ODOT Motor Carrier Weight Mile Tax Structure and Rate Survey
Ci3 Instrument

CATI ON

SQN right
REVIEW ctrlR

Q:HELLO1
T:
Hello. ___(NAME)____ please.

PROBE FOR NO NAME: Hello, I need to speak with the (Western regional) manager
who handles state road tax payments.
PROBE: May I please speak with ___(NAME)____?
PROBE FOR GATEKEEPERS: When is his(her) schedule open for 15 minutes today
or tomorrow?
PROBE FOR GATEKEEPERS: (I am not selling a thing.) The State of Oregon has
asked us to contact _____ to assess the current road tax structure and
its affects. (Your firm was chosen randomly from a list of all trucking firms
who pass through Oregon for this 15-minute survey. I want to assure you that
this survey is completely voluntary and confidential.)

--> PRESS '1' TO CONTINUE
CTRL-END-->TO RESCHEDULE
I:
Key 1
cmdi FEETYPE "FEETYPE" 1

Q:HELLO2
T:
(Hello.) This is _____ calling from the Oregon Survey Research Laboratory.
The State of Oregon has asked us to contact you about motor carrier services
and road taxes. Your firm was chosen randomly from a list of all trucking firms
who pass through Oregon for this 15-minute survey.
I want to assure you that this survey is completely voluntary and confidential
(and that I am not selling a thing). Do you have any questions before we begin?

--> PRESS '1' TO CONTINUE
CTRL-END-->TO RESCHEDULE
I:
Key 1

Q:LOCATED
T:
Where is your company's headquarters located?
PROBE: In what (city/state) is that?

OPEN-ENDED

PLEASE RECORD CITY AND STATE
I:

opn 10 5 20 60

Q:OREGOPER
T:
Does your firm operate as a for-hire motor carrier in the
State of Oregon?

NOTE: WE ARE INTERESTED IN TALKING TO ANYONE WHO DOES ENGAGE
TO SOME EXTENT IN FOR-HIRE CARRIAGE.

NOTE: OSRL IS NOT INTERVIEWING PRIVATE CARRIERS FOR EXAMPLE, TRUCKERS
EMPLOYED BY A MAJOR DEPARTMENT STORE WHO TRUCK ONLY FOR THAT STORE.

1 YES
2 NO-->SKIPTO NOQAL

7 REFUSED-->SKIPTO NOQAL
8 DON'T KNOW-->SKIPTO NOQAL
9 NO ANSWER-->SKIPTO NOQAL
I:
Key 1,2,7-9
QAL NOQAL
if (ans > 1) skipto NOQAL

Q:YEARS
T:
How many years has your company been in business?

PROBE FOR MERGERS: Please think of the original, founding company.
PROBE: (I can only input a single number) Your approximation will be just fine.

CODE ACTUAL NUMBER, NO PARTIAL NUMBERS PLEASE

0 = LESS THAN 1 YEAR
96 = 96 OR MORE YEARS

97 REFUSED
98 DON'T KNOW
99 NO ANSWER
I:
num 0 99 2 0 20 10
cmdi RecNum "RecordNumber"
cmdi ASSIGN1 "ASSIGN1" 1
cmdi ASSIGN2 "ASSIGN2" 1
cmdi ASSIGN3 "ASSIGN3" 1
cmdi ASSIGN4 "ASSIGN4" 1
cmdi ASSIGN5 "ASSIGN5" 1
cmdi ASSIGN6 "ASSIGN6" 1
cmdi ASSIGN7 "ASSIGN7" 1
cmdi ASSIGN8 "ASSIGN8" 1
cmdi ASSIGN9 "ASSIGN9" 1
cmdi FEETYPE "FEETYPE" 1
cmdi NFFCODE "NFFCODE" 1

Q:ICCCERT
T:
Does your firm have operating authority to haul regulated commodities
under the U. S. Department of Transportation's Surface Transportation Board?

PROBE: The Surface Transportation Board is part of the U.S. Department of
Transportation.
PROBE: Does your company have a federal operating certificate?
PROBE: Does your company have a federal operating certificate from the
organization that replaced the Interstate Commerce Commission in 1995?

NOTE: THE INTERSTATE COMMERCE COMMISSION, THAT USED TO PROVIDE OPERATING
AUTHORITY, WAS DISBANDED IN 1995. THE QUESTION REFERS TO THE NEW AUTHORITY.

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
Key 1,2,7-9

Q:NUMMILE1
T:
The next few questions are about your firm's size. How many miles did your
firm's trucks and tractor/trailers travel altogether in the last 12 months?

PROBE: What is your best estimate (for all your company's trucks and
tractor/trailers since March 2000)?
PROBE: Approximately, how many miles did your firm's trucks and
tractor/trailers travel in the past year?
PROBE: (I can only input a single number) Your approximation will be just fine.

CODE ACTUAL NUMBER IN 1,000s, 1-6 DIGITS.
FOR EXAMPLE, ENTER: 1 FOR "ONE THOUSAND MILES"
                                        80 FOR "EIGHTY THOUSAND MILES"
                        1,600 FOR "ONE POINT SIX MILLION MILES"

-->999,996 FOR "ONE BILLION", ANY MILES MORE THAN ONE BILLION, OR ANY MILES
BETWEEN 999,999,996   ("NINE HUNDRED AND NINETY-NINE MILLION, NINE HUNDRED AND
NINETY-NINE THOUSAND,NINE HUNDRED AND NINETY SIX") AND ONE BILLION.

-->0 FOR LESS THAN 1,000 MILES
999,997 REFUSED
999,998 DON'T KNOW
999,999 NO ANSWER

        (,000/thousand miles)
I:
num 0 999999 6 0 24 5

Q:NUMTRAC

T:
How many trucks and tractor/trailers does your firm operate?

PROBE: What is your best estimate?
PROBE: (I can only input a single number) Your approximation will be just fine.

CODE ACTUAL NUMBER, 1-9996

9996-->9,996 OR MORE TRACTORS
9997 REFUSED
9998 DON'KNOW
9999 NO ANSWER
I:
num 1 9999 4 0 20 10

Q:NUMMILE2
T:
How many miles did each truck and tractor/trailer travel, on average,
in the last 12 months?

PROBE: What is your best estimate (for the average truck and tractor/trailer
in your company since March 2000)?
PROBE: Approximately, how many miles did each truck and tractor/trailer
travel in the past year?
PROBE: Thinking about an average truck and tractor/trailer in your firm,
approximately how many miles did it travel in the past year?
PROBE: (I can only input a single number) Your approximation will be just fine.

