



**TRUCKING
MOVES
IOWA >>>
FORWARD**



TRUCKING MOVES IOWA FORWARD...

DID YOU KNOW?

TRUCKING DRIVES IOWA'S ECONOMY BY PROVIDING JOBS!

- > Iowa trucking industry provides almost **100,000 jobs or one out of 13 in the state of Iowa**
- > Average salary of someone employed in Iowa's trucking industry is **\$43,000** (state per capita income is \$26,110)
- > **Truck drivers** (heavy-duty, light-duty & delivery drivers) **held 47,000 of those jobs** with a mean average salary of **\$36,000**
- > **Trucking wages** in Iowa exceed **\$4.5 billion**

IOWA IS A TRUCKING STATE!

Iowa is home to **11,420 interstate trucking companies** (trucks traveling throughout the US) and **9,200 intrastate companies** (trucks that travel in Iowa only)

Iowa has a number of small and locally owned trucking companies that make BIG contributions to the communities in which they are located by providing good paying jobs, a stable working environment and driving local economies in the community. There are trucking companies located in all 99 counties so Iowa's trucking industry has a big footprint in the state.

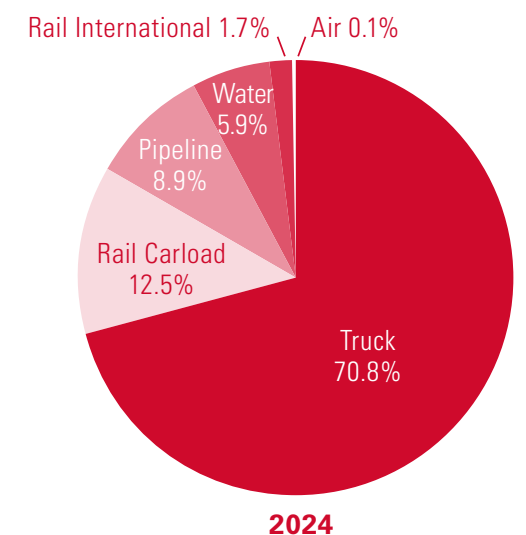
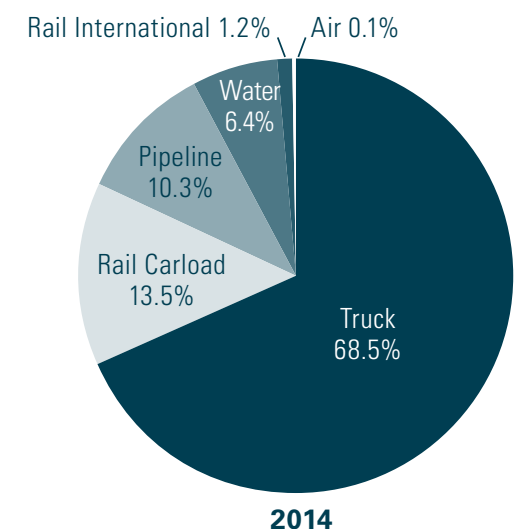
**All statistics based on 2013 & 2014 data*

TRUCKS MOVE IOWA!

- > Iowa based trucks transported **78% of total manufactured tonnage in the state of Iowa** ... almost 125 million tons/year or 341,235 tons PER DAY!
- > Over **70% of all Iowa communities are served EXCLUSIVELY by trucks**
- > While the interstate and CIN (Commercial Industrial Network) comprises only **34% of the primary road system mileage in Iowa, it carries over 80% of all large truck travel.**

- > Good roads equal the efficient delivery of the goods and products that Iowans depend upon. **Maximum efficiency is KING in trucking.** Delays caused by bad roads, detours or road construction very quickly compromise those efficiencies and creates additional costs to that load. Iowa's trucking industry is always supportive of investing in good infrastructure.
- > Trucks are going to continue to be the primary mode of moving products in Iowa. Iowa's strong agricultural base along with the crossroads of two major freight corridors (I-80 & I-35) is another reason that Iowa is considered a "trucking state".

DISTRIBUTION OF TONNAGE BY MODE 2014 VS. 2024



Source: U.S. Freight Transportation Forecast to 2024



IOWA TRUCKING PAYS ITS WAY!

- › While **trucks represent only 12% of the vehicle miles traveled in Iowa, they pay to 45% of total highway user fees and taxes** or \$445 million in federal and state taxes.
- › The owner of a typical five-axle tractor-semitrailer unit in **Iowa pays an average of \$5,485 in annual state highway user taxes and fees** AND \$8,906 in federal user taxes and fees. These taxes are over and above the typical taxes paid by a business in the State of Iowa.
- › Annual state registration & weight fees – **As of January 2013, a typical five-axle tractor-semitrailer combination paid \$1,725 to the state in license plate and weight based registration fees.** The state of Iowa collected nearly \$259 million from truck owners.
- › Other state fees – In addition to the previously listed taxes and fees collected from truck owners, **Iowa also collects an additional \$35.6 million on an annual basis for other truck related fees such as special permit fees, certificate fees, penalties and fines.**

