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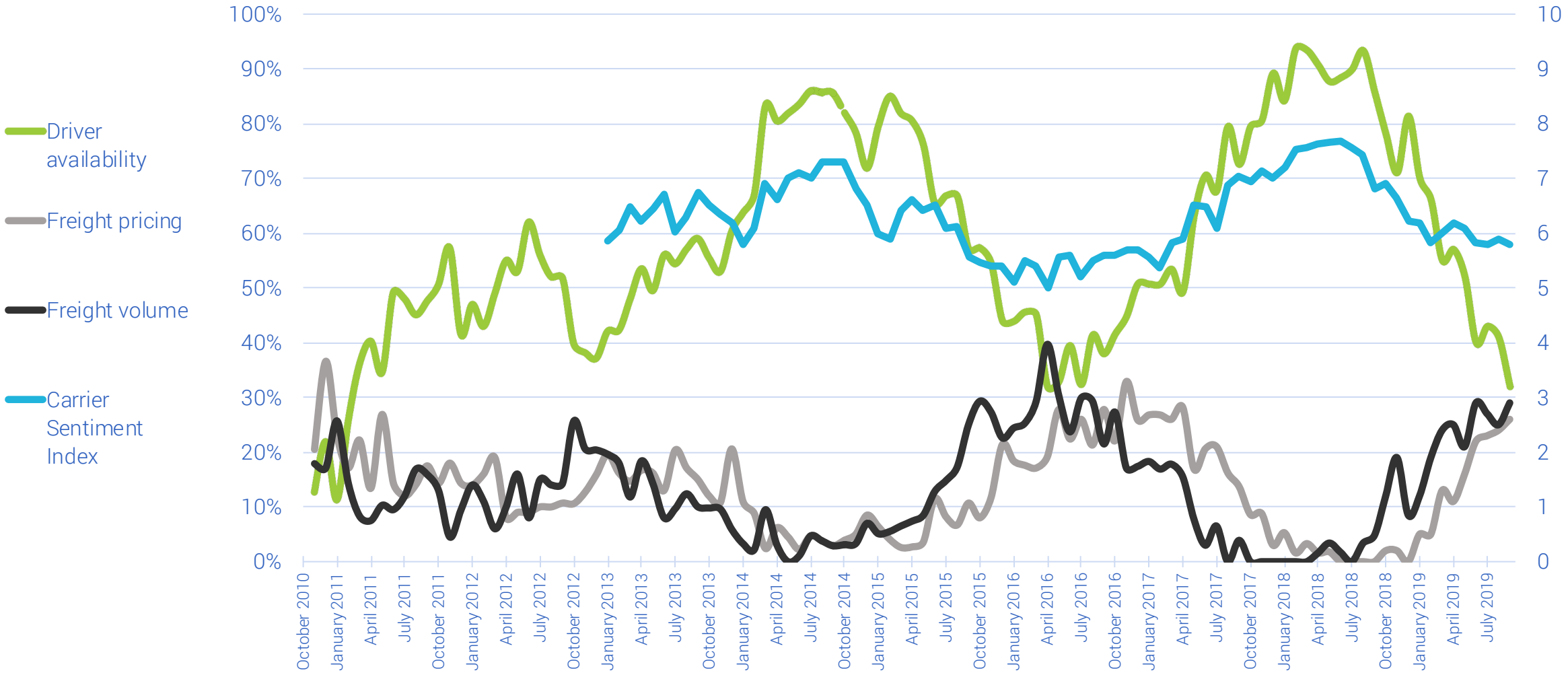
CCJ MarketPulse Top Concerns/Carrier Sentiment Index