CODE ACTUAL NUMBER IN 1,000s, 1-3 DIGITS.
FOR EXAMPLE, ENTER: 1 FOR "ONE THOUSAND MILES"
                  80 FOR "EIGHTY THOUSAND MILES"

996-->996,000 OR MORE MILES

0-->LESS THAN 1,000 MILES

997 REFUSED
998 DON'T KNOW
999 NO ANSWER

      (,000/thousand miles)
I:
num 0 999 3 0 24 5

Q:PCTLOAD1
T:
What percent of payload capacity does your firm operate?
(What this question means is...)Are your trucks one hundred percent loaded,
fifty percent loaded, or something else?

PROBE: When you are carrying a load, how loaded are your trucks?
PROBE: How loaded are your trucks, on average (in a percentage form)?
PROBE: What is your best estimate?
PROBE: (I can only input a single number) Your approximation will be just fine.

CODE ACTUAL NUMBER, 1-100

997 DON'T KNOW
998 REFUSED
999 NO ANSWER

      percent loaded
I:
num 1 999 3 0 16 5
if (ans > 100)
 if (ans < 997) REASK
ENDIF

Q:PAYLOAD
T:
What is your firm's average payload in tons?

PROBE: What is your best estimate (your firm's average payload),
averaging tons across different types of loads?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE FOR NET OR GROSS: Gross average payload in tons, please.

CODE ACTUAL NUMBER, 1-996, INCLUDING DECIMALS

1-->1 TON OR LESS
996-->996 TONS OR MORE

997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 1 999 6 2 20 5

Q:PCTLOAD2
T:
What percent of your firm's total miles are empty
(for truck and tractor/trailer trips)?

PROBE: What is your best estimate?
PROBE: (I can only input a single number) Your approximation will be just fine.

CODE ACTUAL NUMBER, 0-100

997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK
ENDIF

Q:PCTLOCAL
T:
What percent of your firm's total miles are local hauls
(as opposed to over-the-road miles)?

PROBE: Whatever "local" means to you.
PROBE: What is your best estimate?
PROBE: (I can only input a single number) Your approximation will be just fine.

CODE ACTUAL NUMBER, 0-100

997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK
ENDIF

Q:UNION
T:
Are any of the drivers in your firm unionized?

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1,2,7-9

Q:WAGE1
T:
What is the average annual income, before taxes, of your company's
truck drivers?

PROBE: What is your best estimate?
PROBE: (I can only input a single number) Your approximation will be just fine.

NOTE: THIS MAY INCLUDE PAY PER MILE, PER HOUR, PERCENT OF FIRM'S REVENUE,
BONUSES, AND ANY OTHER INCOME SOURCE FROM THE COMPANY.

NOTE: RECORD R'S COMMENTS IN FOLLOWING VARIABLE. COMMENT VARIABLE WILL
APPEAR
FOR ALL ANSWERS

CODE ACTUAL NUMBER IN 1,000s, UP TO 3 DIGITS $5,000-$994,000.
FOR EXAMPLE, ENTER: 5 FOR "FIVE THOUSAND DOLLARS"
                80 FOR "EIGHTY THOUSAND DOLLARS"
                120 FOR "ONE HUNDRED AND TWENTY THOUSAND DOLLARS"

995-->$995,000 OR GREATER

996 OTHER
997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 1 999 3 0 25 5

Q:WAGE2
T:
INTERVIEWER: TYPE R'S COMMENTS ON WAGES HERE.

IF NO COMMENTS, TYPE "XX" TO CONTINUE.
I:
opn 10 5 25 60

Q:COMMTL
T:
The next few questions are about the specific commodity markets
your firm serves and how much you charge.
First, does your company do General Freight TL?

NOTE: TL = TRUCKLOAD

1 YES-->TO RANDOM COMMTL(A,B,C,D)
2 NO-->SKIPTO COMMLTL

7 REFUSED-->SKIPTO COMMLTL
8 DON'T KNOW-->SKIPTO COMMLTL
9 NO ANSWER-->SKIPTO COMMLTL
I:
key 1,2,7-9
if (ans > 1) skipto COMMLTL
if (ASSIGN1 = 0) skipto COMMTLA
if (ASSIGN1 = 1) skipto COMMTLB
if (ASSIGN1 = 2) skipto COMMTLC
if (ASSIGN1 = 3) skipto COMMTLD

Q:COMMTLA
T:
For an average General Freight TL Service of 50 miles,
roughly how much does your company typically charge?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS TL THAT DISTANCE: Roughly how much would your
company charge if you did haul General Freight TL that distance?

ENTER EXACT AMOUNT $0.01 to $999.96.

999.96 = 999.96 OR MORE DOLLARS
999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMMTLE

Q:COMMTLB
T:
For an average General Freight TL Service of 100 miles,
roughly how much does your company typically charge?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS TL THAT DISTANCE: Roughly how much would your
company charge if you did haul General Freight TL that distance?

ENTER EXACT AMOUNT $0.01 to $999.96.

999.96 = 999.96 OR MORE DOLLARS
999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMMTLE

Q:COMMTLC
T:
For an average General Freight TL Service of 250 miles,
roughly how much does your company typically charge?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS TL THAT DISTANCE: Roughly how much would your
company charge if you did haul General Freight TL that distance?

ENTER EXACT AMOUNT $0.01 to $999.96.

999.96 = 999.96 OR MORE DOLLARS
999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMMTLE

Q:COMMTLD

T:
For an average General Freight TL Service of 500 miles,
roughly how much does your company typically charge?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS TL THAT DISTANCE: Roughly how much would your
company charge if you did haul General Freight TL that distance?

ENTER EXACT AMOUNT $0.01 to $999.96.

999.96 = 999.96 OR MORE DOLLARS
999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMMTLE

Q:COMMTLE
T:
(IF NOT OFFERED:) Is that charge per truckload, per hundred weight,
per hour, per mile, or something else for General Freight TL Service?

PROBE: By which does your company most often charge General Freight TL Service
(per truckload, per hundred weight, per mile, or per hour)?

NOTE: GET R TO CHOOSE ONE; AVOID "SOMETHING-->SPECIFY"

1 TRUCKLOAD
2 HUNDRED WEIGHT
3 HOUR
4 MILE
5 SOMETHING ELSE-->SPECIFY

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
Key 1-5,7-9
oth 5 22 5 24 60

Q:COMMLTL
T:
Does your firm do General Freight LTL?

