Sample Carrier Operational Costs Report, 2026

ATRI's *Operational Costs of Trucking* is the industry's most-trusted 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 2026 study, ATRI prepared this confidential, proprietary operational costs report for Sample Carrier. It compares your operational costs during the year 2025 to other Truckload carriers with 100 to 300 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 2026 Ops Costs anonymized data collection process are marked as `NA`.**

Operational Efficiency

- Deadhead mileage represented 12 percent of Sample Carrier total mileage versus an average of 15.84 percent among peer carriers.
- Sample Carrier average dwell time was 1.9 hours per stop; peer carriers had an average dwell time of 1.77 hours per stop.
- Your average length of haul was 480 miles; peer length of haul averaged 519 miles.

Equipment

- Sample Carrier had a fuel economy of 7.21 MPG. Peer carriers averaged 7.12 MPG.
- On average, trucks in your fleet were 4 years old. The average truck age among peer carriers was 3.6 years old. The average annual mileage for each of your trucks was 85,000, compared to an average annual mileage of 85,357 per truck among peer carriers.
- Trailers in your fleet have an average trade cycle of 15 years. Peer carriers' average trailer trade cycle was 10.8 years. Your fleet had 2.8 trailers for every truck, while peer carriers averaged 2.97 trailers for every truck.
- 85 percent of Sample Carrier maintenance was conducted in-house or at company-owned service shops, compared to 69.7 percent of peer carriers' maintenance.
- Your trucks averaged 38,500 miles between breakdowns, while peers averaged 33,847.
- Sample Carrier spent $1,450 on in-cab technology per truck. On average, peers spent $1,222 on in-cab technology per truck.

Workforce

- Annualized driver turnover at Sample Carrier was 40 percent, while peer carriers had an average annualized driver turnover rate of 50.8 percent
- Sample Carrier utilized 3.8 drivers for each non-driving employee. On average, peer carriers utilized 4.6 drivers per non-driving employee.
- Sample Carrier Owner-Operator (OO) utilization – the percentage of all drivers that were OOs – was 0 percent. The median OO utilization among peer carriers was 4 percent.
- On average, Sample Carrier drivers utilized 7 of the available 11 hours of drive time and 9 of the available 14 hours of on-duty time allowed under Hours-of-Service (HOS) regulations. Peer carriers utilized an average of 8.03 hours of drive time and 9.99 hours of on-duty time.

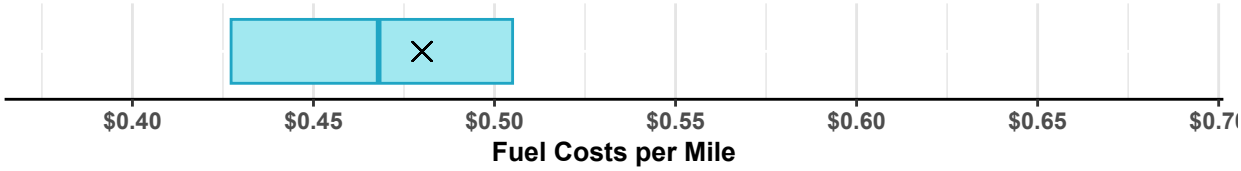
Marginal Costs

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).

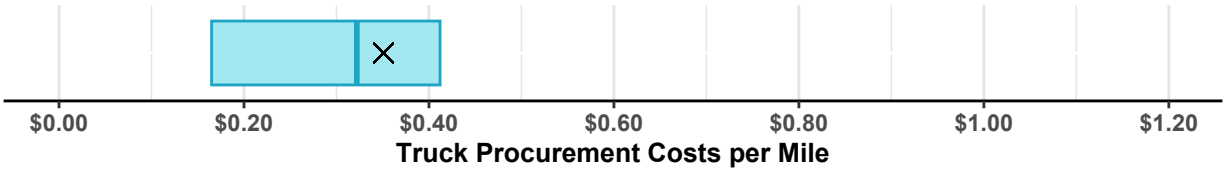
Fuel

- Sample Carrier fuel costs were $0.480 per mile (X).
- Peer group median cost was $0.468 (|).
- The middle 50 percent of peer costs ranged from $0.427 to $0.505.
- Sample Carrier paid the same or more for fuel than 60 percent of peer carriers.



