4,126	3,879	3,802	3,158	-4.2	6.4	2.0	20.4	3.4	3.5	3.6	3.8	3.5
Metals and metal products	10,697	10,794	9,842	8,536	8,117	-0.9	9.7	15.3	5.2	9.1	9.2	9.1	8.5	8.9
Household goods	7,416	7,512	7,256	6,329	6,449	-1.3	3.5	14.6	-1.9	6.3	6.4	6.7	6.3	7.1
Other manufactured products . . .	15,733	15,320	15,156	14,775	13,699	2.7	1.1	2.6	7.9	13.4	13.1	14.1	14.8	15.1
Other goods	40,738	40,819	36,521	34,778	31,557	-0.2	11.8	5.0	10.2	34.6	34.9	33.9	34.8	34.8
Origin and Destination of Shipments														
U.S. to U.S.	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
U.S. to Canada	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Canada to U.S.	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Other	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)

NA Not available. S Data do not meet publication standards because of high sampling variability or poor response quality. Some unpublished estimates can be derived from this table by subtracting published data from their respective totals. However, the figures obtained by such subtraction are subject to these same limitations. These unpublished data are for internal use only.

Note: Excludes private motor carriers that operate as auxiliary establishments to nontransportation companies and independent owner-operators with no paid employees. Detail may not add to total due to rounding. Estimates are not adjusted for price changes. Appendix A, Table A-5 provides estimated measures of sampling variability (coefficients of variation).

Table 6. Trucking and Courier Services (SIC 421)—Estimated Inventories of Revenue Generating Equipment, by Type of Carrier, as of December 31: 1987 Through 1996

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Equipment	All carriers			Specialty carriers			General carriers		
	Total	Owned	Leased	Total	Owned	Leased	Total	Owned	Leased
Trucks									
Units (Thousands)									
1996	332	298	(S)	130	116	(S)	202	182	20
1995	311	280	(S)	121	109	(S)	190	171	19
1994	297	267	(S)	126	112	(S)	171	155	16
1993	264	233	(S)	121	101	(S)	143	132	11
1992	246	211	(S)	112	89	(S)	134	122	12
Percent change									
1996/1995	6.8	6.4	(S)	7.4	6.4	(S)	6.3	6.4	5.3
1995/1994	4.7	4.9	(S)	-4.0	-2.7	(S)	11.1	10.3	18.8
1994/1993	12.5	14.6	(S)	4.1	10.9	(S)	19.6	17.4	45.5
1993/1992	7.3	10.4	(S)	8.0	13.5	(S)	6.7	8.2	-8.3
1992/1991	4.7	7.1	(S)	8.7	12.7	(S)	1.5	3.4	-14.3
Truck-tractors									
Units (Thousands)									
1996	755	620	135	175	150	25	580	470	110
1995	736	596	140	165	144	21	571	452	119
1994	667	537	130	141	119	22	526	418	108
1993	616	491	125	133	110	23	483	381	102
1992	575	453	122	110	85	25	465	368	97
Percent change									
1996/1995	2.6	4.0	-3.6	6.1	4.2	19.0	1.6	4.0	-7.6
1995/1994	10.3	11.0	7.7	17.0	21.0	-4.5	8.6	8.1	10.2
1994/1993	8.3	9.4	4.0	6.0	8.2	-4.3	8.9	9.7	5.9
1993/1992	7.1	8.4	2.5	20.9	29.4	-8.0	3.9	3.5	5.2
1992/1991	6.9	5.3	13.0	0.0	-1.2	4.2	8.6	7.0	15.5
Trailers (Full and semi)									
Units (Thousands)									
1996	1,568	1,334	234	256	223	33	1,312	1,111	201
1995	1,507	1,272	235	241	213	28	1,266	1,059	207
1994	1,408	1,199	209	224	196	28	1,184	1,003	181
1993	1,315	1,105	210	206	179	27	1,109	926	183
1992	1,276	1,055	221	202	175	27	1,074	880	194
Percent change									
1996/1995	4.0	4.9	-0.4	6.2	4.7	17.9	3.6	4.9	-2.9
1995/1994	7.0	6.1	12.4	7.6	8.7	0.0	6.9	5.6	14.4
1994/1993	7.1	8.5	-0.5	8.7	9.5	3.7	6.8	8.3	-1.1
1993/1992	3.1	4.7	-5.0	2.0	2.3	0.0	3.3	5.2	-5.7
1992/1991	4.0	3.6	5.7	-3.8	-3.8	-3.6	5.6	5.3	7.2

See footnotes at end of table.

Table 6. Trucking and Courier Services (SIC 421)—Estimated Inventories of Revenue Generating Equipment, by Type of Carrier, as of December 31: 1987 Through 1996—Continued

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Equipment	All carriers			Specialty carriers			General carriers		
	Total	Owned	Leased	Total	Owned	Leased	Total	Owned	Leased
Trucks									
Units (Thousands)									
1991	235	197	38	103	79	24	132	118	14
1990	230	193	37	103	78	25	127	115	12
1989	228	197	31	101	81	(S)	127	116	(S)
1988	232	205	27	103	86	(S)	129	119	(S)
1987	226	200	26	93	76	17	133	124	(S)
Percent change									
1991/1990	2.2	2.1	2.7	0.0	1.3	-4.0	3.9	2.6	16.7
1990/1989	0.9	-2.0	19.4	2.0	-3.7	(S)	0.0	-0.9	(S)
1989/1988	-1.7	-3.9	14.8	-1.9	-5.8	(S)	-1.6	-2.5	(S)
1988/1987	2.7	2.5	3.8	10.8	13.2	(S)	-3.0	-4.0	(S)
Truck-tractors									
Units (Thousands)									
1991	538	430	108	110	86	24	428	344	84
1990	539	432	107	113	88	25	426	344	82
1989	533	422	111	116	90	(S)	417	332	85
1988	520	395	125	113	86	(S)	407	309	98
1987	501	354	147	118	81	(S)	383	273	(S)
Percent change									
1991/1990	-0.2	-0.5	0.9	-2.7	-2.3	-4.0	0.5	0.0	2.4
1990/1989	1.1	2.4	-3.6	-2.6	-2.2	(S)	2.2	3.6	-3.5
1989/1988	2.5	6.8	-11.2	2.7	4.7	(S)	2.5	7.4	-13.3
1988/1987	3.8	11.6	-15.0	-4.2	6.2	(S)	6.3	13.2	(S)
Trailers (Full and semi)									
Units (Thousands)									
1991	1,227	1,018	209	210	182	28	1,017	836	181
1990	1,215	1,022	193	219	193	26	996	829	167
1989	1,178	988	190	216	187	(S)	962	801	161
1988	1,151	969	182	205	174	(S)	946	795	151
1987	1,081	894	187	215	177	(S)	866	717	149
Percent change									
1991/1990	1.0	-0.4	8.3	-4.1	-5.7	7.7	2.1	0.8	8.4
1990/1989	3.1	3.4	1.6	1.4	3.2	(S)	3.5	3.5	3.7
1989/1988	2.3	2.0	4.4	5.4	7.5	(S)	1.7	0.8	6.6
1988/1987	6.5	8.4	-2.7	-4.7	-1.7	(S)	9.2	10.9	1.3

S Data do not meet publication standards because of high sampling variability or poor response quality. Some unpublished estimates can be derived from this table by subtracting published data from their respective totals. However, the figures obtained by such subtraction are subject to these same limitations. These unpublished data are for internal use only.

Note: Excludes private motor carriers that operate as auxiliary establishments to nontransportation companies and independent owner-operators with no paid employees. Detail may not add to total due to rounding. Estimates are not adjusted for price changes. Appendix A, Table A-6 provides estimated measures of sampling variability (coefficients of variation).

Public Warehousing Services

Summary of Data

Total operating revenue for public warehousing services (SIC 422) increased 5.4 percent from 1995 to \$11.5 billion. Total operating expenses rose 6.2 percent to \$9.2 billion. Annual payroll was up 6.7 percent to \$3.1 billion and represented more than 33 percent of the warehousing industry's total operating expenses.

More than 56 percent of all public warehousing services revenue (SIC 422) was from general warehousing and

storage (SIC 4225). Revenue from refrigerated warehousing and storage (SIC 4222) increased 4.6 percent to \$2.2 billion. It accounted for more than 19 percent of the warehousing industry's total operating revenue in 1996. Total operating revenue in 1996 for farm product warehousing and storage (SIC 4221) represented approximately 6 percent of the warehousing industry's total operating revenue.

Table 7. Public Warehousing Services (SIC 422)—Estimated Operating Revenue and Expenses, by Kind of Business: 1987 Through 1996

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Total operating revenue	Operating expenses									
		Total operating expenses	Annual payroll	Employer contributions to Social Security and other supplemental benefits	Purchased fuels	Lease and rental	Insurance	Purchased repairs	Depreciation	Taxes and licenses	Other operating expenses
Public Warehousing and Storage (SIC 422)											
Millions of dollars											
1996	11,463	9,189	3,076	659	101	1,173	186	352	814	366	2,462
1995	10,874	8,652	2,883	633	92	1,118	180	360	791	349	2,246
1994	9,827	7,946	2,579	596	116	1,015	173	327	689	308	2,143
1993	8,980	7,438	2,372	560	111	935	170	298	648	273	2,071
1992	8,329	7,041	2,127	520	101	889	170	278	612	233	2,111
Percent change											
1996/1995	5.4	6.2	6.7	4.1	9.8	4.9	3.3	-2.2	2.9	4.9	9.6
1995/1994	10.7	8.9	11.8	6.2	-20.7	10.1	4.0	10.1	14.8	13.3	4.8
1994/1993	9.4	6.8	8.7	6.4	4.5	8.6	1.8	9.7	6.3	12.8	3.5
1993/1992	7.8	5.6	11.5	7.7	9.9	5.2	0.0	7.2	5.9	17.2	-1.9
1992/1991	11.9	10.4	12.2	11.6	8.6	6.3	8.3	7.8	7.6	13.1	11.5
Farm Product Warehousing and Storage (SIC 4221)											
Millions of dollars											
1996	688	560	176	39	14	31	15	20	37	14	214
1995	749	595	182	45	16	36	18	22	38	14	224
1994	753	605	165	42	17	37	19	26	39	16	244
1993	709	593	150	40	16	37	20	26	44	17	243
1992	656	573	129	36	16	36	22	29	43	18	244
Percent change											
1996/1995	-8.1	-5.9	-3.3	-13.3	-12.5	-13.9	-16.7	-9.1	-2.6	0.0	-4.5
1995/1994	-0.5	-1.7	10.3	7.1	-5.9	-2.7	-5.3	-15.4	-2.6	-12.5	-8.2
1994/1993	6.2	2.0	10.0	5.0	6.3	0.0	-5.0	0.0	-11.4	-5.9	0.4
1993/1992	8.1	3.5	16.3	11.1	0.0	2.8	-9.1	-10.3	2.3	-5.6	-0.4
1992/1991	15.9	13.5	11.2	12.5	14.3	5.9	22.2	7.4	13.2	28.6	15.1
Refrigerated Warehousing and Storage (SIC 4222)											
Millions of dollars											
1996	2,203	1,857	617	141	(S)	127	33	71	189	41	633
1995	2,107	1,747	588	131	(S)	118	32	75	178	42	579
1994	1,869	1,585	515	129	26	114	31	65	178	42	485
1993	1,756	1,501	485	126	27	117	30	61	171	43	441
1992	1,745	1,482	464	131	27	124	28	66	170	45	427
Percent change											
1996/1995	4.6	6.3	4.9	7.6	(S)	7.6	3.1	-5.3	6.2	-2.4	9.3
1995/1994	12.7	10.2	14.2	1.6	(S)	3.5	3.2	15.4	0.0	0.0	19.4
1994/1993	6.4	5.6	6.2	2.4	-3.7	-2.6	3.3	6.6	4.1	-2.3	10.0
1993/1992	0.6	1.3	4.5	-3.8	0.0	-5.6	7.1	-7.6	0.6	-4.4	3.3
1992/1991	12.3	11.6	9.7	18.0	22.7	19.2	7.7	6.5	13.3	9.8	9.8
General Warehousing and Storage (SIC 4225)											
Millions of dollars											
1996	6,522	5,030	1,710	337	48	836	98	192	417	257	1,135
1995	6,143	4,777	1,613	342	41	804	94	199	425	246	1,013
1994	5,294	4,159	1,367	301	40	690	84	165	314	189	1,009
1993	4,633	3,754	1,204	271	38	626	76	136	271	143	989
1992	3,919	3,242	983	226	30	544	70	103	216	104	966
Percent change											
1996/1995	6.2	5.3	6.0	-1.5	17.1	4.0	4.3	-3.5	-1.9	4.5	12.0
1995/1994	16.0	14.9	18.0	13.6	2.5	16.5	11.9	20.6	35.4	30.2	0.4
1994/1993	14.3	10.8	13.5	11.1	5.3	10.2	10.5	21.3	15.9	32.2	2.0
1993/1992	18.2	15.8	22.5	19.9	26.7	15.1	8.6	32.0	25.5	37.5	2.4
1992/1991	9.8	7.3	11.1	8.7	-6.3	3.8	6.1	6.2	0.5	11.8	7.1

Table 7. Public Warehousing Services (SIC 422)—Estimated Operating Revenue and Expenses, by Kind of Business: 1987 Through 1996

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Total operating revenue	Operating expenses									
		Total operating expenses	Annual payroll	Employer contributions to Social Security and other supplemental benefits	Purchased fuels	Lease and rental	Insurance	Purchased repairs	Depreciation	Taxes and licenses	Other operating expenses
Special Warehousing and Storage (SIC 4226)											
Millions of dollars											
1996	2,050	1,742	573	142	34	179	40	69	171	54	480
1995	1,875	1,533	500	115	31	160	36	64	150	47	430
1994	1,911	1,597	532	124	33	174	39	71	158	61	405
1993	1,882	1,590	533	123	30	155	44	75	162	70	398
1992	2,009	1,744	551	127	28	185	50	80	183	66	474
Percent change											
1996/1995	9.3	13.6	14.6	23.5	9.7	11.9	11.1	7.8	14.0	14.9	11.6
1995/1994	-1.9	-4.0	-6.0	-7.3	-6.1	-8.0	-7.7	-9.9	-5.1	-23.0	6.2
1994/1993	1.5	0.4	-0.2	0.8	10.0	12.3	-11.4	-5.3	-2.5	-12.9	1.8
1993/1992	-6.3	-8.8	-3.3	-3.1	7.1	-16.2	-12.0	-6.3	-11.5	6.1	-16.0
1992/1991	14.7	14.7	16.7	10.4	12.0	6.3	6.4	11.1	10.2	13.8	21.2

See footnotes at end of table.

