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Economic Factors Driving Truck Drivers' Income: An Analysis of Working Hours, Service Fees, and Capital

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Abstrak. *Sumber daya energi memainkan peran krusial dalam kegiatan ekonomi karena hampir semua aktivitas manusia bergantung pada sumber energi seperti minyak bumi. Sumber daya ini sangat penting untuk keperluan industri, domestik, dan transportasi. Masalah muncul ketika beberapa bahan bakar menerima subsidi sementara yang lain tidak. Namun, dampak perbedaan harga antara minyak bersubsidi dan non-subsidi terhadap penghasilan pengemudi angkutan barang tetap ambigu. Penelitian ini bertujuan untuk menilai dampak jam kerja, harga layanan, dan modal terhadap penghasilan pengemudi truk di Kabupaten Manokwari. Penyelidikan ini menggunakan pendekatan kuantitatif, mengacu pada data sekunder dan primer, serta menerapkan metode regresi linier berganda untuk analisis. Hasil analisis regresi linier berganda menunjukkan bahwa jam kerja tidak secara signifikan mempengaruhi pendapatan pengemudi truk, sedangkan harga jasa dan modal menunjukkan dampak yang signifikan terhadap pendapatan mereka. Analisis lebih lanjut mengungkapkan bahwa, ketika dipertimbangkan bersama-sama, jam kerja, harga jasa, dan modal secara signifikan mempengaruhi pendapatan pengemudi truk.*

Kata kunci: *Jam Kerja; Jasa; Modal; Pendapatan.*

Abstract. *Energy resources play a crucial role in economic activities since nearly all human endeavors depend on energy sources like petroleum. This resource is essential for industrial, domestic, and transportation purposes. Problems emerge when some fuels receive subsidies while others do not. Nonetheless, the effect of the price disparity between subsidized and non-subsidized oil on the earnings of goods transport drivers remains ambiguous. This research intends to assess the impact of working hours, service pricing, and capital on the income of truck drivers in Manokwari Regency. This investigation employs a quantitative approach, drawing from both secondary and primary data, and utilizes multiple linear regression statistical methods for analysis. Findings from the multiple linear regression analysis indicate that working hours do not significantly influence truck driver income, whereas both service prices and capital do show a substantial impact on their income with p-value 0.003 and 0.072 consecutively. The analysis further reveals that, when considered together, working hours, service prices, and capital significantly affect the income of truck drivers at a 95% convidence level.*

Keywords: *Working Hours; Services; Capital and Income.*

Introduction

Truck driver income is no longer a topic of research in developed countries or large cities due to the differences in the problems faced. Current research on trucks and truck drivers focuses more on factors caused by long inter-provincial trips (Gandini, *et.al*, 2025; Rashmi & Marisamynathan, 2024)or limited fuel stock (Adenbaum *et.al*, 2019; J. Chang *et.al*, 2024), driver shortage (Mittal, et. al, 2018; Schuster *et al*., 2023) and technological use (Anenberg & Kung, 2015). Meanwhile, the problems of truck drivers in poor and developing countries or isolated/remote areas are less and not yet discussed. This research addresses local issues resulting from regulated fuel availability and resulting long queues at gas stations, which inevitably reduce truck drivers' productivity and income. Fuel oil is needed for industrial sector, household sector, and transportation sector. In Indonesia, fuel oil is available in two types quoted from Kodai & Suleman (2023), namely subsidised and non-subsidised, which can be seen from the difference in selling prices. With subsidised fuel oil, the selling price of the commodity will be cheaper than the market price of non-subsidised fuel oil. The large price difference between subsidised and non-subsidised fuel oil means that many non-subsidised fuel oil users switch to using subsidised fuel oil.