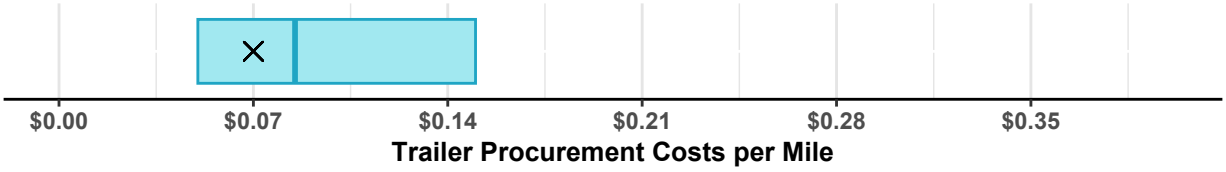
Equipment

- Sample Carrier truck lease or purchase costs were $0.351 per mile (X).
- Peer group median cost was $0.322 (|).
- The middle 50 percent of peer costs ranged from $0.165 to $0.412.
- Sample Carrier spent the same or more on trucks than 62 percent of peer carriers.



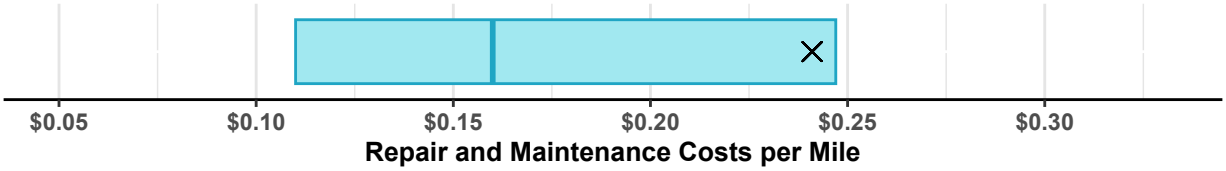
Truck Procurement Costs per Mile

- Sample Carrier trailer lease or purchase costs were $0.070 per mile (X).
- Peer group median cost was $0.085 (|).
- The middle 50 percent of peer costs ranged from $0.050 to $0.150.
- Sample Carrier spent the same or less on trailers than 65 percent of peer carriers.



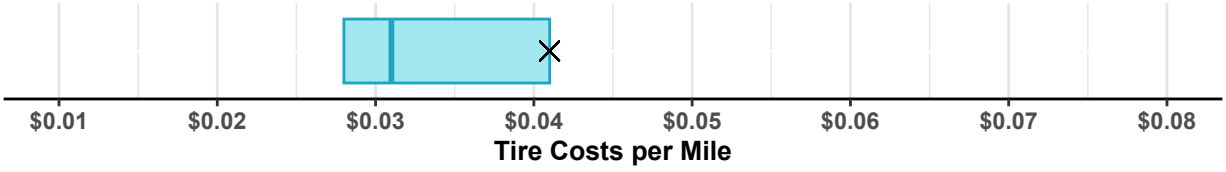
Trailer Procurement Costs per Mile

- Sample Carrier repair and maintenance costs were $0.241 per mile (X).
- Peer group median cost was $0.160 (|).
- The middle 50 percent of peer costs ranged from $0.110 to $0.247.
- Sample Carrier spent the same or more on repair and maintenance than 71 percent of peer carriers.



Repair and Maintenance Costs per Mile

- Sample Carrier tire costs were $0.041 per mile (X).
- Peer group median cost was $0.031 (|).
- The middle 50 percent of peer costs ranged from $0.028 to $0.041.
- Sample Carrier paid the same or more for tires than 76 percent of peer carriers.