Table 7. Public Warehousing Services (SIC 422)—Estimated Operating Revenue and Expenses, by Kind of Business: 1987 Through 1996—Continued

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Total operating revenue	Operating expenses									
		Total operating expenses	Annual payroll	Employer contributions to Social Security and other supplemental benefits	Purchased fuels	Lease and rental	Insurance	Purchased repairs	Depreciation	Taxes and licenses	Other operating expenses
Public Warehousing and Storage (SIC 422)											
Millions of dollars											
1991	7,440	6,375	1,896	466	93	836	157	258	569	206	1,894
1990	7,147	6,142	1,864	450	93	766	151	253	570	177	1,818
1989	6,505	5,667	1,721	381	89	764	(NA)	243	531	(NA)	(NA)
1988	5,991	5,254	1,612	322	84	762	(NA)	234	485	(NA)	(NA)
1987	5,255	4,536	1,405	264	78	659	(NA)	214	408	(NA)	(NA)
Percent change											
1991/1990	4.1	3.8	1.7	3.6	0.0	9.1	4.0	2.0	-0.2	16.4	4.2
1990/1989	9.9	8.4	8.3	18.1	4.5	0.3	(NA)	4.1	7.3	(NA)	(NA)
1989/1988	8.6	7.9	6.8	18.3	6.0	0.3	(NA)	3.8	9.5	(NA)	(NA)
1988/1987	14.0	15.8	14.7	22.0	7.7	15.6	(NA)	9.3	18.9	(NA)	(NA)
Farm Product Warehousing and Storage (SIC 4221)											
Millions of dollars											
1991	566	505	116	32	14	34	18	27	38	14	212
1990	625	542	125	35	14	35	20	32	43	17	221
1989	621	508	115	28	10	33	(NA)	32	41	(NA)	(NA)
1988	591	508	109	24	10	39	(NA)	35	44	(NA)	(NA)
1987	586	477	101	21	10	43	(NA)	34	44	(NA)	(NA)
Percent change											
1991/1990	-9.4	-6.8	-7.2	-8.6	0.0	-2.9	-10.0	-15.6	-11.6	-17.6	-4.1
1990/1989	0.6	6.7	8.7	25.0	40.0	6.1	(NA)	0.0	4.9	(NA)	(NA)
1989/1988	5.1	0.0	5.5	16.7	0.0	-15.4	(NA)	-8.6	-6.8	(NA)	(NA)
1988/1987	0.9	6.5	7.9	14.3	0.0	-9.3	(NA)	2.9	0.0	(NA)	(NA)
Refrigerated Warehousing and Storage (SIC 4222)											
Millions of dollars											
1991	1,554	1,328	423	111	22	104	26	62	150	41	389
1990	1,469	1,286	416	105	23	105	26	57	144	37	373
1989	1,273	1,131	362	90	23	97	(NA)	53	135	(NA)	(NA)
1988	1,224	1,072	351	79	23	98	(NA)	50	125	(NA)	(NA)
1987	1,171	985	321	74	21	89	(NA)	49	116	(NA)	(NA)
Percent change											
1991/1990	5.8	3.3	1.7	5.7	-4.3	-1.0	0.0	8.8	4.2	10.8	4.3
1990/1989	15.4	13.7	14.9	16.7	0.0	8.2	(NA)	7.5	6.7	(NA)	(NA)
1989/1988	4.0	5.5	3.1	13.9	0.0	-1.0	(NA)	6.0	8.0	(NA)	(NA)
1988/1987	4.5	8.8	9.3	6.8	9.5	10.1	(NA)	2.0	7.8	(NA)	(NA)
General Warehousing and Storage (SIC 4225)											
Millions of dollars											
1991	3,568	3,022	885	208	32	524	66	97	215	93	902
1990	3,257	2,774	845	193	30	461	60	88	203	78	816
1989	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
1988	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
1987	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Percent change											
1991/1990	9.5	8.9	4.7	7.8	6.7	13.7	10.0	10.2	5.9	19.2	10.5
1990/1989	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
1989/1988	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
1988/1987	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)

Table 7. Public Warehousing Services (SIC 422)—Estimated Operating Revenue and Expenses, by Kind of Business: 1987 Through 1996—Continued

[Estimates for 1993 through 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Total operating revenue	Operating expenses									
		Total operating expenses	Annual payroll	Employer contributions to Social Security and other supplemental benefits	Purchased fuels	Lease and rental	Insurance	Purchased repairs	Depreciation	Taxes and licenses	Other operating expenses
Special Warehousing and Storage (SIC 4226)											
Millions of dollars											
1991	1,752	1,520	472	115	25	174	47	72	166	58	391
1990	1,796	1,540	478	117	26	165	45	76	180	(S)	408
1989	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
1988	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
1987	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
Percent change											
1991/1990	-2.4	-1.3	-1.3	-1.7	-3.8	5.5	4.4	-5.3	-7.8	(S)	-4.2
1990/1989	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
1989/1988	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)
1988/1987	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)	(NA)

S Data do not meet publication standards because of high sampling variability or poor response quality. Some unpublished estimates can be derived from this table by subtracting published data from their respective totals. However, the figures obtained by such subtraction are subject to these same limitations. These unpublished data are for internal use only. NA Not available.

Note: Detail may not add to total due to rounding. Estimates are not adjusted for price changes. Appendix A, Table A-7 provides estimated measures of sampling variability (coefficients of variation).

Appendix A.

Measures of Sampling Variability

RELIABILITY OF THE ESTIMATES

An estimate based on a sample survey potentially contains two types of errors - sampling and nonsampling. Sampling error occurs because characteristics differ among sample units and because only a subset of the entire population is measured in a sample survey. Nonsampling errors can be attributed to many sources in the collection and processing of the data. The accuracy of a survey result is affected jointly by these two types of errors.

Measures of Sampling Variability

Because the estimates are based on a sample, exact agreement with the results that would be obtained from a complete census of firms on the sampling frame using the same enumeration procedures is not expected. However, because each firm on the sampling frame has a known probability of being selected into the sample, it is possible to estimate the sampling variability of the survey estimates.

The standard error of an estimate is a measure of the variability among the estimates from all possible samples of the same size and design. The estimated coefficient of variation of an estimate is the standard error of the estimate divided by the estimate.

The estimated coefficients of variation are expressed as percents. Note that measures of sampling variability, such as the standard error or estimated coefficient of variation, are estimated from the sample and are also subject to sampling variability. Estimated coefficients of variation for dollar volume estimates and estimated ratios are shown in Tables A-1 through A-7.

The estimated coefficients of variation presented in the tables permit certain confidence statements about the sample estimates. The particular sample used in this

survey was one of a large number of samples of the same size that could have been selected using the same design. In about 90 percent of these samples, the estimates would differ from the results of a complete enumeration by less than 1.65 times the standard error of the estimate. In about 95 percent of the samples, the estimates would differ from the result of a complete enumeration by less than twice the standard error of the estimate.

It is important to note that the standard error and estimated coefficient of variation only measure sampling variance. They do not capture any systematic biases in the estimates. (Bias is the difference, averaged over all possible samples of the same size and design, between the estimate and the population value being estimated.)

Nonsampling Errors

In the Transportation Annual Survey, as in other surveys, nonsampling errors can be attributed to many sources: (1) inability to obtain information about all cases in the sample, (2) response errors, (3) definitional difficulties, (4) differences in the interpretation of the questions, (5) mistakes in coding or keying the data obtained, and (6) other errors of collection, response, coverage, and processing. These nonsampling errors also occur in complete censuses. Although no direct measurement of the potential biases due to nonsampling errors has been obtained, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize their influence.

A potentially large source of bias in the estimates is due to imputing data for nonrespondents and for data which fail edit. For all kinds of business combined, imputed revenue amounts to about 9 percent of the national revenue estimate.

Table A-1. Motor Freight Transportation and Warehousing Services (SIC 42)—Estimated Coefficients of Variation for Summary Statistics, by Kind of Business: 1995 and 1996

[Estimates for 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Motor freight transportation and warehousing services (SIC 42)	Trucking and courier services, except by air (SIC 421)	Local trucking without storage (SIC 4212)	Trucking, except local (SIC 4213)	Local trucking with storage (SIC 4214)	Courier services, except by air (SIC 4215)	Public warehousing and storage (SIC 422)	Farm product warehousing and storage (SIC 4221)	Refrigerated warehousing and storage (SIC 4222)	General warehousing and storage (SIC 4225)	Special warehousing and storage (SIC 4226)
Total Operating Revenue											
Dollar volume											
1996	1.8	1.9	5.6	1.7	4.1	5.5	2.1	3.8	6.0	2.8	4.1
1995	1.6	1.7	4.8	1.8	4.2	4.1	1.7	3.6	4.0	2.4	2.8
Year-to-year ratio 1996/1995 ..	0.7	0.7	2.1	0.6	2.2	2.0	1.5	1.7	2.9	2.4	2.3
Total Operating Expenses											
Dollar volume											
1996	1.8	1.9	5.4	1.7	4.0	5.4	2.4	4.6	6.5	3.3	4.7
1995	1.7	1.8	5.0	2.0	3.9	4.2	1.9	4.5	4.5	2.7	3.4
Year-to-year ratio 1996/1995 ..	0.7	0.7	2.2	0.6	2.5	1.9	1.7	1.3	2.9	2.6	3.2
Annual Payroll											
Dollar volume											
1996	1.7	1.8	5.6	2.0	5.4	3.3	2.5	6.5	8.8	2.5	5.0
1995	1.6	1.6	5.1	1.9	6.5	3.2	2.3	5.4	6.2	3.0	4.9
Year-to-year ratio 1996/1995 ..	0.6	0.7	2.2	0.7	2.8	1.3	1.8	2.4	3.7	2.9	2.6
Employer Contributions to Social Security and Other Supplemental Benefits											
Dollar volume											
1996	1.6	1.6	6.8	1.9	7.0	2.3	2.3	4.1	7.1	2.6	5.0
1995	1.3	1.4	5.3	1.9	6.6	1.7	2.1	3.6	5.6	2.7	5.7
Year-to-year ratio 1996/1995 ..	0.7	0.7	3.1	0.7	4.1	1.0	1.6	1.4	2.9	2.2	4.3

Note: Estimated coefficients of variation have not been computed for revised estimates prior to 1995 but approximate those previously published.

Table A-2. Trucking and Courier Services (SIC 421)—Estimated Coefficients of Variation for Operating Revenue and Expenses for All Carriers, by Kind of Business: 1995 and 1996

[Estimates for 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	All carriers (Dollar volume)									
	Trucking and courier services, except by air (SIC 421)		Local trucking without storage (SIC 4212)		Trucking, except local (SIC 4213)		Local trucking with storage (SIC 4214)		Courier services, except by air (SIC 4215)	
	1996	1995	1996	1995	1996	1995	1996	1995	1996	1995
Operating Revenue										
Total	1.9	1.7	5.6	4.8	1.7	1.8	4.1	4.2	5.5	4.1
Motor carrier	2.0	1.8	5.8	4.8	1.8	1.8	5.6	4.8	5.3	4.1
Local trucking	4.8	4.2	7.0	5.9	5.4	5.3	4.7	5.0	16.3	17.3
Long-distance trucking	2.2	2.1	11.3	9.9	2.2	2.2	13.6	12.5	6.5	4.9
Operating Expenses										
Total	1.9	1.8	5.4	5.0	1.7	2.0	4.0	3.9	5.4	4.2
Annual payroll	1.8	1.6	5.6	5.1	2.0	1.9	5.4	6.5	3.3	3.2
Employer contributions to Social Security and other supplemental benefits	1.6	1.4	6.8	5.3	1.9	1.9	7.0	6.6	2.3	1.7
Purchased fuels	2.1	2.2	4.7	4.8	2.5	2.6	7.4	6.3	11.7	10.0
Purchased transportation	3.7	3.8	9.8	8.3	4.3	4.6	9.4	7.0	15.0	12.2
Lease and rental	3.3	3.1	6.2	8.2	3.4	2.6	7.5	7.7	13.3	10.4
Insurance	2.2	2.7	4.4	6.4	2.6	2.7	5.2	5.4	11.7	9.2
Maintenance and repair	2.6	2.9	4.5	4.0	2.7	4.2	7.6	7.6	13.6	11.0
Depreciation	4.2	4.2	7.0	7.3	5.8	5.8	6.8	8.4	13.5	10.8
Taxes and licenses	3.5	3.2	6.7	6.5	4.2	4.0	9.7	11.1	14.7	10.7
Drug and alcohol testing and rehabilitation programs	6.6	7.4	11.7	9.8	8.4	10.1	(S)	(S)	(S)	(S)
Other operating expenses	4.1	3.9	8.7	8.1	3.4	3.5	12.8	9.8	11.1	10.9

S Data do not meet publication standards because of high sampling variability or poor response quality.