The increasing use of and demand for subsidised fuel oil has resulted in many people committing fraud by hoarding subsidised fuel oil using jerry cans, drums, and modified vehicle tanks through repeated purchases at public fuel stations. Hoarding or what is often referred to as ihtikar is buying an item in large quantities so that the item is reduced in the market so that the price of the stockpiled item increases in price and when the price starts to rise the item will be resold which makes the hoarder get a large profit. The government has actually imposed a ban on fuel hoarding in Presidential Regulation No. 191 of 2014. Article 18 prohibits the public from hoarding fuel, which could cause losses to other people. The Government's efforts to prevent the hoarding of petroleum products include implementing policies to restrict the distribution of certain types of petroleum products, as outlined in the Decision of the Head of the BPH Migas No. 04 of 2020 regarding the control of the distribution of specific types of petroleum products by designated business entities to consumers using motor vehicles for the transportation of passengers or goods, as stipulated in BPH Migas Regulation No. 17 of 2019, Article 3, on the issuance of local government recommendation letters for the purchase of certain types of petroleum products. The petroleum product restriction policy implemented involves using the My Pertamina application for every purchase of subsidized petroleum products by scanning the barcode provided. However, the fuel oil restriction policy that has been implemented has an adverse impact on supporting sectors that can improve the economy of a region. One sector that has an important role in the economy of a region that is highly dependent on fuel oil is the transport sector which is needed by the community to facilitate the flow of goods. The smooth flow of goods in an economic activity can make the economy of a region develop rapidly (Lyrra & Kurniati, 2025). Manokwari Regency is one example where much of the region's economic growth is supported by the transport sector. Manokwari Regency is the second most populous Regency in West Papua Province which has recorded data at the Central Bureau of Statistics of West Papua Province.

The population in Manokwari Regency in the last 3 years has continued to increase along with the increasing needs of the community in the transportation sector. Transport in general has a major influence on individuals, society, economic development, and socio-politics of a country. The importance of transportation needs in the community in Manokwari Regency has made the number of vehicles continue to increase every year, increasing the number of vehicles that have been recorded by the Manokwari Regency Samsat Office where the number of vehicles from 2-wheeled types to more continues to increase in 2018-2022. Trucks are a type of vehicle that has seen continuous growth over the past three years in this regency. This means that trucks are increasingly needed by the community to carry and transport large quantities of bulky goods.

With the increase in the number of trucks, the demand for subsidized fuel will also increase to power these vehicles. Pertamina's policy of building gas stations in remote, underdeveloped (3T) areas addresses price disparities due to location. However, fuel purchase restrictions remain in place in areas surrounding these areas to ensure sustainable supply across the region. The impact of this policy, along with geographic location, is an external factor affecting truck driver efficiency and income. Manokwari Regency is a regency that has also established a policy of limiting the filling of fuel oil. The policy of limiting the filling of subsidised fuel oil which is only allowed to fill 60 litres / day and using the My Pertamina application every time you make a purchase at a Public Fuel Filling Station that has been determined indirectly has an impact on the transportation sector, especially truck drivers. The impact felt by truck drivers is that working hours are not optimal because there are obstacles when scanning barcodes that sometimes cannot be read or detected by the machine which can take a long time so that the truck driver's working hours are reduced.

Another impact of the policy is the increase in service fees charged to customers. As we know, the role of fuel oil is an important factor in determining other basic prices. The more difficult or scarce the fuel oil is, the more the price of services will increase. This will have an impact on the truck driver's income. In addition to working hours and service prices, truck driver income can also be affected by capital. The truck driver's capital increases for work because most of the traded material loads are assisted by heavy equipment (excavators) to help transport the material into the truck bed where the heavy equipment (excavators) uses diesel as a means of movement. This research then, analysed the effect of working hours, service prices, and capital on truck driver income. The increasing population means that the needs of the community in the transportation sector will increase and this will contribute to the economic growth of a region. The transport sector needs fuel oil to run the vehicles. In Indonesia, fuel oil is divided into two, namely subsidised and non-subsidised cited from Kodai & Suleman (2023). The large use and demand for subsidised fuel oil because the selling price is much cheaper than the selling price of non-subsidised fuel oil has resulted in many people committing fraud by hoarding subsidised fuel oil. In the case of hoarding fuel oil, the government finally made a policy so that those who commit ihtikar fraud can be eliminated by the government making a program to use the My Pertamina application every time they fill up subsidized fuel oil at Public Fuel Filling Stations and a limit of 60 litres of subsidized fuel oil per day but, the policies that have been implemented can indirectly affect the income of truck drivers. This is due to reduced working time because when using My Pertamina application there are still obstacles such as barcodes that cannot be read so that it takes a long time which makes the truck driver's working hours cut or the truck driver's working hours become not optimal for work and the reduced load carried so that it affects the level of income, the more loads received, the higher the income received by the truck driver, and vice versa. Another impact of the implementation of this policy is an increase in the cost of services charged to customers.