NOTE: LTL = LESS THAN TRUCKLOAD

1 YES-->TO RANDOM COMMLTL(A,B,C,D)
2 NO-->SKIPTO COMMKTS

7 REFUSED-->SKIPTO COMMKTS

8 DON'T KNOW-->SKIPTO COMMKTS
9 NO ANSWER-->SKIPTO COMMKTS
I:
key 1,2,7-9
if (ans > 1) skipto COMMKTS
if (ASSIGN2 = 0) skipto COMMLTLA
if (ASSIGN2 = 1) skipto COMMLTLB
if (ASSIGN2 = 2) skipto COMMLTLC
if (ASSIGN2 = 3) skipto COMMLTLD

Q:COMMLTLA
T:
For an average LTL General Freight Service of 50 miles,
roughly how much does your company typically charge?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS LTL THAT DISTANCE: Roughly how much would your
company charge if you did haul General Freight LTL that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMMLTLE

Q:COMMLTLB
T:
For an average LTL General Freight Service of 100 miles,
roughly how much does your company typically charge?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS LTL THAT DISTANCE: Roughly how much would your
company charge if you did haul General Freight LTL that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10

skipto COMMLTLE

Q:COMMLTLC
T:
For an average LTL General Freight Service of 250 miles,
roughly how much does your company typically charge?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS LTL THAT DISTANCE: Roughly how much would your
company charge if you did haul General Freight LTL that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMMLTLE

Q:COMMLTLD
T:
For an average LTL General Freight Service of 500 miles,
roughly how much does your company typically charge?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS LTL THAT DISTANCE: Roughly how much would your
company charge if you did haul General Freight LTL that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMMLTLE

Q:COMMLTLE
T:
(IF NOT OFFERED:) Do you charge per truckload, per hundred weight,
per hour, per mile, or something else for General Freight LTL?

PROBE: By which does your company most often charge General Freight TL Service
(per truckload, per hundred weight, per mile, or per hour)?

1 TRUCKLOAD
2 HUNDRED WEIGHT
3 HOUR
4 MILE
5 SOMETHING ELSE-->SPECIFY

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1-5,7-9
oth 5 22 5 24 60

Q:COMMKTS
T:
Does your firm haul any commodities for which you can pay flat fee road taxes
(such as sand and gravel, logs, or wood chips)?

NOTE: R "CAN" PAY FLAT FEE ROAD TAXES, BUT MAY CHOOSE TO PAY OTHER WAYS.

1 YES
2 NO-->SKIPTO PCTSER(RANDOM 1,2,3)

7 REFUSED-->SKIPTO PCTSER(RANDOM 1,2,3)
8 DON'T KNOW-->SKIPTO PCTSER(RANDOM 1,2,3)
9 NO ANSWER-->SKIPTO PCTSER(RANDOM 1,2,3)
I:
Key 1,2,7-9
if (ans > 1) skipto PCTSER1

Q:COMM1
T:
Does your firm haul sand and gravel?

1 YES-->TO RANDOM COMM1(A,B,C,D)
2 NO-->SKIPTO COMM2

7 REFUSED-->SKIPTO COMM2
8 DON'T KNOW-->SKIPTO COMM2
9 NO ANSWER-->SKIPTO COMM2
I:
key 1,2,7-9
if (ans > 1) skipto COMM2
if (ASSIGN3 = 0) skipto COMM1A
if (ASSIGN3 = 1) skipto COMM1B
if (ASSIGN3 = 2) skipto COMM1C
if (ASSIGN3 = 3) skipto COMM1D

Q:COMM1A
T:

For 20 miles, roughly how much does your company typically charge
for sand and gravel on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS SAND & GRAVEL THAT DISTANCE: Roughly how much would your
company charge if you did haul sand and gravel that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMM1E

Q:COMM1B
T:
For 50 miles, roughly how much does your company typically charge
for sand and gravel on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS SAND & GRAVEL THAT DISTANCE: Roughly how much would your
company charge if you did haul sand and gravel that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS
999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMM1E

Q:COMM1C
T:
For 100 miles, roughly how much does your company typically charge
for sand and gravel on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS SAND & GRAVEL THAT DISTANCE: Roughly how much would your
company charge if you did haul sand and gravel that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS
999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMM1E

Q:COMM1D
T:
For 200 miles, roughly how much does your company typically charge
for sand and gravel on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS SAND & GRAVEL THAT DISTANCE: Roughly how much would your
company charge if you did haul sand and gravel that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMM1E

Q:COMM1E
T:
(IF NOT OFFERED:) Does your firm charge per truckload, per hundred weight,
per hour, per mile, or something else for sand and gravel?
PROBE: By which does your company most often charge General Freight TL Service
(per truckload, per hundred weight, per mile, or per hour)?

1 TRUCKLOAD
2 HUNDRED WEIGHT
3 HOUR
4 MILE
5 SOMETHING ELSE-->SPECIFY

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1-5,7-9
oth 5 22 5 24 60

Q:COMM2
T:
(Does your firm haul/What about) logs?

1 YES-->TO RANDOM COMM2(A,B,C,D)
2 NO-->SKIPTO COMM3

7 REFUSED-->SKIPTO COMM3
8 DON'T KNOW-->SKIPTO COMM3
9 NO ANSWER-->SKIPTO COMM3
I:
key 1,2,7-9
if (ans > 1) skipto COMM3
if (ASSIGN4 = 0) skipto COMM2A
if (ASSIGN4 = 1) skipto COMM2B
if (ASSIGN4 = 2) skipto COMM2C
if (ASSIGN4 = 3) skipto COMM2D

Q:COMM2A
T:
For 20 miles, roughly how much does your company typically charge
for logs on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS LOGS THAT DISTANCE: Roughly how much would your
company charge if you did haul logs that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS
999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMM2E

Q:COMM2B
T:
For 50 miles, roughly how much does your company typically charge
for logs on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS LOGS THAT DISTANCE: Roughly how much would
your company charge if you did haul logs that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMM2E

Q:COMM2C
T:
For 100 miles, roughly how much does your company typically charge
for logs on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS LOGS THAT DISTANCE: Roughly how much would your
company charge if you did haul logs that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMM2E

Q:COMM2D
T:
For 200 miles, roughly how much does your company typically charge for
logs on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS LOGS THAT DISTANCE: Roughly how much would your
company charge if you did haul logs that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10

skipto COMM2E

Q:COMM2E
T:
(IF NOT OFFERED:) Does your firm charge per truckload, per hundred weight,
per hour, per mile, or something else for logs?