Note: Estimated coefficients of variation have not been computed for revised estimates prior to 1995 but approximate those previously published.

Table A-3. Trucking and Courier Services (SIC 421)—Estimated Coefficients of Variation for Operating Revenue and Expenses, by Type of Carrier: 1995 and 1996

[Estimates for 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Dollar volume		Year-to-year ratio 1996/1995
	1996	1995	
ALL CARRIERS			
Operating Revenue			
Total	1.9	1.7	0.7
Motor carrier	2.0	1.8	0.8
Local trucking	4.8	4.2	1.6
Long-distance trucking	2.2	2.1	0.6
Operating Expenses			
Total	1.9	1.8	0.7
Annual payroll	1.8	1.6	0.7
Employer contributions to Social Security and other supplemental benefits	1.6	1.4	0.7
Purchased fuels	2.1	2.2	1.0
Purchased transportation	3.7	3.8	1.1
Lease and rental	3.3	3.1	1.5
Insurance	2.2	2.7	2.0
Maintenance and repair	2.6	2.9	2.2
Depreciation	4.2	4.2	1.3
Taxes and licenses	3.5	3.2	1.4
Drug and alcohol testing and rehabilitation programs	6.6	7.4	2.4
Other operating expenses	4.1	3.9	1.3
SPECIALTY CARRIERS			
Operating Revenue			
Total	5.4	5.2	1.4
Motor carrier	5.7	5.3	1.5
Local trucking	7.2	6.3	2.1
Long-distance trucking	7.6	7.6	2.0
Operating Expenses			
Total	5.4	5.4	1.5
Annual payroll	6.1	6.0	1.5
Employer contributions to Social Security and other supplemental benefits	5.8	5.9	1.9
Purchased fuels	6.0	6.3	1.9
Purchased transportation	7.4	7.3	3.0
Lease and rental	6.7	6.8	2.7
Insurance	5.5	7.4	4.0
Maintenance and repair	4.9	4.8	2.2
Depreciation	10.8	11.1	2.1
Taxes and licenses	10.4	9.9	1.8
Drug and alcohol testing and rehabilitation programs	8.0	8.4	6.7
Other operating expenses	8.2	7.5	2.0
GENERAL CARRIERS			
Operating Revenue			
Total	2.0	1.9	0.8
Motor carrier	2.0	1.9	0.8
Local trucking	6.0	6.0	2.0
Long-distance trucking	2.3	2.1	0.8
Operating Expenses			
Total	1.8	1.8	0.8
Annual payroll	1.7	1.8	0.9
Employer contributions to Social Security and other supplemental benefits	1.7	1.5	0.6
Purchased fuels	2.9	2.8	1.2
Purchased transportation	3.6	3.5	1.3
Lease and rental	4.5	4.1	1.6
Insurance	3.1	2.7	2.1
Maintenance and repair	3.7	4.6	3.0
Depreciation	4.1	3.8	1.7
Taxes and licenses	3.4	3.2	1.6
Drug and alcohol testing and rehabilitation programs	9.3	8.8	2.3
Other operating expenses	4.0	3.8	1.2

Note: Estimated coefficients of variation have not been computed for revised estimates prior to 1995 but approximate those previously published.

Table A-4. Trucking and Courier Services (SIC 421)—Estimated Coefficients of Variation for Components of Operating Expenses, by Type of Carrier: 1995 and 1996

[Estimates for 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	All carriers				Specialty carriers				General carriers			
	Dollar volume		Percent of total operating expenses		Dollar volume		Percent of total operating expenses		Dollar volume		Percent of total operating expenses	
	1996	1995	1996	1995	1996	1995	1996	1995	1996	1995	1996	1995
Operating Expenses												
Total	1.9	1.8	(X)	(X)	5.4	5.4	(X)	(X)	1.8	1.8	(X)	(X)
Annual payroll	1.8	1.6	1.2	1.2	6.1	6.0	2.6	2.7	1.7	1.8	1.4	1.4
Employer contributions to Social Security and other supplemental benefits	1.6	1.4	1.4	1.4	5.8	5.9	3.2	3.5	1.7	1.5	1.6	1.5
Plans required under Federal and State legislation	2.0	1.9	1.9	1.8	5.3	5.3	3.6	4.1	2.6	2.4	2.3	2.1
Other fringe benefit plans	1.8	1.5	1.5	1.6	7.5	7.7	4.8	4.9	1.5	1.3	1.6	1.8
Purchased fuels	2.1	2.2	1.9	1.9	6.0	6.3	4.0	3.9	2.9	2.8	2.0	1.9
Trucks, truck-tractors, and other motor vehicles	2.2	2.3	2.1	2.0	6.2	6.4	4.1	4.1	3.0	2.9	2.1	2.0
Heat, power, and generating electricity	5.6	4.6	5.2	4.4	9.4	8.5	8.8	7.7	7.0	6.5	6.4	6.0
Purchased transportation	3.7	3.8	3.0	3.0	7.4	7.3	6.5	6.0	3.6	3.5	3.0	3.0
Trucks, truck-tractors, trailers, and other motor vehicles rented or leased with drivers	4.4	4.4	3.9	3.8	9.0	8.3	8.5	7.4	4.7	4.7	4.4	4.4
Trucks, truck-tractors, trailers, and other motor vehicles rented or leased without drivers	6.6	6.0	6.1	5.5	13.1	12.8	11.9	11.9	8.1	7.2	7.6	6.9
Transportation purchased from railroads, airlines, water, and other motor carriers	7.1	6.2	6.7	5.8	(S)	(S)	(S)	(S)	8.3	7.0	8.1	6.8
Lease and rental	3.3	3.1	3.0	2.8	6.7	6.8	4.2	3.9	4.5	4.1	3.8	3.5
Buildings, offices, and structures	3.9	3.4	3.6	3.2	7.8	7.6	5.0	4.7	5.3	4.7	4.6	4.1
Machinery and equipment (other than motor vehicles)	6.8	8.1	6.8	7.9	9.3	12.5	9.4	11.9	7.8	7.9	7.6	7.6
Insurance	2.2	2.7	1.8	1.6	5.5	7.4	2.7	3.7	3.1	2.7	2.7	1.9
Public liability and property damage insurance	3.2	3.3	2.7	2.6	7.6	7.9	5.6	5.5	3.9	3.6	3.5	2.9
Insurance for loss of, or damage to, motor vehicles and their cargos	3.6	3.9	3.6	3.1	6.4	11.1	5.5	8.3	4.5	3.9	4.4	3.5
Insurance for buildings, offices, structures, and machinery and equipment (other than motor vehicles)	6.4	6.4	6.4	6.3	10.1	10.5	7.9	8.4	10.2	8.5	10.1	8.4
Maintenance and repair	2.6	2.9	2.1	2.5	4.9	4.8	4.0	3.6	3.7	4.6	2.6	3.6
Motor vehicle parts for self-repair	4.2	3.5	3.9	3.2	7.8	6.9	7.8	6.1	5.3	4.4	4.4	3.6
Trucks, truck-tractors, trailers, and other motor vehicles	4.3	5.8	4.0	5.5	7.8	6.7	6.4	5.6	5.7	8.8	5.1	8.2
Buildings, offices, and structures	4.2	4.0	4.2	4.0	7.0	8.0	5.9	7.3	5.1	5.1	4.9	4.8
Machinery and equipment (other than motor vehicles)	6.7	7.4	6.6	7.3	12.0	13.3	12.5	13.6	5.3	8.3	4.8	7.8
Depreciation	4.2	4.2	3.9	3.7	10.8	11.1	9.3	9.8	4.1	3.8	3.3	2.8
Trucks, truck-tractors, trailers, and other motor vehicles	4.8	4.9	4.7	4.5	12.4	12.8	11.4	11.8	4.5	4.2	3.9	3.4
Buildings, offices, and structures	5.1	4.0	4.4	3.5	11.5	9.5	9.0	7.1	5.0	3.9	4.4	3.5
Machinery and equipment (other than motor vehicles)	5.7	5.6	4.9	4.9	12.0	13.8	10.0	11.8	6.8	5.9	5.7	5.2
Taxes and licenses	3.5	3.2	2.3	2.3	10.4	9.9	7.3	6.5	3.4	3.2	2.2	2.4
Drug and alcohol testing and rehabilitation programs	6.6	7.4	7.1	7.9	8.0	8.4	7.8	8.7	9.3	8.8	9.2	8.7
Other operating expenses	4.1	3.9	2.8	2.8	8.2	7.5	4.3	4.0	4.0	3.8	2.9	2.9

X Not applicable. S Data do not meet publication standards because of high sampling variability or poor response quality.

Note: Estimated coefficients of variation have not been computed for revised estimates prior to 1995 but approximate those previously published.

Table A-5. **Trucking and Courier Services (SIC 421)—Estimated Coefficients of Variation for Motor Carrier Revenue, by Size of Shipments, Commodities Handled, and Origin and Destination of Shipments: 1995 and 1996**

[Estimates for 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Dollar volume		Year-to-year ratio 1996/1995	Percent of total motor carrier revenue	
	1996	1995		1996	1995
Total Motor Carrier Revenue	2.0	1.8	0.8	(X)	(X)
Size of Shipments					
Less-than-truckload	2.1	2.0	0.8	2.1	2.0
Truckload	2.8	2.5	1.0	1.2	1.2
Commodities Handled					
Agricultural and food products	5.9	5.6	1.5	5.5	5.2
Mining products, unrefined	18.7	18.7	5.1	18.3	18.6
Building materials	8.2	8.7	1.7	8.3	8.6
Forestry, wood, and paper products	5.5	5.3	1.6	5.3	4.8
Chemicals and allied products	7.9	7.2	1.9	8.0	7.3
Petroleum and petroleum products	11.6	10.4	4.2	12.1	10.9
Metals and metal products	4.3	4.1	1.1	4.5	4.3
Household goods	7.2	7.0	1.6	7.4	7.1
Other manufactured products	4.1	4.3	1.2	3.9	3.9
Other goods	4.5	3.8	1.2	3.2	2.8
Origin and Destination of Shipments					
U.S. to U.S.	2.1	1.8	0.8	0.2	0.2
U.S. to Canada	6.3	6.1	2.0	6.3	6.2
Canada to U.S.	8.4	7.5	4.7	8.4	7.6
Other	19.9	22.3	3.6	20.1	22.4

X Not applicable.

Note: Estimated coefficients of variation have not been computed for revised estimates prior to 1995 but approximate those previously published.

Table A-6. **Trucking and Courier Services (SIC 421)—Estimated Coefficients of Variation for Inventories of Revenue Generating Equipment, by Type of Carrier, as of December 31: 1995 and 1996**

[Estimates for 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Equipment	All carriers			Specialty carriers			General carriers		
	Total	Owned	Leased	Total	Owned	Leased	Total	Owned	Leased
Trucks									
Units									
1996	5.0	5.1	(S)	7.9	7.4	(S)	6.0	6.2	16.0
1995	4.9	4.9	(S)	8.0	7.3	(S)	6.0	6.3	15.8
Year-to-year ratio 1996/1995	0.9	1.1	(S)	1.7	1.7	(S)	1.5	1.5	4.8
Truck-tractors									
Units									
1996	2.8	3.6	9.2	7.1	7.5	17.5	3.5	4.3	10.2
1995	2.6	3.5	9.2	7.2	7.1	16.7	3.1	4.0	9.7
Year-to-year ratio 1996/1995	1.1	1.3	1.7	2.1	2.9	10.6	1.2	1.5	3.1
Trailers (Full and semi)									
Units									
1996	2.8	3.1	9.3	8.5	9.4	15.8	3.1	3.3	9.5
1995	3.0	3.3	9.7	8.0	8.5	16.7	3.2	3.3	9.4
Year-to-year ratio 1996/1995	0.8	0.9	2.9	2.4	2.9	8.1	1.0	1.0	3.2

S Data do not meet publication standards because of high sampling variability or poor response quality.

Note: Estimated coefficients of variation have not been computed for revised estimates prior to 1995 but approximate those previously published.

