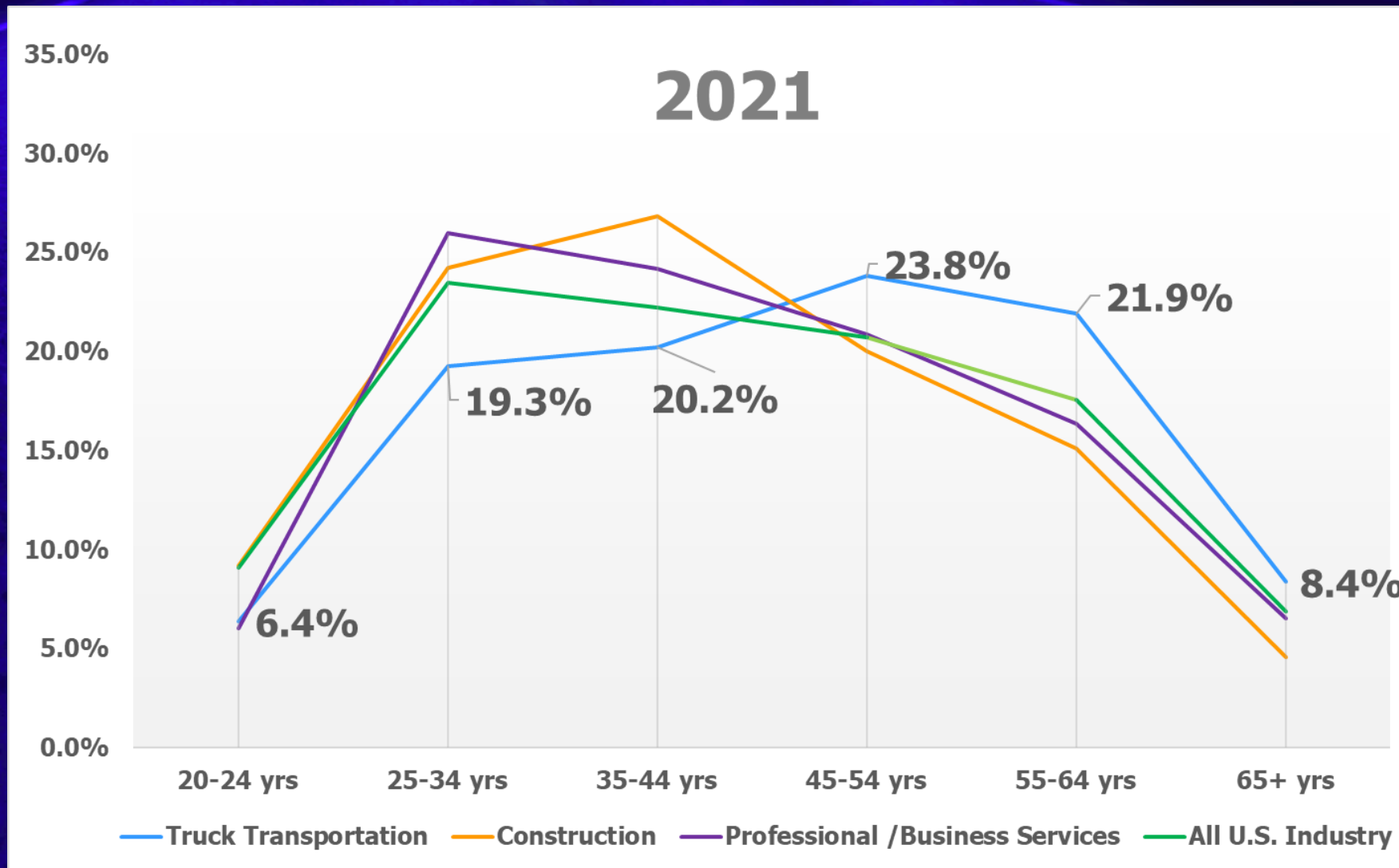
