

# Sample Carrier Operational Costs Report, 2025



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 2025 study, ATRI prepared this confidential, proprietary operational costs report for Sample Carrier. It compares your operational costs during the year 2024 to other Truckload carriers with 81 to 200 trucks; this peer group was chosen based on consistency and volume of data to provide the most tailored and reliable benchmarking possible. **Any metrics that your fleet did not report in the 2025 Ops Costs anonymized data collection process are marked as NA.**

## Operations and Efficiency

- Sample Carrier had a fuel economy of 7.2 MPG. Peer carriers averaged 6.96 MPG.
- Deadhead mileage represented 13.7 percent of Sample Carrier total mileage versus an average of 15.18 percent among peer carriers.
- Sample Carrier average dwell time was 1.4 hours per stop; peer carriers had an average dwell time of 1.61 hours per stop.
- Annualized driver turnover at Sample Carrier was 62 percent, while peer carriers had an average annualized driver turnover rate of 48.08 percent.
- Sample Carrier utilized 6.7 drivers for each non-driving employee. On average, peer carriers utilized 4.5 drivers per non-driving employee.
- On average, trucks in your fleet were 2.85 years old. The average truck age among peer carriers was 4.1 years old. The average annual mileage for each of your trucks was 82,000, compared to an average annual mileage of 77,342 per truck among peer carriers.
- Trailers in your fleet have an average lifespan of 12 years. Peer carriers' average trailer lifespan was 11.4 years. Your fleet had 2.78 trailers for every truck, while peer carriers averaged 3.44 trailers for every truck.
- 57.5 percent of Sample Carrier maintenance was conducted in-house or at company-owned service shops, compared to 65.8 percent of peer carriers'. Your trucks averaged 36,211 miles between breakdowns, while peers averaged 28,302.
- Sample Carrier Owner-Operator (OO) utilization – the percentage of all drivers that were OOs – was 5 percent. The median OO utilization among peer carriers was 5 percent. The marginal costs of carriers with higher OO utilization may trend slightly lower.

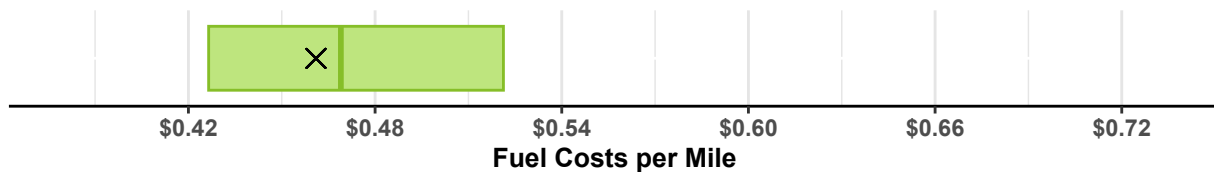
## Marginal Costs

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

- The X in each plot marks Sample 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).

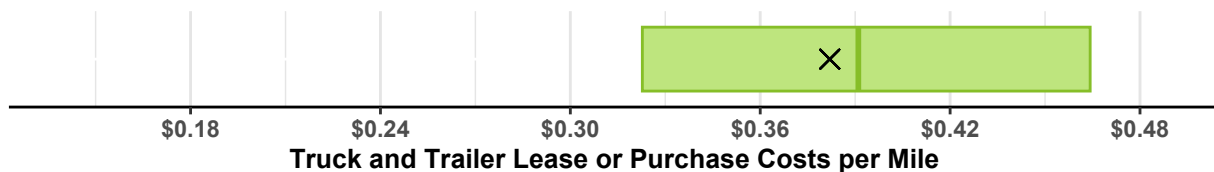
### Fuel

- Sample Carrier fuel costs were \$0.461 per mile (X).
- Peer group median cost was \$0.469 (|).
- The middle 50 percent of peer costs ranged from \$0.426 to \$0.521.
- Sample Carrier paid the same or less for fuel than 57 percent of peer carriers.