Table A-7. Public Warehousing Services (SIC 422)—Estimated Coefficients of Variation for Operating Revenue and Expenses, by Kind of Business: 1995 and 1996

[Estimates for 1995 are revised to reflect the introduction of a new sample. See the Introduction for a description of the revision process]

Item	Total operating revenue	Operating expenses									
		Total operating expenses	Annual payroll	Employer contributions to Social Security and other supplemental benefits	Purchased fuels	Lease and rental	Insurance	Purchased repairs	Depreciation	Taxes and licenses	Other operating expenses
Public Warehousing and Storage (SIC 422)											
Dollar volume											
1996	2.1	2.4	2.5	2.3	5.1	3.5	4.1	4.0	3.9	3.0	4.8
1995	1.7	1.9	2.3	2.1	4.9	3.9	4.0	3.0	3.1	3.2	3.2
Year-to-year ratio 1996/1995 ..	1.5	1.7	1.8	1.6	2.3	2.3	1.8	2.3	1.8	1.5	2.9
Farm Product Warehousing and Storage (SIC 4221)											
Dollar volume											
1996	3.8	4.6	6.5	4.1	8.5	14.7	8.8	5.5	7.5	6.0	5.8
1995	3.6	4.5	5.4	3.6	7.2	10.9	7.2	5.9	7.3	8.0	5.5
Year-to-year ratio 1996/1995 ..	1.7	1.3	2.4	1.4	3.2	4.8	3.2	4.2	2.6	5.3	1.8
Refrigerated Warehousing and Storage (SIC 4222)											
Dollar volume											
1996	6.0	6.5	8.8	7.1	(S)	9.9	12.8	7.3	11.7	6.4	7.1
1995	4.0	4.5	6.2	5.6	(S)	10.9	11.7	7.7	8.9	5.6	6.9
Year-to-year ratio 1996/1995 ..	2.9	2.9	3.7	2.9	(S)	6.1	4.5	3.7	3.4	3.7	2.6
General Warehousing and Storage (SIC 4225)											
Dollar volume											
1996	2.8	3.3	2.5	2.6	9.2	4.4	4.9	6.4	4.8	3.9	9.3
1995	2.4	2.7	3.0	2.7	8.6	5.0	5.4	4.3	4.1	4.2	5.6
Year-to-year ratio 1996/1995 ..	2.4	2.6	2.9	2.2	2.7	3.0	2.9	3.7	1.9	1.9	5.8
Special Warehousing and Storage (SIC 4226)											
Dollar volume											
1996	4.1	4.7	5.0	5.0	6.3	7.3	9.5	5.6	6.9	6.7	6.3
1995	2.8	3.4	4.9	5.7	7.9	6.1	9.1	4.4	4.4	5.6	3.6
Year-to-year ratio 1996/1995 ..	2.3	3.2	2.6	4.3	5.1	4.2	2.9	3.8	6.1	3.2	5.0

S Data do not meet publication standards because of high sampling variability or poor response quality.

Note: Estimated coefficients of variation have not been computed for revised estimates prior to 1995 but approximate those previously published.

Appendix B.

Explanatory Material

DEFINITION OF TERMS

Firm

A firm is a business entity consisting of one or more domestic establishments/locations under common ownership or control.

Operating Revenue

Billings for services rendered and any sales of merchandise during the survey year, even though payments may be received at a later date. Excludes income from interest, investments, gifts, loans, contributions or grants; the sale of securities, real estate, etc; sales taxes or other taxes collected from customers and remitted directly by the firm to a local, State, or Federal tax agency; revenue from the sale of merchandise and equipment from retail establishments; and revenue from a domestic parent organization, or from franchise locations owned by others and any franchise or license fees.

Motor carrier revenue. Billings for the transportation of freight by motor vehicles including the rental and leasing of vehicles with drivers.

Warehousing, storage, and handling revenue. Warehousing and storage revenue refers to billings for the storage of shipments in transit or permanent storage. Includes rental receipts from the operation of mini-warehouses and self-service storage facilities. Excludes revenue from subleasing of warehousing space to others. Warehouse handling revenue refers to amounts billed separately for labor, packing and crating, handling, loading and unloading, and other accessory services.

Other operating revenue

Trucking firms. Includes sales from the operation of lunchrooms and restaurants; revenue from parking and storage of vehicles; revenue from snowplow work; revenue from other carriers for the use of terminal facilities operated by the firm including amounts billed separately for repair services; revenue from the short-term rental or extended-term leasing (with or without maintenance) of trailers, trucks, and truck-tractors, without drivers; fair sales value of merchandise marketed under capital, finance or full-payout leases; revenue from commissions for providing

brokerage services, making payroll deductions, or collecting freight charges from other carriers. Excludes nonoperating revenue, such as income from investments, loans, the sale of securities, real estate, etc.

Warehousing firms. Includes revenue from compressing, bailing, etc., and the leasing of vehicles without drivers. Excludes the value of used equipment or vehicles sold, as well as revenue received from any equity or full-payout leasing arrangement (finance leasing); and nonoperating revenue, such as income from investments, loans, the sale of securities, real estate, etc.

Operating Expenses

Costs incurred during the survey year, even though payment may be made at a later date. Excludes interest on loans and sales taxes and other taxes collected from customers and paid directly to a taxing authority.

Annual payroll. All salaries, wages, commissions, bonuses, and allowances for vacation, holiday, and sick leave paid to employees during the survey year. For corporations, it includes amounts paid to officers and executives; for unincorporated businesses, it does not include payments to proprietors or partners. Annual payroll is reported before employee deductions for Social Security, withholding taxes, insurance, union dues, etc.

Employer contributions for employee benefit plans

Plans required under Federal and State legislation. The employer's cost for all legally required programs, such as Social Security, and Medicare (FICA), worker's compensation insurance, unemployment tax, State disability insurance programs, etc.

Other fringe benefit plans. The employer's cost for programs not required by law, such as pension plans, stock purchase plans, union-negotiated benefits, life insurance benefits, insurance premiums on hospital and medical plans, etc.

Purchased fuels. The cost of gasoline and other fuels (including all applicable Federal and State gasoline, diesel fuel and oil taxes) used for trucks and other motor vehicles. Warehousing firms include fuels consumed for heat, power, or generating electricity; trucking firms report these costs separately.

Purchased transportation (trucking firms only)

*Trucks, truck-tractors, trailers, and other motor vehicles rented or leased **with** drivers.* Payments made to other carriers for the rental of motor vehicles (trucks, truck-tractors, and trailers) with drivers for the exclusive use and control of the firm.

*Trucks, truck-tractors, trailers, and other motor vehicles rented or leased **without** drivers.* Payments made to other carriers for the rental of motor vehicles (trucks, truck-tractors, and trailers) without drivers for the exclusive use and control of the firm.

Transportation purchased from railroads, airlines, water, and other motor carriers. Payments made for individual shipments and part loads in the vehicles of other carriers when the hauling carrier retains control of the vehicle and driver; payments to railroads, water carriers, airlines, and others for the transportation of this firm's loaded or empty vehicles and containers; and payments for the delivery of small shipments by parcel post or messenger.

Lease and rental. Payments made to other companies for the rental and leasing of assets owned by them. Excludes payments to a parent company or organization or any of its subsidiaries, and installment payments for assets obtained through capital lease agreements.

Buildings, offices, and structures. Payments made to other companies for the rental or leasing of buildings, offices, and structures.

Machinery and equipment. Payments made to other companies for the rental and leasing of machinery and equipment. Warehousing firms include payments for the rental and leasing of motor vehicles. Trucking firms report these payments under purchased transportation.

Insurance. Trucking firms report these costs separately, while warehousing firms report a combined total.

Public liability and property damage insurance. The cost of commercial insurance to protect the company against liability for deaths or injuries of persons (excluding worker's compensation premiums) and damages to property of others resulting from the operation of owned and leased vehicles.

Insurance for loss of, or damage to, motor vehicles and their cargos. The cost of commercial insurance to protect the company against liability for claims resulting from loss, damage, or delay of property entrusted to it for transportation or storage; and losses from fire, theft, or collision damage to owned or leased vehicles.

Insurance for buildings, offices, structures, and machinery and equipment (other than trucks and other motor vehicles). The cost of commercial insurance to protect the company against loss or damage to buildings, structures, offices, machinery, and equipment (other than motor vehicles) caused by fire, flood, wind, boiler explosion, or any other cause.

Maintenance and repair. Excludes repair costs included as part of a lease or rental agreement, and improvements for which depreciation accounts are maintained.

Motor vehicle parts for self-repair (including tires and tubes) (trucking firms only). The amount paid for tires and tubes and parts used in repairs to company owned or leased vehicles by company employees.

Purchased repairs for trucks, truck-tractors, trailers, and other motor vehicles (trucking firms only). The amount paid to others for repair of company owned or leased vehicles, including parts and labor.

Purchased repairs for buildings, offices, and structures. The amount paid to others for repair of company owned or leased buildings, structures, and offices.

Purchased repairs for machinery and equipment. The amount paid to others for repair of company owned or leased machinery and equipment. Warehousing firms report repairs to motor vehicles here; trucking firms report these costs in the first two maintenance and repair costs above.

Depreciation. Depreciation charges on assets owned by the company. Includes depreciation on assets rented or leased to others by the company under an operating lease agreement. Also includes depreciation against assets owned by the company within leaseholds and assets obtained through capital lease agreements. Excludes depreciation by the company on intangible assets and assets leased to others under a capital lease agreement. These charges are not adjusted for the value of depreciable assets sold or traded for replacement purposes.

Motor vehicles (trucking firms only). Depreciation charges on trucks, truck-tractors, trailers, and other motor vehicles.

Buildings, offices, and structures. Depreciation charges on buildings, offices, and structures owned by the company (except machinery and equipment).

Machinery and equipment. Depreciation charges for machinery and equipment. Warehousing firms include depreciation of motor vehicles with other machinery and equipment. Trucking firms report motor vehicle charges separately.

Taxes and licenses. Includes payments for vehicle licensing and registration, tolls, and other vehicle use taxes. Also includes the cost of taxes, including real and personal property taxes (such as taxes on real estate, motor vehicles, machinery, equipment, and inventories). Excludes gasoline, diesel fuel, oil taxes and income, sales, payroll, excise taxes, and other taxes collected from customers and paid to local, State, or Federal government agencies.

Drug and alcohol testing and rehabilitation programs. The cost of testing employees for drugs and alcohol and employer-sponsored rehabilitation programs.

Other operating expenses. All other operating expenses not reported above, including booking commissions, land-fill expenses, the cost of purchased utilities (including electricity, water, sewer, etc.), communication services, advertising, office supplies, losses by damage or theft not covered by insurance, bad debt losses, etc. Excludes interest on loans, as well as sales taxes and other taxes collected directly from customers and paid directly to a taxing authority.

Classification of Carrier (Trucking Firms Only)

Specialty freight. Carriers limited to transporting articles which, because of their size, shape, weight, or other inherent characteristics, require special equipment for loading, unloading, or transporting. These commodities include:

- Household goods
- Heavy machinery
- Refrigerated products
- Agricultural commodities
- Motor vehicles
- Building materials
- Dangerous or hazardous materials
- Forest products

General freight. Carriers capable of handling a wide variety of commodities including all or some of those listed above.

Classification of Distance Traveled (Trucking Firms Only)

Local trucking. Carriers primarily engaged in furnishing trucking or transfer services, with or without storage, within a city, town, or other local area including adjoining municipalities or suburban areas.

Long-distance trucking. Carriers primarily engaged in furnishing “over-the-road” trucking services either as a common carrier or under special or individual contract or agreement.

Classification of Shipment Size (Trucking Firms Only)

Less-than-truckload. Shipments with an actual weight of less than 10,000 pounds.

Truckload. Shipments with an actual weight of 10,000 pounds or more.

Classification of Commodities Handled (Trucking Firms Only)

Agricultural and food products. Includes live animals (cattle, horses, poultry, hogs, etc.), seafood, fresh farm products (grain, flowers, nursing stocks, raw milk, etc.), and processed food and tobacco products (canned goods, prepared meats, frozen foods, beverages, cigarettes, etc.).

Mining products, unrefined. Includes crude oil, coal and metal ores.

Building materials. Includes gravel, sand, concrete, flat glass, etc. Excludes cut lumber.

Forestry, wood, and paper products. Includes logs and forest products, lumber and fabricated wood products (except furniture), paper and paper products.

Chemicals and allied products (except petroleum). Includes chemicals and drugs (fertilizers, pesticides, cosmetics, paints, etc.), plastics, and rubber products.

Petroleum and petroleum products. Includes paving and roofing materials.

Metals and metal products. Includes primary metal products (pipes, ingots, billets, sheets, etc.), fabricated metal products, machinery, and transportation equipment, vehicles, and parts.

Household goods. Includes household and office furniture from homes, offices, etc.

Other manufactured products. Includes furniture and hardware (not involved in household moving), glass products, textiles and apparels (fibers, leather products, carpets, clothing, etc.), and miscellaneous manufactured products (photographic goods, watches, clocks, jewelry, toys, etc.).

Other. Includes scrap, garbage, trash, septic tank waste, industrial water, mixed cargo (including delivery of small packages), etc.

