

## Baltimore Regional Diesel Truck Incentive Survey

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Dear Truck or Facility Owner,

We hope you will take a few minutes to complete the attached trucking industry survey or pass it along to the trucking companies which frequent your facilities. Responses to the survey will help shape a local incentive program which will assist truck owners with the purchase of technologies which improve fuel economy and/or air quality.

The Baltimore Metropolitan Council has selected the American Transportation Research Institute (ATRI) – the research arm of the trucking industry – to identify desirable technologies and financial tools to include in this program. ATRI is asking diesel truck owners operating in the Baltimore metropolitan region to provide their input by completing a brief survey. Respondents who complete the survey by April 30, 2007 will be eligible to win a “Good Stuff” collectible truck.

**All responses will be kept strictly confidential.** ATRI intends to integrate and analyze the responses in a comprehensive report which provides recommendations for establishing an incentive-based program which meets the needs of diesel truck owners.

When you have completed the survey, please **fax** it to the Baltimore Metropolitan Council at **(410) 732-8248**.

Thank you in advance for your time and assistance!

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The Baltimore Metropolitan Council (BMC) is a private nonprofit organization committed to identifying regional interests and developing collaborative strategies through plans and programs which will improve the quality of life and economic vitality throughout the region. BMC’s Board of Directors includes the Mayor of Baltimore City, the County Executives of Anne Arundel, Baltimore, Harford and Howard counties, and a Carroll County Commissioner. For more information, visit [www.baltometro.org](http://www.baltometro.org).

The American Transportation Research Institute is the trucking industry’s 501(c)(3) not-for-profit research organization. It is engaged in critical research relating to freight transportation’s essential role in maintaining a safe, secure and efficient transportation system. For more information, visit [www.atri-online.org](http://www.atri-online.org).

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**COMPANY DEMOGRAPHICS**

1. Number of trucks (and/or power units) owned: \_\_\_\_\_ Number of trailers owned: \_\_\_\_\_
2. Which category **best** describes your primary type of business? (Mark only **one**)
 

<input type="checkbox"/> Truckload	<input type="checkbox"/> Less-than-truckload	<input type="checkbox"/> Refrigerated
<input type="checkbox"/> Bulk Hauler	<input type="checkbox"/> Tank Truck Carrier	<input type="checkbox"/> Intermodal
<input type="checkbox"/> Other (Please specify): _____		
3. Which of the following total annual revenue classifications **best** describes your business? (Mark only **one**)
 

<input type="checkbox"/> Less than \$3 million	<input type="checkbox"/> Between \$3 - \$10 million	<input type="checkbox"/> Between \$10 - \$50 million
<input type="checkbox"/> Between \$50 - \$100 million	<input type="checkbox"/> Between \$100 - \$500 million	<input type="checkbox"/> Greater than \$500 million

**OPERATIONS IN THE BALTIMORE REGION**

(This includes activity occurring in the Maryland counties of Anne Arundel, Carroll, Harford, Howard, and Baltimore as well as the City of Baltimore.)

4. a) On average, how many of the trucks you own operate in the Baltimore region each month? \_\_\_\_\_  
 b) On average, how many of the trailers you own operate in the Baltimore region each month? \_\_\_\_\_
5. a) Estimate your average monthly per truck mileage within the Baltimore region? \_\_\_\_\_  
 b) Estimate your average monthly per truck idling hours within the Baltimore region? \_\_\_\_\_

**USE OF FUEL SAVING AND/OR EMISSION REDUCTION TECHNOLOGIES**

6. The U.S. Environmental Protection Agency has identified a number of technologies which improve fuel economy and/or reduce emissions as part of their SmartWay Transport Partnership. Are you familiar with the SmartWay Partnership and these technologies?  Yes  No
7. Please indicate the number of trucks or trailers you currently equip, or plan to equip, and your level of satisfaction, if applicable, with each of the following technologies.  I do not plan to use these technologies

Technology	Number of trucks or trailers		On a scale of 1 to 5, please rate your satisfaction with these technologies 5 = very satisfied; 1 = very dissatisfied
	Currently equipped	To be equipped within next 5 years	
Automatic Tire Inflation			
Auxiliary Power Units			
Bunk Heaters			
Diesel Oxidation Catalysts			
Diesel Particulate Filters			
On-Board Plug-In Systems			
Single Wide Tires			
Trailer Fairings			
Other (Please specify):			

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### FINANCIAL INCENTIVES

8. If incentives were available to reduce the cost of the following technologies, please indicate which technologies you would be interested in. (Mark **all** that apply)

- |  |   |   |
|--|---|---|
| <input type="checkbox"/> Automatic Tire Inflation      | <input type="checkbox"/> Auxiliary Power Units      | <input type="checkbox"/> Bunk Heaters             |
| <input type="checkbox"/> Diesel Oxidation Catalysts    | <input type="checkbox"/> Diesel Particulate Filters | <input type="checkbox"/> On-Board Plug-In Systems |
| <input type="checkbox"/> Single Wide Tires             | <input type="checkbox"/> Trailer Fairings           |   |
| <input type="checkbox"/> Other (Please specify): _____ |   |   |

9. a) Please indicate which of the following financial tools would be most helpful in assisting with the purchase of the technologies listed in Question #8? (Mark **all** that apply)

- |  |   |  |                                      |
|--|---|--|--------------------------------------|
| <input type="checkbox"/> Cost-Share Grants             | <input type="checkbox"/> Low Interest Loans | <input type="checkbox"/> Lease to Own Programs | <input type="checkbox"/> Tax Credits |
| <input type="checkbox"/> Other (Please specify): _____ |   |  |                                      |

b) For loan or lease programs, what is the highest interest rate you would accept? \_\_\_\_\_

10. Please indicate which of the following entities you would prefer to work with to obtain financial assistance to purchase the technologies listed in Question #8. (Mark **all** that apply)

- |  |  |   |   |
|--|--|---|---|
| <input type="checkbox"/> Banks                               | <input type="checkbox"/> Truck Dealerships | <input type="checkbox"/> Trade Associations | <input type="checkbox"/> Private Businesses |
| <input type="checkbox"/> Local, State or Federal Governments |  |   |   |
| <input type="checkbox"/> Other (Please specify): _____       |  |   |   |

11. May we contact you at a later date regarding financial assistance with the purchase of fuel saving and/or emission reduction technologies?  Yes  No

12. Would you like to be entered into a drawing to win a “Good Stuff” collectible truck?<sup>1</sup>  Yes  No

If you answered Yes to either Question #11 or #12, please provide your contact information below.

Company Name: \_\_\_\_\_

Company Address: \_\_\_\_\_

Your Name: \_\_\_\_\_

Phone Number and/or Email: \_\_\_\_\_

Your Title and Department: \_\_\_\_\_

FAX COMPLETED SURVEY TO: **(410) 732-8248**

THANK YOU FOR YOUR TIME AND ASSISTANCE!

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<sup>1</sup> The “Good Stuff” collectible truck is a 1:64 reproduction of the “Good stuff – Trucks Bring It” rolling billboard. Ten of these trucks will be awarded. Only surveys with complete responses will be entered into the drawing. Limit one entry per company. The drawing will take place on or about May 9, 2007. For those who do not wish to be contacted regarding financial incentives, contact information will only be used for prize distribution purposes.