

TC Group Maintenance Survey										
March - July 2017		TC10 Avg	National	SRT	Hirschbach	Roehl	Decker	Navajo	Bay & Bay	
MAINTENANCE SHOP										
1	How Many Company Owned Tractors do you Have in the Fleet that you maintain	824	446	816	1,030	1,821	703	804	145	
2	How Many L/P Tractors in Your Fleet do you Take Care Of - Even for a Fee	161	49	0	639	234	43	74	90	
3	What is your Weighted Average Age of your Tractor Fleet today?	25.3	24.0	29.2	28.0	25.0	18.0	27.0	26.0	
4	How Many Reefer Trailers do you Have in the Fleet that you maintain	1,163	1,133	1,937	1,936	468	904	1,383	383	
5	How Many Other Trailers do you Have in the Fleet that you maintain	1,079	115	1,937	0	4,448	475	564	16	
6	What is your Weighted Average Age of your Trailer Fleet today?	41.0	43.0	38.7	36.0	39.00	45.0	70.0	15.0	
7	How Many Tractor Techs Do You Have (Prorate if they do Both)	21	12	10	18	67.0	16	19	3	
8	How Many Reefer Technicians do you have in the Fleet (Prorate)	4	8	3	5	2	4	2	3	
9	How Many Reefer Trailer Technicians do you have in the Fleet (Prorate)	10	20	0	20	3	12	9	3	
10	How Many Other Trailer Technicians do you have in the Fleet (Prorate)	8	0	14	0	27	8	3	2	
11	<b>Tractors/Technician</b>	<b>39.8</b>	<b>37.2</b>	<b>81.6</b>	<b>57.2</b>	<b>27.2</b>	<b>43.9</b>	<b>42.3</b>	<b>48.3</b>	
12	<b>All Tractors/Technician</b>	<b>47.5</b>	<b>41.3</b>	<b>81.6</b>	<b>92.7</b>	<b>30.7</b>	<b>46.6</b>	<b>46.2</b>	<b>78.3</b>	
13	<b>Reefers/Reefer Technician</b>	<b>301.6</b>	<b>141.6</b>	<b>645.7</b>	<b>387.2</b>	<b>234.0</b>	<b>226.0</b>	<b>691.5</b>	<b>127.7</b>	
14	<b>Reefer Trailers/Technician</b>	<b>121.6</b>	<b>6.1</b>	<b>0.0</b>	<b>127.8</b>	<b>156.0</b>	<b>10.8</b>	<b>37.0</b>	<b>30.0</b>	
15	<b>All Trailers/Technician</b>	<b>129.7</b>	<b>#DIV/0!</b>	<b>138.4</b>	<b>#DIV/0!</b>	<b>182.1</b>	<b>113.0</b>	<b>461.0</b>	<b>191.5</b>	
16	What is your Internal Labor Rate	59.09	45.00	70.00	90.00	55.00	55.00	28.65	70.00	
17	What is your Average Technician Wage Cost/Hour	19.23	16.00	16.86	20.00	21.75	18.00	19.52	22.50	
18	What is your Average Entry Level Technician Wage Cost/Hour	14.97	14.00	12.75	15.00	16.00	14.00	15.38	17.67	
19	What is your Average Top Level Technician Wage Cost/Hour	23.58	18.50	23.02	24.50	28.50	22.67	22.46	25.40	
20	<b>Technician Gross Margin</b>	<b>67.5%</b>	<b>64.4%</b>	<b>75.9%</b>	<b>77.8%</b>	<b>60.5%</b>	<b>67.3%</b>	<b>31.9%</b>	<b>67.9%</b>	
21	How many shops do you manage?	4	4	1	5	7	6	3	2	
22	How many cumulative bays do you manage?	34	18	26	40	83	40	24	8	
23	Your Current Maintenance CSA Number	41.3	67.0	45.0	20.0	22.0	31.0	70.0	34.0	
24	<b>BREAKDOWN ANALYSIS</b>									
25	Number of People Handling Breakdowns Internally	6.2	7.0	9.0	6.0	9.0	6.0	5.0	1.5	
26	Average Breakdowns Handled per Month (Jan-July 2017)	902	1,304	1,944	442	450	745	1,254	178	