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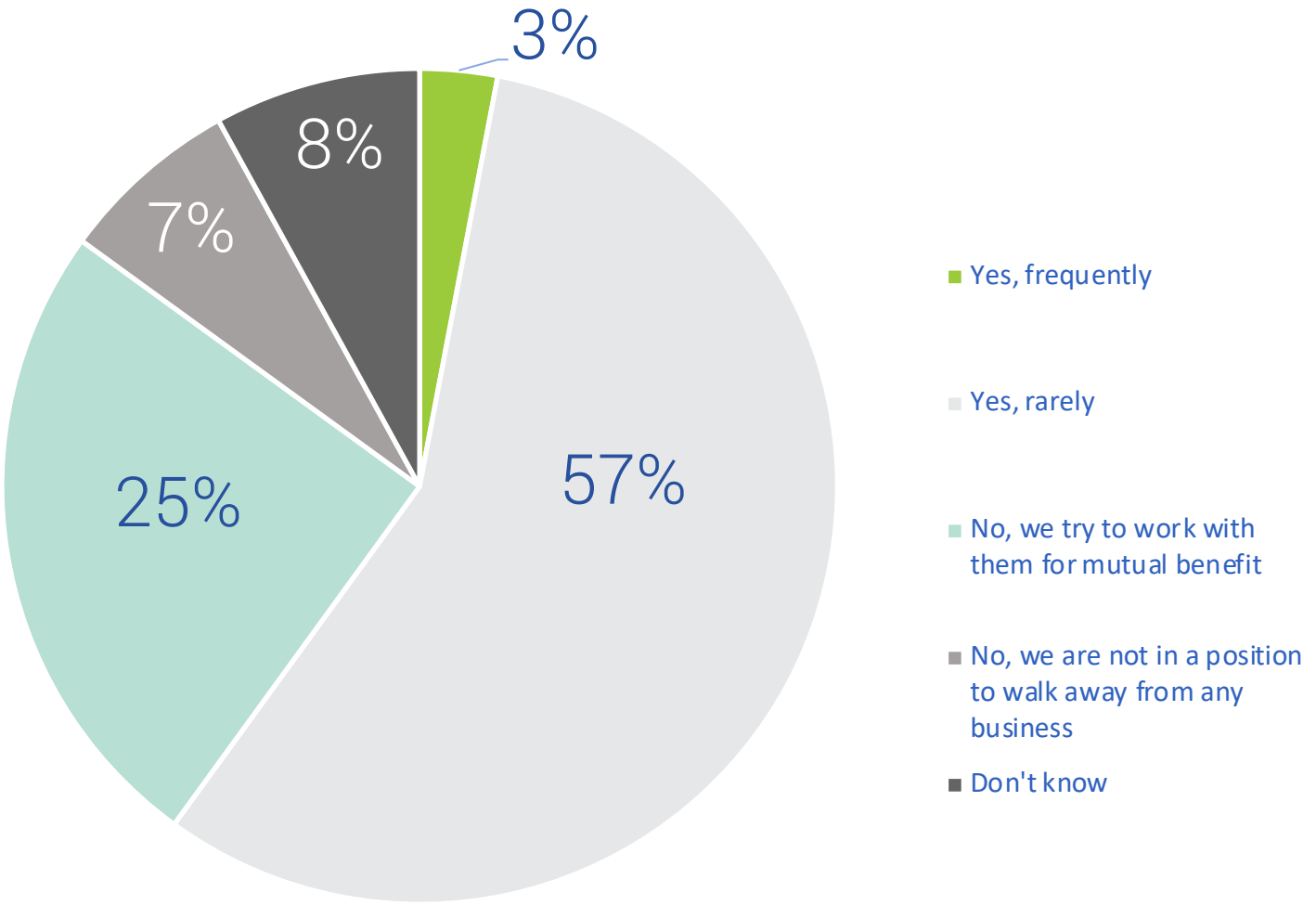
Have you ever terminated business with a shipper customer?



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Four main reasons why:

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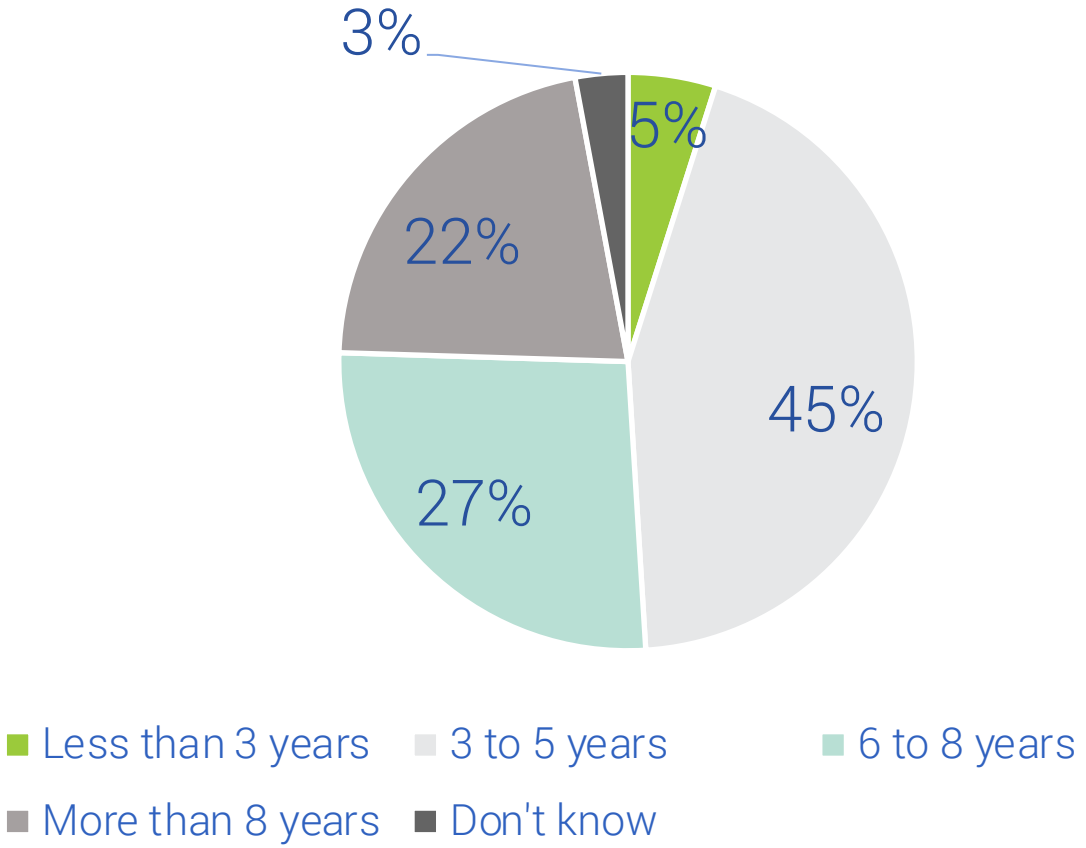
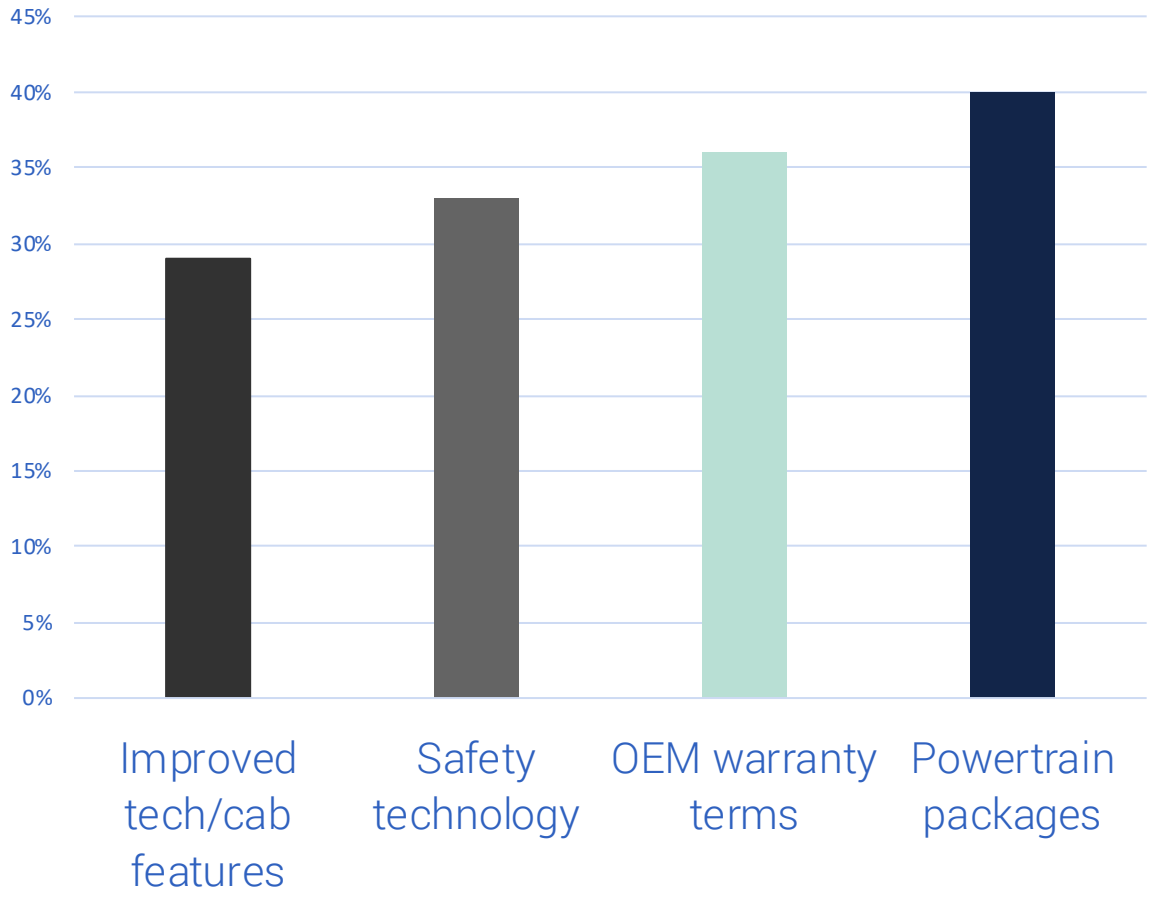
What is your average trade cycle?