Classification of Shipments by Origin and Destination (Trucking Firms Only)

U.S. to U.S. Includes shipments that originated from and were destined to locations in the United States.

U.S. to Canada. Includes shipments that originated from the U.S. and were destined to locations in Canada.

Canada to U.S. Includes shipments that originated from Canada and were destined to locations in the U.S.

Other. Includes shipments that originated from and were destined to locations in each of the following country combinations: U.S. to Mexico, Canada to Canada, Canada to Mexico, Mexico to U.S., Mexico to Canada, and Mexico to Mexico.

Sample Design

Introduction

The Transportation Annual Survey (TAS) is a probability sample of employer firms engaged in providing commercial motor freight transportation or public warehousing services, as defined by Major Group 42 of the 1987 Standard Industrial Classification (SIC) Manual. By firm, we mean a business organization consisting of one or more establishments under common ownership or control. (An establishment is a single physical location where business is conducted or where services are performed.)

Initial Sampling

The sampling frame for the TAS was constructed from the Census Bureau's Standard Statistical Establishment List (SSEL) as of December 31, 1994. The SSEL is a multi-relational database that contains a record for each known establishment connected with an employer firm. A firm can be classified as either a multiunit or a singleunit firm. A multiunit firm is a firm which owns or operates two or more establishments, whereas a singleunit firm is a firm which owns or operates only one establishment. Establishments that are owned by the same multiunit firm are linked using a unique six-digit identification number, called an alpha number, assigned by the Census Bureau. A link between each establishment and its corresponding Employer Identification Number (EIN) is also maintained. The EIN is

a number assigned by the IRS to any legal entity that anticipates hiring employees. Under the Federal Insurance Contributions Act (FICA), each firm with paid employees must have an EIN. The EIN is used by the firm as an identifier to report social security payments for its employees to the IRS.

There is a simple structure that connects an employer firm with its establishments via the EIN. Essentially an employer firm is a cluster of one or more EINs and EINs are clusters of one or more establishments. Each employer firm is associated with at least one EIN and only one firm can use a given EIN. However, an employer firm may use several different EINs for reporting to the IRS. Similarly there is a one-to-many relationship between EINs and establishments. Each EIN is associated with one or more establishments, but each establishment is associated with only one EIN.

The sampling frame for the TAS contains two types of sampling units — alpha numbers and EINs. Both sampling units represent clusters of one or more establishments. The primary stratification of the frame is by kind-of-business group. We further stratify (substratify) the sampling units within kind-of-business groups by a measure of size related to their annual receipts or revenue as reported in the 1992 Census of Transportation, Communications, and Utilities Industries. To reduce the variance of the estimates, the sampling units with the largest measures of size are selected "with certainty." This means they are sure to be selected and will represent only themselves (i.e., have a selection probability of one and a sampling weight of one). Within each kind of business a substratum boundary (or cutoff) that divides the certainty units from the noncertainty units is determined. These cutoffs are based on a statistical analysis of data from the 1992 Census of Transportation, Communications, and Utilities Industries.

Accordingly, the cutoffs are on a 1992 receipts (or revenue) basis. This analysis is also used to allocate the sample among the kind-of-business groups. The allocation results in the minimum sample size required to achieve specified sampling variability constraints for receipts (or revenue) estimates for different kind-of-business groups.

The first step in the sample selection identified certainty firms. If a firm had receipts or revenue (for 1994 adjusted to a 1992 basis) greater than the certainty cutoff for its major kind of business, the firm was selected into the sample with certainty. For multiunit firms selected with certainty, the sampling unit is the alpha number. For singleunit firms selected with certainty, the sampling unit is the EIN. If a firm was selected with certainty and had more than one establishment at the time of sampling, any new establishments that the firm acquires, even if under new or different EINs, are included in the sample with certainty. This is because the firm was selected using its unique six-digit alpha number. However, if a singleunit firm was selected with certainty, only future establishments associated with that

firm's EIN are included with certainty; any new EINs that might later be associated with that firm are subjected to sampling through the quarterly birth-selection procedure (described later).

All firms not selected with certainty were subjected to sampling on an EIN basis. If a firm had more than one EIN, each of its EINs was treated as a separate sampling unit. To be eligible for the initial sampling, an EIN had to have nonzero payroll in 1994. The EINs were then stratified according to their major kind of business and their estimated receipts or revenue (on a 1992 basis). Within each noncertainty stratum, a simple random sample of EINs was selected. The sampling rates for the EINs selected from the noncertainty strata varied between 1 in 1.5 and 1 in 243.

Sampling New Employer Firms (Births)

Periodically, we update the sample to represent new EINs issued since the initial sample selection. These new EINs, called births, are new EINs recently assigned by the IRS, on the latest available IRS mailing list for FICA taxpayers, and assigned a kind-of-business classification (if possible) by the Social Security Administration (SSA). EIN births are sampled on a quarterly basis (in November of the survey year and in February, May, and August of the year following the survey year) using a two-phase selection procedure. In the first phase, births are stratified by kind of business and a measure of size based on expected employment or quarterly payroll. A relatively large sample is drawn and canvassed to obtain a more reliable measure of size, consisting of receipts (or revenue) in two recent months, and a more detailed kind-of-business code, if needed.

Using this more reliable information, the selected births from the first phase are subjected to probability proportional-to-size sampling with overall probabilities equivalent to those used in drawing the initial sample from the 1994 SSEL. Because of the time it takes for a new employer firm to acquire an EIN from the IRS, and because of the time needed to accomplish the two-phase birth-selection procedure, EIN births are added to the sample approximately six to nine months after they begin operation.

The EIN births that are selected in the quarterly birth-selection procedure in November of the survey year are included in the main mailing of the TAS questionnaires in January of the following year.

To better represent all EIN births in the survey year, and specifically to account for the coverage lag in the birth-selection procedure, we add EIN births that are selected in the year following the survey year. We mail survey forms to these births in June and August to supplement the main survey mailing.

If a selected EIN ceases to be an employer, it becomes inactive. An inactive EIN is not mailed if it becomes inactive prior to the initial mailing of the survey year. An inactive EIN that resumes being an employer becomes a reactivation and is mailed during the initial mailing (if active at the time) or as part of one of the two supplemental mailings.

Estimation Procedure

To be eligible for the sample canvass and tabulation in a given year, a noncertainty EIN must meet both of the following requirements:

- It must be on the latest available IRS mailing list for FICA taxpayers from the previous quarter.
- It must have been selected from the SSEL in either the initial sampling or during the quarterly birth-selection procedure.

EINs selected into the sample with certainty are not dropped from canvass and tabulation if they are no longer on the IRS mailing list. Rather, the firm that used the EIN is contacted, and if a successor EIN is found, it is added to the survey. For both inactive and reactivated EINs, data are tabulated for only the portion of the survey period that EIN reported payroll to the IRS.

Estimates from the TAS are based on the summation of weighted data (reported and imputed), where the weight for a given sampling unit is the inverse of its probability of selection.

Appendix C.

Kind-of-Business Classifications

The motor freight transportation and warehousing industries included in the report are classified in accordance with the 1987 edition of the *Standard Industrial Classification Manual* issued by the Office of Management and Budget for purposes of providing a standard for the classification and presentation of data by all Federal agencies. Each establishment, firm, or organization is classified according to the major service (determined by the volume of revenue) it provides. Establishments, firms, and organizations owned and operated by Federal, State, or local governments are excluded. The following is a description of each kind-of-business classification presented in this report.

MOTOR FREIGHT TRANSPORTATION AND WAREHOUSING (SIC MAJOR GROUP 42)

Establishments furnishing local or long-distance trucking or transfer services, or those engaged in the storage of farm products, furniture and other household goods, or commercial goods of any nature. The operation of terminal facilities for handling freight, with or without maintenance facilities, is also included.

Local Trucking Without Storage (SIC 4212)

Establishments primarily engaged in furnishing trucking or transfer services without storage for freight generally weighing more than 100 pounds, in a single municipality, contiguous municipalities, or a municipality and its suburban areas.

Trucking, Except Local (SIC 4213)

Establishments primarily engaged in furnishing long-distance (over-the-road) trucking services or trucking services and storage services, including household goods either as common carriers or under special or individual contracts or agreements, for freight generally weighing more than 100 pounds.

Local Trucking With Storage (SIC 4214)

Establishments primarily engaged in furnishing both trucking and storage services, including household goods.

Courier Services, Except by Air (SIC 4215)

Establishments primarily engaged in the delivery of individually addressed letters, parcels, and packages (generally under 100 pounds), except by means of air transportation or by the United States Postal Service. Delivery is usually made by street or highway within a local area or between cities.

Farm Product Warehousing and Storage (SIC 4221)

Establishments primarily engaged in the warehousing and storage of farm products.

Refrigerated Warehousing and Storage (SIC 4222)

Establishments primarily engaged in the warehousing and storage of perishable goods under refrigeration. The establishments may also rent locker space for the storage of food products for individual households and provide incidental services for processing, preparing, or packaging such food for storage.

General Warehousing and Storage (SIC 4225)

Establishments primarily engaged in the warehousing and storage of a general line of goods. General merchandise is defined as material or goods of many varieties which are packaged or are readily handled and do not require refrigeration, controlled humidity, or other special facilities.

Special Warehousing and Storage, Not Elsewhere Classified (SIC 4226)

Establishments primarily engaged in the warehousing and storage of special products, not elsewhere classified, such as household goods, automobiles (dead storage only), furs (for the trade), textiles, whiskey, and goods at foreign trade zones.

Terminal and Joint Terminal Maintenance Facilities For Motor Freight Transportation (SIC 4231)

Establishments primarily engaged in the operation of terminal facilities used by highway-type property carrying vehicles. Also included are terminals which provide maintenance and service for motor vehicles.

Appendix D. **Report Forms**

B-514

OMB No. 0607-0798: Approval Expires 12/31/97

FORM **B-514**
(12-10-96)

U.S. DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

**1996
TRANSPORTATION
ANNUAL SURVEY
TRUCKING AND
WAREHOUSING**

NOTICE – Response to this inquiry is required by law (title 13, U.S. Code). By the same law, your report to the Census Bureau is **confidential**. It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are **immune from legal process**.

In correspondence pertaining to this report, please refer to the IDENTIFICATION NUMBER shown below.

CENSUS USE	011	012

RETURN TO
↓
BUREAU OF THE CENSUS
1201 East 10th Street
Jeffersonville, IN 47132-0001

Any questions call 1-800-772-7851

(Please correct any error in name, address, and ZIP Code)

**BEFORE
COMPLETING
YOUR REPORT**

Read ALL instructions carefully, including the survey coverage below. Instructions accompanying each item number are abbreviated. For complete detail, see the "COVERAGE AND REPORTING INSTRUCTIONS" ON THE THIRD PANEL OF THE FORM. If book figures are not available, carefully prepared estimates are acceptable.

SURVEY COVERAGE

This report covers all **domestic locations** operated by your company and its subsidiaries primarily engaged in providing commercial trucking (such as local trucking, long-distance trucking, courier services, and garbage haulers) or public warehousing services (including mini-warehouses and self-service storage facilities). For specific survey coverage, see the "Coverage and Reporting Instructions" on the third panel of the form.

If your activities do not appear to be covered by this survey, please describe your kind of business in the "Remarks" section on page 4 of this form.

Item 1	NUMBER OF LOCATIONS	Key code	1996 Number	Key code	1995 Number
	Enter the total number of trucking and warehousing locations operated by this company as of December 31, 1996 and 1995. A location is defined as an establishment with paid company personnel. _____	501		551	

Item 2 ORGANIZATIONAL STATUS — Mark (X) the ONE box which best describes this company during 1996.

081 0 Corporation 5 Governmental — Specify ↘ 9 Other — Specify ↘
 1 Individual proprietorship
 2 Partnership

Item 3 CLASSIFICATION OF CARRIER (FOR MOTOR CARRIERS ONLY. ALL OTHERS SKIP TO ITEM 4.)

General freight carriers are capable of handling a wide variety of commodities including all or some of those listed under specialty freight carriers below.

Specialty freight carriers are limited to transporting articles that, because of size, shape, weight, or other inherent characteristics, require special equipment for loading, unloading, or transporting. These commodities include: household goods, heavy machinery, refrigerated products, motor vehicles, and hazardous materials.




Mark (X) the ONE box which best describes the commodities handled that accounted for the greatest percentage of this company's motor carrier revenue in 1996.

