

Test Carrier Operational Costs Report, 2023



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 2023 study, ATRI prepared this confidential, proprietary operational costs report for Test Carrier. It compares your operational costs during the year 2022 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 2023 Ops Costs data collection process are marked as NA.**

Fleet Demographics and Efficiency

- Test Carrier had a fuel economy of 6.7 miles per gallon. Peer carriers averaged 6.52 miles per gallon.
- Deadhead mileage represented 13 percent of Test Carrier total IFTA mileage versus an average of 13.37 percent among peer carriers.
- Test Carrier average dwell time was 1.75 hours per stop; peer carriers had an average dwell time of 2.03 hours per stop.
- Test Carrier annualized driver turnover rate was 38 percent, while peer carriers had an average annualized driver turnover rate of 20.88 percent.
- Test Carrier utilized 3.7 drivers for each non-driving employee. On average, peer carriers utilized 3.1 drivers per non-driving employee.
- On average, trucks in your fleet were 4.8 years old. The average truck age among peer carriers was 3.4 years old. The average annual mileage for each of your trucks was 97,811, compared to an average annual mileage of 91,725 per truck among peer carriers.
- On average, trailers in your fleet have a lifespan of NA years. The average trailer lifespan among peer carriers was 10.7 years old. Your fleet had NA trailers for every truck, while peer carriers had an average of 2.8 trailers for every truck.
- 90 percent of Test Carrier maintenance was conducted in-house or at company-owned service shops, whereas peer carriers conducted 48 percent of maintenance in-house on average.

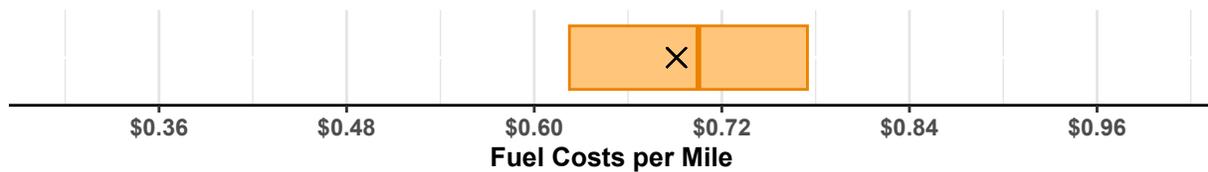
Marginal Costs

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 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 \$0.691 per mile (X).
- Peer group median cost was \$0.705 (|).
- The middle 50 percent of peer costs ranged from \$0.622 to \$0.775.
- Test Carrier paid the same or less for fuel than 61 percent of peer carriers.

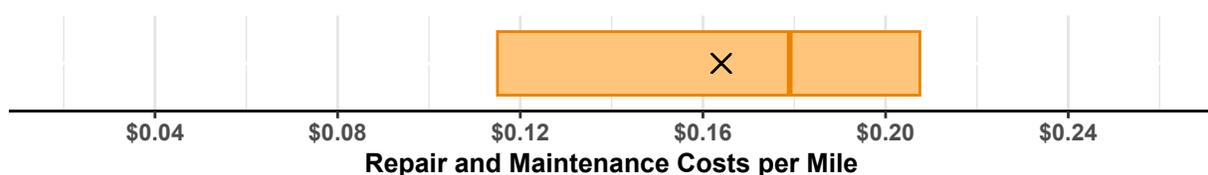


Equipment

- Test Carrier truck and trailer lease or purchase costs were \$0.306 per mile (X).
- Peer group median cost was \$0.306 (|).
- The middle 50 percent of peer costs ranged from \$0.148 to \$0.360.
- Test Carrier had the median truck and trailer lease or purchase cost in its peer group.



- Test Carrier repair and maintenance costs were \$0.164 per mile (X).
- Peer group median cost was \$0.179 (|).
- The middle 50 percent of peer costs ranged from \$0.115 to \$0.208.
- Test Carrier spent the same or less on repair and maintenance than 62 percent of peer carriers.



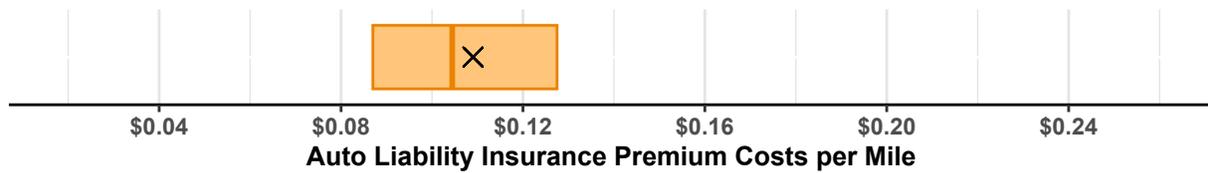
Equipment purchase benchmarks should be compared with maintenance benchmarks, as expenses in these two cost centers are closely related. When taken together, Test Carrier equipment purchase and maintenance costs are \$0.015 less than the median of peer carriers' combined equipment purchase and maintenance costs per mile.