PROBE: By which does your company most often charge General Freight TL Service
(per truckload, per hundred weight, per mile, or per hour)?

1 TRUCKLOAD
2 HUNDRED WEIGHT
3 HOUR
4 MILE
5 SOMETHING ELSE-->SPECIFY

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1-5,7-9
oth 5 22 5 24 60

Q:COMM3
T:
(Does your firm haul/What about) wood chips?

1 YES-->TO RANDOM COMM3(A,B,C,D)
2 NO-->SKIPTO COMM4

7 REFUSED-->SKIPTO COMM4
8 DON'T KNOW-->SKIPTO COMM4
9 NO ANSWER-->SKIPTO COMM4
I:
key 1,2,7-9
if (ans > 1) skipto COMM4
if (ASSIGN5 = 0) skipto COMM3A
if (ASSIGN5 = 1) skipto COMM3B
if (ASSIGN5 = 2) skipto COMM3C
if (ASSIGN5 = 3) skipto COMM3D

Q:COMM3A
T:
For 20 miles, roughly how much does your company typically charge
for wood chips on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS WOOD CHIPS THAT DISTANCE: Roughly how much would your
company charge if you did haul wood chips that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMM3E

Q:COMM3B
T:
For 100 miles, roughly how much does your company typically charge
for wood chips on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS WOOD CHIPS THAT DISTANCE: Roughly how much would your
company charge if you did haul wood chips that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMM3E

Q:COMM3C
T:
For 200 miles, roughly how much does your company typically charge
for wood chips on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS WOOD CHIPS THAT DISTANCE: Roughly how much would your
company charge if you did haul wood chips that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:

num 0 999.99 6 2 20 10
skipto COMM3E

Q:COMM3D
T:
For 500 miles, roughly how much does your company typically charge
for wood chips on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS WOOD CHIPS THAT DISTANCE: Roughly how much would your
company charge if you did haul wood chips that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10

Q:COMM3E
T:
(IF NOT OFFERED:) Does your firm charge per truckload, per hundred weight,
per hour, per mile, or something else for wood chips?

PROBE: By which does your company most often charge General Freight TL Service
(per truckload, per hundred weight, per mile, or per hour)?

1 TRUCKLOAD
2 HUNDRED WEIGHT
3 HOUR
4 MILE
5 SOMETHING ELSE-->SPECIFY

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1-5,7-9
oth 5 22 5 24 60

Q:COMM4
T:
Does your company haul any other major commodity groups?

1 YES
2 NO-->SKIPTO PCTSER(RANDOM 1,2,3)

7 REFUSED-->SKIPTO PCTSER(RANDOM 1,2,3)
8 DON'T KNOW-->SKIPTO PCTSER(RANDOM 1,2,3)
9 NO ANSWER-->SKIPTO PCTSER(RANDOM 1,2,3)
I:
key 1,2,7-9
if (ans > 1) skipto PCTSER1

Q:COMM4AA
T:
What other major commodity groups does your firm haul?

PROBE IF MORE THAN ONE: What is the one largest other commodity group
that you haul?

OPEN-ENDED

INTERVIEWER - NOTE LARGEST AND REFER TO LARGEST IN NEXT QUESTIONS.

NOTE: RANDOM ASSIGNMENT ON COMM4(A,B,C,D) FOLLOWS
I:
opn 10 5 20 60
if (ASSIGN6 = 0) skipto COMM4A
if (ASSIGN6 = 1) skipto COMM4B
if (ASSIGN6 = 2) skipto COMM4C
if (ASSIGN6 = 3) skipto COMM4D

Q:COMM4A
T:
For 50 miles, roughly how much does your company typically charge for
(_____/that product) on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS THAT PRODUCT THAT DISTANCE: Roughly how much would your
company charge if you did haul that product that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMM4E

Q:COMM4B
T:
For 100 miles, roughly how much does your company typically charge
(_____/that product) on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS THAT PRODUCT THAT DISTANCE: Roughly how much would your
company charge if you did haul that product that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMM4E

Q:COMM4C
T:
For 250 miles, roughly how much does your company typically charge
(_____/that product) on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS THAT PRODUCT THAT DISTANCE: Roughly how much would your
company charge if you did haul that product that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10
skipto COMM4E

Q:COMM4D
T:
For 500 miles, roughly how much does your company typically charge
(_____/that product) on average?

PROBE: (I understand that it varies by many factors, but) What is your one
overall best estimate?
PROBE: How much do you most often charge?
PROBE: (I can only input a single number) Your approximation will be just fine.
PROBE IF R NEVER HAULS THAT PRODUCT THAT DISTANCE: Roughly how much would your
company charge if you did haul that product that distance?

ENTER EXACT AMOUNT $0.01 TO $999.96.

999.96 = 999.96 OR MORE DOLLARS

999.97 REFUSED
999.98 DON'T KNOW
999.99 NO ANSWER
I:
num 0 999.99 6 2 20 10

Q:COMM4E
T:
(IF NOT OFFERED:) Does your firm charge per truckload, per hundred weight,
per hour, per mile, or something else for those commodities?

PROBE: By which does your company most often charge General Freight TL Service
(per truckload, per hundred weight, per mile, or per hour)?

1 TRUCKLOAD
2 HUNDRED WEIGHT
3 HOUR
4 MILE
5 SOMETHING ELSE-->SPECIFY

7 REFUSED
8 DON'T KNOW
9 NO ANSWER

NOTE: RANDOM ASSIGNMENT ON PCTSER(1,2,3) FOLLOWS
I:
key 1-5,7-9
oth 5 22 5 24 60

Q:PCTSER1
T:
Please think about the two primary products your firm hauls. If the rate in
one market increases by 5 percent, will that increase your volume of business
in the other market, decrease your volume of business in the other market,
or not affect it?

PROBE IF FIRM HAULS THREE EQUAL-SIZE PRIMARY PRODUCTS: Please choose any two
and think about them for a moment.

PROBE IF FIRM HAS ONLY ONE PRIMARY MARKET--Hypothetically, if your company had
two primary markets, and if the rate in one market increased by 5 percent,
do you believe that change would increase your volume of business in the other
market, decrease your volume of business in the other market, or not affect it?

