

Sample Carrier Inc. Operational Costs Report, 2024



ATRI's *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 2024 study, ATRI prepared this confidential, proprietary operational costs report for Sample Carrier Inc.. It compares your operational costs during the year 2023 to other Truckload carriers with 51 to 200 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 2024 Ops Costs anonymized data collection process are marked as NA.**

Operations and Efficiency

- Sample Carrier Inc. had a fuel economy of 6.5 MPG. Peer carriers averaged 6.82 MPG.
- Deadhead mileage represented 12 percent of Sample Carrier Inc. total IFTA mileage versus an average of 14.24 percent among peer carriers.
- Sample Carrier Inc. average dwell time was 1.75 hours per stop; peer carriers had an average dwell time of 1.55 hours per stop.
- Annualized driver turnover at Sample Carrier Inc. was 50 percent, while peer carriers had an average annualized driver turnover rate of 58.92 percent.
- Sample Carrier Inc. utilized 3.9 drivers for each non-driving employee. On average, peer carriers utilized 3.8 drivers per non-driving employee.
- On average, trucks in your fleet were 4 years old. The average truck age among peer carriers was 4.2 years old. The average annual mileage for each of your trucks was 91,209, compared to an average annual mileage of 84,637 per truck among peer carriers.
- Trailers in your fleet have an average lifespan of 10 years. Peer carriers' average trailer lifespan was 10 years. Your fleet had 3.74 trailers for every truck, while peer carriers averaged 3.56 trailers for every truck.
- 75 percent of Sample Carrier Inc. maintenance was conducted in-house or at company-owned service shops, whereas peer carriers conducted 62.9 percent of maintenance in-house on average.
- Sample Carrier Inc. Owner-Operator (OO) utilization – the percentage of all drivers that were OOs – was 3 percent. The median OO utilization among peer carriers was 1 percent. The marginal costs of carriers with higher OO utilization may trend slightly lower.

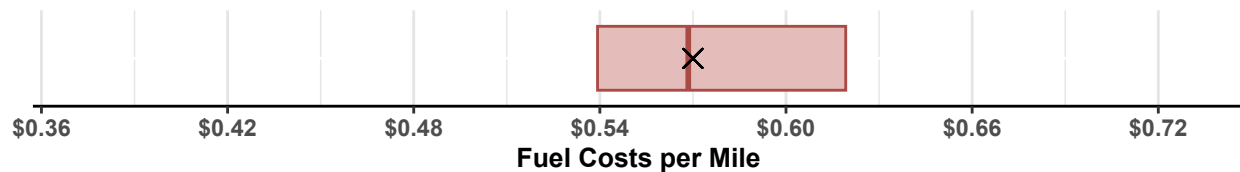
Marginal Costs

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

- The X in each plot marks Sample Carrier Inc. 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).

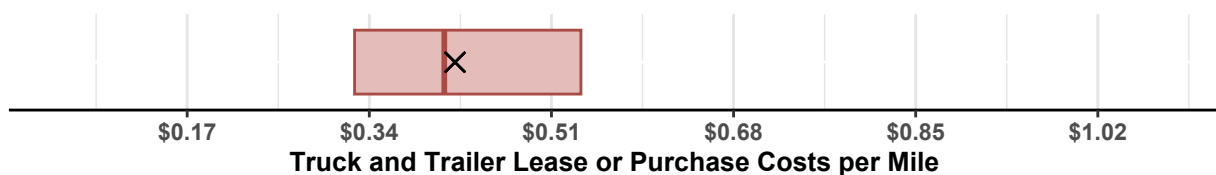
Fuel

- Sample Carrier Inc. fuel costs were \$0.570 per mile (X).
- Peer group median cost was \$0.568 (|).
- The middle 50 percent of peer costs ranged from \$0.539 to \$0.619.
- Sample Carrier Inc. paid the same or more for fuel than 56 percent of peer carriers.

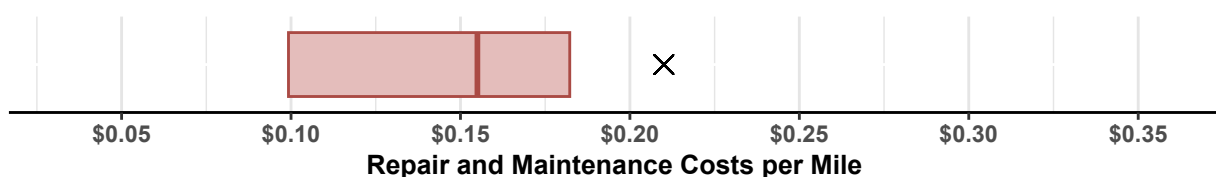


Equipment

- Sample Carrier Inc. truck and trailer lease or purchase costs were \$0.420 per mile (X).
- Peer group median cost was \$0.410 (|).
- The middle 50 percent of peer costs ranged from \$0.326 to \$0.538.
- Sample Carrier Inc. spent the same or more on trucks and trailers than 61 percent of peer carriers.

