

# Transportation Annual Survey

1998

Issued December 1999

BT/98

## Current Business Reports



U S C E N S U S B U R E A U

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U.S. Department of Commerce  
Economics and Statistics Administration  
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## ACKNOWLEDGMENTS

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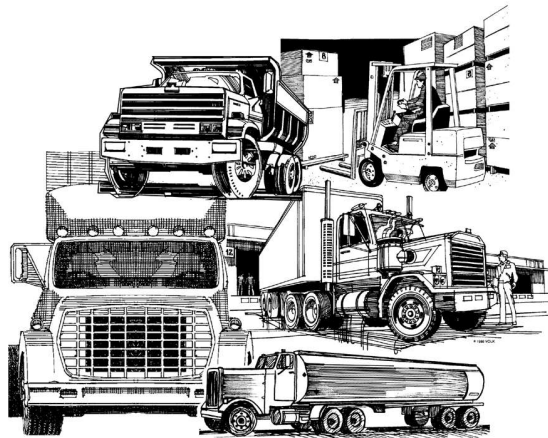
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# Introduction

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## Coverage

This report presents the results from the 1998 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 1998 report forms are provided in Appendix D.

## Changes From the 1997 Publication

We have deleted some tables that appeared in the 1997 Transportation Annual Survey publication. These tables

contained detailed information corresponding to data items that no longer appear on our survey questionnaires.

## 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.

### NOTICE OF FUTURE CHANGES:

This will be the final year the Census Bureau publishes data for this survey using the Standard Industrial Classification (SIC) system. Beginning with the 1999 survey year, we will publish data using the North American Industry Classification System (NAICS). NAICS was developed jointly by the United States, Canada, and Mexico to provide new comparability in statistics about business activity across North America.

The following URL contains detailed information about NAICS and provides a comparison of the SIC and NAICS systems:

<http://www.census.gov/epcd/www/naics.html>

# Motor Freight Transportation and Warehousing Services

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## **Summary of Data for Trucking and Courier Services**

Total operating revenue in 1998 for the for-hire trucking and courier services industry (excluding air courier services) was estimated at \$197.5 billion, up 7.8 percent from 1997. Long-distance trucking, which accounted for 61 percent of all motor carrier revenue, was up 5.2 percent from 1997. Local trucking revenue rose 12.8 percent from 1997 to approximately \$67.0 billion in 1998. Truckload shipments accounted for approximately 63 percent of motor carrier revenue in 1998 and increased 7.4 percent from 1997.

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.

Total operating expenses were estimated at \$179.9 billion in 1998, up 5.2 percent from 1997.

Total operating revenue for long-distance trucking, SIC 4213, rose 5.3 percent from 1997 to approximately \$109.4 billion in 1998. Total operating expenses were estimated at \$101.6 billion in 1998 and were up 3.1 percent over 1997.

## **Summary of Data for Public Warehousing Services**

Total operating revenue for public warehousing services (SIC 422) increased 12.4 percent from 1997 to \$14.3 billion.

More than 61 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) was \$2.4 billion in 1998. It accounted for nearly 17 percent of the warehousing industry's total operating revenue in 1998. Total operating revenue in 1998 for farm product warehousing and storage (SIC 4221) represented approximately 5 percent of the warehousing industry's total operating revenue.

Table 1. Motor Freight Transportation and Warehousing Services (SIC 42)—Summary Statistics, by Kind of Business: 1989 Through 1998

Item	Motor freight transportation and warehousing services <sup>1</sup> (SIC 42)	Trucking and courier services, except by air <sup>2</sup> (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)
<b>Total Operating Revenue</b>											
Millions of dollars											
1998 .....	211,911	197,490	55,553	109,351	6,144	26,442	14,329	647	2,395	8,767	2,520
1997 .....	195,979	183,153	49,972	103,847	5,860	23,474	12,750	710	2,321	7,457	2,262
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
Percent change											
1998/1997 .....	8.1	7.8	11.2	5.3	4.8	12.6	12.4	-8.9	3.2	17.6	11.4
1997/1996 .....	6.4	6.0	7.3	6.4	6.5	1.8	11.2	3.2	5.4	14.3	10.3
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
<b>Total Operating Expenses</b>											
Millions of dollars											
1998 .....	(NA)	179,908	47,478	101,584	5,638	25,207	(NA)	(NA)	(NA)	(NA)	(NA)
1997 .....	181,332	170,998	43,871	98,570	5,439	23,118	10,268	576	1,884	5,840	1,968
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
Percent change											
1998/1997 .....	(NA)	5.2	8.2	3.1	3.7	9.0	(NA)	(NA)	(NA)	(NA)	(NA)
1997/1996 .....	5.4	5.0	6.2	4.4	6.2	5.1	11.7	2.9	1.5	16.1	13.0
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

See footnotes at end of table.