1 INCREASE-->SKIPTO PCTSER4
2 DECREASE-->SKIPTO PCTSER5
3 NOT AFFECT-->SKIPTO LOAD1

7 REFUSED-->SKIPTO LOAD1
8 DON'T KNOW-->SKIPTO LOAD1
9 NO ANSWER-->SKIPTO LOAD1
I:
if (ASSIGN7 = 1) skipto PCTSER2
if (ASSIGN7 = 2) skipto PCTSER3
key 1-3,7-9
if (ans = 1) skipto PCTSER4
if (ans = 2) skipto PCTSER5
if (ans > 2) skipto LOAD1

Q:PCTSER2
T:
Please think about the two primary products your firm hauls.
If the rate in one market increases by 10 percent, will that increase your
volume of business in the other market, decrease your volume of business
in the other market, or not affect it?

PROBE IF FIRM HAULS THREE EQUAL-SIZE PRIMARY PRODUCTS: Please choose any two
and think about them for a moment.
PROBE IF FIRM HAS ONLY ONE PRIMARY MARKET--Hypothetically, if your company had
two primary markets, and if the rate in one market increase by 10 percent,
do you believe that change would increase your volume of business in the other
market, decrease your volume of business in the other market, or not affect it?

1 INCREASE-->SKIPTO PCTSER4
2 DECREASE-->SKIPTO PCTSER5
3 NOT AFFECT-->SKIPTO LOAD1

7 REFUSED-->SKIPTO LOAD1
8 DON'T KNOW-->SKIPTO LOAD1
9 NO ANSWER-->SKIPTO LOAD1
I:
key 1-3,7-9
if (ans = 1) skipto PCTSER4
if (ans = 2) skipto PCTSER5
if (ans > 2) skipto LOAD1

Q:PCTSER3
T:
Please think about the two primary products your firm hauls. If the rate in
one market increases by 20 percent, will that increase your volume of business
in the other market, decrease your volume of business in the other market,
or not affect it?

PROBE IF FIRM HAULS THREE EQUAL-SIZE PRIMARY PRODUCTS: Please choose any two and think about them for a moment.
PROBE IF FIRM HAS ONLY ONE PRIMARY MARKET--Hypothetically, if your company had two primary markets, and if the rate in one market increased by 5 percent, do you believe that change would increase your volume of business in the other market, decrease your volume of business in the other market, or not affect it?

1 INCREASE-->SKIPTO PCTSER4
2 DECREASE-->SKIPTO PCTSER5
3 NOT AFFECT-->SKIPTO LOAD1

7 REFUSED-->SKIPTO LOAD1
8 DON'T KNOW-->SKIPTO LOAD1
9 NO ANSWER-->SKIPTO LOAD1
I:
key 1-3,7-9
if (ans = 2) skipto PCTSER5
if (ans > 2) skipto LOAD1

Q:PCTSER4
T:
By what percent (will/would) that rate change increase your volume of business
(in the other market)?

PROBE: (Will/Would) the volume increase by 25%, 50%, 75%, or something else?

CODE ACTUAL NUMBER, 1-100

997 DON'T KNOW
998 REFUSE
999 NO ANSWER
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK
ENDIF
skipto LOAD1

Q:PCTSER5
T:
By what percent (will/would) that rate change decrease your volume of business
(in the other market)?

PROBE: (Will/Would) the volume decrease by 25%, 50%, 75%, or something else?

CODE ACTUAL NUMBER, 1-100

997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK

ENDIF

Q:LOAD1
T:
Now please think about how your trucks' loads are set up. Does your firm use
a broker to arrange or set up loads?

1 YES
2 NO-->SKIPTO SALES1

7 REFUSED-->SKIPTO SALES1
8 DON'T KNOW-->SKIPTO SALES1
9 NO ANSWER-->SKIPTO SALES1
I:
key 1,2,7-9
if (ans > 1) skipto SALES1

Q:LOAD1PCT
T:
What percent of your trucks' loads are arranged by a broker?

CODE ACTUAL NUMBER, 1-100

997 DON'T KNOW
998 REFUSE
999 NO ANSWER
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK
if (ans = 100) skipto NUMCUST
ENDIF

Q:LOAD1FEE
T:
Brokers' fees are typically a percent of revenue. What is your broker's percent?

PROBE FOR MORE THAN ONE BROKER: What is the average
percent of revenue your company's brokers typically take as a fee?

CODE ACTUAL NUMBER, 1-100

997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK
ENDIF

Q:SALES1

T:
Does your company ever directly arrange or set up your trucks' loads
(for example, through an in-house sales office, a dispatch department,
or another department?)

1 YES
2 NO-->SKIPTO NUMCUST

7 REFUSED-->SKIPTO NUMCUST
8 DON'T KNOW-->SKIPTO NUMCUST
9 NO ANSWER-->SKIPTO NUMCUST
I:
key 1,2,7-9
if (ans > 1) skipto NUMCUST

Q:LOAD2PCT
T:
What percent of your trucks' loads are arranged directly by your company?

CODE ACTUAL NUMBER, 1-100

997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK
ENDIF

Q:NUMCUST
T:
How many customers does your firm regularly serve?

PROBE: What is your best estimate (for all your company's trucks and
tractor/trailers since March 2000)?

PROBE: (I can only input a single number) Your approximation will be just fine.

CODE ACTUAL NUMBER, 1-6 DIGITS, 0-999,996.

999996 = 999,996 OR MORE

999997 DON'T KNOW
999998 REFUSE
999999 NO ANSWER
I:
num 1 999999 6 0 20 10
if (ans < 2) skipto NEW

Q:TRIPCUST
T:
What percent of your company's total trips are made to these regular customers?

CODE ACTUAL NUMBER, 1-100

997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK
ENDIF

Q:NEW
T:
The next group of questions asks about new commodity markets for your firm.
In the past 12 months, has your firm considered expanding operations
into commodity markets that you currently do not serve?

1 YES-->SKIPTO NEW1
2 NO

7 REFUSED-->SKIPTO EXPAND1(RANDOM A,B,C)
8 DON'T KNOW-->SKIPTO EXPAND1(RANDOM A,B,C)
9 NO ANSWER-->SKIPTO EXPAND1(RANDOM A,B,C)
I:
key 1,2,7-9
if (ans < 2) skipto NEW1
if (ans > 2) skipto EXPAND1A

Q:NONEW1
T:
I need to ask a few questions about reasons why your firm hasn't considered
expanding into new markets recently. Is it because you would need to
invest in specialized equipment to serve the market?