This is because fuel plays an important role in determining other basic prices. The more difficult or scarce it is to obtain fuel, the higher the cost of services will be, which will have an impact on truck drivers' income. In addition to working hours and service prices, truck drivers' income can also be influenced by capital. Truck drivers' capital increases for work because most of the materials being transported are assisted by heavy machinery (excavators) to help load the materials into the truck bed, where the heavy machinery (excavators) use diesel as a power source. The theory that explains the relationship between income and working hours is based on individual preferences regarding whether to spend their time working or on leisure activities. The utility function shows an individual's satisfaction from the consumption of goods (income) and leisure time. Mathematically, it is presented as follows:

$$U(C, L_e) = C^{\propto} L_e^{\beta}$$

U is utility, C is consumption (income) and L_e is leisure time. $\propto$ and β are weights of preferences. This model is related to the theory of intertemporal choice, where in the utility function with time budget constraints and income constraints, a person is faced with the choice of using leisure time or income (work). If a person is working, their income is derived from their wages multiplied by their working hours. In addition to working hours, a person's income is influenced by the operational costs incurred and the price of the goods or services they receive. Based on theory of production, income is a function of output (Q), which is influenced by input (working hours, capital) and market price (H), which is then reduced by input costs (TC). Net income is obtained by multiplying the price of goods/services per unit and number of units then divided by operating costs. Here working hours affect the number of units (productivity) and also costs (gasoline, tolls, meals), while working capital affects operational efficiency and capacity. This can be modelled in a production function such as $Q = f(\text{working hours, capital, service quality, and cost function})$ and a cost function, $TC = f(\text{working hours, capital, variable costs})$, so that $Net\ Income = (Price \times Q) - TC$.

There are many studies related to transportation driver income, but most of them focus on passenger transportation (Buntuan, Rorong, & Tolosang, 2023; Oktavian, Pertiwi, Safitri, & Hediana, 2023; Ramadhani & Yunus, 2025; Saputra, 2021) and some articles compared driver's income before and after Covid-19 (Hikmah, 2022; Rieshapsari, 2022; Salsabila & Irham, 2022) or the competition that occurs and affects driver income (Buntuan *et al.*, 2023; Hes, A.D., Engka, & Rompas, 2023; Mariano, Amkeun, Bau, & Lian, 2023; Ramadhani & Yunus, 2025). This competition arises due to changes in the transportation model from offline to online or due to differences in vehicle types such as "becak", "bemo"(Buntuan *et al.*, 2023; Ramadhani & Yunus, 2025), and motorcycles(Aulia, Amri, & Zulkifli, 2024; Oktavian *et al.*, 2023; Saputra, 2021). There are only a few studies on freight transportation services. A research by Suswatiningsih (2021) used freight transport (for transporting fruit bunches) that was already based on contracts, but studies on the income and costs of freight transport drivers, such as household goods and local mining materials, have not been widely conducted. All of these studies generally examine the impact of changes on drivers' income due to costs, routes, or the number of passengers and types of goods transported, which vary. However, few studies have examined the transportation of local mining materials. This type of vehicle is quite common in every region and the vehicle always queues for subsidized fuel (in the case of Manokwari). In addition, the variables observed are more or less similar in several regions, but most refer to operational costs as capitals (Sanu, 2023; Yustika, 2022) that are actually day-to-day capital for operations.