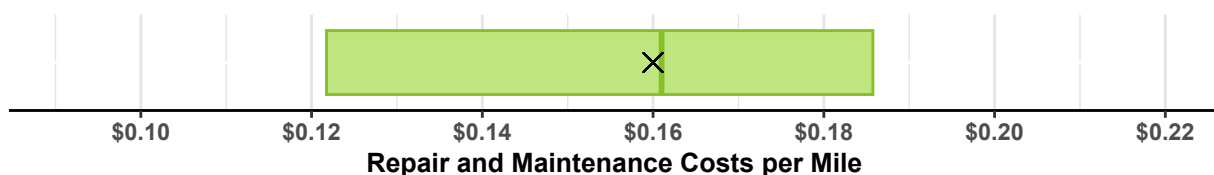


### Equipment

- Sample Carrier truck and trailer lease or purchase costs were \$0.382 per mile (X).
- Peer group median cost was \$0.391 (|).
- The middle 50 percent of peer costs ranged from \$0.323 to \$0.464.
- Sample Carrier spent the same or less on trucks and trailers than 58 percent of peer carriers.

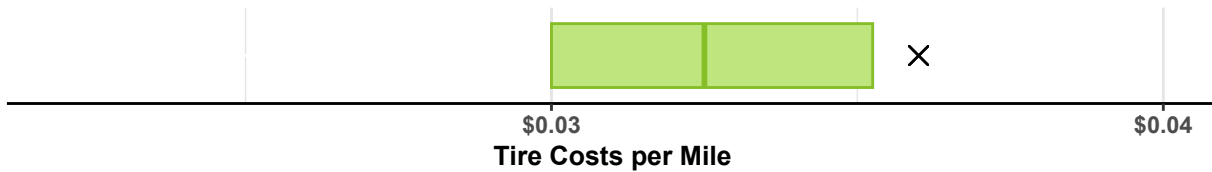


- Sample Carrier repair and maintenance costs were \$0.160 per mile (X).
- Peer group median cost was \$0.161 (|).
- The middle 50 percent of peer costs ranged from \$0.122 to \$0.186.
- Sample Carrier spent the same or less on repair and maintenance than 57 percent of peer carriers.



Equipment payment benchmarks should be compared with maintenance benchmarks, as expenses in these two cost centers are closely related. When taken together, Sample Carrier equipment payment and maintenance costs are \$0.01 less per mile than the median of peer carriers' combined equipment payment and maintenance costs.

- Sample Carrier tire costs were \$0.036 per mile ( X ).
- Peer group median cost was \$0.032 ( | ).
- The middle 50 percent of peer costs ranged from \$0.030 to \$0.035.
- Sample Carrier paid the same or more for tires than 83 percent of peer carriers.

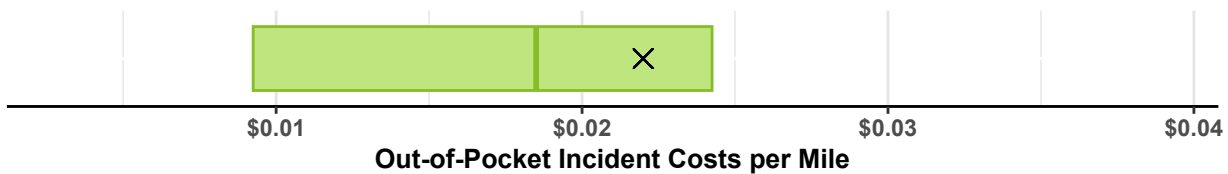


**Insurance and Crashes**

- Sample Carrier auto liability insurance premium costs were \$0.087 per mile ( X ).
- Peer group median cost was \$0.093 ( | ).
- The middle 50 percent of peer costs ranged from \$0.074 to \$0.114.
- Sample Carrier spent the same or less on insurance premiums than 64 percent of peer carriers.



- Sample Carrier out-of-pocket incident costs were \$0.022 per mile ( X ).
- Peer group median cost was \$0.018 ( | ).
- The middle 50 percent of peer costs ranged from \$0.009 to \$0.024.
- Sample Carrier spent the same or more on out-of-pocket incident costs than 71 percent of peer carriers.