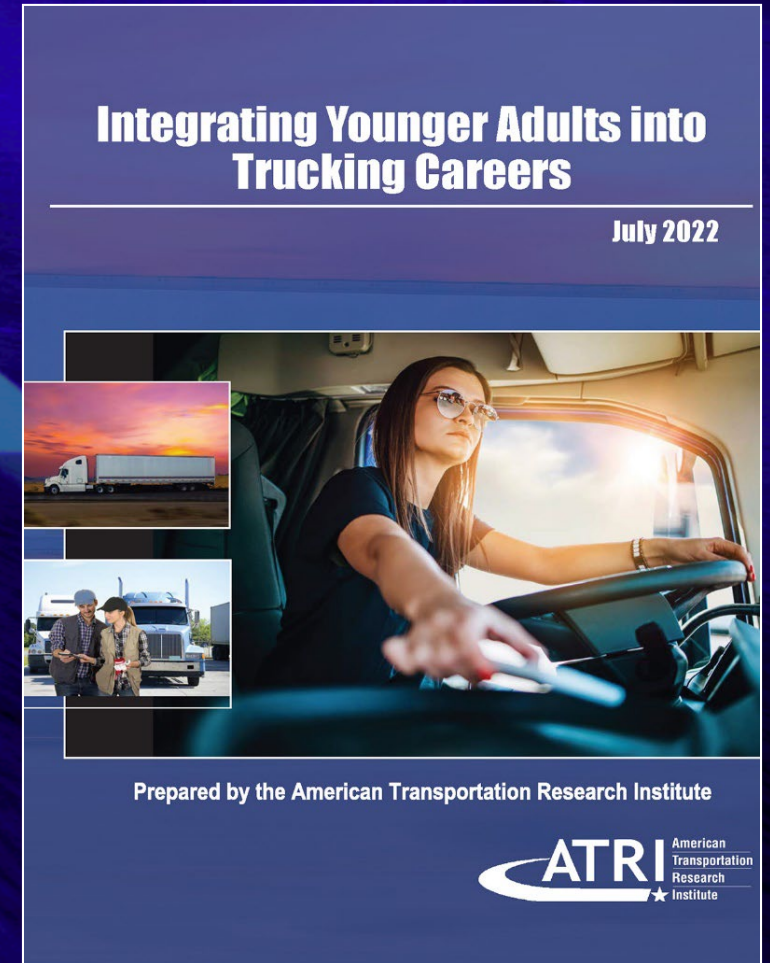