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1,2,7-9

Q:NONEW2
T:
Is it because of the difficulty finding trained labor,
the cost of re-training labor, or both?

PROBE FROM LIST

1 YES, DIFFICULTY FINDING
2 YES, DIFFICULTY RE-TRAINING

3 YES, BOTH
4 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1-4,7-9

Q:NONEW3
T:
Has your firm not expanded because of the cost of complying with regulations
(such as safety, insurance, and operating authority)?

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1,2,7-9

Q:NONEW4
T:
Has your firm not expanded because rates are not high enough?

NOTE: RATES REFER TO PRICES

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1,2,7-9

Q:NONEW5
T:
Has your firm not expanded due to lack of demand, lack of customers,
or lack of loads?

NOTE: A "YES" TO ANY OF THE THREE SHOULD RESULT IN A "YES" ANSWER

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1,2,7-9

Q:NONEW6
T:
Has your firm not expanded due to too much competition?

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1,2,7-9

Q:NONEW7
T:
Is there any other reason your firm has not expanded into
new commodity markets?

1 YES
2 NO-->SKIPTO NONEW8

7 REFUSED-->SKIPTO NONEW8
8 DON'T KNOW-->SKIPTO NONEW8
9 NO ANSWER-->SKIPTO NONEW8
I:
key 1,2,7-9
if (ans > 1) skipto NONEW8

Q:NONEW7A
T:
(Why?/What is that reason?)

OPEN-ENDED
I:
opn 15 5 25 60

Q:NONEW8
T:
If your firm were to target another commodity market for which you do not
currently haul, what would it be?

PROBE: Hypothetically speaking, what new commodity market would your firm
most likely go into?

OPEN-ENDED

NOTE: RANDOM ASSIGNMENT TO EXPAND1(A,B,C) FOLLOWS

I:
opn 10 5 20 60
skipto EXPAND1A

Q:NEW1
T:
What one new commodity market would your firm be most likely to go into?

PROBE: Hypothetically speaking, what one new commodity market
would your firm most likely go into?

OPEN-ENDED
I:
opn 15 5 25 60

Q:NEW2
T:
I need to ask a few questions about reasons why your firm hasn't expanded
into this market. Is it because of the cost of investing
in specialized equipment?

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1,2,7-9

Q:NEW3
T:
Is it because of the difficulty finding trained labor,
the cost of re-training labor, or both?

PROBE FROM LIST

1 YES, DIFFICULTY FINDING
2 YES, DIFFICULTY RE-TRAINING
3 YES, BOTH
4 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1-4,7-9

Q:NEW4
T:
Has your firm not expanded into this market because of the cost of complying
with regulations (such as safety, insurance, and operating authority)?

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1,2,7-9

Q:NEW5
T:
Has your firm not expanded into this market due to lack of demand,
lack of customers, or lack of loads?

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1,2,7-9

Q:NEW6
T:
Has your firm not expanded into this market due to too much competition?

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1,2,7-9

Q:NEW7
T:
Is there any other reason your firm has not expanded into that
new commodity market?

1 YES
2 NO-->SKIPTO EXPAND1(RANDOM A,B,C)

7 REFUSED-->SKIPTO EXPAND1(RANDOM A,B,C)
8 DON'T KNOW-->SKIPTO EXPAND1(RANDOM A,B,C)
9 NO ANSWER-->SKIPTO EXPAND1(RANDOM A,B,C)
I:
key 1,2,7-9
if (ans > 1) skipto EXPAND1A

Q:NEW7A
T:
(Why?/What is that reason?)

OPEN-ENDED
I:
opn 15 5 25 60

Q:NEW8
T:
Can you estimate the total start-up costs for your firm to serve this market?
1 YES
2 NO-->SKIPTO EXPAND1(RANDOM A,B,C)

7 REFUSED-->SKIPTO EXPAND1(RANDOM A,B,C)
8 DON'T KNOW-->SKIPTO EXPAND1(RANDOM A,B,C)
9 NO ANSWER-->SKIPTO EXPAND1(RANDOM A,B,C)
I:
key 1,2,7-9
if (ans > 1) skipto EXPAND1A

Q:NEW8A
T:
What would those total start-up costs be (for your company)?

PROBE: What is your best estimate?
PROBE: (I can only input a single number) Your approximation will be just fine.

CODE ACTUAL DOLLARS UP TO SIX DIGITS: 100-999,996. NO CENTS
CODE ACTUAL NUMBER IN 1,000s, 1-6 DIGITS.

FOR EXAMPLE, ENTER: 1 FOR "ONE THOUSAND"
                    120 FOR "ONE HUNDRED AND TWENTY THOUSAND"
                        1,000 FOR "ONE MILLION"
                        1,600 FOR "ONE POINT SIX MILLION"
999,996--> FOR "ONE BILLION", ANY COST MORE THAN ONE BILLION, OR ANY COST
BETWEEN 999,999,996 ("NINE HUNDRED AND NINETY-NINE MILLION, NINE HUNDRED AND
NINETY-NINE THOUSAND, NINE HUNDRED AND NINETY SIX") AND ONE BILLION.

0 FOR LESS THAN 1,000 DOLLARS, SUCH AS "NINE HUNDRED DOLLARS"

999,997 REFUSED
999,998 DON'T KNOW

999,999 NO ANSWER

      (,000/thousand dollars)

NOTE: RANDOM ASSIGNMENT TO EXPAND1(A,B,C) FOLLOWS
I:
num 0 999999 6 0 23 5

Q:EXPAND1A
T:
If the amount your firm is paid for the products you haul now increased
by 5 percent, would your firm increase its volume of business, decrease
its volume of business, or would its volume of business not be affected?

1 INCREASE-->SKIPTO EXPAND1D
2 DECREASE-->SKIPTO EXPAND1E
3 NOT AFFECTED-->SKIPTO EXPAND2(A,B,C)

7 REFUSED-->SKIPTO EXPAND2(A,B,C)
8 DON'T KNOW-->SKIPTO EXPAND2(A,B,C)
9 NO ANSWER-->SKIPTO EXPAND2(A,B,C)
I:
if (ASSIGN8 = 1) skipto EXPAND1B
if (ASSIGN8 = 2) skipto EXPAND1C
key 1-3,7-9
if (ans = 2) skipto EXPAND1E
if (ans > 2) skipto EXPAND2A
skipto EXPAND1D

Q:EXPAND1B
T:
If the amount your firm is paid for the products you haul now increased
by 10 percent, would your firm increase its volume of business, decrease
its volume of business, or would its volume of business not be affected?