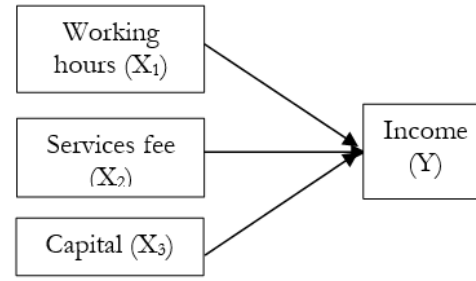

Figure 1. Conceptual Framework

In this study, the variables used based on previous studies are working hours, service prices, and capital. The reason is because the three variables are considered relevant that affect the income of truck drivers. First, variables of working hours and service rates have a positive and significant effect on income (Genak, 2023). Second, working hours and passenger service rates have a significant effect on income (Zulfikri, 2021). Third, working hours have a significant effect on income (Sanang & Irwan, 2018). Fourth, working hours and passenger service rates have a significant effect on income (Syafri, 2018). The difference between this study and the previous studies is the addition of the capital variable because it is based on the research study of Anjali & Susantun (2023), Herman (2021), and Kirana (2023) that increasing business capital will also increase income and profits as expected by service sellers. Based on the theories mentioned and previous research, a research conceptual framework was developed as shown in Figure 1.

This study analyses the effects of working hours, service prices, and daily capital on the income of workers in transportation sector (informal workers).

Research Methodology

This research is a quantitative study by taking primary data from 50 drivers. Meanwhile, the sampling technique used "urposive sampling by setting the following criteria for taxi drivers. Initially, all drivers of special trucks in the city carrying excavated materials queuing at the Public Fuel Filling Station to fill up with subsidized bio solar fuel and secondly, all drivers of excavated material transport vehicles using trucks with yellow license plates. The method of data collection was a survey based on a questionnaire.

Hyphotesis

Based on previous studies and aim of this research, there are three three hypothesis:
H_1: working hours (X1) has a positive and significant relationship with truck driver income (Y).
H_2: service price (X2) has a positive and significant relationship with truck driver income (Y).
H_3: capital (X3) has a positive and significant relationship with truck driver income (Y).

Data Collection and Analysis Method

Data collection in this study used a questionnaire. Some questions used the Likert Scale for gathering infromation about the driver's socio-economic conditions. The Likert scale is used to measure the attitudes, opinions, and perceptions of a person or group of people about social phenomena (Sugiyono, 2021). Data is analysed using multiple linear regression analysis methods. Data then analysed and presented using SPSS 16 output which are consists of regression result, ANOVA table, and model summary. The following is the regression model of this study:

$$Y = a + \beta_1 X_1 + \beta_2 X_2 + \beta_3 X_3 + e$$

Where:
Y = Income (IDR/month)
α = Constant
β_1, β_2, β_3= Regression Coefficient
X_1 = Working Hours (hours/day)
X_2 = Services Fee (IDR/trip)
X_3 = Capital (IDR/trip)
e = *Standard error*

Variables

There are one dependent variable and three independent variables in this study. Truck driver income (Y) is dependent variable of this research, which is the accumulated earnings of truck drivers after deducting operational costs for a month, expressed in rupiah (IDR/month). The following three variables are independent variables. Working hours (X_1) is the number of hours allocated by truck drivers to work per day (hours/day). Service price (X_2) is the cost or service fee for each delivery of goods from the pickup point to the destination (one round trip) in rupiah (IDR/trip). Capital (X_3) refers to the operational costs or working capital incurred for a single round trip delivery, expressed in rupiah (IDR/trip).