Table 1. Motor Freight Transportation and Warehousing Services (SIC 42)—Summary Statistics, by Kind of Business: 1989 Through 1998—Continued

Item	Motor freight transportation and warehousing services <sup>1</sup> (SIC 42)	Trucking and courier services, except by air <sup>2</sup> (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)
<b>Total Operating Revenue</b>											
Millions of dollars											
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
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)
Percent change											
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
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)
<b>Total Operating Expenses</b>											
Millions of dollars											
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
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)
Percent change											
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
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)

NA Not available.

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

<sup>2</sup>Excludes 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).

Table 2. **Trucking and Courier Services (SIC 421)—Estimated Operating Revenue and Expenses for All Carriers, by Kind of Business: 1989 Through 1998**

[Millions of dollars.]

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)				
	1998	1997	1996	1995	1994	1998	1997	1996	1995	1994	1998	1997	1996	1995	1994	1998	1997	1996	1995	1994	1998	1997	1996	1995	1994
<b>Operating Revenue</b>																									
Total . . . . .	197,490	183,153	172,743	161,806	155,713	55,553	49,972	46,589	43,830	40,903	109,351	103,847	97,586	91,675	89,369	6,144	5,860	5,502	5,154	4,757	26,442	23,474	23,066	21,147	20,684
Motor carrier . . . . .	187,451	173,884	163,786	153,881	148,002	52,885	47,865	44,268	41,750	38,644	104,841	99,250	93,308	88,008	85,748	3,783	3,667	3,575	3,337	3,192	25,941	23,102	22,635	20,786	20,418
Local trucking . . . . .	66,968	59,354	52,301	48,731	43,592	41,899	37,473	33,308	31,193	27,496	17,566	15,092	12,958	12,197	11,501	2,474	2,346	2,205	2,144	2,023	5,030	4,443	3,830	3,197	2,572
Long-distance trucking	120,483	114,530	111,485	105,150	104,410	10,987	10,392	10,960	10,557	11,148	87,276	84,158	80,350	75,811	74,247	1,309	1,321	1,370	1,193	1,169	20,911	18,659	18,805	17,589	17,846
<b>Operating Expenses</b>																									
Total . . . . .	179,908	170,998	162,825	151,628	145,216	47,478	43,871	41,325	38,695	36,455	101,584	98,570	94,390	88,061	84,682	5,638	5,439	5,121	4,817	4,543	25,207	23,118	21,989	20,055	19,536

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: 1989 Through 1998—Continued**

[Millions of dollars.]

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)					
	1993	1992	1991	1990	1989	1993	1992	1991	1990	1989	1993	1992	1991	1990	1989	1993	1992	1991	1990	1989	1993	1992	1991	1990	1989	
<b>Operating Revenue</b>																										
Total . . . . .	142,547	135,437	126,772	127,314	116,937	36,648	33,554	30,890	31,397	(NA)	81,317	78,358	73,982	74,465	(NA)	4,487	4,191	4,022	4,115	(NA)	20,095	19,334	17,878	17,337	(NA)	
Motor carrier . . . . .	135,000	127,049	117,732	117,122	107,645	34,229	30,450	27,322	27,336	(NA)	77,711	74,386	69,800	69,701	(NA)	3,137	3,030	2,845	2,866	(NA)	19,923	19,183	17,765	17,219	(NA)	
Local trucking . . . . .	36,649	31,120	27,281	28,017	25,560	22,815	19,318	17,150	17,258	(NA)	9,818	8,244	7,047	7,758	(NA)	1,893	1,787	1,543	1,536	(NA)	2,123	1,771	1,541	1,465	(NA)	
Long-distance trucking	98,351	95,929	90,451	89,105	82,085	11,414	11,132	10,172	10,078	(NA)	67,893	66,142	62,753	61,943	(NA)	1,244	1,243	1,302	1,330	(NA)	17,800	17,412	16,224	15,754	(NA)	
<b>Operating Expenses</b>																										
Total . . . . .	133,857	127,687	118,855	118,968	110,669	33,388	31,047	27,887	28,049	(NA)	77,568	75,061	70,828	70,965	(NA)	4,247	3,930	3,838	3,885	(NA)	18,654	17,649	16,302	16,069	(NA)	