1 INCREASE-->SKIPTO EXPAND1D
2 DECREASE-->SKIPTO EXPAND1E
3 NOT AFFECTED-->SKIPTO EXPAND2(A,B,C)

7 REFUSED-->SKIPTO EXPAND2(A,B,C)
8 DON'T KNOW-->SKIPTO EXPAND2(A,B,C)
9 NO ANSWER-->SKIPTO EXPAND2(A,B,C)
I:
key 1-3,7-9
if (ans = 2) skipto EXPAND1E
if (ans > 2) skipto EXPAND2A
skipto EXPAND1D

Q:EXPAND1C
T:
If the amount your firm is paid for the products you haul now increased
by 20 percent, would your firm increase its volume of business, decrease
its volume of business, or would its volume of business not be affected?

1 INCREASE-->SKIPTO EXPAND1D
2 DECREASE-->SKIPTO EXPAND1E
3 NOT AFFECTED-->SKIPTO EXPAND2(A,B,C)

7 REFUSED-->SKIPTO EXPAND2(A,B,C)
8 DON'T KNOW-->SKIPTO EXPAND2(A,B,C)
9 NO ANSWER-->SKIPTO EXPAND2(A,B,C)
I:
key 1-3,7-9
if (ans = 2) skipto EXPAND1E
if (ans > 2) skipto EXPAND2A

Q:EXPAND1D
T:
By what percent would your firm increase its volume of business?

CODE ACTUAL NUMBER, 1-100

997 REFUSED
998 DON'T KNOW
999 NO ANSWER

NOTE: RANDOM ASSIGNMENT TO EXPAND2(A,B,C) FOLLOWS
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK
ENDIF
skipto EXPAND2A

Q:EXPAND1E
T:
By what percent would your firm decrease its volume of business?

CODE ACTUAL NUMBER, 1-100

NOTE: RANDOM ASSIGNMENT TO EXPAND2(A,B,C) FOLLOWS

997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK
ENDIF

Q:EXPAND2A
T:
If the amount your firm is paid for the products you haul fell by 5 percent,
would your firm increase its volume of business, decrease its volume
of business, or would its volume of business not be affected?

1 INCREASE-->SKIPTO EXPAND2D
2 DECREASE-->SKIPTO EXPAND2E
3 NOT AFFECTED-->SKIPTO FLATFEE

7 REFUSED-->SKIPTO FLATFEE
8 DON'T KNOW-->SKIPTO FLATFEE
9 NO ANSWER-->SKIPTO FLATFEE
I:
if (ASSIGN9 = 1) skipto EXPAND2B
if (ASSIGN9 = 2) skipto EXPAND2C
key 1-3,7-9
if (ans = 2) skipto EXPAND2E
if (ans > 2) skipto FLATFEE
skipto EXPAND2D

Q:EXPAND2B
T:
If the amount your firm is paid for the products you haul fell by 10 percent,
would your firm increase its volume of business, decrease its volume
of business, or would its volume of business not be affected?

1 INCREASE-->SKIPTO EXPAND2D
2 DECREASE-->SKIPTO EXPAND2E
3 NOT AFFECTED-->SKIPTO FLATFEE

7 REFUSED-->SKIPTO FLATFEE
8 DON'T KNOW-->SKIPTO FLATFEE
9 NO ANSWER-->SKIPTO FLATFEE
I:
key 1-3,7-9
if (ans = 2) skipto EXPAND2E
if (ans > 2) skipto FLATFEE
skipto EXPAND2D

Q:EXPAND2C
T:
If the amount your firm is paid for the products you haul fell by 20 percent,
would your firm increase its volume of business, decrease its volume
of business, or would its volume of business not be affected?

1 INCREASE-->SKIPTO EXPAND2D
2 DECREASE-->SKIPTO EXPAND2E
3 NOT AFFECTED-->SKIPTO FLATFEE

7 REFUSED-->SKIPTO FLATFEE
8 DON'T KNOW-->SKIPTO FLATFEE
9 NO ANSWER-->SKIPTO FLATFEE
I:
key 1-3,7-9
if (ans = 2) skipto EXPAND2E
if (ans > 2) skipto FLATFEE

Q:EXPAND2D
T:

By what percent would your firm increase its volume of business?

CODE ACTUAL NUMBER, 1-100

997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK
ENDIF
skipto FLATFEE

Q:EXPAND2E
T:
By what percent would your firm decrease its volume of business?

CODE ACTUAL NUMBER, 1-100

997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK
ENDIF

Q:FLATFEE
T:
(The last group of questions is about road taxes.) Does your firm pay
Oregon road taxes on a flat fee basis?

1 YES
2 NO-->SKIPTO ORMILES
3 (IF VOLUNTEERED) UNABLE TO FILE BY FLAT FEE-->SKIPTO ORMILES

7 REFUSED-->SKIPTO ORMILES
8 DON'T KNOW-->SKIPTO ORMILES
9 NO ANSWER-->SKIPTO ORMILES
I:
key 1-3,7-9
if (ans > 1) skipto ORMILES

Q:FF0
T:
Do you know the purpose of paying road taxes on a flat fee basis?

PROBE: Do you know why some firms choose to pay road taxes
n a flat fee basis?

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1,2,7-9

Q:FF1
T:
What percent of your firm's fleet is on a flat fee basis in Oregon?

CODE ACTUAL NUMBER, 1-100

997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK
ENDIF

Q:FF2
T:
The next few questions are about why your firm uses the flat fee option
(to pay Oregon road taxes). Is it to reduce administrative costs?

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1,2,7-9

Q:FF3
T:
(Is it/ Do you use the flat fee (for Oregon road taxes)) for convenience?

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1,2,7-9

Q:FF4
T:
(Is it/ Do you use the flat fee (for Oregon road taxes)) for

overall tax savings?

1 YES
2 NO

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
key 1,2,7-9

Q:FF5
T:
(Is it/Do you use the flat fee (for Oregon road taxes)) for any other reason?)