Truck Driver Age Demographics

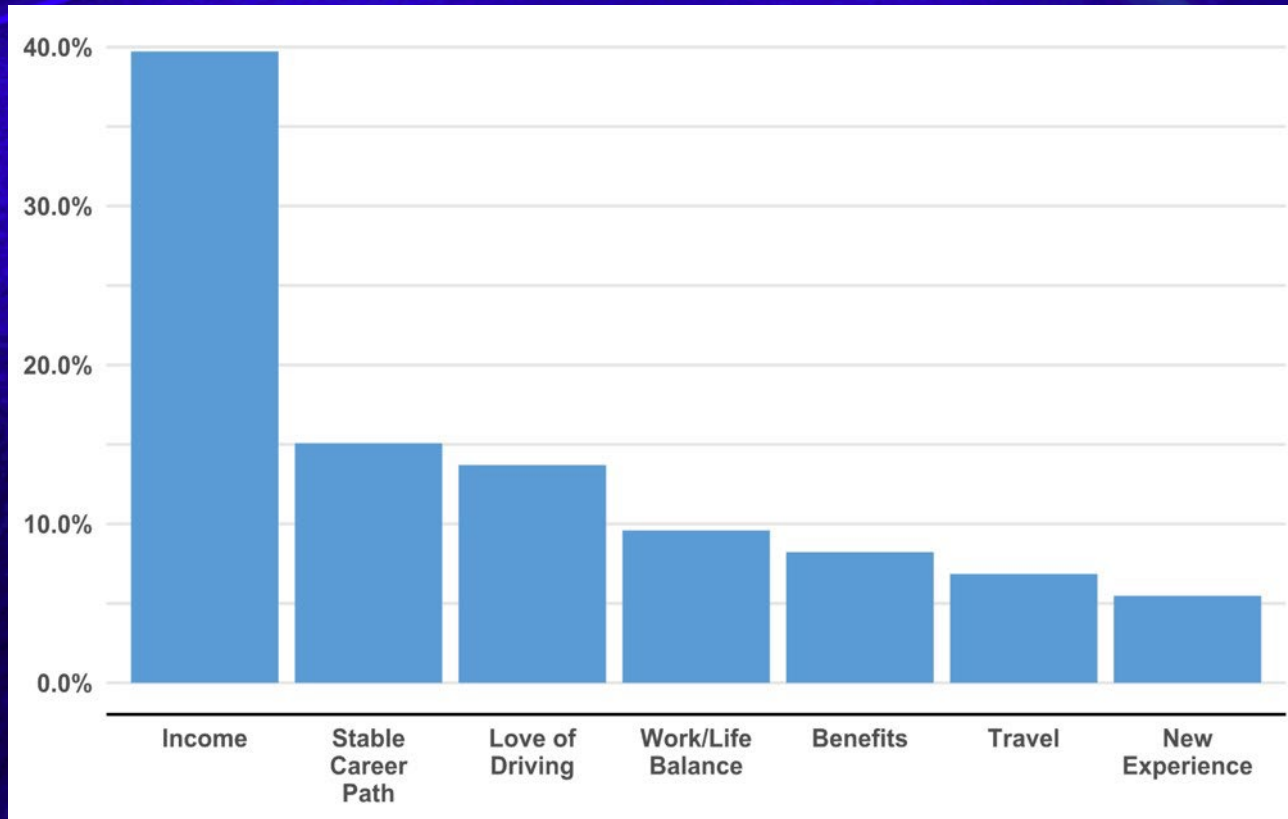


Integrating Younger Adults into Trucking Careers

- Top RAC priority in 2021
- Examines best practices for recruiting, training, retaining younger adults
- Research included younger driver interviews, motor carrier case studies and survey