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: 1989 Through 1998**

Item	Millions of dollars					Percent change				
	1998	1997	1996	1995	1994	1998/ 1997	1997/ 1996	1996/ 1995	1995/ 1994	1994/1993
<b>ALL CARRIERS</b>										
<b>Operating Revenue</b>										
Total .....	197,490	183,153	172,743	161,806	155,713	7.8	6.0	6.8	3.9	9.2
Motor carrier .....	187,451	173,884	163,786	153,881	148,002	7.8	6.2	6.4	4.0	9.6
Local trucking .....	66,968	59,354	52,301	48,731	43,592	12.8	13.5	7.3	11.8	18.9
Long-distance trucking .....	120,483	114,530	111,485	105,150	104,410	5.2	2.7	6.0	0.7	6.2
<b>Operating Expenses</b>										
Total .....	179,908	170,998	162,825	151,628	145,216	5.2	5.0	7.4	4.4	8.5
<b>SPECIALTY CARRIERS</b>										
<b>Operating Revenue</b>										
Total .....	58,417	55,411	52,464	49,139	45,034	5.4	5.6	6.8	9.1	12.3
Motor carrier .....	53,321	50,706	47,883	44,969	41,078	5.2	5.9	6.5	9.5	13.5
Local trucking .....	33,919	31,624	29,045	27,181	23,420	7.3	8.9	6.9	16.1	20.9
Long-distance trucking .....	19,402	19,082	18,838	17,788	17,658	1.7	1.3	5.9	0.7	5.0
<b>Operating Expenses</b>										
Total .....	51,896	49,560	47,685	44,556	41,052	4.7	3.9	7.0	8.5	10.5
<b>GENERAL CARRIERS</b>										
<b>Operating Revenue</b>										
Total .....	139,073	127,742	120,279	112,667	110,679	8.9	6.2	6.8	1.8	8.1
Motor carrier .....	134,130	123,178	115,903	108,912	106,924	8.9	6.3	6.4	1.9	8.2
Local trucking .....	33,049	27,730	23,256	21,550	20,172	19.2	19.2	7.9	6.8	16.7
Long-distance trucking .....	101,081	95,448	92,647	87,362	86,752	5.9	3.0	6.0	0.7	6.4
<b>Operating Expenses</b>										
Total .....	128,012	121,438	115,140	107,072	104,164	5.4	5.5	7.5	2.8	7.7

See footnotes at end of table.

Table 3. **Trucking and Courier Services (SIC 421)—Estimated Operating Revenue and Expenses, by Type of Carrier: 1989 Through 1998—Continued**

Item	Millions of dollars					Percent change			
	1993	1992	1991	1990	1989	1993/1992	1992/1991	1991/1990	1990/1989
<b>ALL CARRIERS</b>									
<b>Operating Revenue</b>									
Total .....	142,547	135,437	126,772	127,314	116,937	5.2	6.8	-0.4	8.9
Motor carrier .....	135,000	127,049	117,732	117,122	107,645	6.3	7.9	0.5	8.8
Local trucking .....	36,649	31,120	27,281	28,017	25,560	17.8	14.1	-2.6	9.6
Long-distance trucking .....	98,351	95,929	90,451	89,105	82,085	2.5	6.1	1.5	8.6
<b>Operating Expenses</b>									
Total .....	133,857	127,687	118,855	118,968	110,669	4.8	7.4	-0.1	7.5
<b>SPECIALTY CARRIERS</b>									
<b>Operating Revenue</b>									
Total .....	40,116	36,729	34,884	35,877	34,069	9.2	5.3	-2.8	5.3
Motor carrier .....	36,184	32,690	30,604	31,042	29,557	10.7	6.8	-1.4	5.0
Local trucking .....	19,367	16,366	14,668	14,783	13,599	18.3	11.6	-0.8	8.7
Long-distance trucking .....	16,817	16,324	15,936	16,259	15,958	3.0	2.4	-2.0	1.9
<b>Operating Expenses</b>									
Total .....	37,140	34,101	32,072	32,576	30,896	8.9	6.3	-1.5	5.4
<b>GENERAL CARRIERS</b>									
<b>Operating Revenue</b>									
Total .....	102,431	98,708	91,888	91,437	82,868	3.8	7.4	0.5	10.3
Motor carrier .....	98,816	94,359	87,128	86,080	78,088	4.7	8.3	1.2	10.2
Local trucking .....	17,282	14,754	12,613	13,234	11,961	17.1	17.0	-4.7	10.6
Long-distance trucking .....	81,534	79,605	74,515	72,846	66,127	2.4	6.8	2.3	10.2
<b>Operating Expenses</b>									
Total .....	96,717	93,586	86,783	86,392	79,773	3.3	7.8	0.5	8.3

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)—Estimated Motor Carrier Revenue, by Size of Shipments, Commodities Handled, and Origin and Destination of Shipments: 1989 Through 1998**

