

Test Carrier Operational Costs Report, 2022



ATRI's annual *Operational Costs of Trucking* is the industry's most-used public benchmarking tool. This annual analysis depends on the regular participation of for-hire motor carriers of all sizes and sectors. As a token of appreciation for participation in the 2022 study, ATRI prepared this confidential, proprietary operational costs report for Test Carrier. It compares your operational costs during the year 2021 to other Truckload carriers with 100 or fewer trucks; this sector and size category was chosen based on consistency and volume of data in order to provide the most tailored and reliable benchmarking possible. **Any metrics that your fleet did not report in the 2022 Ops Costs data collection process are marked as NA.**

Fleet Demographics and Efficiency

- Deadhead mileage represented 8 percent of Test Carrier total IFTA mileage versus an average of 11.97 percent among peer carriers.
- Test Carrier average dwell time was 1.5 hours per stop; peer carriers had an average dwell time of 1.93 hours per stop.
- Test Carrier annualized driver turnover rate was 60 percent, while peer carriers had an average annualized driver turnover rate of 40.82 percent.
- On average, trucks in your fleet were 5 years old. The average truck age among peer carriers was 3.8 years old. The average annual mileage for each of your trucks was 100,000, compared to an average annual mileage of 112,710 per truck among peer carriers.
- On average, trailers in your fleet were NA years old. The average trailer age among peer carriers was 13.3 years old. Your fleet had 0 trailers for every truck while peer carriers had an average of 3.28 trailers for every truck.

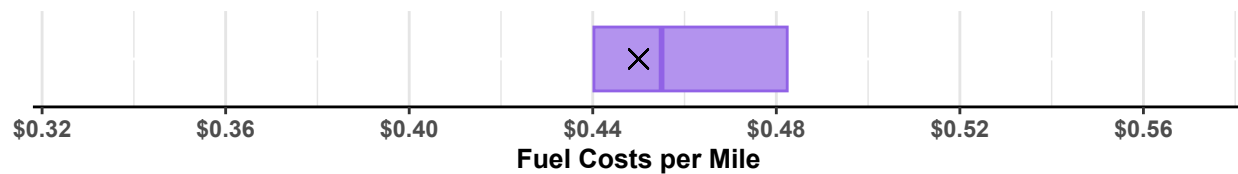
Marginal Costs

The following boxplots show how Test Carrier marginal costs per mile in each key cost center compare to peer carriers.

- The X in each plot marks Test Carrier costs per mile.
- The vertical line (|) in the middle of each box shows the peer group median or middle cost.
- The box in each plot represents what the middle 50 percent of peers spent in each cost center.
- Roughly 25 percent of peers spent less than the left edge of the box; 25 percent of peers spent more than the right edge of the box (rounding or multiple carriers reporting the same costs may result in slightly different listed percentages).

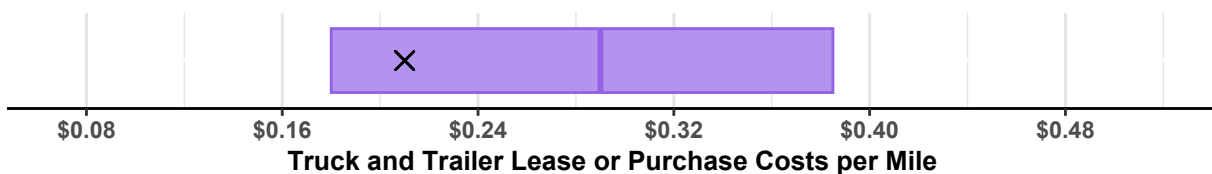
Fuel

- Test Carrier fuel costs were \$0.45 per mile (X).
- Peer group median cost was \$0.455 (|).
- The middle 50 percent of peer costs ranged from \$0.44 to \$0.482.
- Test Carrier paid the same or less for fuel than 61 percent of peer carriers.

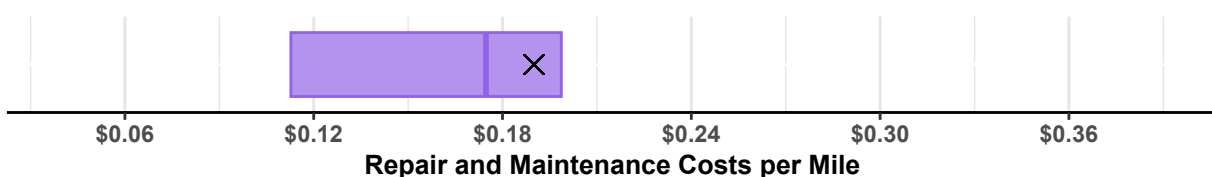


Equipment

- Test Carrier truck and trailer lease or purchase costs were \$0.21 per mile (X).
- Peer group median cost was \$0.29 (|).
- The middle 50 percent of peer costs ranged from \$0.18 to \$0.385.
- Test Carrier spent the same or less on trucks and trailers than 74 percent of peer carriers.