27	<b>Beakdowns/Person/Month</b>	<b>145.2</b>	<b>186.3</b>	<b>216.0</b>	<b>73.7</b>	<b>50.0</b>	<b>124.2</b>	<b>250.8</b>	<b>118.7</b>	
28	Total On-Road Breakdown Repairs \$ spent 6/1 thru 7/31	\$754,962	\$1,016,571	\$1,393,127	\$1,369,884	\$287,101	\$688,871	\$388,678	\$140,500	
29	All Tires On-Road Breakdown Maintenance \$ spent 6/1 thru 7/31	\$164,512	\$184,285	\$274,312	\$167,291	\$223,601	\$223,966	\$44,332	\$33,800	
30	Tires as % of On-Road Breakdown Costs for the Period	22%	18%	20%	12%	78%	33%	11%	24%	
31	Tractor On-Road Breakdown Repair \$ spent 6/1 thru 7/31	\$329,465	\$486,280	\$558,286	\$658,695	\$110,380	\$231,470	\$215,546	\$45,600	
32	Trator Costs as % of On-Road Breakdown Costs for the Period	44%	48%	40%	48%	38%	34%	55%	32%	
33	Trailer On-Road Breakdown Repair \$ spent 6/1 thru 7/31	\$223,593	\$248,259	\$251,412	\$282,201	\$176,721	\$456,153	\$89,305	\$61,100	
34	Trailer Costs as % of On-Road Breakdown Costs for the Period	30%	24%	18%	21%	62%	66%	23%	43%	
35	Reefer On-Road Breakdown Repair \$ spent 6/1 thru 7/31	\$153,727	\$97,765	\$309,117	\$261,697	\$1,431	\$168,527	\$83,825		
36	Reefer Costs as % of On-Road Breakdown Costs for the Period	20%	10%	22%	19%	0%	24%	22%	0%	
37	Do you Outsource after Hours Breakdown	No	Yes	No	yes/afterhour team	No	NO	no	no	
38	Average Down Days per Event for Unscheduled On-Road Repair in 2017 YTD	2.8	2.0		5.0	0.2	6.0	2.2	1.3	
39	From 6/1 thru 7/31 Average Breakdowns/Truck/Week	28.85	0.32	0.55	71.25	45.00	84.50	0.11	0.20	
40	<b>MAINTENANCE TRACTORS</b>									
41	Routine Tractor Inspection - Every ( ) Miles	#DIV/0!	30 days	30000	20,000	-	15000	based on engine and	25000 / 50000	
42	Average (%) of Trucks 0 Miles Overdue in 2017	6.1	0.1	16.7	0.1	1.0	13.6	6.1	5.0	
43	Using Sythetic Oil: Yes or No		No	No	semi-synthetic	Yes	yes	semi-synthetic	SEMI	
44	<b>MAINTENANCE REEFERS</b>									
45	Reefer Brand - Majority		Thermo King	Carrier	Carrier	ThermoKing	Carrier	Carrier	IK Precedent	
46	Routine Reefer Inspection - Every ( ) Days	108	90	15	90 days	90	90	180	180	
47	Routine Reefer Service - Every ( ) Hours	2,436	3,000	300 days	3,000	3,000	3,000	365d/2500hrs	180	
48	(%) of Reefer 200 Hours Overdue as of 9/30/2017	7	3	6	0	0	0	32	9	
49	<b>MAINTENANCE TIRES - TRACTOR</b>									
50	Steer Tire Brand - Majority		Michelin	Bridgestone	Michelin	Michelin	Michelin	Bridgeston OEM /	MICHELIN	
51	Average Miles on a Set before Changing	135,667	130,000	120,000	170,000	179,000	110,000	99930 OEM, 116786	105,000	
52	Rear Axle Tire Brand - Majority		Michelin	Bridgestone	Michelin	Michelin	Michelin	Bridgestone casing/	MICHELIN	
53	Percentage of Tractors Equipped with Wide Based Tires.		0.1%	N/A	100.0%	10.0%	0.0%	16.0%	72.0%	
54	Percentage of Trailers Equipped with Wide Based Tires.		0.0%	N/A	100.0%	2.2%	0.0%	18.0%	87.0%	
55	Average Miles on a Set before Changing - wide Based	153,000	0	N/A	275,000	-	N/A	no data yet	190,000	