Item	Millions of dollars					Percent change					Percent of total motor carrier revenue				
	1998	1997	1996	1995	1994	1998/ 1997	1997/ 1996	1996/ 1995	1995/ 1994	1994/ 1993	1998	1997	1996	1995	1994
<b>Total Motor Carrier Revenue</b> . . .	187,451	173,884	163,786	153,881	148,002	7.8	6.2	6.4	4.0	9.6	100.0	100.0	100.0	100.0	100.0
<b>Size of Shipments</b>															
Less-than-truckload . . . . .	68,466	63,124	59,921	56,659	54,417	8.5	5.3	5.8	4.1	5.5	36.5	36.3	36.6	36.8	36.8
Truckload . . . . .	118,985	110,760	103,865	97,222	93,585	7.4	6.6	6.8	3.9	12.2	63.5	63.7	63.4	63.2	63.2
<b>Commodities Handled</b>															
Agricultural and food products . . .	23,132	23,972	22,546	21,668	20,937	-3.5	6.3	4.1	3.5	7.3	12.3	13.8	13.8	14.1	14.1
Mining products, unrefined . . . . .	4,123	3,977	3,513	3,116	2,668	3.7	13.2	12.7	16.8	16.4	2.2	2.3	2.1	2.0	1.8
Building materials . . . . .	14,045	12,516	11,051	10,495	10,195	12.2	13.3	5.3	2.9	12.7	7.5	7.2	6.7	6.8	6.9
Forestry, wood, and paper products . . . . .	10,910	9,718	9,064	8,653	9,150	12.3	7.2	4.7	-5.4	7.4	5.8	5.6	5.5	5.6	6.2
Chemicals and allied products . . . .	7,548	6,826	6,431	6,131	6,232	10.6	6.1	4.9	-1.6	0.1	4.0	3.9	3.9	4.0	4.2
Petroleum and petroleum products . . . . .	4,272	4,007	4,029	3,765	3,980	6.6	-0.5	7.0	-5.4	7.5	2.3	2.3	2.5	2.4	2.7
Metals and metal products . . . . .	15,452	14,646	13,927	13,112	12,648	5.5	5.2	6.2	3.7	7.2	8.2	8.4	8.5	8.5	8.5
Household goods . . . . .	13,637	12,852	11,426	10,893	9,737	6.1	12.5	4.9	11.9	13.4	7.3	7.4	7.0	7.1	6.6
Other manufactured products . . . . .	28,407	28,759	27,191	25,234	23,997	-1.2	5.8	7.8	5.2	21.8	15.2	16.5	16.6	16.4	16.2
Other goods . . . . .	65,926	56,611	54,608	50,814	48,458	16.5	3.7	7.5	4.9	6.3	35.2	32.6	33.3	33.0	32.7
<b>Origin and Destination of Shipments</b>															
U.S. to U.S. . . . .	183,661	170,420	160,603	151,118	145,489	7.8	6.1	6.3	3.9	(NA)	98.0	98.0	98.1	98.2	98.3
U.S. to Canada . . . . .	1,454	1,454	1,303	1,155	1,025	-	11.6	12.8	12.7	(NA)	0.8	0.8	0.8	0.8	0.7
Canada to U.S. . . . .	671	669	661	617	588	0.3	1.2	7.1	4.9	(NA)	0.4	0.4	0.4	0.4	0.4
Other . . . . .	1,665	1,341	1,219	900	900	24.0	10.0	23.1	10.0	(NA)	0.9	0.8	0.7	0.6	0.6

See footnotes at end of table.

Table 4. **Trucking and Courier Services (SIC 421)—Estimated Motor Carrier Revenue, by Size of Shipments, Commodities Handled, and Origin and Destination of Shipments: 1989 Through 1998—Continued**

Item	Millions of dollars					Percent change				Percent of total motor carrier revenue				
	1993	1992	1991	1990	1989	1993/ 1992	1992/ 1991	1991/ 1990	1990/ 1989	1993	1992	1991	1990	1989
Total Motor Carrier Revenue .....	135,000	127,049	117,732	117,122	107,645	6.3	7.9	0.5	8.8	100.0	100.0	100.0	100.0	100.0
<b>Size of Shipments</b>														
Less-than-truckload .....	51,604	49,119	46,626	45,710	41,740	5.1	5.3	2.0	9.5	38.2	38.7	39.6	39.0	38.8
Truckload .....	83,396	77,930	71,106	71,412	65,905	7.0	9.6	-0.4	8.4	61.8	61.3	60.4	61.0	61.2
<b>Commodities Handled</b>														
Agricultural and food products .....	19,518	19,390	17,850	17,103	15,463	0.7	8.6	4.4	10.6	14.5	15.3	15.2	14.6	14.4
Mining products, unrefined .....	2,293	1,890	1,748	1,954	(S)	21.3	8.1	-10.5	(S)	1.7	1.5	1.5	1.7	(S)
Building materials .....	9,044	7,247	5,966	6,269	5,823	24.8	21.5	-4.8	7.7	6.7	5.7	5.1	5.4	5.4
Forestry, wood, and paper products .....	8,518	8,441	7,559	7,261	6,356	0.9	11.7	4.1	14.2	6.3	6.6	6.4	6.2	5.9
Chemicals and allied products .....	6,225	6,350	6,071	5,964	5,397	-2.0	4.6	1.8	10.5	4.6	5.0	5.2	5.1	5.0
Petroleum and petroleum products .....	3,704	3,734	3,954	4,126	3,879	-0.8	-5.6	-4.2	6.4	2.7	2.9	3.4	3.5	3.6
Metals and metal products .....	11,797	11,038	10,697	10,794	9,842	6.9	3.2	-0.9	9.7	8.7	8.7	9.1	9.2	9.1
Household goods .....	8,586	8,144	7,416	7,512	7,256	5.4	9.8	-1.3	3.5	6.4	6.4	6.3	6.4	6.7
Other manufactured products .....	19,710	17,109	15,733	15,320	15,156	15.2	8.7	2.7	1.1	14.6	13.5	13.4	13.1	14.1
Other goods .....	45,605	43,706	40,738	40,819	36,521	4.3	7.3	-0.2	11.8	33.8	34.4	34.6	34.9	33.9
<b>Origin and Destination of Shipments</b>														
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. - Represents zero. 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 Inventories of Revenue Generating Equipment, by Type of Carrier, as of December 31: 1989 Through 1998**