1 YES
2 NO-->SKIPTO ORMILES

7 REFUSED-->SKIPTO ORMILES
8 DON'T KNOW-->SKIPTO ORMILES
9 NO ANSWER-->SKIPTO ORMILES
I:
key 1,2,7-9
if (ans > 1) skipto ORMILES

Q:FF5A
T:
What is that reason (your firm has for using the flat fee strategy
(to pay Oregon road taxes))?

OPEN-ENDED
I:
opn 15 5 25 60

Q:ORMILES
T:
What percent of your firm's miles are in Oregon?

PROBE: What is your best estimate?
PROBE: (I can only input a single number.) Your approximation will be just fine.

CODE ACTUAL NUMBER, 1-100

997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK
ENDIF

Q:ORPLOAD
T:
When your trucks and tractor/trailers travel in Oregon, at what percent
of payload capacity do they operate, on average?

PROBE: When your trucks and tractors are carrying a load in Oregon, at what
percent of payload capacity do they operate?
PROBE IF R HAS SAID FIRM OPERATES ONLY IN OREGON: I realize you may have
answered a question like this before, but I have to ask every question
in the survey.
PROBE: What is your best estimate (your firm's average payload), averaging
tons across different types of loads?
PROBE: (I can only input a single number) Your approximation will be just fine.

CODE ACTUAL NUMBER, 1-100

997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 1 999 5 0 21 10
if (ans > 100)
 if (ans < 997) REASK
ENDIF

Q:ORLOAD
T:
What percent of your firm's total miles in Oregon are empty
(for truck and tractor/trailer trips)?

PROBE IF R HAS SAID FIRM OPERATES ONLY IN OREGON: I realize you may have
answered a question like this before, but I have to ask every question
in the survey.
PROBE: What is your best estimate?
PROBE: (I can only input a single number) Your approximation will be just fine.

CODE ACTUAL NUMBER, 1-100

997 REFUSED
998 DON'T KNOW
999 NO ANSWER
I:
num 0 999 3 0 20 10
if (ans > 100)
 if (ans < 997) REASK
ENDIF

Q:FUEL
T:
I will end the survey with four quick questions. On average, what does
your firm currently pay for a gallon of fuel?

PROBE: What is your best estimate?
PROBE: (I can only input a single number) Your approximation will be just fine.

ENTER EXACT AMOUNT, DOLLARS AND CENTS, $X.YZ, $0.90 - $1.80.

7 REFUSED
8 DON'T KNOW
9 NO ANSWER
I:
num 0 9 4 2 20 10
if (ans > 4)
 if (ans < 7) REASK
ENDIF

Q:MPG
T:
How many miles per gallon, on average, does a truck and
tractor/trailer in your fleet get?

PROBE: What is your best estimate?
PROBE: (I can only input a single number) Your approximation will be just fine.

ENTER EXACT AMOUNT, WITH DECIMALS, X.X MILES PER GALLON

97 REFUSED
98 DON'T KNOW
99 NO ANSWER
I:
num 0 99 5 2 20 10
if (ans > 30)
 if (ans < 97) REASK
ENDIF

Q:WORTH
T:
How much is your firm's average truck or tractor/trailer combination
worth, on average, now?

PROBE: Given the age and miles on your firm's trucks and tractor/trailer
combinations, how much do you think the average one is worth?
PROBE: What is your best estimate?
PROBE: (I can only input a single number) Your approximation will be just fine.

CODE ACTUAL NUMBER, 1-999,995; NO DECIMALS

CODE ACTUAL NUMBER IN 1,000s, UP TO 3 DIGITS $5,000-$900,000.
FOR EXAMPLE, ENTER: 5 FOR "FIVE THOUSAND DOLLARS"
                80 FOR "EIGHTY THOUSAND DOLLARS"
                120 FOR "ONE HUNDRED AND TWENTY THOUSAND DOLLARS"
                900 FOR "900 HUNDRED THOUSAND DOLLARS"

999,996 = 999,996 or greater

999,997 REFUSED
999,998 DON'T KNOW
999,999 NO ANSWER
I:

num 0 999999 6 0 25 10

Q:MORMILES
T:
How many more miles does your firm expect to operate the average truck and
tractor/trailer combination (in your firm's fleet)?

PROBE: Given the age and miles on your firm's trucks and tractor/trailer
combinations, how many more miles do you think the average one has left?
PROBE: What is your best estimate?
PROBE: (I can only input a single number) Your approximation will be just fine.

CODE ACTUAL NUMBER IN 1,000s, 1-6 DIGITS.
FOR EXAMPLE, ENTER: 1 FOR "ONE THOUSAND MILES"
                80 FOR "EIGHTY THOUSAND MILES"
                120 FOR "ONE NUMDRED AND TWENTY THOUSAND MILES"
                   1,600 FOR "ONE POINT SIX MILLION MILES"

999,996-->FOR "ONE BILLION", ANY MILES MORE THAN ONE BILLION, OR ANY MILES
BETWEEN 999,999,996 ("NINE HUNDRED AND NINETY-NINE MILLION, NINE HUNDRED AND
NINETY-NINE THOUSAND, NINE HUNDRED AND NINETY SIX") AND ONE BILLION.

0-->FOR LESS THAN 1,000 MILES, SUCH AS "NINE HUNDRED MILES"

999,997 REFUSED
999,998 DON'T KNOW
999,999 NO ANSWER

        (,000/thousand miles)
I:
num 0 999999 6 0 25 10

Q:ENDING
T:
That's the end of the survey! On behalf of the State of Oregon,
I would like to thank you sincerely for the time you took
to answers these questions. Good-bye.

-->PRESS '1' TO CONTINUE
I:
key 1

Q:INTID
T:
EXCELLENT JOB, INTERVIEWER.
PLEASE ENTER YOUR INTERVIEWER ID NUMBER.
I:
num 1 999 3 0 20 10
if (ans > 700) REASK

Q:INTOBS
T:

INTERVIEWER: PLEASE RECORD ANY ADDITIONAL COMMENTS MADE BY THE
RESPONDENT
AND ANY RELEVANT OBSERVATIONS IN THIS SPACE.
I:
opn 10 5 22 60
CPL
DISPOS = 26
ENDQUEST

Q:NOQAL
T:
I'm sorry. We can only conduct interviews with firms whose primary line
of business is for-hire trucking. I am sorry to have bothered you. Good-bye.

-->PRESS '1' TO DISQUALIFY
I:
key 1
DISPOS = 22
ENDQUEST