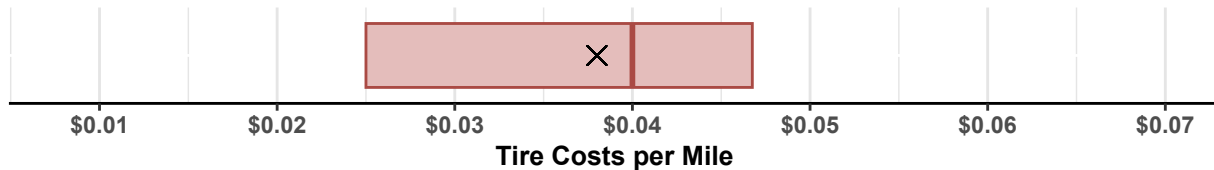


- Sample Carrier Inc. repair and maintenance costs were \$0.210 per mile (X).
- Peer group median cost was \$0.155 (|).
- The middle 50 percent of peer costs ranged from \$0.099 to \$0.182.
- Sample Carrier Inc. spent the same or more on repair and maintenance than 89 percent of peer carriers.



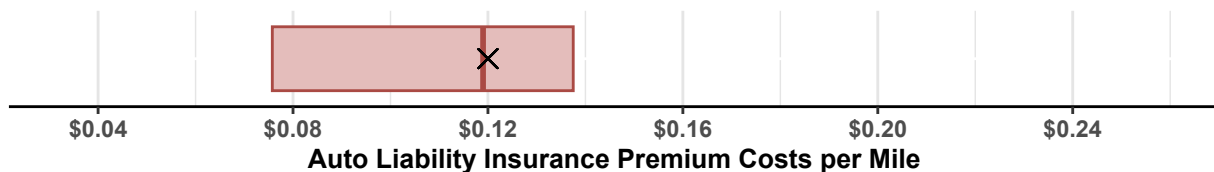
Equipment payment benchmarks should be compared with maintenance benchmarks, as expenses in these two cost centers are closely related. When taken together, Sample Carrier Inc. equipment payment and maintenance costs are \$0.065 more per mile than the median of peer carriers' combined equipment payment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

- Sample Carrier Inc. tire costs were \$0.038 per mile (X).
- Peer group median cost was \$0.040 (|).
- The middle 50 percent of peer costs ranged from \$0.025 to \$0.047.
- Sample Carrier Inc. paid the same or less for tires than 61 percent of peer carriers.



Insurance and Crashes

- Sample Carrier Inc. auto liability insurance premium costs were \$0.120 per mile (X).
- Peer group median cost was \$0.119 (|).
- The middle 50 percent of peer costs ranged from \$0.076 to \$0.138.
- Sample Carrier Inc. spent the same or more on insurance premiums than 61 percent of peer carriers.



- Sample Carrier Inc. out-of-pocket incident costs were \$0.011 per mile (X).
- Peer group median cost was \$0.015 (|).
- The middle 50 percent of peer costs ranged from \$0.010 to \$0.026.
- Sample Carrier Inc. spent the same or less on out-of-pocket incident costs than 75 percent of peer carriers.



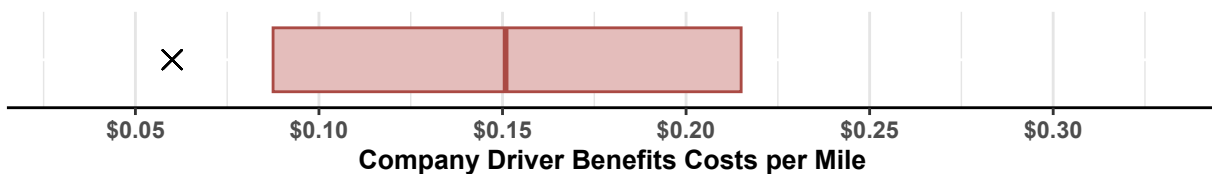
Insurance premium benchmarks should be compared with out-of-pocket incident cost benchmarks, as expenses in these two cost centers are closely related. When taken together, Sample Carrier Inc. premium and out-of-pocket costs are \$0.003 less per mile than the median of peer carriers' combined premium and out-of-pocket costs.