Equipment	All carriers			Specialty carriers			General carriers		
	Total	Owned	Leased	Total	Owned	Leased	Total	Owned	Leased
<b>Trucks</b>									
Units (Thousands)									
1998 .....	395	349	(S)	150	136	(S)	245	213	32
1997 .....	346	301	(S)	134	119	(S)	212	182	30
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
Percent change									
1998/1997 .....	14.2	15.9	(S)	11.9	14.3	(S)	15.6	17.0	6.7
1997/1996 .....	4.2	1.0	(S)	3.1	2.6	(S)	5.0	-	50.0
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
<b>Truck-tractors</b>									
Units (Thousands)									
1998 .....	872	711	161	192	158	34	680	553	127
1997 .....	784	641	143	178	149	29	606	492	114
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
Percent change									
1998/1997 .....	11.2	10.9	12.6	7.9	6.0	17.2	12.2	12.4	11.4
1997/1996 .....	3.8	3.4	5.9	1.7	-0.7	16.0	4.5	4.7	3.6
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
<b>Trailers (Full and semi)</b>									
Units (Thousands)									
1998 .....	1,802	1,544	258	290	249	41	1,512	1,295	217
1997 .....	1,621	1,381	240	265	228	37	1,356	1,153	203
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
Percent change									
1998/1997 .....	11.2	11.8	7.5	9.4	9.2	10.8	11.5	12.3	6.9
1997/1996 .....	3.4	3.5	2.6	3.5	2.2	12.1	3.4	3.8	1.0
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	-	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

See footnotes at end of table.



Table 5. **Trucking and Courier Services (SIC 421)—Estimated Inventories of Revenue Generating Equipment, by Type of Carrier, as of December 31: 1989 Through 1998—Continued**

Equipment	All carriers			Specialty carriers			General carriers		
	Total	Owned	Leased	Total	Owned	Leased	Total	Owned	Leased
<b>Trucks</b>									
Units (Thousands)									
1993 .....	264	233	(S)	121	101	(S)	143	132	11
1992 .....	246	211	(S)	112	89	(S)	134	122	(S)
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)
Percent change									
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
1991/1990 .....	2.2	2.1	2.7	-	1.3	-4.0	3.9	2.6	16.7
1990/1989 .....	0.9	-2.0	19.4	2.0	-3.7	(S)	-	-0.9	(S)
<b>Truck-tractors</b>									
Units (Thousands)									
1993 .....	616	491	125	133	110	23	483	381	102
1992 .....	575	453	122	110	85	25	465	368	97
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
Percent change									
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	-	-1.2	4.2	8.6	7.0	15.5
1991/1990 .....	-0.2	-0.5	0.9	-2.7	-2.3	-4.0	0.5	-	2.4
1990/1989 .....	1.1	2.4	-3.6	-2.6	-2.2	(S)	2.2	3.6	-3.5
<b>Trailers (Full and semi)</b>									
Units (Thousands)									
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
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
Percent change									
1993/1992 .....	3.1	4.7	-5.0	2.0	2.3	-	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
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

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. - Represents zero.

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).

# Appendix A.

## Measures of Sampling Variability

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### 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 sampling units and because only a subset of the entire population is measured in a sample survey. Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate. The accuracy of a survey result may be affected by these two types of errors.

Sampling and nonsampling errors are often measured by the quantities, bias and variance. The *bias* of an estimator of an unknown population value is the difference, averaged over all possible samples of the same size and design, between the estimator and the unknown population value. Any systematic error, or inaccuracy that affects all samples of a specified design in a similar way, may bias the resulting estimates. *Variance* is the squared difference, averaged over all possible samples of the same size and design, between an estimator and its average value.

