



Owner Operator :

## Company Truck Lease Purchase Program **SURVEY RESULTS**

Completed : July 14<sup>th</sup>, 2011

In order to create current and updated data concerning company truck lease options, I began the **owner operator lease purchase program survey** on November 9th, 2009. Before the recent recession, studies showed that these programs resulted in an 87% failure rate for truck drivers; a statistic that I first began to publicize nearly five years ago.

As truckers were hit hard by the 2008 recession, the job-hopping that was so common in trucking before, eased up due to the economic turmoil and we saw this rate fall to 57% as reported in our survey update in April, 2010.

I brought the survey, performed by **Survey Monkey**, to a close on February 3<sup>rd</sup>, 2011. The survey pulled in **3,611 responses** from professional truckers across the country.

OTR trucking secrets are no longer insider information, thanks to the power of trucking social media. Although there are company lease drivers who have done well with these lease programs, the majority of these trucking company lease purchase programs are **designed for the driver to fail**. The 87% failure rate study was reported several years ago by an independent accountant but I wanted to bring this issue to an updated level, thus the reason for this survey.

After five months of analyzing the data received from the responses, this report provides a current, up-to-date analysis on the **motor carrier truck lease** purchase options that continues to be one of the major public consumer abuses within the long-haul trucking industry.

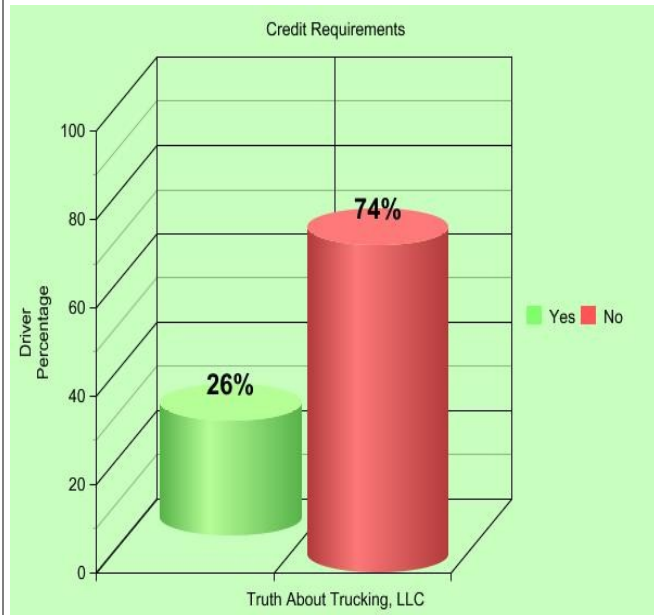
**The survey consisted of 10 questions. Here are the results :**

### Question (1)

*Was the Owner Operator Lease Purchase Program you were under require any money down or credit check?*

#### Results:

- 26% answered : YES
- 74% answered: NO

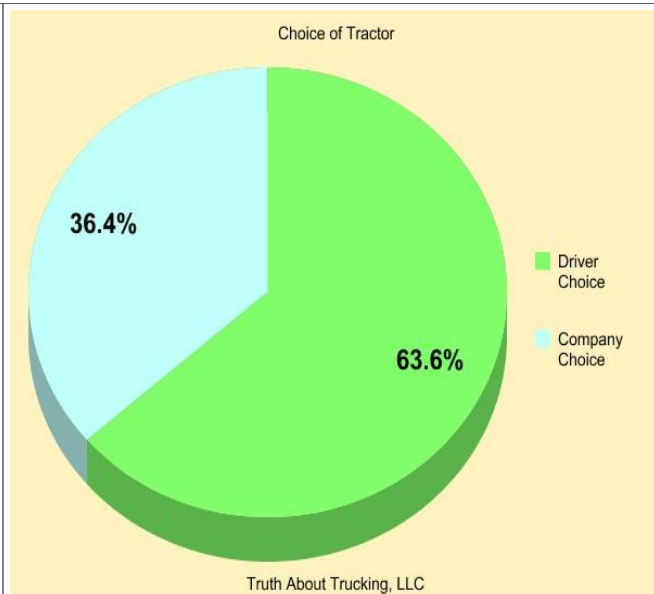


### Question (2)

*Were you given the opportunity to choose the truck of your choice, or did the company choose for you?*

#### Results:

- 36.4% of the time, the company made the choice
- 63.6% of the time, the driver was able to choose