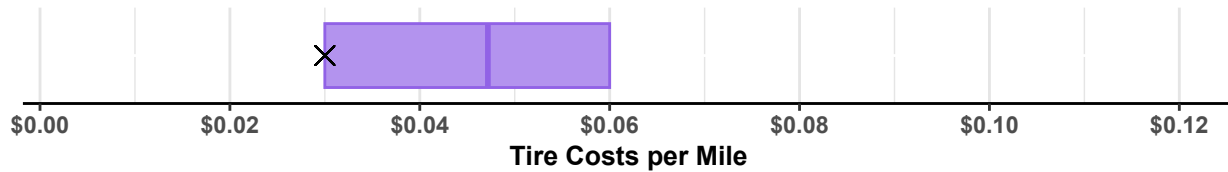


- Test Carrier repair and maintenance costs were \$0.19 per mile (X).
- Peer group median cost was \$0.175 (|).
- The middle 50 percent of peer costs ranged from \$0.113 to \$0.199.
- Test Carrier spent the same or more on repair and maintenance than 61 percent of peer carriers.



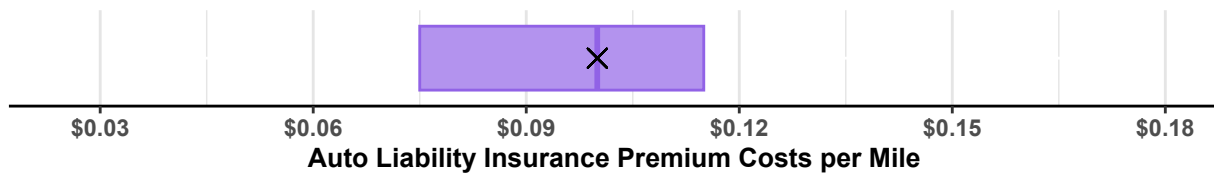
Equipment purchase benchmarks should be compared with maintenance benchmarks, as expenses in these two cost centers are closely related. When taken together, Test Carrier equipment purchase and maintenance costs are \$0.065 less than the median of peer carriers' combined equipment purchase and maintenance costs per mile.

- Test Carrier tire costs were \$0.03 per mile (X).
- Peer group median cost was \$0.047 (|).
- The middle 50 percent of peer costs ranged from \$0.03 to \$0.06.
- Test Carrier paid the same or less for tires than 78 percent of peer carriers.



Insurance and Crashes

- Test Carrier auto liability insurance premium costs were \$0.1 per mile (X).
- Peer group median cost was \$0.1 (|).
- The middle 50 percent of peer costs ranged from \$0.075 to \$0.115.
- Test Carrier spent the same or more on insurance premiums than 58 percent of peer carriers.



- Test Carrier out-of-pocket incident costs were \$0.008 per mile (X).
- Peer group median cost was \$0.006 (|).
- The middle 50 percent of peer costs ranged from \$0.001 to \$0.012.
- Test Carrier spent the same or more on out-of-pocket incident costs than 67 percent of peer carriers.



Insurance premium benchmarks should be compared with out-of-pocket incident cost benchmarks, as expenses in these two cost centers are closely related. When taken together, Test Carrier premium and out-of-pocket costs are \$0.002 more than the median of peer carriers' combined premium and out-of-pocket costs per mile.

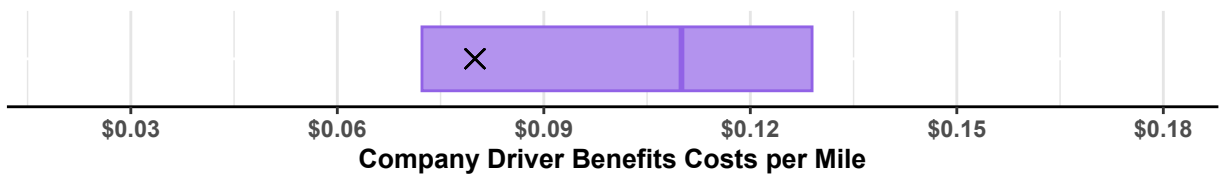
Driver Compensation

- Test Carrier company driver wage costs were \$0.59 per mile (X).
- Peer group median cost was \$0.55 (|).

