

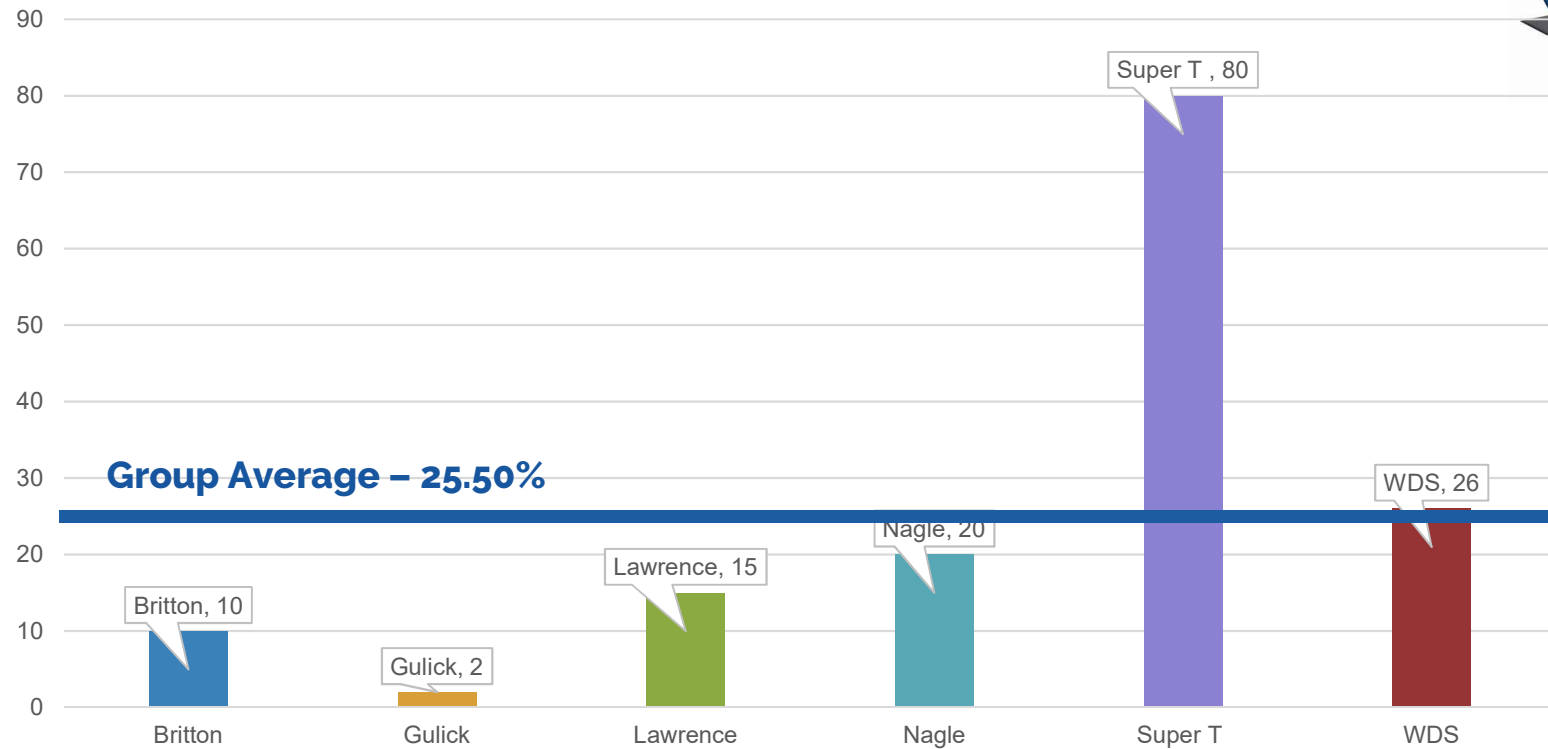


Powered by  inGauge

inGauge Trends