TRUCKING IS COMMITTED TO SAFETY

- › Safety is always a top priority to Iowa truckers.
- › The large truck fatal crash rate for **2013 was 1.44 fatal crashes per 100 million vehicle miles traveled (VMT).** This rate has dropped by 39.2% over the past decade.
- › As a **highly regulated industry**, safety and compliance is not an option. Every trucking company is required to implement the following regulatory and compliance procedures to ensure that there are safe and responsible drivers behind the wheel.
 - ›› **Drug & Alcohol Testing** – random, pre-employment, reasonable suspicion, post-accident, return-to-duty and follow-up are all examples of the various drug and alcohol tests that are required by law to be part of a compliance program for every trucking company.
 - ›› **Commercial Driver License Standards (CDL)** – most professional drivers are required to have a CDL which requires different levels of testing to ensure that the driver is competent to drive a big truck.
- ›› **Driver Qualification** – every trucking company must ensure that every driver they hire meets a list of standards to be qualified to drive a commercial vehicle. A company is required to keep a record of these qualifications that relate to their health (medical standards), training, driving experience and driving record.
- ›› **Vehicle Maintenance Records** – every trucking company is also responsible to ensure that every truck they own is free of any possible mechanical problems. Federal regulations require a trucking company to have preventative maintenance schedules in place as well as corrective maintenance programs in place. Daily vehicle inspections are required by the driver and proper documentation is required at all times. DOT enforcement is required to do random roadside inspections which further ensures that all the equipment is in compliance and not jeopardizing safety in any way.
- › **The cost of compliance** – it is estimated that it costs the average trucking company **\$7,500/truck/year to cover the costs of ensuring FULL COMPLIANCE** with all the regulations that are required of trucking companies.

DID YOU KNOW?

1. Average cost of a new truck? \$110,000 non-sleeper, \$125,000 sleeper unit w/bells & whistles

2. What is considered “bells & whistles” on a truck?

For a truck, there is typically 18 – 20 pages of standard specs that are required when building a truck. Bells and whistles are what is added beyond that; such as aluminum wheels, additional chrome, comfort items such as refrigerators/APUs/Power inverters, satellite radio and automatic transmissions are the most popular in the last year or two. The comfort of the driver is always most important but in the most recent years, providing a very nice truck is a powerful recruiting tool for drivers.

3. Average additional cost to the price of a truck when you add in the “bells & whistles”?

\$10,000 - \$15,000

4. Average life span of a truck?

7 years

5. Average miles per gallon (MPG)?

6.5 miles per gallon

6. Average miles/year on a truck? 120,000

miles per year. Due to regulations, general private fleets and truckload fleets are averaging the same amount of miles per year.

7. Increase in price of trucks due to new emissions standards?

\$20,000 and rising. Since the early 2000s, stricter engine emissions standards have been implemented. Engine manufacturers were required to come up with cleaner burning engines and engineer the new engines to meet the EPA requirements and complete new models with more frontal cooling area to cool these new engines. Engine manufacturers are currently working on new engines to meet the new 2017 emission requirements.

8. Average age of the professional driver in Iowa?

57 years. The trucking industry is always looking for good, qualified drivers and with more drivers exiting than entering the industry, the driver shortage is really starting to impact the industry.

9. Average starting pay for a diesel mechanic in the State of Iowa?

Apprentice pay starts at \$16.00 per hour plus benefits while a journeyman starts at \$27.50 plus benefits. There is a big shortage of diesel mechanics as well in Iowa. This is another great career option and more individuals need to consider becoming a diesel mechanic.

10. Average speed of a truck by Iowa based companies?

60 miles per hour. This average speed was determined by polling 75 trucking companies in the state of Iowa. Most trucking companies monitor their speed of their trucks very closely and the vast majority of fleets in Iowa are set to go a certain speed. Electronic Control Module (ECM) or speed governors as they are commonly referred to ensure that the truck maintains a certain speed and are widely used throughout the trucking industry. Regulating the speed of a truck helps the fleet with its fuel efficiency but more importantly, it makes the fleet safer. There is a direct and strong correlation with driving at a safe speed and preventing accidents or unsafe situations.



IMTA MISSION

It is the mission of the Iowa Motor Truck Association to promote the success of the trucking industry in Iowa.

Established in 1942, the Iowa Motor Truck Association is the recognized voice for Iowa's trucking industry and takes great pride in advocating for a pro-trucking, pro-business environment for its 700+ members.

IMTA AT A GLANCE

- › **Founded in 1942** by Mr. John Ruan.
- › **Headquartered in Des Moines** at the foot of the Iowa State Capitol building.
- › IMTA **headquarters building is a 10,000 square foot building that features stunning views of the Iowa State Capitol**, a 60 seat conference center, 5,000 square feet of meeting space, 20 seat board room, association offices and foundation offices. In 2015, over 100 events/meetings/educational sessions were held at the IMTA offices hosted not only by the IMTA, but by IMTA members, other trade associations, lawmakers, regulators and community colleges.
- › **In 2015, a one of a kind sculpture was gifted to the association** by Jackie Johnsrud, Johnsrud Transport and was placed at the entrance of the association. The **sculpture entitled "Delivering the World"** is a tribute to all the men and women that enable the trucking industry to deliver the world to everyone.

- › Over **700 member companies belong to the association** representing companies of all sizes and employing thousands of hard working Iowans.
- › **Members represent a broad range of trucking operations, vendor/suppliers** to the industry as well as towing and recovery professional companies, household goods moving companies and bus companies.
- › Average IMTA member has **70 trucks** (2015).
- › **Members located in 80 of the 99 counties** – membership campaign currently underway to secure members in all 99 counties!

TOP TEN ISSUES OF CONCERN

- › **Economy**
- › **Regulatory Environment**
- › **Government Overreach**
- › **Barriers to Profitability**
- › **Labor Shortage – Driver/Diesel Mechanics/Personnel in General**
- › **Driver Retention**
- › **Truck Parking**
- › **Maintenance and Investment in Infrastructure/Highway Funding - Roads & Bridges**
- › **Driver Health & Wellness**
- › **Congestion/Bottlenecks**

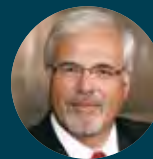


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