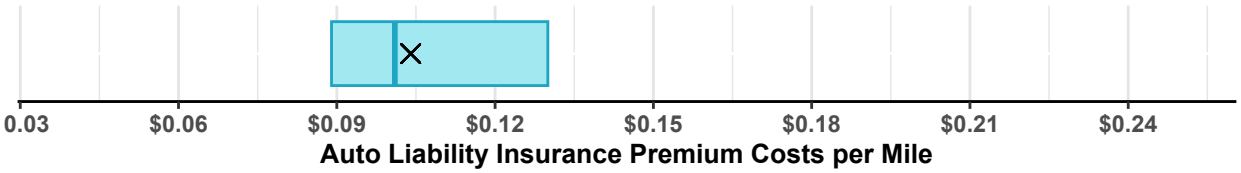


Tire Costs per Mile

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 $0.094 more per mile than the median of peer carriers' combined equipment payment and maintenance costs.

Insurance and Crashes

- Sample Carrier auto liability insurance premium costs were $0.104 per mile (X).
- Peer group median cost was $0.101 (|).
- The middle 50 percent of peer costs ranged from $0.089 to $0.130.
- Sample Carrier spent the same or more on insurance premiums than 57 percent of peer carriers.



- Sample Carrier out-of-pocket incident costs were $0.028 per mile (X).
- Peer group median cost was $0.007 (|).
- The middle 50 percent of peer costs ranged from $0.003 to $0.022.
- Sample Carrier spent the same or more on out-of-pocket incident costs than 100 percent of peer carriers.



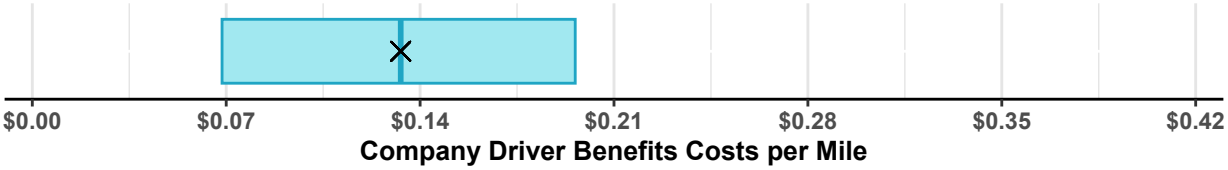
Insurance premium benchmarks should be compared with out-of-pocket incident cost benchmarks, as expenses in these two cost centers are closely related. When taken together, Sample Carrier premium and out-of-pocket costs are $0.024 more per mile than the median of peer carriers' combined premium and out-of-pocket costs.

Driver Compensation

- Sample Carrier company driver wage costs were $0.732 per mile (X).
- Peer group median cost was $0.641 (|).
- The middle 50 percent of peer costs ranged from $0.576 to $0.756.
- Sample Carrier spent the same or more on driver wages than 75 percent of peer carriers.



- Sample Carrier company driver benefits costs were $0.133 per mile (X).
- Peer group median cost was $0.133 (|).
- The middle 50 percent of peer costs ranged from $0.068 to $0.196.
- Sample Carrier had the median driver benefits cost in its peer group.



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 $0.091 more per mile than the median of peer carriers' combined driver wage and benefits costs.

