# Road Freight Transport Robert Tuck

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# **Industry Classification and Description**

- ANZSIC 461 Road Freight Transport
  - Primary activities include:
    - Road freight transport service
    - Rental of trucks with drivers
    - Road vehicle towing service
- Main excludes:
  - Postal and courier services
  - Rental of trucks without driver





- Basic prices (exclude taxes, include subsidies)
- Collecting the margin value add for road transport activity

- Industry changes:
  - Traditionally 'A to B' goods transportation
  - Now, may offer a range 'logistics solutions'

## Sample Design



Non-probability sampling

- Bulk road freight
  - Examples: mining output, logging, machinery, animal feed
- Non-bulk road freight
  - Examples: refrigerated, express, containers, specialised
- Many competitive markets with different cost structures

# **Collection and Specification**



Specifications consider freight characteristics including:

- Geography (region, distance, source and destination)
- Type of cargo
- Quantity of cargo (typically weight or containers)
- Vehicle type
- Business client information
- Fuel surcharge

# **Specification Examples**



- 1. Rate per container to medium sized clients, freight category: 20ft containers. Please include fuel surcharge in price.
  - Port Botany to Parramatta (trailer)
  - Port Botany to Parramatta (sideloader)

2. Meat for export (frozen) in refrigerated containers, rate per container. Macksville to Brisbane, one way trip.

# **Pricing Methods**



### Contract pricing

- Contract between service provider and client
- Advantages include: real transaction prices, less provider burden
- Disadvantages include: ensuring representative of industry, quality adjustments

- Specification pricing
  - For smaller service providers

## **Quality Issues**



- Contract pricing
  - Generally stable
  - Some transported goods have seasonal impacts
- Quality adjustment for contract renewals/changes
- Sample maintenance for contract expiration

# Weighting

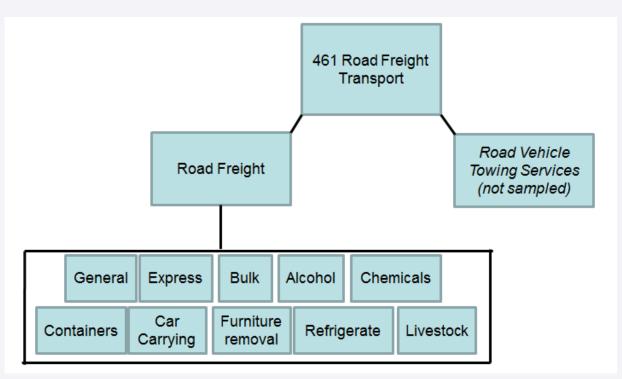


## Upper level weights:

- National Accounts Input-Output Tables 2012-13
- Production shares at basic prices
- Lower level weights:
  - Survey of Motor Vehicle Usage (SMVU)
  - Revenue information from data providers

## Aggregation



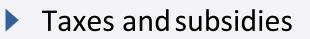


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# **Industry Specific Challenges**



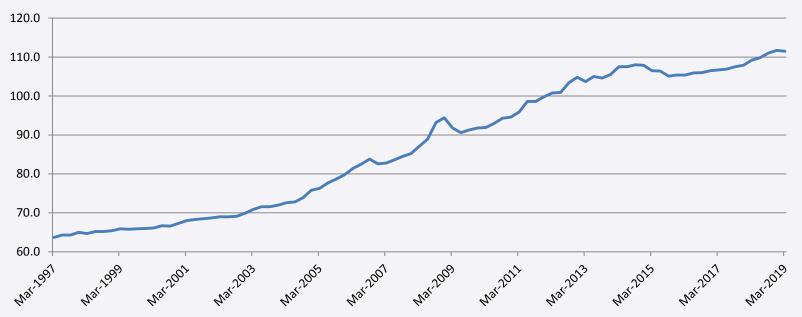
- Transport margins
- Services bundling
- Intermodal transport
  - Occasional mode substitution

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# **Questions?**

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