007 1 General freight 2 Specialty freight including household goods

Item 4	OPERATING REVENUE	Estimates are acceptable if book figures are not available.	Key code	1996				Key code	1995			
				Bil.	Mil.	Thou.	Dol.		Bil.	Mil.	Thou.	Dol.
<p><i>See the attached "Coverage and Reporting Instructions" sheet before completing this section.</i></p> <p>Enter "0" in items where applicable. Do not combine data for two or more detail lines.</p> <p>NOTE - If the amount reported on line c is greater than 50 percent of the total operating revenue reported in line d, indicate the source of this revenue in the "Remarks" section on page 4 of this form.</p>												
a. Motor carrier revenue			502					552				
b. Warehousing, storage, and handling revenue			638					688				
c. Other operating revenue			505					555				
d. TOTAL OPERATING REVENUE			506					556				

Item 5 ANALYSIS OF MOTOR CARRIER OPERATIONS					c. Commodities								
<p>COMPANIES REPORTING MOTOR CARRIER REVENUE IN ITEM 4a ABOVE, COMPLETE ITEM 5. ALL OTHERS SKIP TO ITEM 6.</p> <p><i>See the attached "Coverage and Reporting Instructions" sheet before completing this section.</i></p> <p>Enter "0" in items where applicable. Do not combine data for two or more detail lines.</p> <p>NOTE - Round percentage items to the nearest whole percent.</p> <p>Line a.2 - Report total highway miles traveled by this firm's owned and leased vehicles. Include highway miles traveled by vehicles operated by other motor carriers (including owner-operators) performing services on your behalf. Exclude the distance traveled by maintenance vehicles.</p> <p>Line b.2 - Report total actual weight in tons for shipments by this firm's owned and leased vehicles. Include the actual weight of shipments or deliveries of other motor carriers (including owner-operators) performing services on your behalf.</p>					Percentage of motor carrier revenue from:					Key code	1996 Percent	Key code	1995 Percent
					1. Percentage of motor carrier revenue from:					511	%	561	%
					(a) Local trucking					512	%	562	%
					(b) Long-distance trucking (over-the-road)					513	%	563	%
					TOTAL					514	%	564	%
					2. Total distance traveled in highway miles (both empty and loaded)					515	%	565	%
					3. Percentage of total highway miles traveled by:					516	%	566	%
					(a) Loaded or partially loaded vehicles					517	%	567	%
					(b) Empty vehicles					518	%	568	%
					TOTAL					519	%	569	%
					1. Percentage of motor carrier revenue from:					520	%	570	%
(a) Less-than-truckload shipments (less than 10,000 lbs.)					TOTAL 100% 100%								
(b) Truckload shipments (10,000 lbs. or more)					100% 100%								
TOTAL					100% 100%								
2. Total actual weight in tons for all shipments in 1996 and 1995 - Do not report average weight per shipment.					100% 100%								
(a) Less-than-truckload shipments (less than 10,000 lbs.)					100% 100%								
(b) Truckload shipments (10,000 lbs. or more)					100% 100%								
TOTAL					100% 100%								
2. Total actual weight in tons for all shipments in 1996 and 1995 - Do not report average weight per shipment.					100% 100%								
(a) Less-than-truckload shipments (less than 10,000 lbs.)					100% 100%								
(b) Truckload shipments (10,000 lbs. or more)					100% 100%								
TOTAL					100% 100%								

Item 6	PAYROLL AND OTHER OPERATING EXPENSES	Estimates are acceptable if book figures are not available.	Key code	1996				Key code	1995			
				Bil.	Mil.	Thou.	Dol.		Bil.	Mil.	Thou.	Dol.
<p>See the attached "Coverage and Reporting Instructions" sheet before completing this section.</p> <p>Enter "0" in items where applicable. Do not combine data for two or more detail lines.</p> <p>Line a — Report, on a cash basis, the gross earnings paid to employees prior to deductions. If an unincorporated concern, exclude payments to proprietors or partners.</p> <p>Line b — Report, on a cash basis, in line b(1) employer's cost for legally required programs. Report, on a cash basis, in line b(2) employer's cost for programs not required by law. Report in line b(1) and line b(2) the amounts actually contributed.</p> <p>Line c(2) — Exclude the cost of purchased utilities including electricity, water, sewer, etc. Report these costs in line k.</p> <p>Line d — Report in line d(1) payments to other carriers for the rental of motor vehicles (trucks, truck-tractors, trailers) with drivers. Report in line d(2) payments made to other carriers for the rental of motor vehicles without drivers. Report in line d(3) the cost of other purchased transportation.</p> <p>Line e — Exclude payments by your firm to the parent company or organization, or any of its subsidiaries, for use of assets owned by them; and installment payments for assets obtained through capital lease agreements. Exclude leasing of trucks, truck-tractors, and trailers. Report these costs in lines d(1) and d(2).</p> <p>Line f(1) — Exclude worker's compensation premiums. Report these costs in line b(1).</p> <p>Line g — Exclude repair costs included as part of a lease or rental agreement, and improvements for which depreciation accounts are maintained.</p> <p>Line h — Exclude depreciation on intangible assets and assets leased to others by you under a capital lease agreement. Do not adjust for the value of depreciable assets sold or traded for replacement purposes.</p> <p>Line i — Exclude income, payroll, sales, and other taxes collected from customers and paid directly to local, State, or Federal Government agencies. Report the costs for all gasoline, diesel fuel, and oil taxes in line c(1).</p> <p>Lines k and l — See the attached "Coverage and Reporting Instructions" sheet to calculate Other Operating Expenses and Total Operating Expenses as they pertain to this survey.</p> <p>NOTE — If the amount reported on line k is greater than 50 percent of the total operating expenses reported in line l, indicate the source of this expense in the "Remarks" section on page 4 of this form.</p>	a. Annual payroll	523					573					
	b. Employer contributions to employee benefit plans											
	(1) Plans required under Federal and State legislation (including Social Security and Medicare (FICA), worker's compensation insurance, etc.)	524						574				
	(2) Other fringe benefit plans (including medical insurance, life insurance, etc.)	525						575				
	c. Cost of purchased fuels											
	(1) Trucks, truck-tractors, and other motor vehicles	526						576				
	(2) Heat, power, and generating electricity	527						577				
	d. Cost of purchased transportation											
	(1) Trucks, truck-tractors, trailers, and other motor vehicles rented or leased with drivers	528						578				
	(2) Trucks, truck-tractors, trailers, and other motor vehicles rented or leased without drivers	529						579				
	(3) Transportation purchased from railroads, airlines, water, and other motor carriers	530						580				
	e. Lease and rental costs											
	(1) Buildings, offices, and structures	531						581				
	(2) Machinery and equipment (other than motor vehicles)	532						582				
	f. Cost of insurance											
	(1) Public liability and property damage insurance	533						583				
	(2) Insurance for loss of, or damage to, motor vehicles and their cargos	534						584				
	(3) Insurance for buildings, offices, structures, and machinery and equipment (other than trucks and other motor vehicles)	535						585				
	g. Cost of maintenance and repair											
	(1) Motor vehicle parts for self-repair (including tires and tubes)	536						586				
(2) Trucks, truck-tractors, trailers, and other motor vehicles	537						587					
(3) Buildings, offices, and structures	538						588					
(4) Machinery and equipment (other than motor vehicles)	539						589					
h. Depreciation and amortization charges												
(1) Trucks, truck-tractors, trailers, and other motor vehicles	540						590					
(2) Buildings, offices, and structures	541						591					
(3) Machinery and equipment (other than motor vehicles)	542						592					
i. Taxes and licenses	543						593					
j. Drug and alcohol testing and rehabilitation programs	544						594					
k. Other operating expenses	545						595					
l. TOTAL OPERATING EXPENSES →	546						596					

Item 7 INVENTORIES OF REVENUE GENERATING EQUIPMENT — DECEMBER 31, 1996 AND 1995		DECEMBER 31, 1996 INVENTORY								
<p><i>(FOR MOTOR CARRIERS ONLY. ALL OTHERS SKIP TO ITEM 8.)</i></p> <p>Report the number of vehicles used or held for use in motor carrier operations on December 31, 1996 and 1995. Report in line a the number owned and/or leased to others with drivers. Include inventory obtained through capital lease agreements. Exclude vehicles that you own that were leased without drivers to others. Report in line b the number leased from others without drivers. Report in line c the sum of a and b.</p>					Key code	Trucks (1)	Key code	Truck-tractors (2)	Key code	Trailers (full and semi) (3)
		547	548	549						
a. Number owned and/or leased with drivers to others										
b. Number leased, WITHOUT drivers from others		550	601	602						
c. TOTAL 1996 INVENTORY →		603	604	605						
1995 INVENTORY		DECEMBER 31, 1995 INVENTORY								
		Key code	Trucks (1)	Key code	Truck-tractors (2)	Key code	Trailers (full and semi) (3)			
		597		598		599				
a. Number owned and/or leased with drivers to others										
b. Number leased, WITHOUT drivers from others		600		651		652				
c. TOTAL 1995 INVENTORY →		653		654		655				
Item 8 REPORT PERIOD					Key code	1996				
<p>Mark (X) the one box which best describes the period covered by your report. If the data reported in items 4 through 6 are for a period other than the "calendar year," please enter the beginning and ending dates.</p>		1 <input type="checkbox"/> Calendar year — Go to item 9			From	648	Month	Day	Year	
		2 <input type="checkbox"/> Fiscal year			To	649				
		3 <input type="checkbox"/> Less than 12 months								
Item 9 OWNERSHIP OR CONTROL										
a. Does another company own more than 50 percent of the voting stock or have the power to control the management and policies of this company?		Name of owning or controlling company								
084 1 <input type="checkbox"/> YES →		085								
2 <input type="checkbox"/> NO — Continue with item 9b		Number and street			City, State, and ZIP Code					
		EIN → 086								
b. Did this company acquire or merge with another company in 1996?		Name of company acquired or merged with								
087 1 <input type="checkbox"/> YES →		088								
2 <input type="checkbox"/> NO — Continue with item 9b		Number and street			City, State, and ZIP Code					
		Date of merger or acquisition → 089		Month	Year	EIN → 090				
REMARKS — To reduce the need for costly telephone follow-up, please explain any significant change in your prior year reported data.										
091										
		092 CENSUS USE								
Item 10 CERTIFICATION — This report is substantially accurate and was prepared in accordance with instructions.										
Name of person to contact regarding this report — Please print		Address (Number and street, city, State, ZIP Code)			095 Telephone					
093		094			Area code		Number		Extension	
Signature		Title		Date		098 Fax number				
		096				Area code		Number	Extension	

**1996 TRANSPORTATION ANNUAL SURVEY
TRUCKING AND WAREHOUSING
COVERAGE AND REPORTING INSTRUCTIONS**

SPECIFIC SURVEY COVERAGE

- **Local Trucking** — Locations primarily engaged in furnishing trucking or transfer services, with or without storage, within a city, town, or other local area including adjoining municipalities or suburban areas. Includes garbage and trash collection and dump trucking.
 - **Long-Distance Trucking** — Locations primarily engaged in furnishing "over-the-road" trucking services either as common carriers or under special or individual contracts or agreements. Also included are locations primarily engaged in providing long-distance trucking to other locations of the same enterprise.
 - **Courier Services, Except by Air** — Locations primarily engaged in the delivery of individually addressed letters, parcels, and packages (generally under 100 pounds), made by street or highway within a local area or between cities, except by means of air transportation or by the United States Postal Service.
 - **Public Warehousing** — Locations primarily engaged in the storage of farm products; perishable goods under refrigeration; household goods; a general line of goods; or special goods such as automobile dead storage, furs for the trade, textiles, whiskey, or goods at foreign trade zones. Mini-warehouses and self-service storage facilities are also included.
 - **Terminal and Joint Terminal Maintenance Facilities for Motor Freight Transportation** — Locations primarily engaged in the operation of terminal facilities used by highway-type property carrying vehicles operated by others.
- Exclude** subsidiaries or operating units which are requested to submit separate 1996 Transportation Annual Survey (Trucking and Warehousing) reports to the Bureau of the Census.
- If your activities do not appear to be covered by this survey, please describe your kind of business in the "Remarks" section on page 4 of this form.**

REPORTING INSTRUCTIONS

Please retain a copy of the completed form for your records.

Please read all instructions and complete all items in this report. This will save on costly and time-consuming follow-up.

- Report only for those locations primarily engaged in the activities defined in the coverage section above.
- For locations sold or acquired during 1996 or 1995, report only for the period that the locations were operated by this company.
- Report data for calendar year 1996 and 1995. If calendar year records are not available, data for the latest fiscal year are acceptable. Indicate the period covered in item 8. Please note, however, that estimates for calendar year 1996 and 1995 are preferable to book figures covering a different time period.
- Report dollar values in whole dollars (omit cents).
- If book figures are not available, carefully prepared estimates are acceptable.

Item 4 — OPERATING REVENUE

- Report all charges or billings for services rendered and any sales of merchandise during 1996 and 1995, even though payments may be received at a later date. Do not deduct allowances for uncollectable accounts. **Exclude** revenue collected on behalf of another company and nonoperating revenue such as income from investments, the sale of securities or real estate, etc. **Exclude** revenue from a domestic parent organization (intracompany transfers), except for locations primarily engaged in providing long-distance trucking to other locations of the same enterprise. **Exclude** in item 4 sales taxes and other taxes collected from customers and paid directly to a taxing authority.
- Prorate revenue derived from services provided on a contractual basis according to the work accomplished. (Only include the amounts applicable to the report period.)

Line a — Report revenue from the transportation of property by motor vehicles. Include revenue from furnishing vehicles **with** drivers to other carriers under lease or similar arrangement.

Line b — Report revenue from the storage of shipments in your warehouses pending further instructions by the shipper; from the permanent storage of household goods on a paid-on-delivery basis, commercial goods, or records storage; and from packing and crating, handling, providing labor to carriers for loading and unloading, and other accessory services. Include rental revenue from the operation of mini-warehouses and self-service storage facilities. **Exclude** revenue from the subleasing of warehousing space to others.