Descriptions of sampling and nonsampling errors for the Transportation Annual Survey are provided in the following sections.

#### Sampling Error

Because the estimates are based on a sample, exact agreement with the results that would be obtained from a complete enumeration 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 particular sample used in this survey is one of a large number of samples of the same size that could have been selected using the same design. If all possible samples had been surveyed, under the same conditions, an estimate of an unknown population value could have been obtained from each sample. These samples give rise to a distribution of estimates for the unknown population value. A statistical measure of the variability among these estimates is the standard error, which can be approximated from any one sample. The *standard error* is defined as the square root of the variance. The *coefficient of variation* (or relative standard error) of an estimate is the standard error of the estimate divided by the estimate. Note that measures of sampling variability, such as the standard error or coefficient of variation, are estimated

from the sample and are also subject to sampling variability. (Technically, we should refer to the *estimated* standard error or the *estimated* coefficient of variation of an *estimator*. However, for the sake of brevity we have omitted this detail.) It is important to note that the standard error and coefficient of variation only measure sampling variability. They do not capture any systematic biases in the estimates. Estimated coefficients of variation for dollar volume estimates and estimated ratios are shown in Tables A-1 through A-5. (All coefficients of variation are expressed as percents.)

The estimate from a particular sample and the approximate standard error associated with the estimate can be used to construct a confidence interval. A *confidence interval* is a range about a given estimator that has a specified probability of containing the estimator's corresponding, unknown population value. Associated with each interval is a percentage of confidence, which is interpreted as follows. If, for each possible sample, an estimate of an unknown population value and its approximate standard error were obtained, then:

1. For approximately 90 percent of the possible samples, the interval from 1.65 standard errors below to 1.65 standard errors above the estimate would include the unknown population value.
2. For approximately 95 percent of the possible samples, the interval from two standard errors below to two standard errors above the estimate would include the unknown population value.

#### Nonsampling Error

Nonsampling error encompasses all other factors that contribute to the total error of a sample survey estimate and may also occur in censuses. It is often helpful to think of nonsampling error as arising from deficiencies or mistakes in the survey process. In the Transportation Annual Survey, nonsampling error can be attributed to many sources: (1) inability to obtain information about all cases in the sample, (2) response errors, (3) differences in the interpretation of the questions, (4) mistakes in coding or keying the data obtained, and (5) other errors of collection, response, coverage, and processing. Although no direct measurement of the potential biases due to nonsampling error 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.

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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 15 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: 1997 and 1998**

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)
<b>Total Operating Revenue</b>											
Dollar volume											
1998 .....	1.7	1.8	4.9	2.0	5.8	6.6	2.9	5.1	7.6	4.4	5.9
1997 .....	1.9	2.0	5.6	1.9	5.4	6.3	2.8	4.8	7.1	3.9	5.6
Year-to-year ratio 1998/1997 ..	0.8	0.8	1.6	1.1	2.0	1.7	1.2	1.9	3.3	1.5	2.0
<b>Total Operating Expenses</b>											
Dollar volume											
1998 .....	(NA)	2.0	4.8	2.0	6.1	6.7	(NA)	(NA)	(NA)	(NA)	(NA)
1997 .....	1.8	1.9	5.1	1.9	5.9	6.2	3.3	5.9	7.0	4.6	7.3
Year-to-year ratio 1998/1997 ..	(NA)	0.8	1.6	1.3	2.4	1.5	(NA)	(NA)	(NA)	(NA)	(NA)

NA Not available.

Note: Estimated coefficients of variation have not been computed for estimates prior to 1997 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: 1997 and 1998**

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)	
	1998	1997	1998	1997	1998	1997	1998	1997	1998	1997
<b>Operating Revenue</b>										
Total .....	1.8	2.0	4.9	5.6	2.0	1.9	5.8	5.4	6.6	6.3
Motor carrier .....	1.9	2.1	4.9	5.7	2.0	1.9	7.4	7.5	6.2	6.2
Local trucking .....	4.5	4.1	5.8	5.7	6.4	6.1	8.8	6.8	16.5	15.6
Long-distance trucking .....	2.5	2.3	11.7	12.7	2.3	2.2	11.6	14.9	7.7	7.4
<b>Operating Expenses</b>										
Total .....	2.0	1.9	4.8	5.1	2.0	1.9	6.1	5.9	6.7	6.2

Note: Estimated coefficients of variation have not been computed for estimates prior to 1997 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: 1997 and 1998**