Driver Compensation

- Sample Carrier Inc. company driver wage costs were \$0.610 per mile (X).
- Peer group median cost was \$0.545 (|).
- The middle 50 percent of peer costs ranged from \$0.515 to \$0.621.
- Sample Carrier Inc. spent the same or more on driver wages than 69 percent of peer carriers.



- Sample Carrier Inc. company driver benefits costs were \$0.060 per mile (X).
- Peer group median cost was \$0.151 (|).
- The middle 50 percent of peer costs ranged from \$0.087 to \$0.215.
- Sample Carrier Inc. paid the same or less for driver benefits than 89 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, Sample Carrier Inc. driver wage and benefits costs are \$0.026 less per mile than the median of peer carriers’ combined driver wage and benefits costs.

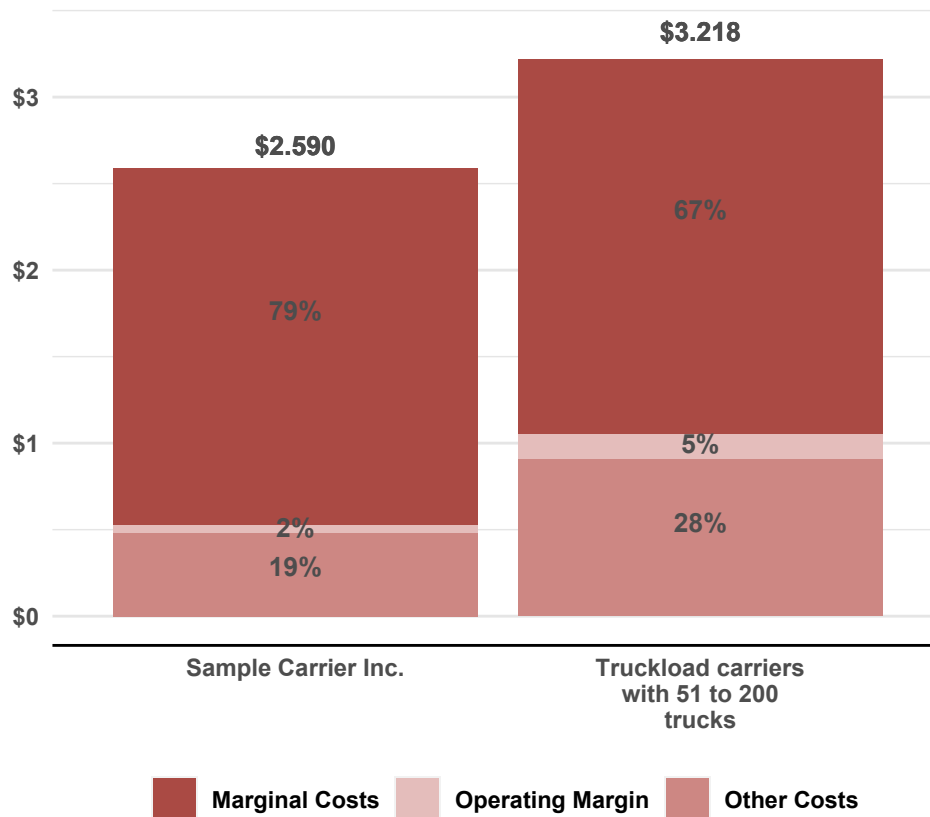
Sample Carrier Inc. offered Health Insurance, Dental Insurance, Vision Insurance, Paid Vacation, 401k, and Life Insurance benefits. Benefit availability among peer carriers was as follows:

Benefit	Percent of Peer Carriers
Health Insurance	100%
Paid Vacation	100%
Life Insurance	94%
Dental Insurance	78%
401k	78%
Vision Insurance	72%
Per Diem	61%
Paid Sick Leave	44%
Employee Ownership / Profit Sharing	17%

Revenue

Sample Carrier Inc. generated \$236,264 in revenue per truck in 2023. The average revenue per truck among peer carriers was \$253,071.

Sample Carrier Inc. generated \$2.59 in trucking-related revenue per mile, with an operating margin of 2 percent. Peer carriers generated an average of \$3.218 in trucking-related revenue per mile and had an average operating margin of 5 percent. Sample Carrier Inc. *reported* marginal costs amounted to \$2.058 per mile, or roughly 79.4 percent of revenue.



For more 2024 industry-wide metrics, year-over-year trends, and forecasts as well as research methodology, please see the full *Operational Costs of Trucking: 2024 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.