Four biggest influences:



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Of the proposed changes to the hours of service rule, which of the following have the potential to have the greatest impact on your operation?

	1 - Greatest Impact	2	3	4	5	6	7 - Smallest Impact
Base	248	226	215	189	170	153	11
Allowing drivers to pause their 14-hour on-duty clock for up to three hours	51%	16%	14%	13%	7%	1%	0%
Extending split-sleeper berth options	8%	19%	12%	11%	13%	32%	9%
Flexibility around the 30-minute break	11%	27%	23%	22%	14%	7%	0%
Allowing drivers to extend the 14-hour on-duty clock in adverse conditions	7%	11%	25%	29%	21%	14%	0%
Expanding the on-duty period for short-haul drivers from 12 to 14 hours	13%	12%	15%	12%	24%	18%	0%
Extending short-haul radius from 100 air miles to 150 air miles	9%	16%	12%	13%	22%	26%	9%
Other	2%	0%	1%	0%	0%	1%	82%

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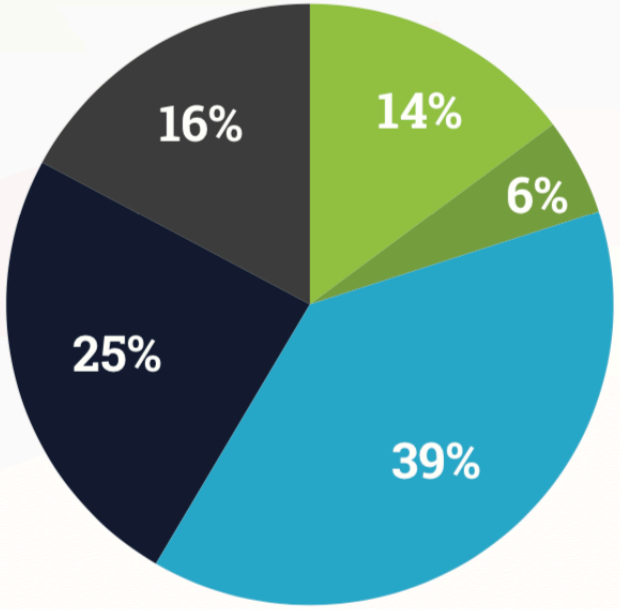
Have you considered turning your maintenance facility into a profit center (performing maintenance/repair on trucks you do not own or lease)?



All Respondents

We have considered it but decided it would be too much work 14%

We used to do this but no longer do..... 6%

There aren't enough hours in the day to keep our own trucks maintained much less do work on other trucks 39%

We already perform maintenance/repair on trucks that we don't own 25%

Don't know 16%

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What is your biggest challenge to effectively using data to drive business profitability?

Data standardization and quality	28%
Too many data sources	18%
Even if I can analyze the data, I'm not always sure how to act on it	9%
Lack of automation. It takes too much time to find what I'm looking for	11%
Too many projects happening at once	20%
I can't get buy-in from management or employees to act on the data collected	9%
Other	5%

Data standardization and quality is the biggest challenge respondents face in using data effectively.

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