Line c — Report other operating revenue including sales from the operation of lunchrooms, restaurants, etc.; revenue from the parking and storage of vehicles; revenue from snowplow work; revenue from amounts received from other carriers for the use of terminal facilities operated by this firm, including amounts billed separately for repair services; revenue from short-term rental or extended-term operating leases (with or without maintenance) of trucks, truck-tractors, or trailers, **without** drivers; fair sales value of merchandise marketed under capital, finance, or "full payout" leases; and commissions for providing brokerage services, making payroll deductions, collecting freight charges for other carriers; etc.

Exclude revenue from other operating units of this firm; the value of used equipment or used vehicles sold; revenue from installment payments from leasing vehicles, equipment, tools, etc. marketed under capital, finance, or "full payout" leases; and nonoperating revenue such as income from investments, the sale of securities, real estate, etc.

Line d — Report the sum of lines a through c.

Item 5 — ANALYSIS OF MOTOR CARRIER OPERATIONS

NOTE — Round percentage items to the nearest whole percent.

Line a — Report in line 1(a) the percentage of this company's motor carrier revenue (reported in item 4a) from trucking or transfer services provided within a city, town, or other local area including adjoining municipalities or suburban areas. Report in line 1(b) the percentage of motor carrier revenue from long-distance trucking services either as a common carrier or under special or individual contract or agreement. **NOTE** — The sum of lines 1(a) and 1(b) should equal 100 percent.

Line c — Report the percentage of this company's motor carrier revenue (reported in item 4a) derived from handling each of the following commodities. **NOTE** — The sum of lines 1 through 10 should equal 100 percent.

1. **Agricultural and food products** — Includes live animals (cattle, horses, poultry, hogs, etc.), seafood, fresh farm products (grain, flowers, nursing stocks, raw milk, etc.), and processed food and tobacco products (canned goods, prepared meats, frozen foods, beverages, cigarettes, etc.)
2. **Mining products, unrefined** — Includes crude oil, coal, and metal ores.
3. **Building materials** — Includes gravel, sand, concrete, flat glass, etc. **Excludes** cut lumber.
4. **Forestry, wood, and paper products** — Includes logs and forest products, lumber and fabricated wood products (except furniture), paper, and paper products.
5. **Chemicals and allied products (except petroleum)** — Includes chemicals and drugs (fertilizers, pesticides, cosmetics, paints, etc.), plastics, and rubber products.
6. **Petroleum and petroleum products** — Includes paving and roofing materials.
7. **Metals and metal products** — Includes primary metal products (pipes, ingots, billets, sheets, etc.); fabricated metal products; machinery; and transportation equipment, vehicles, and parts.
8. **Household goods** — Includes household and office furniture from homes, offices, etc.

WHEN COMPLETING THIS REPORT, PLEASE READ THESE INSTRUCTIONS CAREFULLY — Detach this panel before returning your report.

REPORTING INSTRUCTIONS — Continued

Item 5 — Continued

Line c — Continued

- 9. Other manufactured products** — Includes furniture and hardware (not involved in household moving), glass products, textiles and apparels (fibers, leather products, carpets, clothing, etc.) and miscellaneous manufactured products (photographic goods, watches, clocks, jewelry, toys, etc.).
- 10. Other** — Includes scrap, garbage, trash, septic tank waste, industrial water, mixed cargo (including delivery of small packages), etc. Please specify the primary commodity handled in this category.

Item 6 — PAYROLL AND OTHER OPERATING EXPENSES

- Report costs incurred during 1996 and 1995, even though payments may be made at a later date. **Exclude** interest on loans, as well as sales taxes or other taxes collected from customers and paid directly to a taxing authority.

Line a — Report, on a cash basis, the gross earnings paid to employees prior to such deductions as employees' Social Security contributions, withholding taxes, group insurance premiums, union dues, savings bonds, etc. Include all wages, salaries, commissions to own employees, dismissal pay, paid bonuses, vacation and sick leave pay, and the cash equivalent of compensation paid in kind. If a corporation, include salaries of officers; if an unincorporated concern, **exclude** payments to proprietors or partners.

- Definitions for annual payroll are the same as those used on the Employer's Quarterly Federal Tax Return, Treasury Form 941.

Line b — Report, on a cash basis, in line b(1) employer's cost for legally required programs, such as Social Security and Medicare (FICA), worker's compensation insurance, unemployment tax, and State disability insurance programs. Report, on a cash basis, in line b(2) employer's cost for programs not required by law, such as pension plans, stock purchase plans, union-negotiated benefits, life insurance benefits and insurance premiums for hospital and medical plans. Report in line b(1) and line b(2) the amounts actually contributed.

Line c — Report in line c(1) the cost of gasoline and other fuels, including all applicable Federal and State gasoline, diesel fuel, and oil taxes. Report in line c(2) the cost of purchased fuels consumed for heat, power, or generating electricity. **Exclude** the cost of purchased utilities including electricity, water, sewer, etc. Report these costs in line k.

Line d — Report in line d(1) payments to other carriers for the rental of motor vehicles (trucks, truck-tractors, or trailers) **with** drivers for the exclusive use and control of this firm. Report in line d(2) payments made to other carriers for the rental of motor vehicles **without** drivers for this firm's exclusive use and control. Report in line d(3) the cost of other purchased transportation, including payments for the transportation of individual shipments and part loads in the vehicles of another carrier, when the hauling carrier retains control of the vehicle and driver; payments to railroads, water carriers, airlines and others for the transportation of this company's loaded or empty motor vehicles and containers; and payments for the delivery of small shipments by parcel post or messenger.

Line e — Report in line e(1) the cost of renting or leasing buildings, offices, and structures. Report in line e(2) the cost of renting or leasing machinery and equipment (other than motor vehicles). **Exclude** payments by your firm to the parent company or organization, or any of its subsidiaries, for use of assets owned by them; and installment payments for assets obtained by your company through capital lease agreements. **Exclude** leasing of trucks, truck-tractors, and trailers. Report these costs in lines d(1) and d(2).

Line f — Report in line f(1) the cost of commercial insurance to protect the company against liability for deaths or injuries of persons and damages to property of others resulting from the operation of owned and leased vehicles. **Exclude** worker's compensation premiums. Report these costs in line b(1). Report in line f(2) the cost of commercial insurance to protect the company

against liability for claims resulting from loss of, or damage to, or delay of property entrusted to it for transportation or storage; and losses from fire, theft or collision damage to owned or leased vehicles. Report in line f(3) the cost of commercial insurance to protect the company against loss of, or damage to, buildings, offices, structures, machinery and equipment (other than trucks and other motor vehicles) caused by fire, flood, wind, boiler explosion, or any other cause.

Line g — Report in line g(1) the amount paid for tires and tubes, and parts used in repairs to company owned or leased vehicles performed by company personnel. Report in line g(2) the cost of purchased repairs to company owned or leased vehicles (include charges for parts and labor). Report in line g(3) the cost of purchased repairs (including charges for parts and labor) to buildings, offices, and structures. Report in line g(4) purchased repairs to machinery and equipment (other than motor vehicles). **Exclude** repair costs included as part of a lease or rental agreement, and improvements for which depreciation accounts are maintained.

Line h — Report in line h(1) the amount of depreciation and amortization charges against trucks, truck-tractors, trailers, and other motor vehicles. Report in line h(2) the amount of depreciation and amortization charges against buildings, offices, and structures owned by your firm. Report in line h(3) the amount of depreciation and amortization charges against machinery and equipment (other than motor vehicles). Include depreciation on assets rented or leased to others by you under an operating lease agreement. Include depreciation on assets owned and used by your firm within leaseholds, and assets obtained through capital lease agreements. **Exclude** depreciation on intangible assets and assets leased to others by you under a capital lease agreement. Do not adjust for the value of depreciable assets sold or traded for replacement purposes.

Line i — Report payments to Federal, State, and local governments for vehicle licensing and registration, tolls, and other vehicle use taxes. Include personal property and real estate taxes. **Exclude** income, payroll, sales, and other taxes collected from customers and paid directly to local, State, or Federal Government agencies. Report the costs for all gasoline, diesel fuel, and oil taxes in line c(1).

Line j — Report the amount paid for testing employees for drugs and alcohol. Include related rehabilitation costs for employer sponsored programs.

Lines k and l

- Total operating expenses** — Will not match to the company's income statement due to the cash and accrual methods requested for this survey. As a guide, compute total operating expenses as follows:

$$\begin{aligned} & \text{Total operating expenses (from income statement)} \\ & + \text{Taxes — If not included in operating expenses,} \\ & \quad \text{see line i.} \\ & + [\text{Annual payroll (cash basis) + Employer contributions} \\ & \quad \text{(cash basis)}] \\ & - [\text{Annual payroll (accrual basis) + Employer contributions} \\ & \quad \text{(accrual basis)}] \end{aligned}$$

= **TOTAL OPERATING EXPENSES** — Place in line i

- Other operating expenses** — If other operating expenses are unavailable, calculate them as follows:

TOTAL OPERATING EXPENSES FOR SURVEY
(as calculated above)

– (lines a through j on survey report form)

= **OTHER OPERATING EXPENSES** — Place in line k

Other operating expenses include booking commissions, landfill expense, the cost of purchased utilities (including electricity, water, sewer, etc.), communication services, advertising, office supplies, losses by damage or theft not covered by insurance, bad debt losses, etc. **Exclude** interest on loans as well as sales taxes and other taxes collected directly from customers and paid directly to a taxing authority.

Public reporting burden for this collection of information is estimated to average 3.0 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Associate Director for Administration/Comptroller, Attn: Paperwork Reduction Project 0607-0798, Room 3104, FB 3, Bureau of the Census, Washington, DC 20233-0001. PLEASE INCLUDE FORM NAME AND NUMBER IN ALL CORRESPONDENCE. Respondents are not required to respond to any information collection unless it displays a valid approval number from the Office of Management and Budget. This 8-digit number appears in the top right corner on the front of this form.

B-524

OMB No. 0607-0798: Approval Expires 12/31/97

FORM **B-524**
(12-10-96)

U.S. DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

1996 TRANSPORTATION ANNUAL SURVEY TRUCKING AND WAREHOUSING

NOTICE – Response to this inquiry is **required by law (title 13, U.S. Code)**. By the same law, your report to the Census Bureau is **confidential**. It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are **immune from legal process**.

In correspondence pertaining to this report, please refer to the **IDENTIFICATION NUMBER** shown below.

CENSUS USE	011	012

RETURN TO



BUREAU OF THE CENSUS
1201 East 10th Street
Jeffersonville, IN 47132-0001

Any questions call 1-800-772-7851

(Please correct any error in name, address, and ZIP Code)

**BEFORE
COMPLETING
YOUR REPORT**

Read ALL instructions carefully, including the survey coverage below. Instructions accompanying each item number are abbreviated. For complete detail, see the "COVERAGE AND REPORTING INSTRUCTIONS" ON THE THIRD PANEL OF THE FORM. If book figures are not available, carefully prepared estimates are acceptable.

SURVEY COVERAGE

This report covers all **domestic locations** operated by your company and its subsidiaries primarily engaged in providing public warehousing services (including mini-warehouses and self-service storage facilities) or commercial trucking (such as local trucking, long-distance trucking, courier services, and garbage haulers). For specific survey coverage, see the "Coverage and Reporting Instructions" on the third panel of the form.

If your activities do not appear to be covered by this survey, please describe your kind of business in the "Remarks" section on page 3 of this form.

Item 1 NUMBER OF LOCATIONS

Enter the total number of warehousing and trucking locations operated by this company as of December 31, 1996 and 1995. A location is defined as an establishment with paid company personnel. →

Key code	1996 Number	Key code	1995 Number
501		551	

Item 2 ORGANIZATIONAL STATUS — Mark (X) the ONE box which best describes this company during 1996.