56	Average Miles on a Set before Changing - Duals	275,000	246,000	350,000		279,000	280,000	169305 retread	220,000	
57	Number of 32nd's before changing	5	4	8 or less	5/32nd	4	4 to 5	7	6	
58	Tire Inflation Monitoring System used on Your Tractors?		Bendix	No	Pressure Pro	No	no	none	AirBAT / Halo (10)	
59	Tire Inflation Monitoring System used on Your Trailers?		Tire Max Pro	No	PSI & Tiremax	Yes	yes	Stemco Aens &	Meritor	

60	FUEL INFORMATION - PERIOD 6/1 through 7/31/2017								fd
61	Total Gallons Purchased Non Reefer for the Period	2,010,986	1,190,788	2,058,573	2,485,778	3,676,288	1,977,392	2,246,877	441,207
62	Total Raw Cost Including Taxes for the Fuel if Bought w/Taxes in - Non Reefer	4,335,040	\$2,918,915	\$4,245,947	\$6,236,732	\$7,383,454	\$4,046,729	\$4,569,504	\$944,000
63	<b>Fuel Cost/Gallon</b>	<b>\$2.16</b>	<b>\$2.45</b>	<b>\$2.06</b>	<b>\$2.51</b>	<b>\$2.01</b>	<b>\$2.05</b>	<b>\$2.03</b>	<b>\$2.14</b>
64	Total Cost of Taxes relating to Fuel Purchases outside of Taxes included in Gallon Price Above	46,747	10,302	2,381	1	201,885	50,336		15,577
65	<b>% Tax of the Total Cost</b>	<b>1.1%</b>	<b>0.4%</b>	<b>0.1%</b>	<b>0.0%</b>	<b>2.7%</b>	<b>1.2%</b>	<b>0.0%</b>	<b>1.6%</b>
66	<b>Total Fuel Cost (Cost plus Taxes)</b>	<b>4,381,787</b>	<b>2,929,217</b>	<b>4,248,328</b>	<b>6,236,733</b>	<b>7,585,339</b>	<b>4,097,065</b>	<b>4,569,504</b>	<b>959,577</b>
67	<b>Fuel Cost (w/Taxes)/Gallon</b>	<b>\$2.18</b>	<b>\$2.46</b>	<b>\$2.06</b>	<b>\$2.51</b>	<b>\$2.06</b>	<b>\$2.07</b>	<b>\$2.03</b>	<b>\$2.17</b>
68	Fuel Tax Miles for the Period for Company Fleet	11,927,179	7,656,208	13,678,404	244,542	28,664,444	13,901,887	15,856,927	3,487,843
69	<b>Expense Per Mile</b>	<b>\$0.37</b>	<b>\$0.38</b>	<b>\$0.31</b>	<b>\$25.50</b>	<b>\$0.26</b>	<b>\$0.29</b>	<b>\$0.29</b>	<b>\$7.91</b>
70	Reefer Fuel Cost/Hour	0.96	0.98	1.03	0.53	0.91	1.37		DON'T TRACK
71	Idle Parameter within your Company as a Goal	13.17%	5 min%	44.00%	10.00%	8.00%	5.00%	7.00%	5.00%
72	Average Idle % - Fleet Average	18.02%	N/A	38.00%		14.70%	14.60%	14.00%	8.80%
73	Average Idle % - APU Fleet (If Applicable)	10.73%	8.15%	N/A	6.40%	12.50%	14.60%	12.00%	
74	Percentage of Fleet Tractors Equipped w/APU's?		100.00%	N/A	100.00%	90.00%	100.00%	95.00%	89.00%
75	What is your Preferred APU Vendor?		TK	N/A	Thermoking	ParkSmart & MaxiPower	TK	TK	Thermo King
76	<b>BEST PERFORMING TRUCK GROUP for FUEL</b>								
77	Best Average Group MPG for the Period	7.92	7.61	7.32	8.25	8.80	7.43	7.86	8.17
78	Make of Tractor (KW, Pete, Fritl, IH, Volvo)		KW	Kenworth	IH	IH	Fritl	KW	Freightliner Cascadia
79	Year of Tractor		2017	2017	2017	2018	2016	2017	2017
80	Engine (PACCAR, Volvo, MaxForce, Detroit, Cummins)		PACCAR	PACCAR	Cummins	Cummins	Detroit	Paccar	DD15-10
81	Transmission (10 Spd, 13 Spd, or Auto)		Auto	Automatic	Auto	Auto	Auto	auto	D112-AUTO
82	Tires: (Dual or Wide)		Dual	Dual	Wide	Dual	dual	duals	WIDE