

Carmichael National Lease Transportation Survey

Name _____

Company _____

Address _____

City, State, Zip _____

1. What do you see as the biggest challenges for your business?
 - Complying with environmental and governmental regulations
 - Finding and retaining qualified labor
 - Risk Management – insurance coverage and costs
 - Meeting customer service requirements
 - Establishing a sustainable competitive advantage
 - Access to capital for business needs
 - Reducing operational costs
 - Other (please specify) _____

2. Which of the following statements describe your company's practices or opinions?
 - My company is one of the first to adopt changes in our industry
 - There is a movement toward outsourcing selected services at my company
 - My company is expanding or considering expansion into new geographic areas
 - My company regularly measures the quality of our customer service

3. Does your company operate a private fleet? () Yes () No

- 3a. If yes, please indicate the vehicle type(s) with a ✓ below.
 - _____ Pick-ups
 - _____ Vans
 - _____ Straight trucks
 - _____ Refrigerated Straight Trucks
 - _____ Tractors
 - _____ Trailers
 - _____ Refrigerated Trailers
 - _____ Other, please describe _____

4. Is your company planning to purchase or replace vehicles within the next 12 months?
 - Yes
 - No

- 4a. What time of year is your annual fleet planning done?
- 1st Quarter
 - 2nd Quarter
 - 3rd Quarter
 - 4th Quarter
5. How does your company acquire its vehicles?
- Pays cash
 - Bank financing (equipment loan, line of credit, etc.)
 - Finance lease (please name leasing company _____)
 - Dealer financing (GMAC, PACCAR, Ford Credit, etc.)
 - Truck Leasing Company (please name company _____)
 - Other (please specify _____)
6. How are your company's vehicles maintained? Please check all that apply.
- Our facility
 - Independent garage
 - Dealership
 - Leasing company
 - Other (please specify _____)
7. Which items are important to your company when managing your transportation system? Please check all that apply.
- Acquisition of vehicle – getting the best purchasing price, financing & government compliance
 - Flexibility – ability to increase or decrease fleet size
 - Cost management
 - Cash flow – minimize out-of-pocket expenses
 - Used vehicle sales
 - Vehicle selection
 - Managing maintenance costs
 - Controlling fuel costs
 - Hiring and retaining qualified drivers
 - 3PL

Name of person completing this survey if different than addressed:

Thank you for taking the time to complete this survey.
Fax Number (312)666-5792