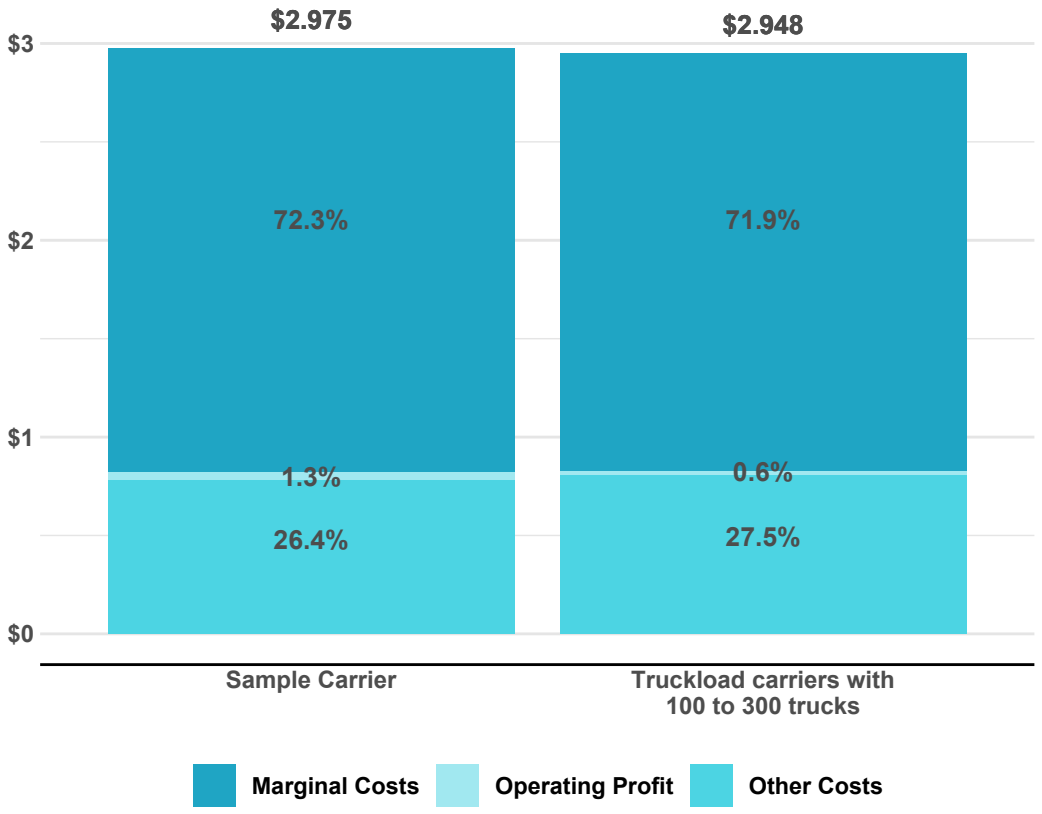
Sample Carrier offered no benefits. Benefit availability among peer carriers was as follows:

Benefit	Percent of Peer Carriers
Health Insurance	86%
401k	81%
Paid Vacation	76%
Dental Insurance	71%
Life Insurance	71%
Vision Insurance	67%
Per Diem	52%
Paid Sick Leave	33%
Employee Ownership / Profit Sharing	5%

Revenue

Sample Carrier generated $4,577 in weekly revenue per truck in 2025. The average weekly revenue per truck among peer carriers was $4,650.

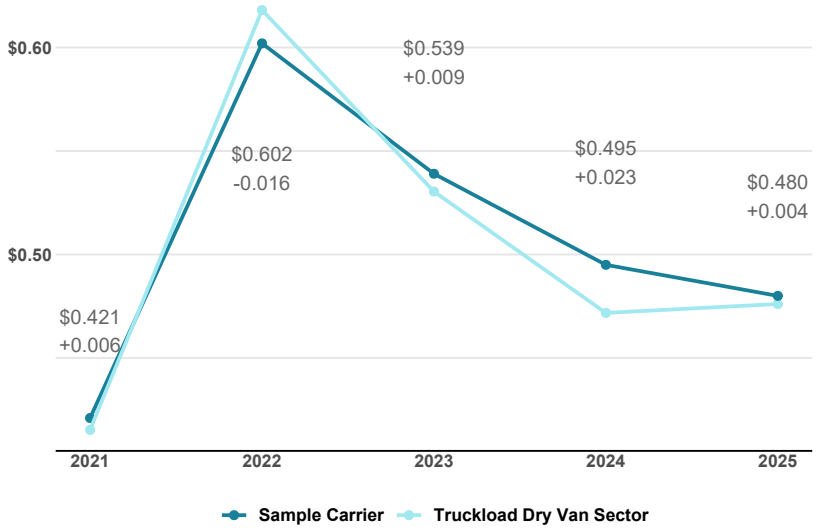
Sample Carrier generated $2.975 in trucking-related revenue per mile, with an operating margin of 1.3 percent. Peer carriers generated an average of $2.948 in trucking-related revenue per mile and had an average operating margin of 0.6 percent. Sample Carrier *reported* marginal costs amounted to $2.152 per mile, or roughly 72.3 percent of revenue.