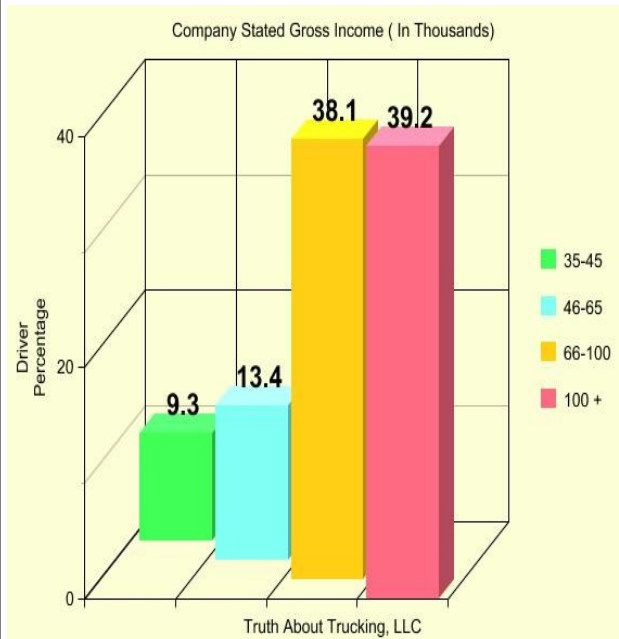


### Question (3)

*Which of the choices below best describes the amount of gross income the company said you would be able to make as an owner operator under their lease purchase plan? (yearly)*

#### Results:

- 9.3% - \$35K to \$45K
- 13.4% - \$46K to 65K
- 38.1% - \$66K to \$100K
- 39.2% - Over \$100K

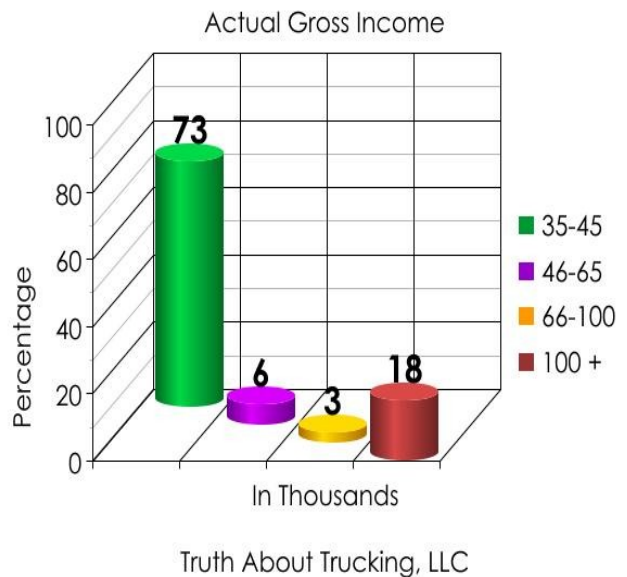


### Question (4)

What was your ACTUAL gross income? (yearly)

#### Results:

- 73% - \$35K to \$45K
- 6% - \$46K to 65K
- 3% - \$66K to \$100K
- 18% - Over \$100K

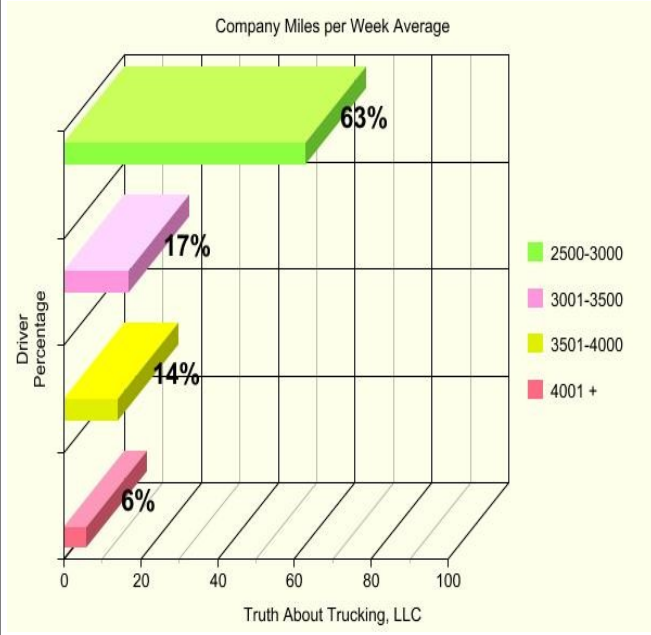


### Question (5)

*How many miles did the company say you would average per week as a lease purchase owner operator?*