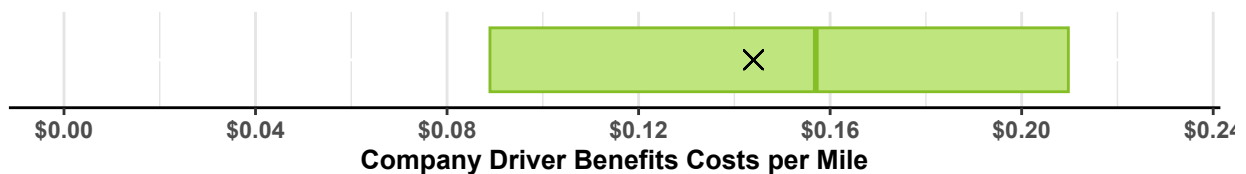
Insurance premium benchmarks should be compared with out-of-pocket incident cost benchmarks, as expenses in these two cost centers are closely related. When taken together, Sample Carrier premium and out-of-pocket costs are \$0.003 less per mile than the median of peer carriers' combined premium and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

**Driver Compensation**

- Sample Carrier company driver wage costs were \$0.643 per mile (X).
- Peer group median cost was \$0.620 (|).
- The middle 50 percent of peer costs ranged from \$0.495 to \$0.647.
- Sample Carrier spent the same or more on driver wages than 69 percent of peer carriers.



- Sample Carrier company driver benefits costs were \$0.144 per mile (X).
- Peer group median cost was \$0.157 (|).
- The middle 50 percent of peer costs ranged from \$0.089 to \$0.210.
- Sample Carrier paid the same or less for driver benefits than 64 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 driver wage and benefits costs are \$0.010 more per mile than the median of peer carriers' combined driver wage and benefits costs.

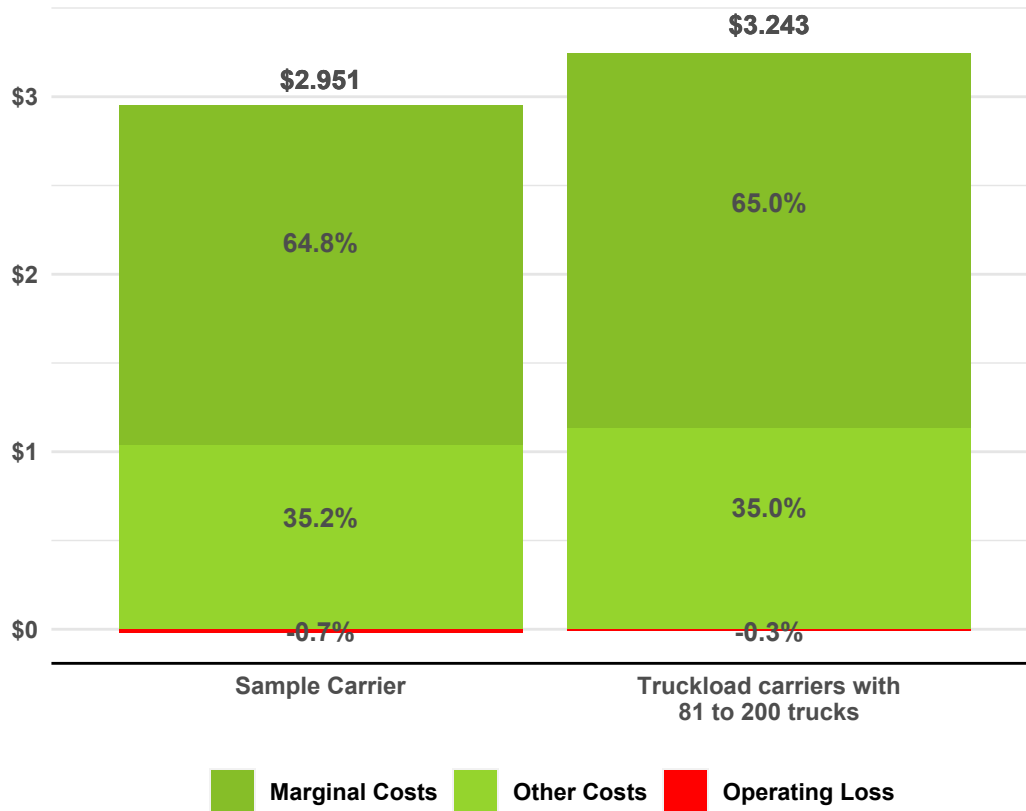
Sample Carrier offered Health Insurance, Dental Insurance, Vision Insurance, Paid Vacation, Paid Sick Leave, Per Diem, 401k, and Life Insurance benefits. Benefit availability among peer carriers was as follows:

Benefit	Percent of Peer Carriers
Health Insurance	93%
Life Insurance	93%
401k	93%
Dental Insurance	86%
Paid Vacation	86%
Vision Insurance	79%
Paid Sick Leave	57%
Per Diem	57%
Employee Ownership / Profit Sharing	14%

### Revenue

Sample Carrier generated \$4,654 in weekly revenue per truck in 2024. The average weekly revenue per truck among peer carriers was \$4,831.

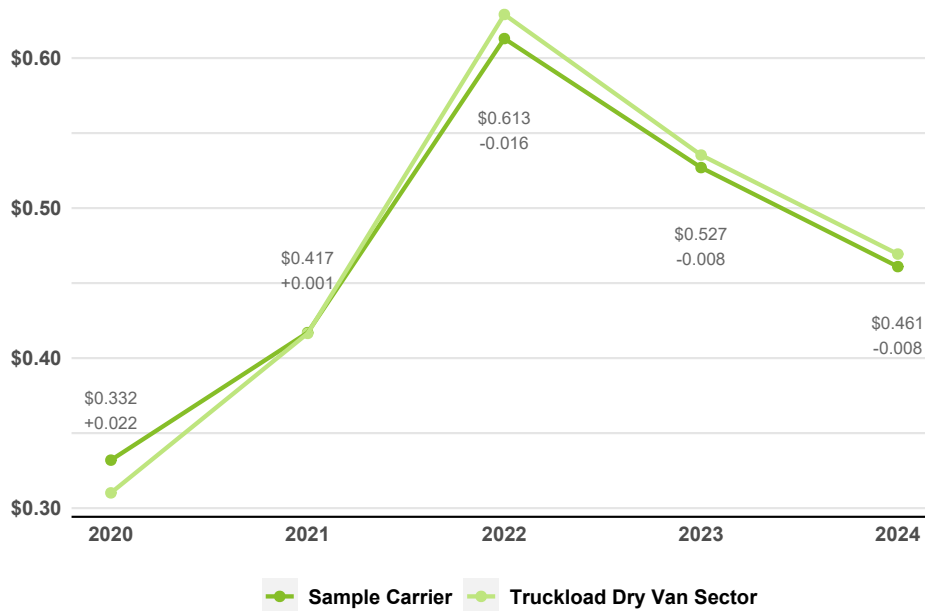
Sample Carrier generated \$2.951 in trucking-related revenue per mile, with an operating margin of -0.7 percent. Peer carriers generated an average of \$3.243 in trucking-related revenue per mile and had an average operating margin of -0.3 percent. Sample Carrier *reported* marginal costs amounted to \$1.913 per mile, or roughly 64.8 percent of revenue.