Results and Discussion

Results

Table 1 shows the results of the regression analysis as follows:

$$Y = 2.002 - 0.193X_1 + 0.601X_2 + 0.334X_3$$

The classical assumption test has been carried out using SPSS and this model has been checked to be free from violations of the classical assumptions. From the linear regression equation above, it can be seen that the constant value (α) is 2.002 and the regression coefficient β1 is -0.193, β2 is 0.601, and β3 is 0.334. Interpretations of the regression equation can be explained as follows:

1) α is 2.002, meaning that without being influenced by any variables or if the value of working hours (X1), service prices (X2), and capital (X3) remains constant (unchanged), then the income of truck drivers (Y) is 2.002.
2) β1 is -0.193, meaning that for every one unit increase in working hours, the truck driver's income will decrease by -0.193 assuming there is no increase in the value of the price of services (X2) and capital (X3) or in other

words, the price of services (X2) and capital (X3) are considered constant.

3) β2 is 0.601, meaning that for every one unit increase in service prices, truck driver income will increase by 0.601 assuming there is no increase in the value of working hours (X1) and capital (X3) or in other words, working hours (X1) and capital (X3) are considered constant.
4) β3 is 0.334, meaning that for every one unit increase in capital, truck driver income will increase by 0.334 assuming there is no increase in the value of working hours (X1) and service fee (X2) or in other words, working hours (X1) and service prices (X2) are considered constant.

Hypothesis Test

T-Test (Partial)

The three variables, namely, working hours (X1), service price (X2), and capital (X3) have different t-test results on truck driver income (Y). The values can be seen in Table 1. The study results show that partially the working hours variable (X1) and the capital variable (X3) have no significant effect on truck driver income (Y) with a significant value > 0.05. Meanwhile, the service price variable (X2) has a significant effect on truck driver income (Y) at the 95% confidence level.

F-Test (Simultaneous)

The F-test was used to determine the level of simultaneous or joint significance of the variables working hours (X1), service price (X2), and capital (X3) on truck driver income (Y). The results of the f-test can be seen in Table 2.

Table 1. Regression Results

Parameters[a]	Unstandardized Coefficients		Standardized Coefficients		
	B	Std. Error	Beta	T	Sig.
Constant	2.002	0.947		2.114	0.040**
Working Hours (X_1)	-0.193	0.171	-0.239	-1.126	0.266
Service fee (X_2)	0.601	0.191	0.665	3.140	0.003***
Capital (X_3)	0.334	0.181	0.413	1.843	0.072*

Table 2. F-Test

	Sum of Squares	df	Mean Square	F	Sig.
Regression	210.608	3	70.203	36.917	0.001[b]
Residual	87.712	46	1.907		
Total	298.320	49			

Table 2 shows the calculation of the f_{stat} value of 36,817 and the f_{table} value of 2,802. Thus, the $f_{stat} > f_{table}$ (36,817> 2,802) with a significant value of 0.001 is smaller than 0.05. From these results it can be concluded that simultaneously the variables of working hours (X1), service prices (X2), and capital (X3) have a significant effect on truck driver income (Y).

Test Coefficient of Determination (R2)

The coefficient of determination (R square) is used to measure how far the model's ability to explain variations in the dependent variable. The coefficient of determination which is close to one, the independent variables explain almost all the information needed to predict the dependent variable. The results of the calculation of the coefficient of determination of this study can be seen in Table 3.

Table 3. Test Coefficient of Determination (R2)

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin Watson.
Regression	0.840[a]	0.706	0.687	1.381	2.226

Table 3 shows coefficient of determination (R2) value of 0.706, which means that the influence of the independent variable (X) on the dependent variable (Y) is 70.6%. Meanwhile, the remaining 29.4% of the change in income is caused by other factors not explained in this study, such as the amount of cargo.