Item	Dollar volume		Year-to-year ratio 1998/1997
	1998	1997	
<b>ALL CARRIERS</b>			
<b>Operating Revenue</b>			
Total .....	1.8	2.0	0.8
Motor carrier .....	1.9	2.1	0.7
Local trucking .....	4.5	4.1	1.5
Long-distance trucking .....	2.5	2.3	0.9
<b>Operating Expenses</b>			
Total .....	2.0	1.9	0.8
<b>SPECIALTY CARRIERS</b>			
<b>Operating Revenue</b>			
Total .....	6.0	5.4	1.3
Motor carrier .....	6.1	5.6	1.3
Local trucking .....	7.0	6.7	1.5
Long-distance trucking .....	9.3	8.5	2.3
<b>Operating Expenses</b>			
Total .....	5.9	5.3	1.5
<b>GENERAL CARRIERS</b>			
<b>Operating Revenue</b>			
Total .....	1.9	2.2	1.0
Motor carrier .....	2.0	2.2	0.9
Local trucking .....	4.5	6.4	3.6
Long-distance trucking .....	2.5	2.2	0.9
<b>Operating Expenses</b>			
Total .....	2.0	2.1	1.0

Note: Estimated coefficients of variation have not been computed for estimates prior to 1997 but approximate those previously published.

Table A-4. **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: 1997 and 1998**

Item	Dollar volume		Year-to-year ratio 1998/1997	Percent of total motor carrier revenue	
	1998	1997		1998	1997
Total Motor Carrier Revenue .....	1.9	2.1	0.7	(X)	(X)
<b>Size of Shipments</b>					
Less-than-truckload .....	2.1	2.3	1.3	2.0	2.4
Truckload .....	2.6	3.0	1.3	1.1	1.4
<b>Commodities Handled</b>					
Agricultural and food products .....	5.7	6.7	1.7	5.3	6.0
Mining products, unrefined .....	17.3	15.0	20.9	18.2	15.1
Building materials .....	5.9	7.9	7.5	5.8	7.9
Forestry, wood, and paper products .....	6.3	6.2	4.0	6.7	6.0
Chemicals and allied products .....	6.7	8.6	3.8	6.8	8.3
Petroleum and petroleum products .....	12.1	14.3	6.8	13.7	14.6
Metals and metal products .....	6.2	5.1	3.6	5.8	4.9
Household goods .....	6.1	7.3	3.3	5.8	7.3
Other manufactured products .....	4.7	4.4	3.0	5.3	4.1
Other goods .....	4.9	4.1	1.5	3.3	3.0
<b>Origin and Destination of Shipments</b>					
U.S. to U.S. ....	2.0	2.1	0.7	0.2	0.2
U.S. to Canada .....	7.3	5.9	4.0	7.3	6.1
Canada to U.S. ....	12.4	10.9	5.2	12.7	10.8
Other .....	17.9	17.2	2.9	17.9	17.5

X Not applicable.

Note: Estimated coefficients of variation have not been computed for estimates prior to 1997 but approximate those previously published.

Table A-5. **Trucking and Courier Services (SIC 421)—Estimated Coefficients of Variation for Inventories of Revenue Generating Equipment, by Type of Carrier, as of December 31: 1997 and 1998**

Equipment	All carriers			Specialty carriers			General carriers		
	Total	Owned	Leased	Total	Owned	Leased	Total	Owned	Leased
<b>Trucks</b>									
Units									
1998 .....	5.4	5.9	(S)	8.1	8.2	(S)	6.5	7.1	14.0
1997 .....	4.8	4.9	(S)	6.8	6.3	(S)	6.9	7.2	17.7
Year-to-year ratio 1998/1997 .....	3.3	3.7	(S)	5.4	5.9	(S)	3.5	3.1	25.7
<b>Truck-tractors</b>									
Units									
1998 .....	3.2	4.1	8.1	7.5	9.0	21.5	4.2	5.3	6.8
1997 .....	3.0	3.4	9.4	6.9	7.4	20.3	3.7	4.3	9.3
Year-to-year ratio 1998/1997 .....	1.2	1.8	7.4	3.4	4.0	17.3	1.8	2.2	8.5
<b>Trailers (Full and semi)</b>									
Units									
1998 .....	2.5	3.3	8.5	9.1	10.7	17.8	3.0	3.8	8.4
1997 .....	3.0	3.1	7.9	8.5	9.7	17.5	3.5	3.6	8.5
Year-to-year ratio 1998/1997 .....	1.1	1.2	8.0	4.1	4.8	7.4	1.3	1.3	9.0

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 estimates prior to 1997 but approximate those previously published.



# Appendix B.

## Explanatory Material

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### 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 sub-leasing 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.