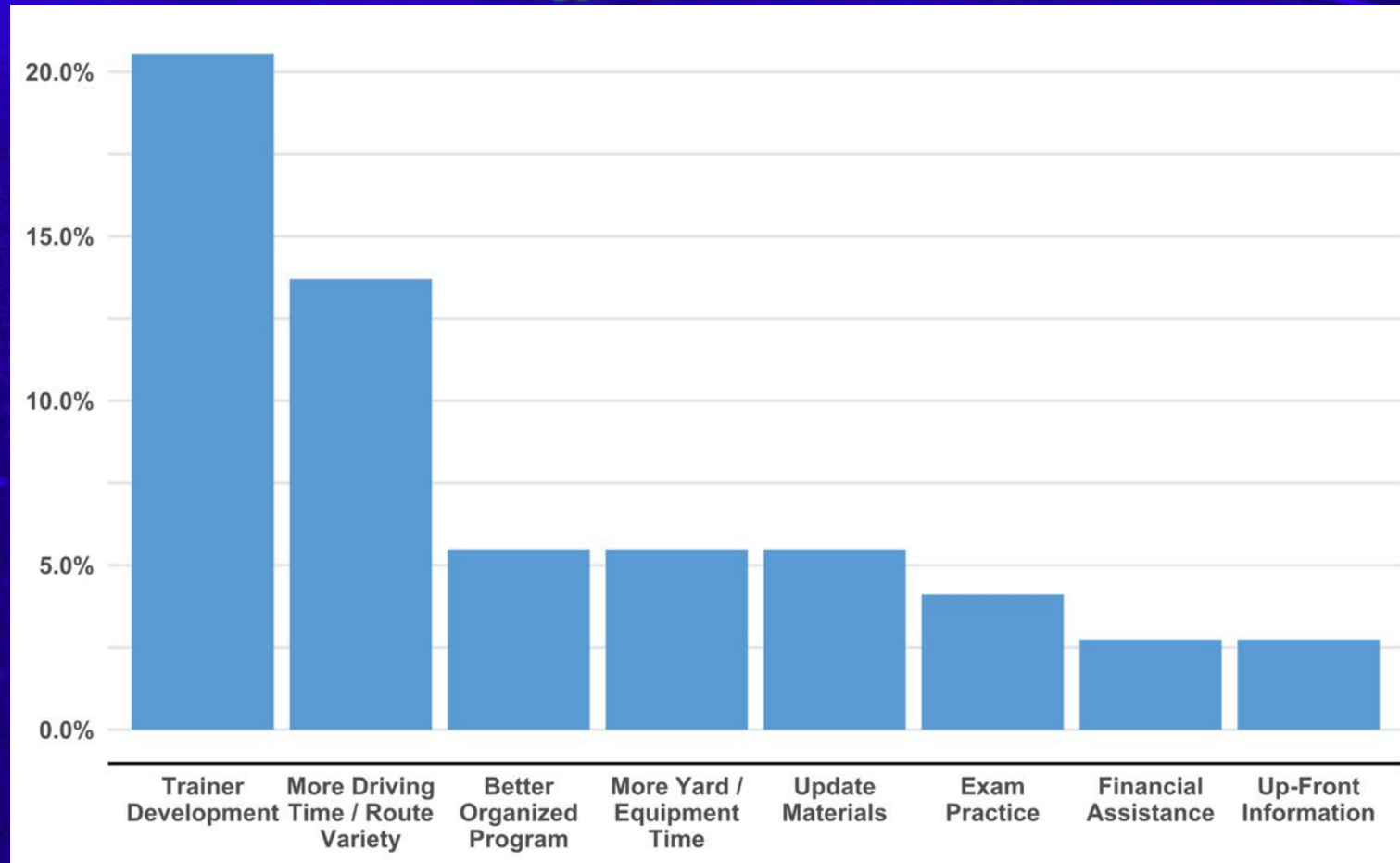
Younger Employee Recruitment



Top Factors Motivating Younger Drivers to Choose Trucking

- Pay is important, but it isn't everything: 60% of younger drivers say another factor was equally or more important
- 84% of younger drivers consider company culture important
- Accessible, transparent promotional materials directed at younger adults help potential employees discover and understand the industry

Younger Driver Training



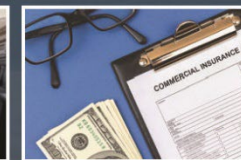
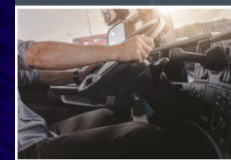
Younger drivers' top suggestions for improving training programs

The Impact of Rising Insurance Costs on the Trucking Industry

- **ATRI Ops Costs** documented multiple years of substantial insurance cost growth
- **RAC** identified as top priority in 2020 to provide a more granular analysis of insurance costs
- **Data** collected from motor carriers and insurers