### Year-Over-Year Analysis

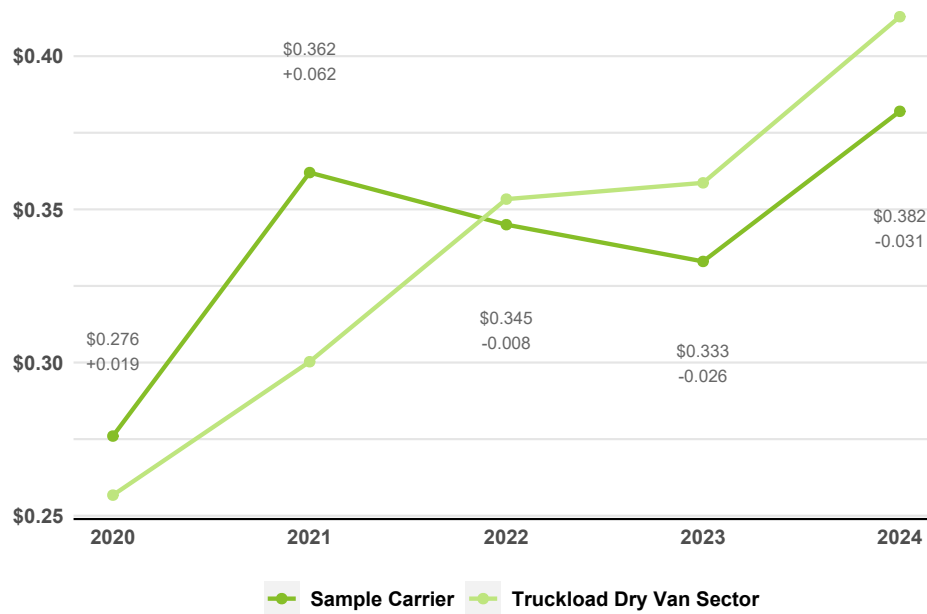
The following line graphs compare your operational costs per mile over the past five years to all Truckload Dry Van carriers. This sector category is *larger than your peer group* in order to ensure the consistency of year-over-year comparisons, given that not all fleets participate annually. The line graphs list your reported cost per mile for each year as well as the amount by which your cost differed from the sector average.

#### Fuel



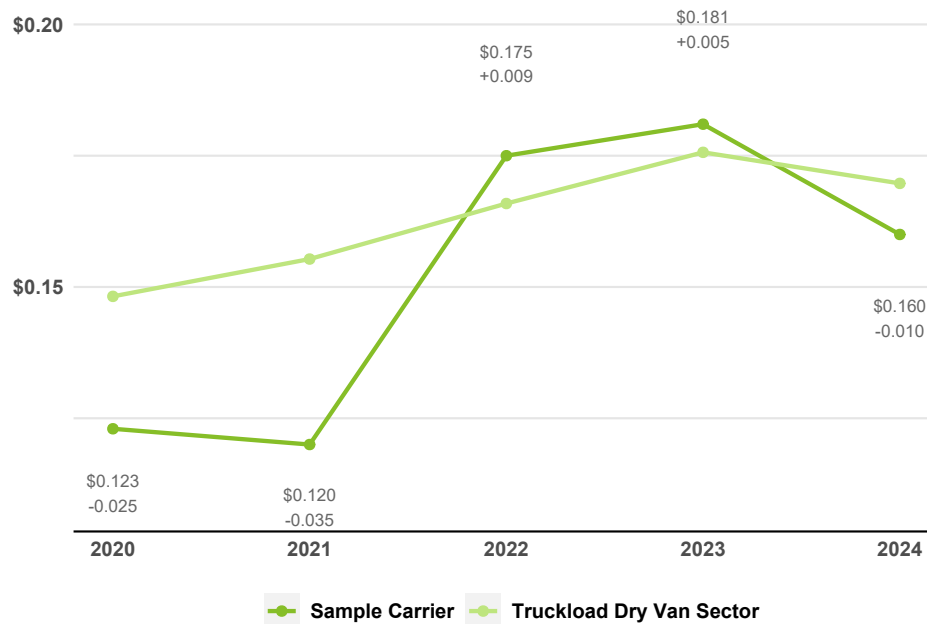
Over this five-year period, Sample Carrier fuel costs increased by 38.9%; sector fuel costs increased by 51.3%.