- Test Carrier tire costs were \$0.044 per mile (X).
- Peer group median cost was \$0.045 (|).
- The middle 50 percent of peer costs ranged from \$0.030 to \$0.050.
- Test Carrier paid the same or less for tires than 59 percent of peer carriers.



Insurance and Crashes

- Test Carrier auto liability insurance premium costs were \$0.109 per mile (X).
- Peer group median cost was \$0.104 (|).
- The middle 50 percent of peer costs ranged from \$0.087 to \$0.128.
- Test Carrier spent the same or more on insurance premiums than 67 percent of peer carriers.



- Test Carrier out-of-pocket incident costs were \$0.006 per mile (X).
- Peer group median cost was \$0.006 (|).
- The middle 50 percent of peer costs ranged from \$0.001 to \$0.010.
- Test Carrier had the median out-of-pocket incident cost in its peer group.



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 \$0.005 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 \$0.670 per mile (X).
- Peer group median cost was \$0.657 (|).
- The middle 50 percent of peer costs ranged from \$0.546 to \$0.785.
- Test Carrier spent the same or more on driver wages than 62 percent of peer carriers.



- Test Carrier company driver benefits costs were \$0.120 per mile (X).
- Peer group median cost was \$0.100 (|).
- The middle 50 percent of peer costs ranged from \$0.070 to \$0.130.
- Test Carrier paid the same or more for driver benefits than 69 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 \$0.033 more than the median of peer carriers' combined driver wage and benefits costs per mile.

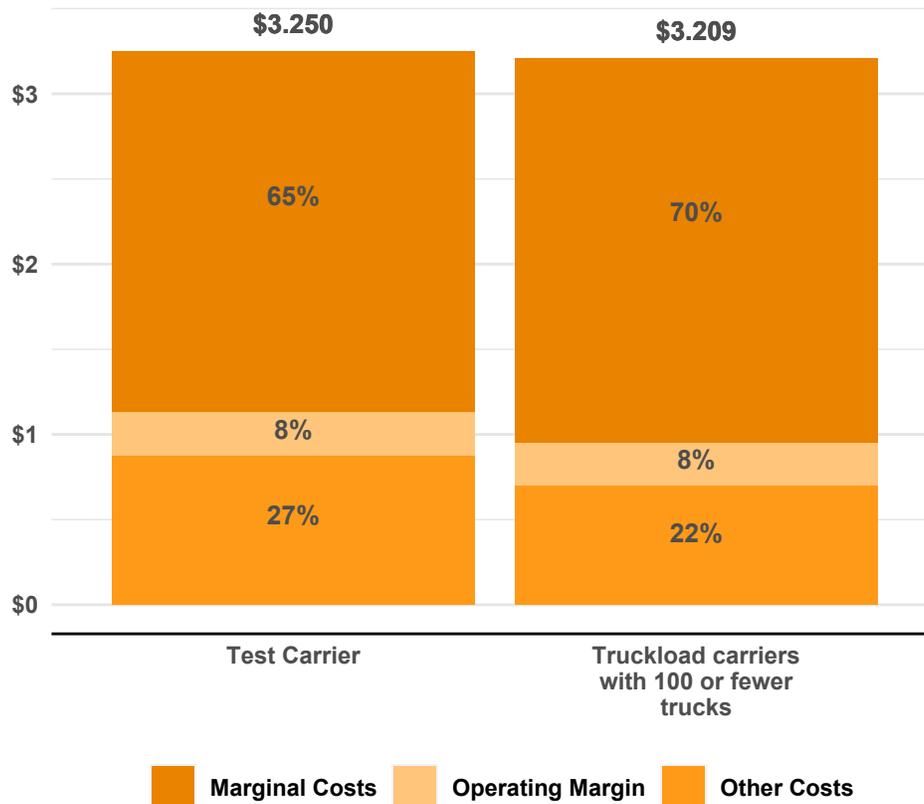
Test Carrier offered Health Insurance, Dental Insurance, and Paid Sick Leave benefits. Benefit availability among peer carriers was as follows:

Benefit	Percent of Carriers
Health Insurance	88%
Dental Insurance	81%
Paid Vacation	81%
401k	69%
Life Insurance	62%
Vision Insurance	62%
Paid Sick Leave	31%
Per Diem	31%

Revenue

Test Carrier generated \$224,138 in revenue per truck in 2022. The average revenue per truck among peer carriers was \$256,901.

Test Carrier generated \$3.25 in trucking-related revenue per mile, with an operating margin of 8 percent. Test Carrier *reported* marginal costs amounted to \$2.114 per mile, or roughly 65 percent of revenue.



For more 2022 industry-wide metrics, year-over-year trends, and forecasts as well as research methodology, please see the full *Operational Costs of Trucking: 2023 Update* 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.