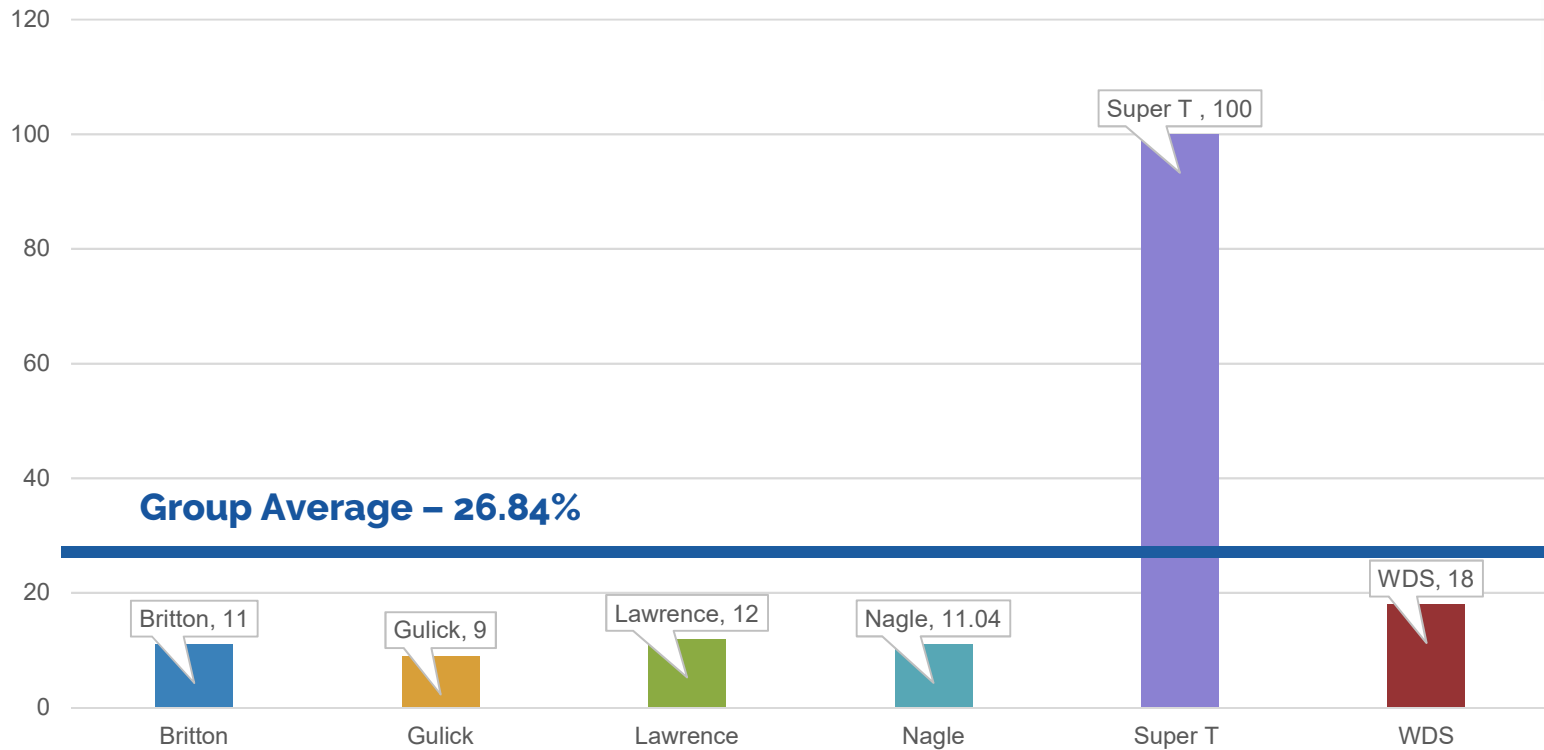


Truck Growth Forecast 2018



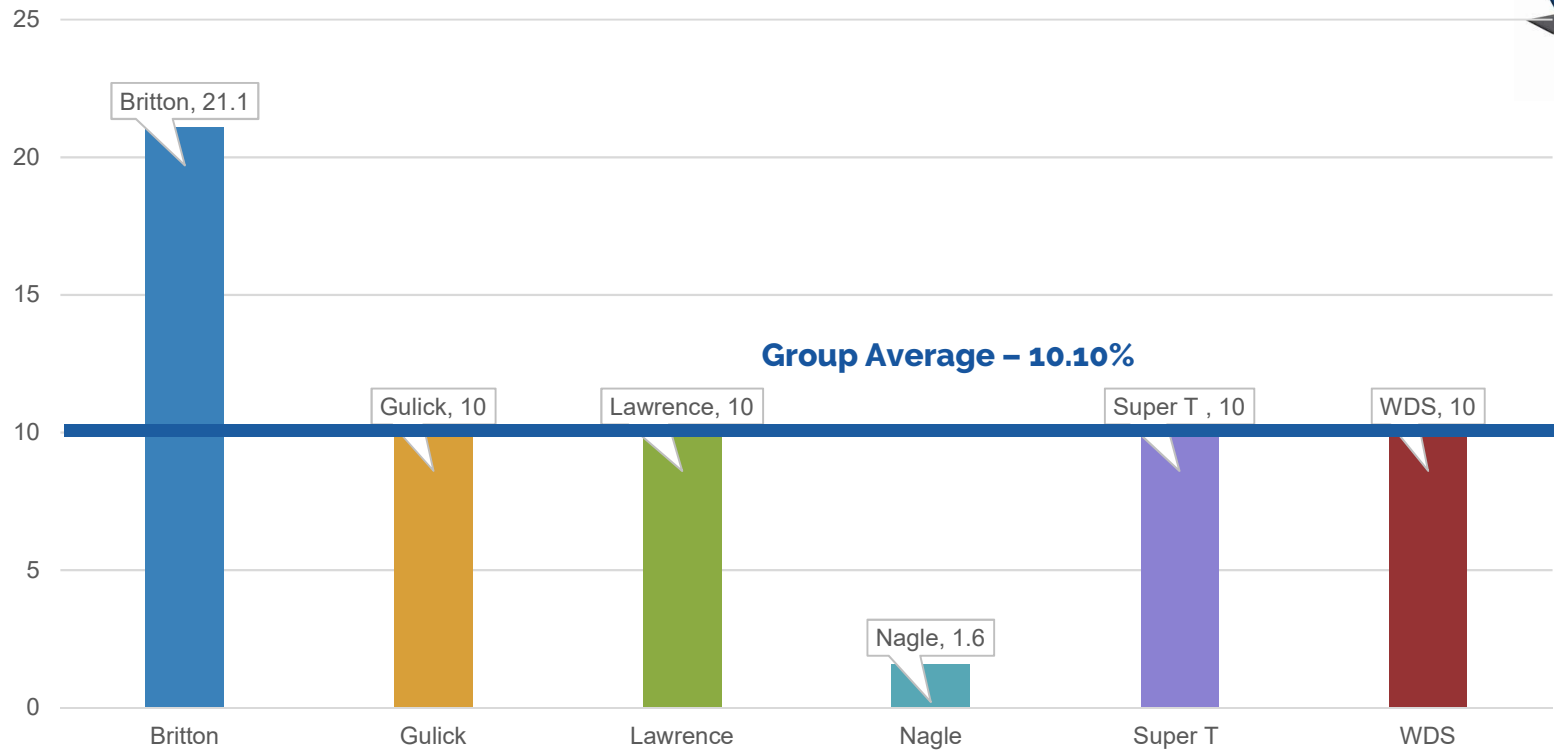