#### 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.

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**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

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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:

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- 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

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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

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FORM **B-514**  
(10-16-98)  
U.S. DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS  
  
**1998  
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.

<b>CENSUS USE</b>	<b>013</b>

**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 3 of this form.**

<b>Item 1</b>	<b>NUMBER OF LOCATIONS</b>	<b>Key code</b>	<b>1998 Number</b>
Enter the total number of trucking and warehousing locations operated by this company as of December 31, 1998. A location is defined as an establishment with paid company personnel. _____		<b>001</b>	

**Item 2 ORGANIZATIONAL STATUS** — Mark (X) the ONE box which best describes this company during 1998.

081 0  Corporation      5  Governmental — Specify ↘      9  Other — Specify ↘  
 1  Individual proprietorship      082       083   
 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 1998.

107 1  General freight      2  Specialty freight including household goods









**1998 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 1998 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 1998, report only for the period that the locations were operated by this company.
- Report data for calendar year 1998. 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 1998 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 1998, 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.

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

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.
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 — OPERATING EXPENSES

- Report costs incurred during 1998, 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.

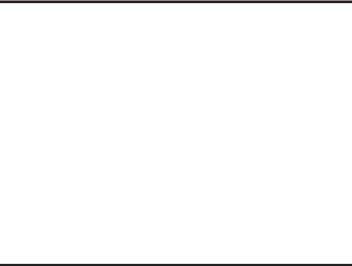
Public reporting burden for this collection of information is estimated to average 3.0 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to the Associate Director for Finance and Administration, 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.

FORM **B-524**  
(10-16-98)  
  
U.S. DEPARTMENT OF COMMERCE  
BUREAU OF THE CENSUS  
  
**1998  
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.

<b>CENSUS USE</b>	<b>013</b>



**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 SECOND 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 second 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 2 of this form.**

<b>Item 1</b>	<b>NUMBER OF LOCATIONS</b>	<b>Key code</b>	<b>1998 Number</b>
	Enter the total number of warehousing and trucking locations operated by this company as of December 31, 1998. A location is defined as an establishment with paid company personnel. _____	<b>001</b>	

<b>Item 2</b>	<b>ORGANIZATIONAL STATUS</b> — Mark (X) the ONE box which best describes this company during 1998.		
<b>081</b>	0 <input type="checkbox"/> Corporation	5 <input type="checkbox"/> Governmental — Specify ↘	9 <input type="checkbox"/> Other — Specify ↘
	1 <input type="checkbox"/> Individual proprietorship	<b>082</b>	<b>083</b>
	2 <input type="checkbox"/> Partnership		

**CONTINUE WITH ITEM 3 ON PAGE 2**

<b>Item 3 OPERATING REVENUE</b> <i>See the attached "Coverage and Reporting Instructions" sheet before completing this item.</i>	An estimate is acceptable if a book figure is not available.	Key code	1998			
			Bil.	Mil.	Thou.	Dol.
<b>TOTAL OPERATING REVENUE</b> →		<b>002</b>				

<b>Item 4 REPORT PERIOD</b> Mark (X) the one box which best describes the period covered by your report. If the data reported in item 3 is for a period other than the "calendar year," please enter the beginning and ending dates.	<input checked="" type="checkbox"/> 1 Calendar year — Go to item 5 <input type="checkbox"/> 2 Fiscal year <input type="checkbox"/> 3 Less than 12 months	From	Key code	1998			
				To	Month	Day	Year
					<b>005</b>		
		<b>010</b>					

<b>Item 5 OWNERSHIP OR CONTROL</b>	
<b>a.</b> 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?  <input checked="" type="checkbox"/> 1 YES <input type="checkbox"/> 2 NO — Continue with item 5b	Name of owning or controlling company <b>085</b>
	Number and street
	City, State, and ZIP Code
	EIN <b>086</b>
<b>b.</b> Did this company acquire or merge with another company in 1998?  <input checked="" type="checkbox"/> 1 YES <input type="checkbox"/> 2 NO — Continue with item 6	Name of company acquired or merged with <b>088</b>
	Number and street
	City, State, and ZIP Code
	Date of merger or acquisition <b>089</b> Month Year <b>090</b> EIN

**REMARKS** — Please use this space for any explanations that may be essential in understanding your reported data.

**091**

**092 CENSUS USE**

<b>Item 6 CERTIFICATION</b> — This report is substantially accurate and was prepared in accordance with instructions.					
Name of person completing this report — Please print <b>093</b>	Address (Number and street, city, State, ZIP Code) <b>094</b>		Telephone <b>095</b>		
			Area code	Number	Extension
Signature	Title <b>096</b>	Date <b>097</b>	Fax number <b>098</b>		
			Area code	Number	Extension

**1998 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 1998 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 2 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 1998, report only for the period that the locations were operated by this company.
- Report data for calendar year 1998. If calendar year records are not available, data for the latest fiscal year are acceptable. Indicate the period covered in item 4. Please note, however, that estimates for calendar year 1998 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 1998, 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.)

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 Finance and Administration, 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.

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