Discussion

The working hours used by truck drivers in Manokwari Regency are 144-160 working hours in one month with an average number of working hours used of 160 hours / month or 10 hours / day with a frequency of 15 respondents. The results of this study show that working hours have no significant effect on truck driver income with a significant value of 0.266 which is greater than 0.05 (see Table 1), then H_0 is accepted H_a is rejected. This is because the material loading site is not open all the time or the operating hours of the material loading site are uncertain because there are several types of materials that must be transported using tools (excavators) operated by a technician (human) who is not always on site. And there are also obstacles, such as the condition of the truck that is damaged on the road so that even though working hours increase but not for loading materials, the truck driver's income will not increase. The results of this study are not in accordance with some previous studies. In previous studies, the variables of the number of working hours and tariffs had positive and significant effect on the income of travel driver (Genak, 2023). Different results were also shown by study of Zulfikri (2021), where the findings of this study were that working hours, together with the variables of passenger numbers and passenger service fares, had a positive and significant effect on taxi income after operating online in Makassar. Similarly, a study on income drivers indicate that the variables of working hours, fares, and driving experience have a positive effect on the income of transport drivers, while the variable of age has no effect on income (Syafri, 2018). The price of services used by truck drivers in Manokwari Regency varies depending on the material being transported in rupiah units in one month. The results show that the price of services has a significant effect on the income of truck drivers with a significant value of 0.03 <0.05 partially (see Table 1). This indicates that if the price of services increases, the income of truck drivers will also increase with the assumption that working hours (X1) and capital (X3) are considered constant, then H_0 is rejected and H_a is accepted. This is because the provision of a large service price can return the capital spent by the truck driver and also to get a large profit or income. The results of this study are in accordance with the three previous studies. As mentioned in the previous subsection, the service fee variable has a positive and significant effect on truck drivers' income, along with the variables of working hours and number of passengers (Zulfikri, 2021) as well as the variables of working hours and driving experience (Syafri, 2018). The capital used by truck drivers in Manokwari Regency varies depending on the material transported in rupiah units in one month. The results of this study show that capital partially, does not have a significant effect on truck driver income with a significant value of 0.072 that is greater than 0.05 but less than 0.10 (see Table 1). This result indicates that if capital increases, truck driver income will not increase assuming working hours (X1) and service prices (X2) are considered constant, then H_0 is accepted and H_a is rejected. The results of this study have nothing in common with previous studies because in previous studies researchers did not use capital variables, and the results of this study are also not in line with the opinion of Anjali & Susantun (2023), Herman (2021), and Kirana (2023) which states that with an increase in business capital, income and profit will also increase as expected by the service

Conclusion

The results of the t-test (partial) show that the working hours variable (X1) and the capital variable (X3) have no significant effect on income because the working hours variable (X1) has a significant value of 0.266 > 0.05 and the capital variable (X3) has a significant value of 0.072 > 0.05. Meanwhile, the service price variable (X2) has a significant effect on income because the service price variable (X2) has a significant value of 0.03 < 0.05. Meanwhile, the

service price variable (X2) has a significant effect on income because the service price variable (X2) has a significant value of 0.03 <0.05. The results of the f-test (simultaneous) show that the variables of working hours (X1), service prices (X2), and capital (X3) simultaneously have a significant effect on income with a significant value of 0.001 <0.05. In this study, the magnitude of the influence of the independent variable on the dependent variable is 70.6%. While the remaining 29.4% of changes in income are caused by other factors not explained in this study such as the number of loads. The limitation of this study lies in the number of respondents in the sample. Consideration was given to the characteristics of the respondents, such as the type of informal work, specifically drivers with a minimum income requirement to avoid bias in the results and make the study more valid. The variables observed are limited to the most basic variables that affect individual income. Another unique limitation of this study is that it excludes waiting time in fuel queues for vehicles used for transportation. However, this is included in the discussion as a constraint between working time and income. Further research could add waiting time for purchasing vehicle fuel, especially if drivers work in areas where fuel supplies are restricted by the government. This variable has a negative relationship with driver income because it reduces free time that should be used for other activities. In addition, the scope of the research could also be expanded, where further research could classify drivers based on the type of work they do, whether formal or informal. Some independent variables could also be added in future study such as, fuel access, distance, and type of work contract.

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