The Impact of Rising Insurance Costs on the Trucking Industry

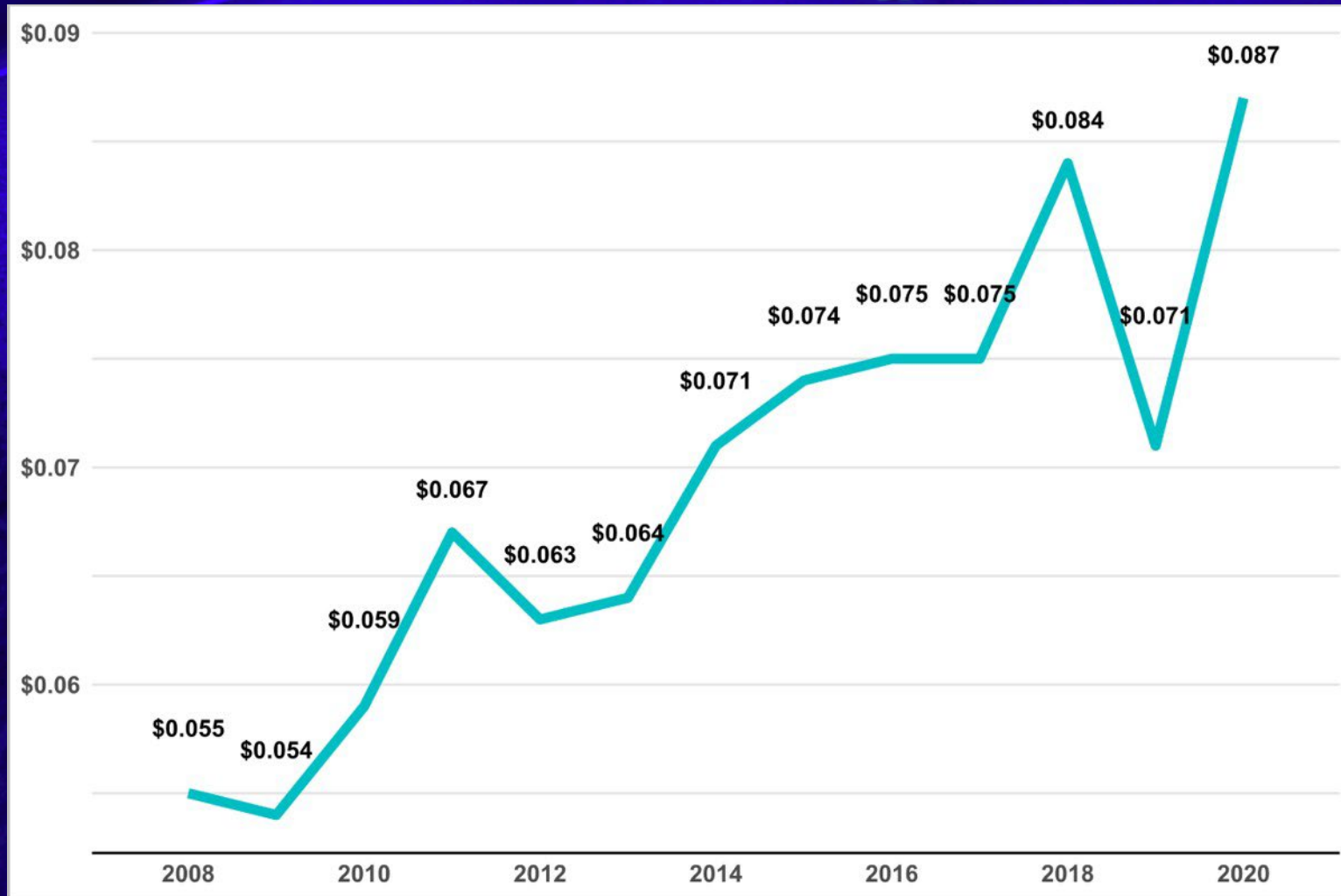
February 2022



Prepared by the American Transportation Research Institute

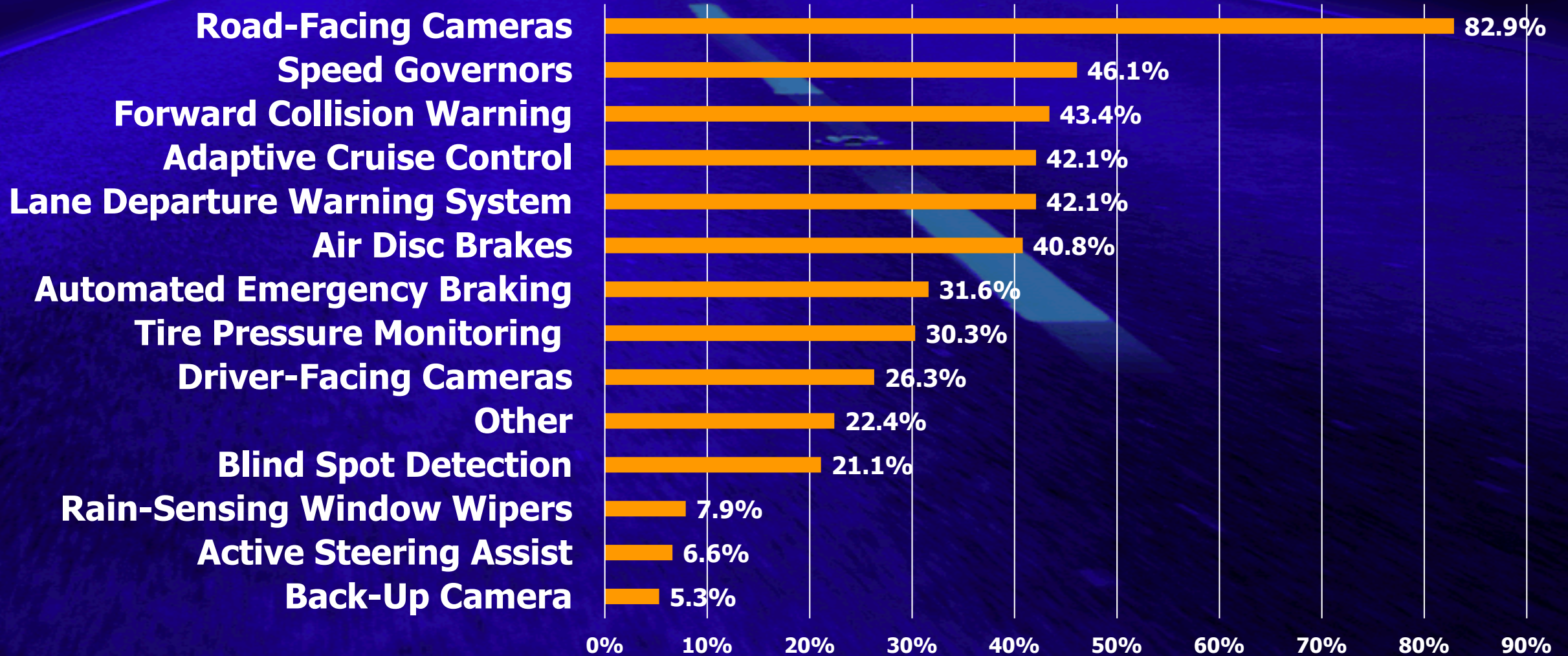


Insurance Costs Over Time

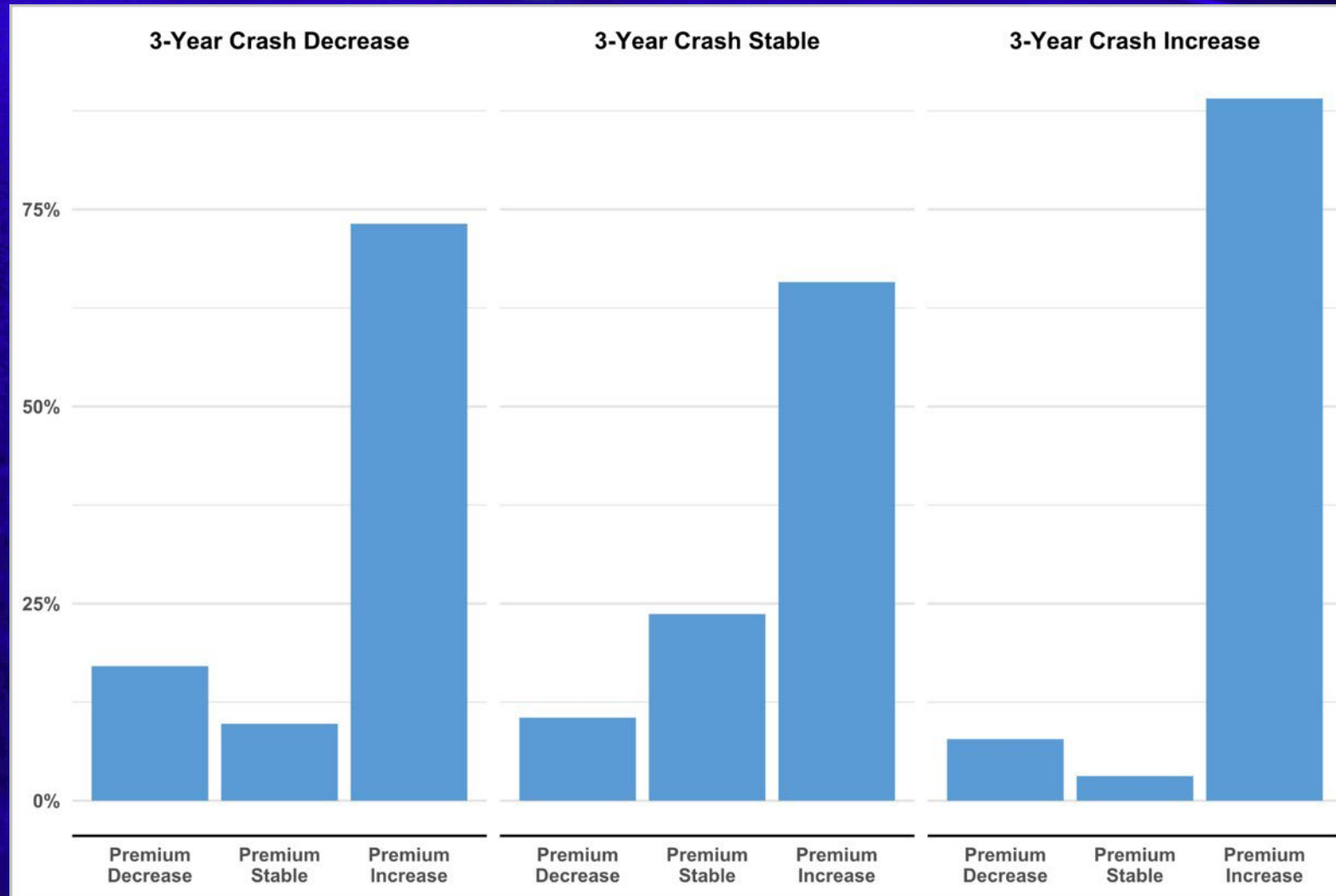


**Premium cost
per mile up
47% over the
last 10 years**

Safety Technology Deployment 2018 - 2020



Impact of 3-Year Crash Rate on Premiums



Predicting Truck Crash Involvement: 2022 Update

- Latest update to ATRI's Crash Predictor model; prior reports in 2005, 2011 and 2018
- Examines likelihood of crashes based on specific violations, convictions, and crash involvement