Revenue Growth Forecast 2018



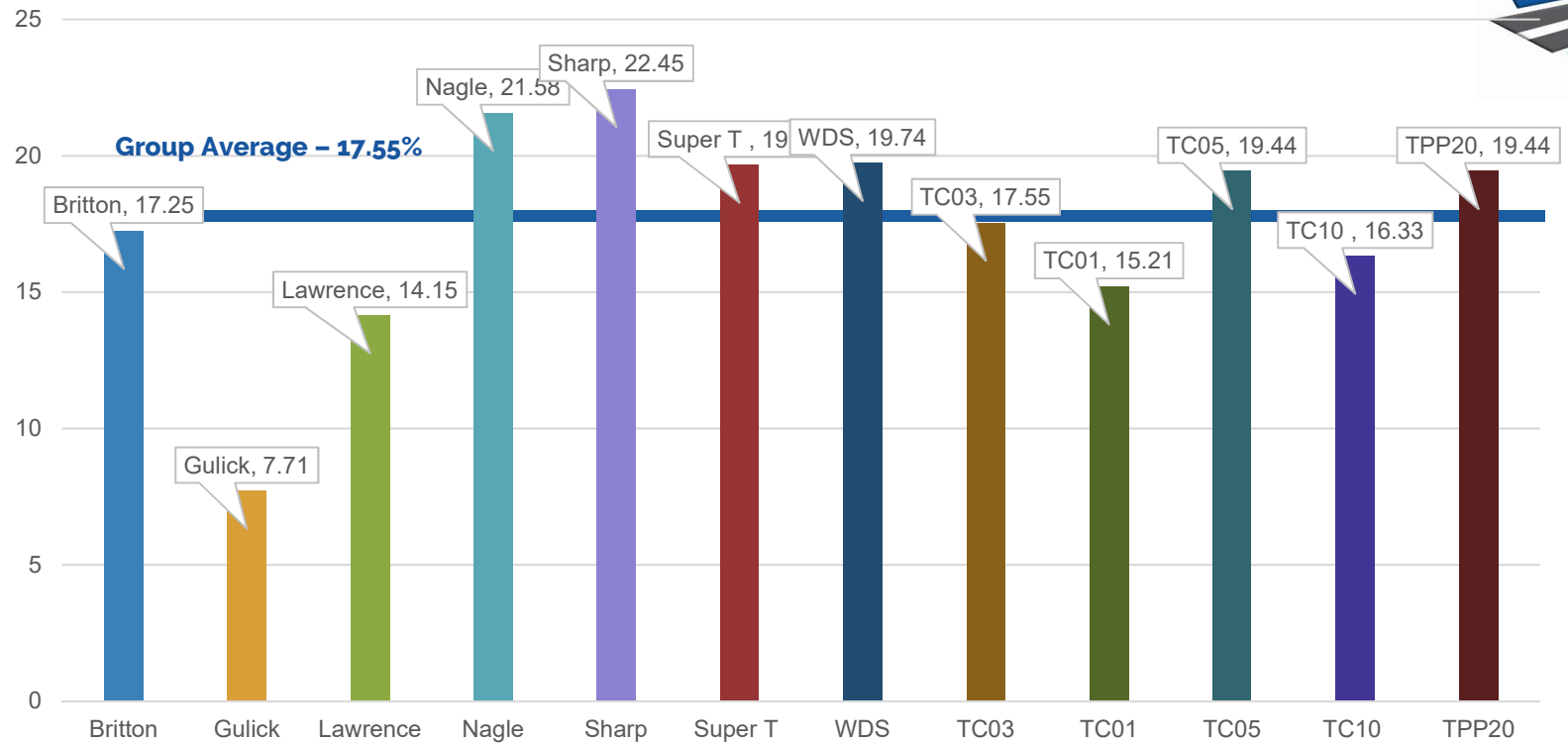


Gross Margin