- The middle 50 percent of peer costs ranged from \$0.472 to \$0.615.
- Test Carrier spent the same or more on driver wages than 67 percent of peer carriers.



- Test Carrier company driver benefits costs were \$0.08 per mile (X).
- Peer group median cost was \$0.11 (|).
- The middle 50 percent of peer costs ranged from \$0.072 to \$0.129.
- Test Carrier paid the same or less for driver benefits than 67 percent of peer carriers.



Driver wage benchmarks should be compared with driver benefits benchmarks, as expenses in these two cost centers are closely related. When taken together, Test Carrier driver wage and benefits costs are \$0.01 more than the median of peer carriers’ combined driver wage and benefits costs per mile.

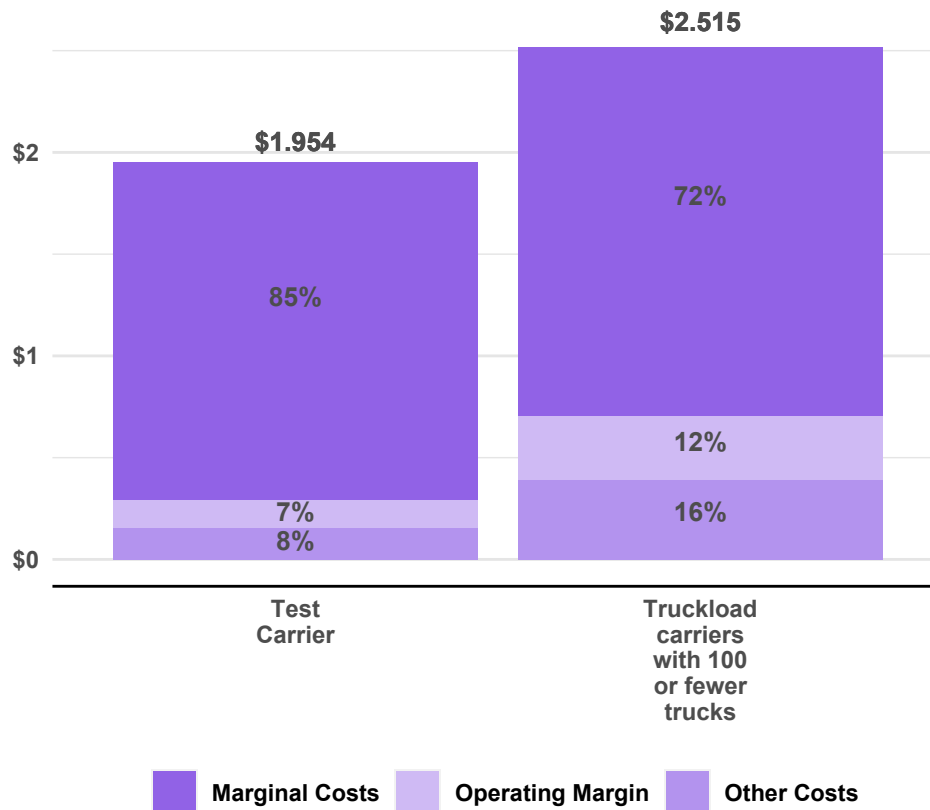
Test Carrier offered Health Insurance, and Dental Insurance benefits. Benefit availability among peer carriers was as follows:

Benefit	Percent of Carriers
Health Insurance	80%
Dental Insurance	75%
Paid Vacation	75%
Per Diem	55%
401k	55%
Vision Insurance	50%
Paid Sick Leave	25%

Revenue

Test Carrier generated \$195,385 in revenue per truck in 2021. The average revenue per truck among peer carriers was \$227,750.

Test Carrier generated \$1.954 in trucking-related revenue per mile, with an operating margin of 7.2 percent. Test Carrier *reported* marginal costs amounted to \$1.66 per mile, or roughly 85 percent of revenue.



For more 2021 industry-wide metrics, year-over-year trends, and forecasts as well as research methodology, please see the full *Operational Costs of Trucking* report, available online at ATRI's website: <https://TruckingResearch.org/>.

If you have any questions, feel free to contact Alex Leslie at aleslie@trucking.org or (651) 641-6162.