#### Results:

- 63% - 2500 – 3000
- 17% - 3001 – 3500
- 14% - 3501 – 4000
- 6% - Over 4000

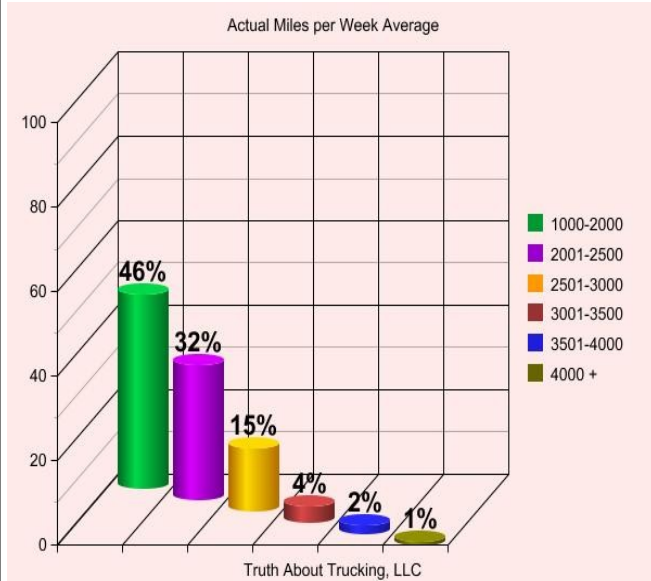


### Question (6)

*What were your ACTUAL miles per week average?*

#### Results:

- 46% = 1000 to 2000 miles
- 32% = 2001 to 2500 miles
- 15% = 2501 to 3000 miles
- 4% = 3001 to 3500 miles
- 2% = 3501 to 4000 miles
- 1% = Over 4000 miles

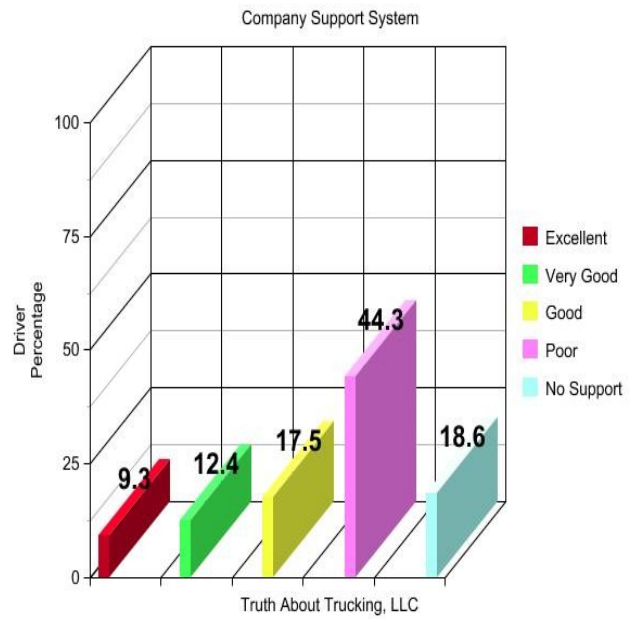


### Question (7)

*How would you rate the company's overall support system, in assuring your success as an owner operator?*

#### Results:

- 9.3% - Excellent
- 12.4% - Very Good
- 17.5% - Good
- 44.3% - Poor
- 18.6% - No Support