### Truck and Trailer Payments



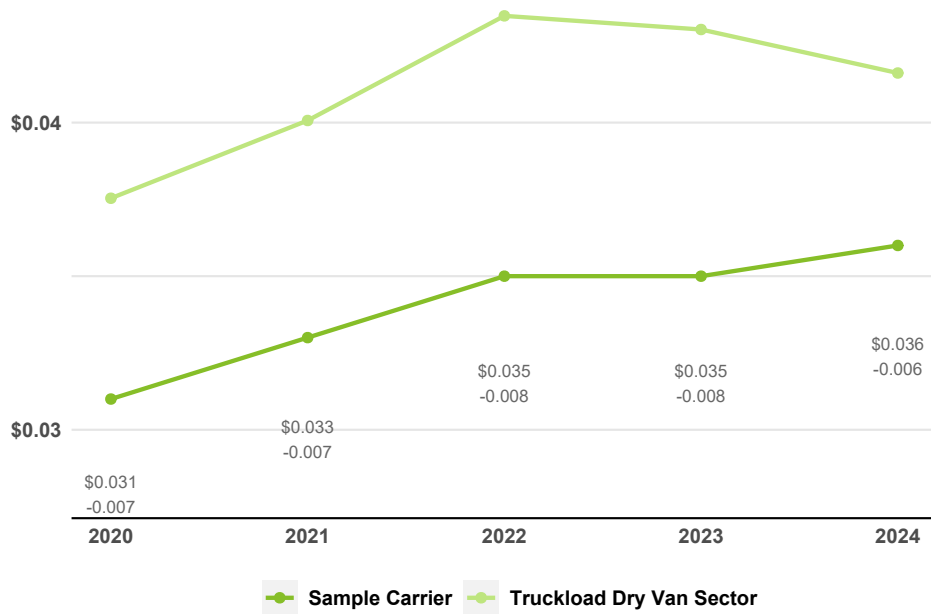
Over this five-year period, Sample Carrier truck and trailer costs increased by 38.4%; sector truck and trailer costs increased by 60.8%.

### Repair and Maintenance



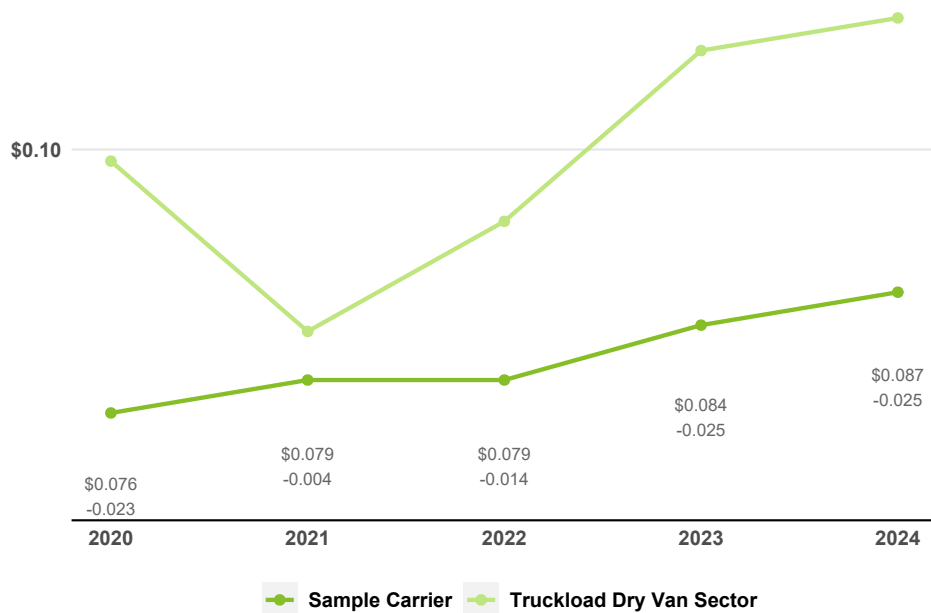
Over this five-year period, Sample Carrier repair and maintenance costs increased by 30.1%; sector repair and maintenance costs increased by 14.5%.