- 081
- 0 Corporation
 - 1 Individual proprietorship
 - 2 Partnership
 - 5 Governmental — Specify ↘
 - 9 Other — Specify ↘

CONTINUE WITH ITEM 3 ON PAGE 2

Item 3	OPERATING REVENUE	Estimates are acceptable if book figures are not available.	Key code	1996				Key code	1995				
				Bil.	Mil.	Thou.	Dol.		Bil.	Mil.	Thou.	Dol.	
<p>See the attached "Coverage and Reporting Instructions" sheet before completing this section.</p> <p>Enter "0" in items where applicable. Do not combine data for two or more detail lines.</p> <p>NOTE – If the amount reported on line c is greater than 50 percent of the total operating revenue reported in line d, indicate the source of this revenue in the "Remarks" section on page 3 of this form.</p>		a. Warehousing, storage, and handling revenue	638					688					
		b. Motor carrier revenue	502					552					
		c. Other operating revenue	505					555					
		d. TOTAL OPERATING REVENUE →	506					556					
Item 4	PAYROLL AND OTHER OPERATING EXPENSES	Estimates are acceptable if book figures are not available.	Key code	1996				Key code	1995				
				Bil.	Mil.	Thou.	Dol.		Bil.	Mil.	Thou.	Dol.	
<p>See the attached "Coverage and Reporting Instructions" sheet before completing this section.</p> <p>Enter "0" in items where applicable. Do not combine data for two or more detail lines.</p> <p>Line a — Report, on a cash basis, the gross earnings paid to employees prior to deductions. If an unincorporated concern, exclude payments to proprietors or partners.</p> <p>Line b — Report, on a cash basis, in line b(1) employer's cost for legally required programs. Report, on a cash basis, in line b(2) employer's cost for programs not required by law. Report in line b(1) and line b(2) the amounts actually contributed.</p> <p>Line c — Exclude the cost of purchased utilities including electricity, water, sewer, etc. Report these costs in line i.</p> <p>Line d — Exclude payments by your firm to the parent company or organization, or any of its subsidiaries, for use of assets owned by them; and installment payments for assets obtained through capital lease agreements.</p> <p>Line e — Exclude worker's compensation premiums. Report these costs in line b(1).</p> <p>Line f — Exclude repair costs included as part of a lease or rental agreement, and improvements for which depreciation accounts are maintained.</p> <p>Line g — Exclude depreciation on intangible assets and assets leased to others by you under a capital lease agreement. Do not adjust for the value of depreciable assets sold or traded for replacement purposes.</p> <p>Line h — Exclude income, payroll, sales, and other taxes collected from customers and paid directly to local, State, or Federal Government agencies. Report the costs for all gasoline, diesel fuel, and oil taxes in line c.</p> <p>Lines i and j — See the attached "Coverage and Reporting Instructions" sheet to calculate Other Operating Expenses and Total Operating Expenses as they pertain to this survey.</p> <p>NOTE — If the amount reported on line i is greater than 50 percent of the total operating expenses reported in line j, indicate the source of this expense in the "Remarks" section on page 3 of this form.</p>		a. Annual payroll	523					573					
		b. Employer contributions to employee benefit plans											
		(1) Plans required under Federal and State legislation (including Social Security and Medicare (FICA), worker's compensation insurance, etc.)	524						574				
		(2) Other fringe benefit plans (including medical insurance, life insurance, etc.)	525						575				
		c. Cost of purchased fuels	608						658				
		d. Lease and rental costs											
		(1) Buildings, offices, and structures	531						581				
		(2) Machinery and equipment	532						582				
		e. Cost of insurance	609						659				
		f. Cost of purchased repairs											
		(1) Buildings, offices, and structures	538						588				
		(2) Machinery and equipment	539						589				
	g. Depreciation and amortization charges												
	(1) Buildings, offices, and structures	541						591					
	(2) Machinery and equipment	542						592					
	h. Taxes and licenses	543						593					
	i. Other operating expenses	545						595					
	j. TOTAL OPERATING EXPENSES →	546						596					

Item 5 REPORT PERIOD	Key code	1996				
Mark (X) the one box which best describes the period covered by your report. If the data reported in items 3 and 4 are for a period other than the "calendar year," please enter the beginning and ending dates.	1 <input type="checkbox"/> Calendar year — <i>Go to item 6</i>	From	648	Month	Day	Year
	2 <input type="checkbox"/> Fiscal year		To	649		
	3 <input type="checkbox"/> Less than 12 months					

Item 6 OWNERSHIP OR CONTROL							
a. Does another company own more than 50 percent of the voting stock or have the power to control the management and policies of this company? 084 1 <input type="checkbox"/> YES —————→ 2 <input type="checkbox"/> NO — <i>Continue with item 6b</i>	Name of owning or controlling company						
	085						
	Number and street						
	City, State, and ZIP Code						
EIN —————→						086	
b. Did this company acquire or merge with another company in 1996? 087 1 <input type="checkbox"/> YES —————→ 2 <input type="checkbox"/> NO — <i>Continue with item 7</i>	Name of company acquired or merged with						
	088						
	Number and street						
	City, State, and ZIP Code						
Date of merger or acquisition —————→		089	Month	Year	EIN —————→		090

REMARKS — *To reduce the need for costly telephone follow-up, please explain any significant change in your prior year reported data.*

092 CENSUS USE

Item 7 CERTIFICATION — This report is substantially accurate and was prepared in accordance with instructions.					
Name of person to contact regarding this report — <i>Please print</i> 093	Address (<i>Number and street, city, State, ZIP Code</i>) 094		095 Telephone		
			Area code	Number	Extension
Signature	Title 096		Date		098 Fax number
			Area code	Number	Extension

**1996 TRANSPORTATION ANNUAL SURVEY
TRUCKING AND WAREHOUSING
COVERAGE AND REPORTING INSTRUCTIONS**

SPECIFIC SURVEY COVERAGE

- **Public Warehousing** — Locations primarily engaged in the storage of farm products; perishable goods under refrigeration; household goods; a general line of goods; or special goods such as automobile dead storage, furs for the trade, textiles, whiskey, or goods at foreign trade zones. Mini-warehouses and self-service storage facilities are also included.
 - **Trucking, Local and Long-Distance** — Locations primarily engaged in furnishing trucking or transfer services including garbage and trash collection and dump trucking, with or without storage, within a city, town, or other local area including adjoining municipalities or suburban areas; or in furnishing "over-the-road" trucking services either as common carriers or under special or individual contracts or agreements. Also included are locations primarily engaged in providing long-distance trucking to other locations of the same enterprise.
- Exclude** subsidiaries or operating units which are requested to submit separate 1996 Transportation Annual Survey (Trucking and Warehousing) reports to the Bureau of the Census.
- If your activities do not appear to be covered by this survey, please describe your kind of business in the "Remarks" section on page 3 of this form.**

REPORTING INSTRUCTIONS

Please retain a copy of the completed form for your records.

Please read all instructions and complete all items in this report. This will save on costly and time-consuming follow-up.

- Report only for those locations primarily engaged in the activities defined in the coverage section above.
- For locations sold or acquired during 1996 or 1995, report only for the period that the locations were operated by this company.
- Report data for calendar year 1996 and 1995. If calendar year records are not available, data for the latest fiscal year are acceptable. Indicate the period covered in item 5. Please note, however, that estimates for calendar year 1996 and 1995 are preferable to book figures covering a different time period.
- Report dollar values in whole dollars (omit cents).
- If book figures are not available, carefully prepared estimates are acceptable.

Item 3 — OPERATING REVENUE

- Report all charges or billings for services rendered and any sales of merchandise during 1996 and 1995, even though payments may be received at a later date. Do not deduct allowances for uncollectable accounts. **Exclude** revenue collected on behalf of another company and nonoperating revenue such as income from investments, the sale of securities or real estate, etc. **Exclude** revenue from a domestic parent organization (intracompany transfers), except for locations primarily engaged in providing long-distance trucking to other locations of the same enterprise. **Exclude** in item 3 sales taxes and other taxes collected from customers and paid directly to a taxing authority.
- Prorate revenue derived from services provided on a contractual basis according to the work accomplished. (Only include the amounts applicable to the report period.)

Line a — Report revenue from the storage of shipments in your warehouses pending further instructions by the shipper; from the permanent storage of household goods on a paid-on-delivery basis, commercial goods, or records storage; and from packing and crating, handling, providing labor to carriers for loading and unloading, and other accessory services. Include rental revenue from the operation of mini-warehouses and self-service storage facilities. **Exclude** revenue from the subleasing of warehousing space to others.

Line b — Report revenue from the transportation of property by motor vehicles. Include revenue from furnishing vehicles **with** drivers to other carriers under lease or similar arrangement.

Line c — Report other operating revenue including revenue from services such as compressing, bailing, etc.; revenue from short-term rental or extended-term operating leases (with or without maintenance) of trucks, truck-tractors, or trailers, **without** drivers; fair sales value of merchandise marketed under capital, finance, or

"full payout" leases; all commission or brokerage fees received from the sale of merchandise owned by others; and total sales of merchandise owned by this firm; etc. **Exclude** revenue from other operating units of this firm; the value of used equipment or used vehicles sold; revenue from installment payments from leasing vehicles, equipment, tools, etc. marketed under capital, finance, or "full payout" leases; and nonoperating revenue such as income from investments, the sale of securities, real estate, etc.

Line d — Report the sum of lines a through c.

Item 4 — PAYROLL AND OTHER OPERATING EXPENSES

- Report costs incurred during 1996 and 1995, even though payments may be made at a later date. **Exclude** interest on loans, as well as sales taxes or other taxes collected from customers and paid directly to a taxing authority.

Line a — Report, on a cash basis, the gross earnings paid to employees prior to such deductions as employees' Social Security contributions, withholding taxes, group insurance premiums, union dues, savings bonds, etc. Include all wages, salaries, commissions to own employees, dismissal pay, paid bonuses, vacation and sick leave pay, and the cash equivalent of compensation paid in kind. If a corporation, include salaries of officers; if an unincorporated concern, **exclude** payments to proprietors or partners.

- Definitions for annual payroll are the same as those used on the Employer's Quarterly Federal Tax Return, Treasury Form 941.

Line b — Report, on a cash basis, in line b(1) employer's cost for legally required programs, such as Social Security and Medicare (FICA), worker's compensation insurance, unemployment tax, and State disability insurance programs. Report, on a cash basis, in line b(2) employer's cost for programs not required by law, such as pension plans, stock purchase plans, union-negotiated benefits, life insurance benefits and insurance premiums for hospital and medical plans. Report in line b(1) and line b(2) the amounts actually contributed.

Line c — Report the cost of gasoline and other fuels, including all applicable Federal and State gasoline, diesel fuel, and oil taxes. Also include the cost of purchased fuels consumed for heat, power, or generating electricity. **Exclude** the cost of purchased utilities including electricity, water, sewer, etc. Report these costs in line i.

Line d — Report in line d(1) the cost of renting or leasing buildings, offices, and structures. Report in line d(2) the cost of renting or leasing machinery and equipment. **Exclude** payments by your firm to the parent company or organization, or any of its subsidiaries for use of assets owned by them; and installment payments for assets obtained by your company through capital lease agreements.

WHEN COMPLETING THIS REPORT, PLEASE READ THESE INSTRUCTIONS CAREFULLY — Detach this panel before returning your report.

REPORTING INSTRUCTIONS — Continued

Item 4 — PAYROLL AND OTHER OPERATING EXPENSES — Continued

Line e — Report the cost of all commercial insurance, including that used to protect the company against loss of, or damages to, buildings, offices, structures, and machinery and equipment caused by fire, flood, wind, boiler explosion, or any other cause. Include premiums on fidelity bonds of employees, and insurance to protect against liability for deaths or injuries of persons and damages to property of others. **Exclude** worker's compensation premiums. Report these costs in line b(1).

Line f — Report in line f(1) the cost of purchased repairs (including charges for parts and labor) to buildings, offices, and structures. Report in line f(2) purchased repairs to machinery and equipment. **Exclude** repair costs included as part of a lease or rental agreement, and improvements for which depreciation accounts are maintained.

Line g — Report in line g(1) the amount of depreciation and amortization charges against buildings, offices, and structures owned by your firm. Report in line g(2) the amount of depreciation and amortization charges against machinery and equipment. Include depreciation on assets rented or leased to others by you under an operating lease agreement. Include depreciation on assets owned and used by your firm within leaseholds, and assets obtained through capital lease agreements. **Exclude** depreciation on intangible assets and assets leased to others by you under a capital lease agreement. Do not adjust for the value of depreciable assets sold or traded for replacement purposes.

Line h — Report payments to Federal, State, and local governments for vehicle licensing and registration, tolls, and other vehicle use taxes. Include personal property and real estate taxes. **Exclude** income, payroll, sales, and other taxes collected from customers and paid directly to local, State, or Federal government agencies. Report the costs for all gasoline, diesel fuel, and oil taxes in line c.

Lines i and j

- **Total operating expenses** — Will not match to the company's income statement due to the cash and accrual methods requested for this survey. As a guide, compute total operating expenses as follows:

Total operating expenses (from income statement)
 + Taxes — *If not included in operating expenses, see line h.*
 + [Annual payroll (cash basis) + Employer contributions (cash basis)]
 – [Annual payroll (accrual basis) + Employer contributions (accrual basis)]

= TOTAL OPERATING EXPENSES — Place in line j

- **Other operating expenses** — If other operating expenses are unavailable, calculate them as follows:

TOTAL OPERATING EXPENSES FOR SURVEY
 (as calculated above)

– (lines a through h on survey report form)

= OTHER OPERATING EXPENSES — Place in line i

Other operating expenses include booking commissions, the cost of purchased utilities (including electricity, water, sewer, etc.), communication services, advertising, offices supplies, losses by damage or theft not covered by insurance, bad debt losses, etc. **Exclude** interest on loans as well as sales taxes and other taxes collected directly from customers and paid directly to a taxing authority.

Public reporting burden for this collection of information is estimated to average 1.75 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Associate Director for Administration/Comptroller, Attn: Paperwork Reduction Project 0607-0798, Room 3104, FB 3, Bureau of the Census, Washington, DC 20233-0001. PLEASE INCLUDE FORM NAME AND NUMBER IN ALL CORRESPONDENCE. Respondents are not required to respond to any information collection unless it displays a valid approval number from the Office of Management and Budget. This 8-digit number appears in the top right corner on the front of this form.