Year-Over-Year Analysis

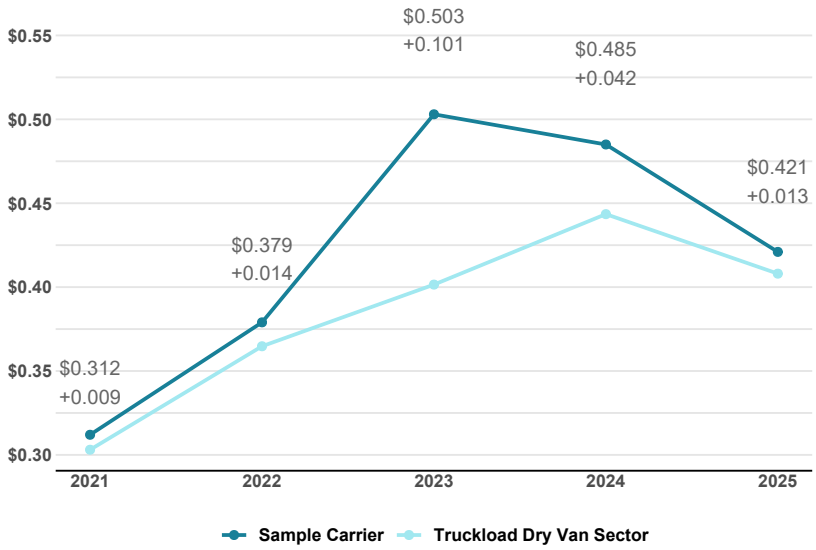
The following line graphs compare your operational costs per mile over the past five years to all Truckload Dry Van carriers. This sector category is *larger than your peer group* to maximize consistency in year-over-year comparisons. Line graphs list your reported cost per mile and how much it differed from the sector average.

Fuel



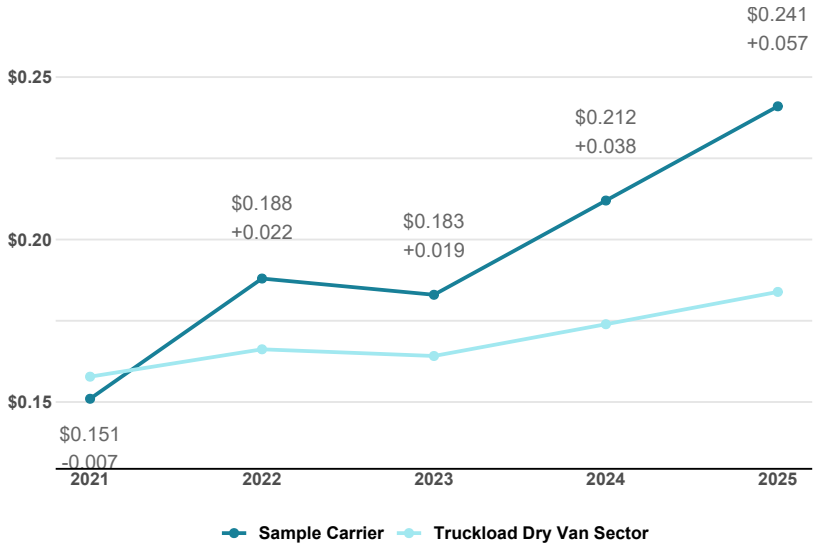
Over the 5 reported years, Sample Carrier fuel costs increased by 14%; sector fuel costs increased by 14.6% during the same 5-year period.