- Analysis includes over 580,000 drivers



Top 10 Crash Predictor Behaviors

Driver Behavior	Future Crash Likelihood Increase
Failure to Yield Right-of-Way violation	141%
Failure to Use / Improper Signal conviction	116%
Past Crash	113%
Reckless Driving violation	104%
Failure to Obey Traffic Sign conviction	85%
Failure to Keep in Proper Lane conviction	78%
Improper or Erratic Lane Changes conviction	77%
Reckless / Careless / Inattentive / Negligent Driving conviction	62%
Improper Lane / Location conviction	61%
Failure to Obey Traffic Signal / Light conviction	55%

Top 5 Stable Predictors of Crash Risk

Driver Behavior	Median Crash Likelihood Across All Four ATRI Crash Predictor Models
Reckless Driving violation	114%
Failure to Use / Improper Signal conviction	89%
Past Crash	88%
Failure to Yield Right-of-Way violation	85%
Improper or Erratic Lane Changes conviction	79%

Gender Analysis

- **Female drivers outperformed males in every statistically significant behavior**
- **Male drivers 14% more likely to be involved in a crash, down from 20% in 2018 report**

Behavior	Relative to Females, Likelihood for Males Increased by
Improper Lane conviction	221%
Medical Certificate violation	91%
Seat Belt violation	76%
Driving Too Fast for Conditions conviction	57%
Failure to Obey Traffic Sign conviction	51%