**Tires**



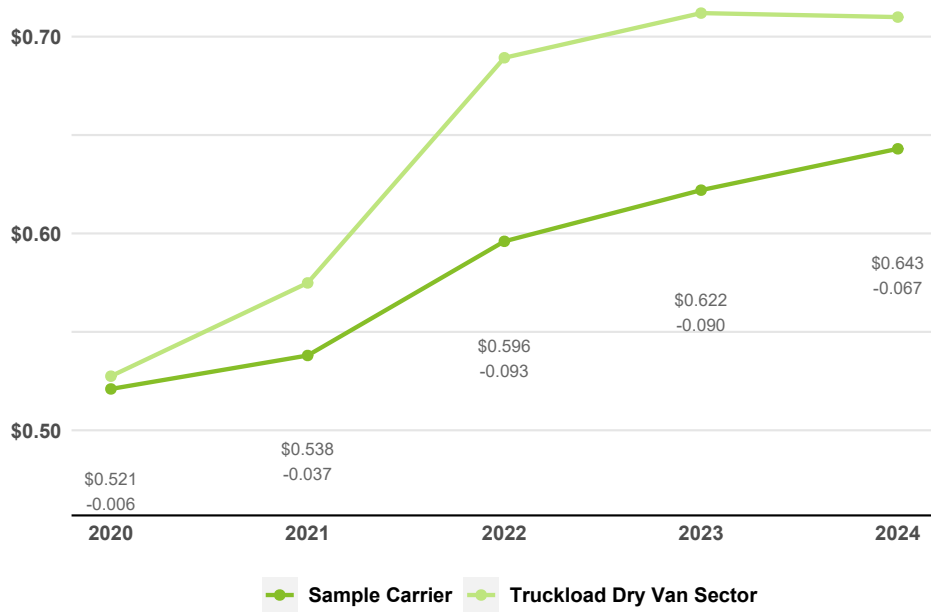
Over this five-year period, Sample Carrier tire costs increased by 16.1%; sector tire costs increased by 10.9%.

**Insurance and Crashes**



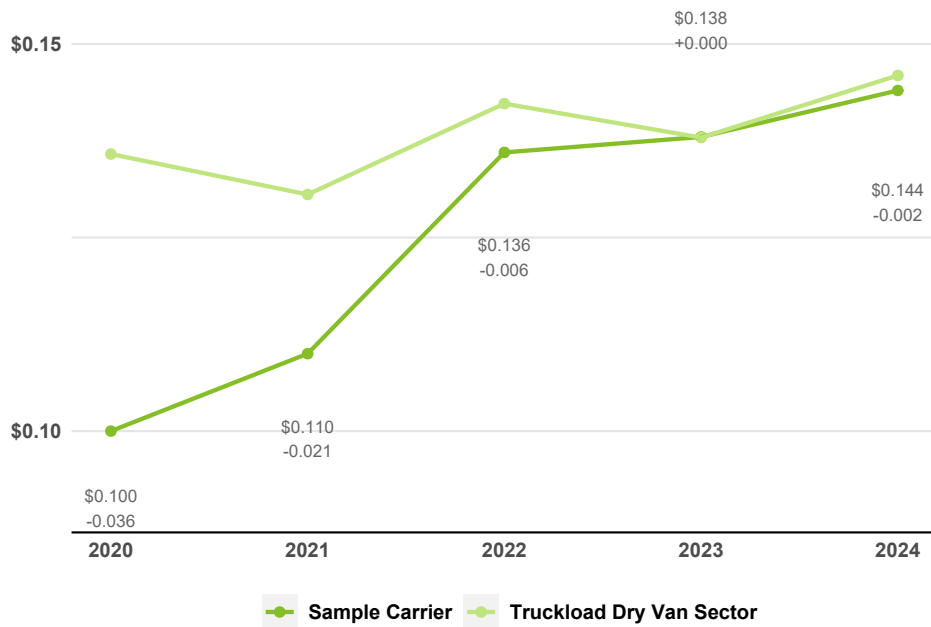
Over this five-year period, Sample Carrier insurance premium costs increased by 14.5%; sector insurance premium costs increased by 13.2%.

**Driver Wages**



Over this five-year period, Sample Carrier driver pay costs increased by 23.4%; sector driver pay costs increased by 34.6%.

**Driver Benefits**



Over this five-year period, Sample Carrier driver benefits costs increased by 44%; sector driver benefits costs increased by 7.5%.

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: 2025 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.