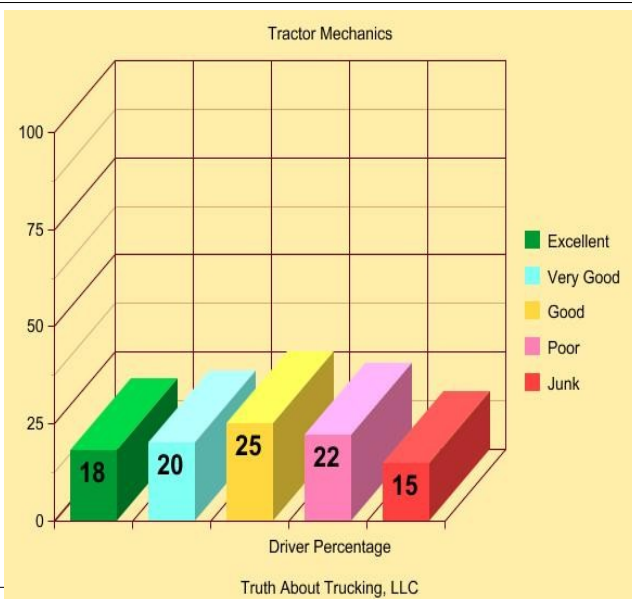


### Question (8)

*Overall, how mechanically sound was the truck you were placed in?*

#### Results:

- 18% - Excellent
- 20% - Very Good
- 25% - Good
- 22% - Poor
- 15% - Junk

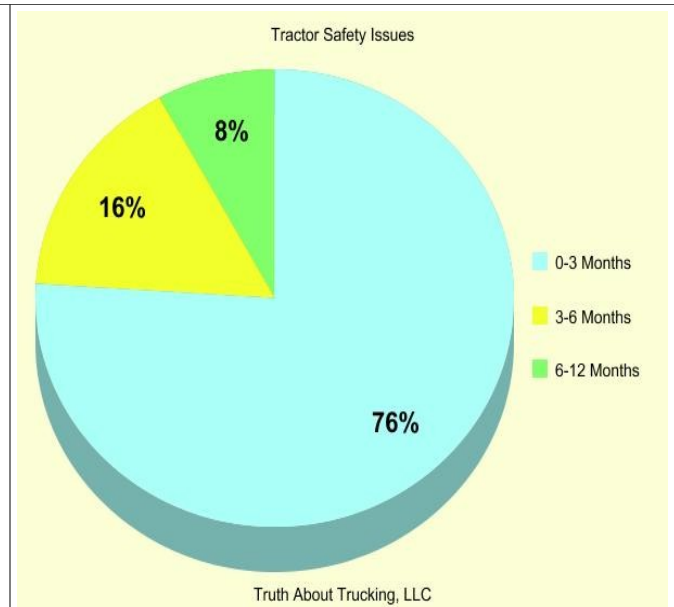


### Question (9)

*Once started, how soon thereafter did you experience your first serious mechanical / safety issue with the tractor?*

#### Results:

- 76% = Within 0-3 Months
- 16% = Within 3-6 Months
- 8% = Within 6-12 Months

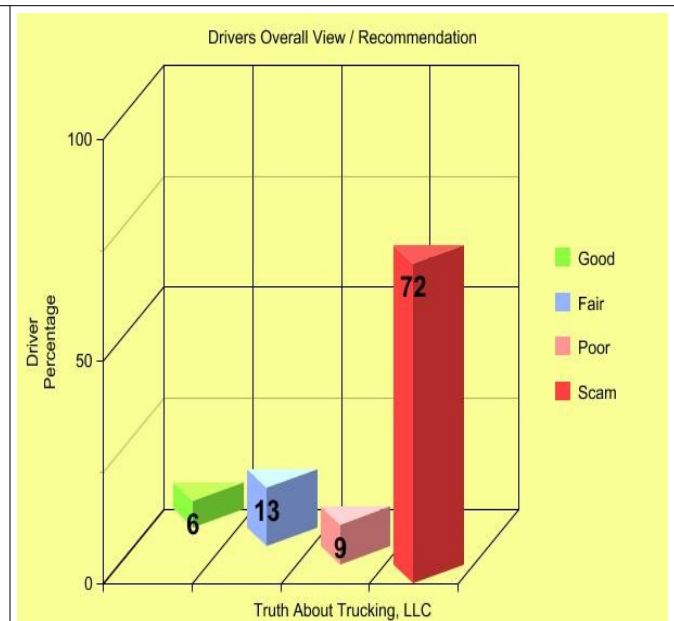


### Question (10)

*Based on your experience, what is your overall view on these “No Money Down – No Credit Check” Owner Operator Company Lease Purchase Programs?*

#### Results:

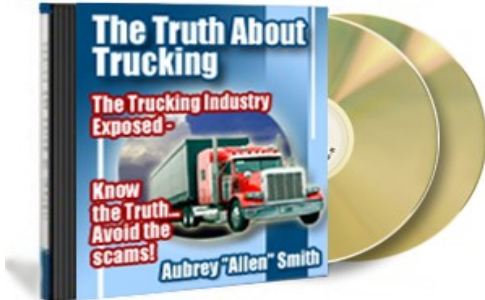
- 6% - Good
- 13% - Fair
- 9% - Poor
- 72% - Scam



This survey was conducted by **Truth About Trucking, LLC** over an approximate 15 month period and through information and answers provided by 3,611 respondents.

Along with the results provided, drivers offered many comments and further insights into the trucking companies lease purchase plans. You can learn more from this survey and receive a closer look at the provided graphs at our informational website :

[Trucking Company Lease Purchase Programs for Owner Operators](#)



Company Owner Operator Lease  
Purchase Program

Survey Results

July 15<sup>th</sup>, 2011

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