Truck and Trailer Payments



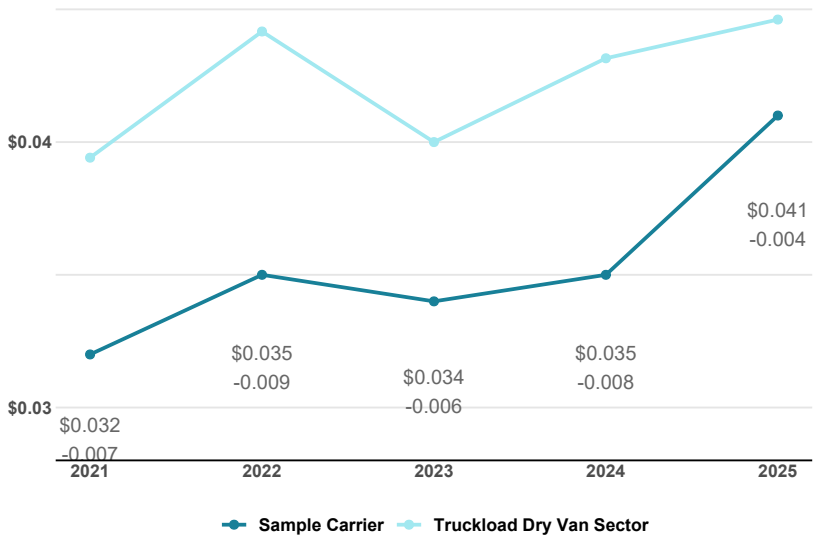
Over the 5 reported years, Sample Carrier truck and trailer costs increased by 34.9%; sector truck and trailer costs increased by 34.6% during the same 5-year period.

Repair and Maintenance



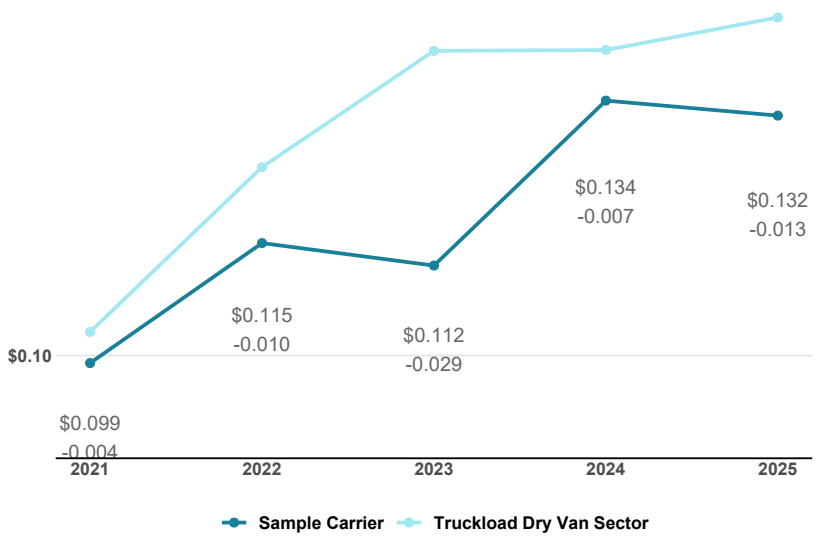
Over the 5 reported years, Sample Carrier repair and maintenance costs increased by 59.6%; sector repair and maintenance costs increased by 16.5% during the same 5-year period.

Tires



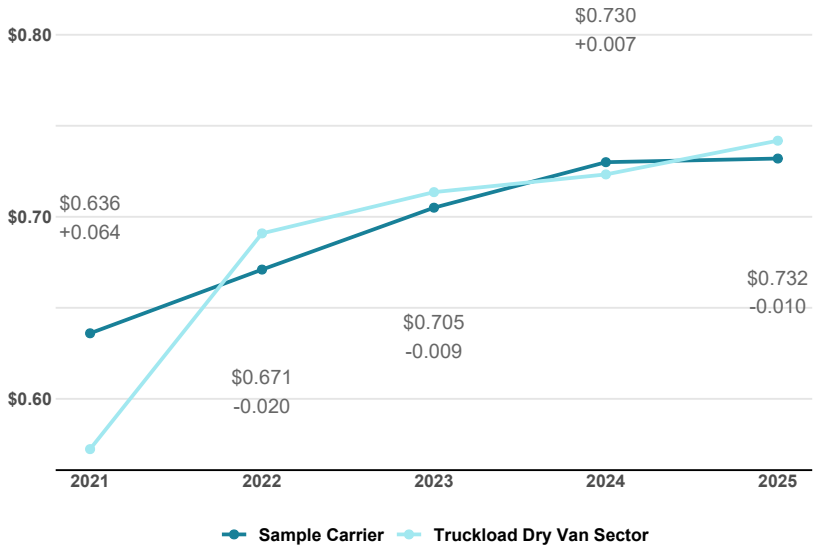
Over the 5 reported years, Sample Carrier tire costs increased by 28.1%; sector tire costs increased by 13.2% during the same 5-year period.

Insurance and Crash Costs



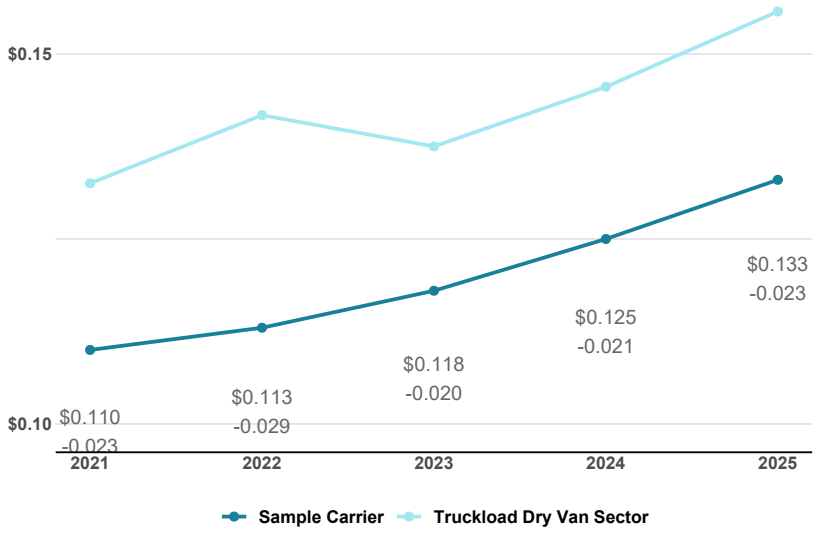
Over the 4 reported years, Sample Carrier combined insurance premium and out-of-pocket costs increased by 14.8%; sector combined insurance premium and out-of-pocket costs increased by 16% during the same 4-year period.

Driver Wages



Over the 5 reported years, Sample Carrier driver pay costs increased by 15.1%; sector driver pay costs increased by 29.6% during the same 5-year period.

Driver Benefits



Over the 5 reported years, Sample Carrier driver benefits costs increased by 20.9%; sector driver benefits costs increased by 17.5% during the same 5-year period.

For more 2025 industry-wide metrics, year-over-year trends, and forecasts as well as research methodology, please see the full *Operational Costs of Trucking: 2026 Update* report, available online at ATRI's website: https://TruckingResearch.org/.

As the trucking industry's not-for-profit research organization, ATRI relies on the industry's financial support. If this customized report provides value for your fleet, please consider making a charitable contribution to ATRI to help us continue this work in the future.

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