Growth Forecast 2018



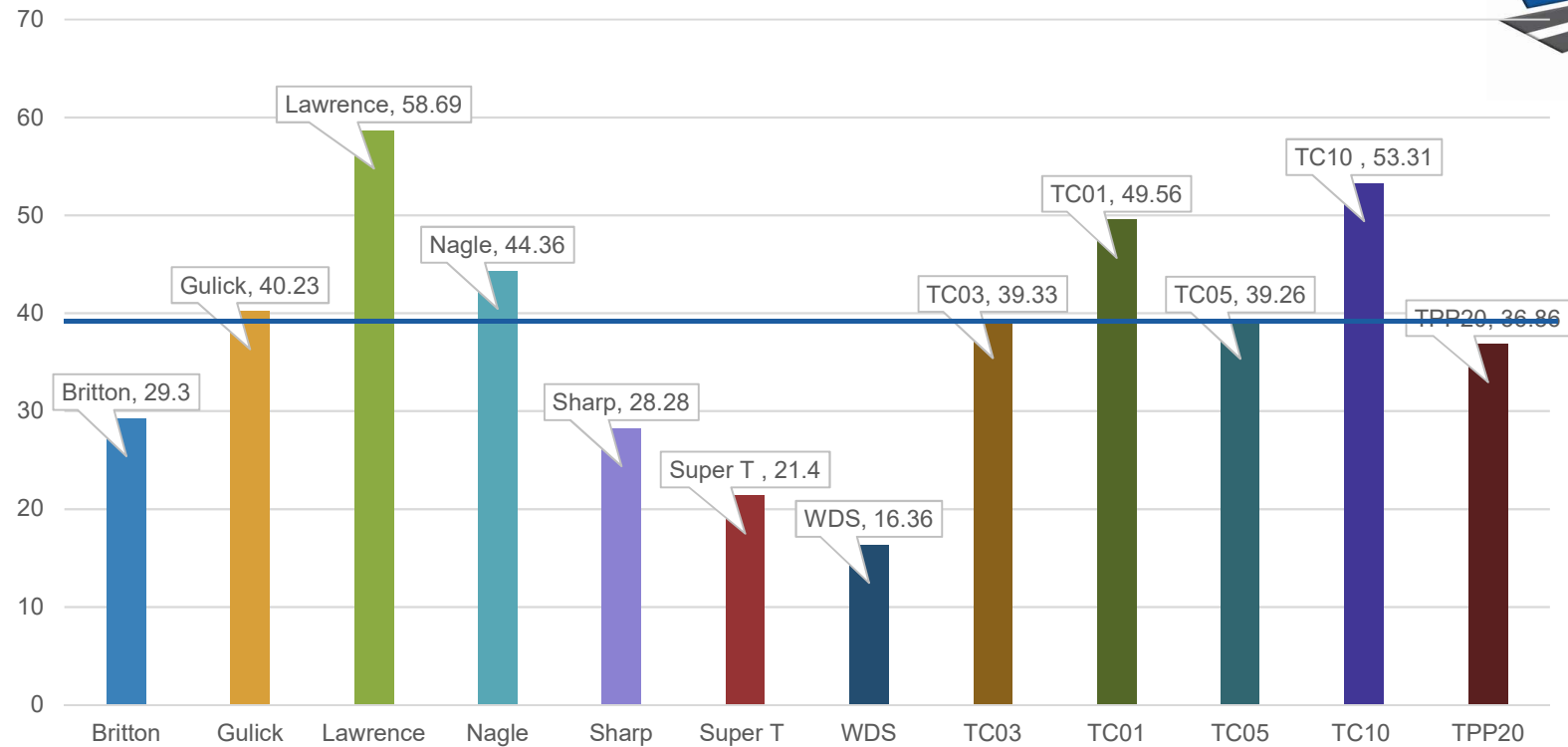


Gross Margin – October 2017



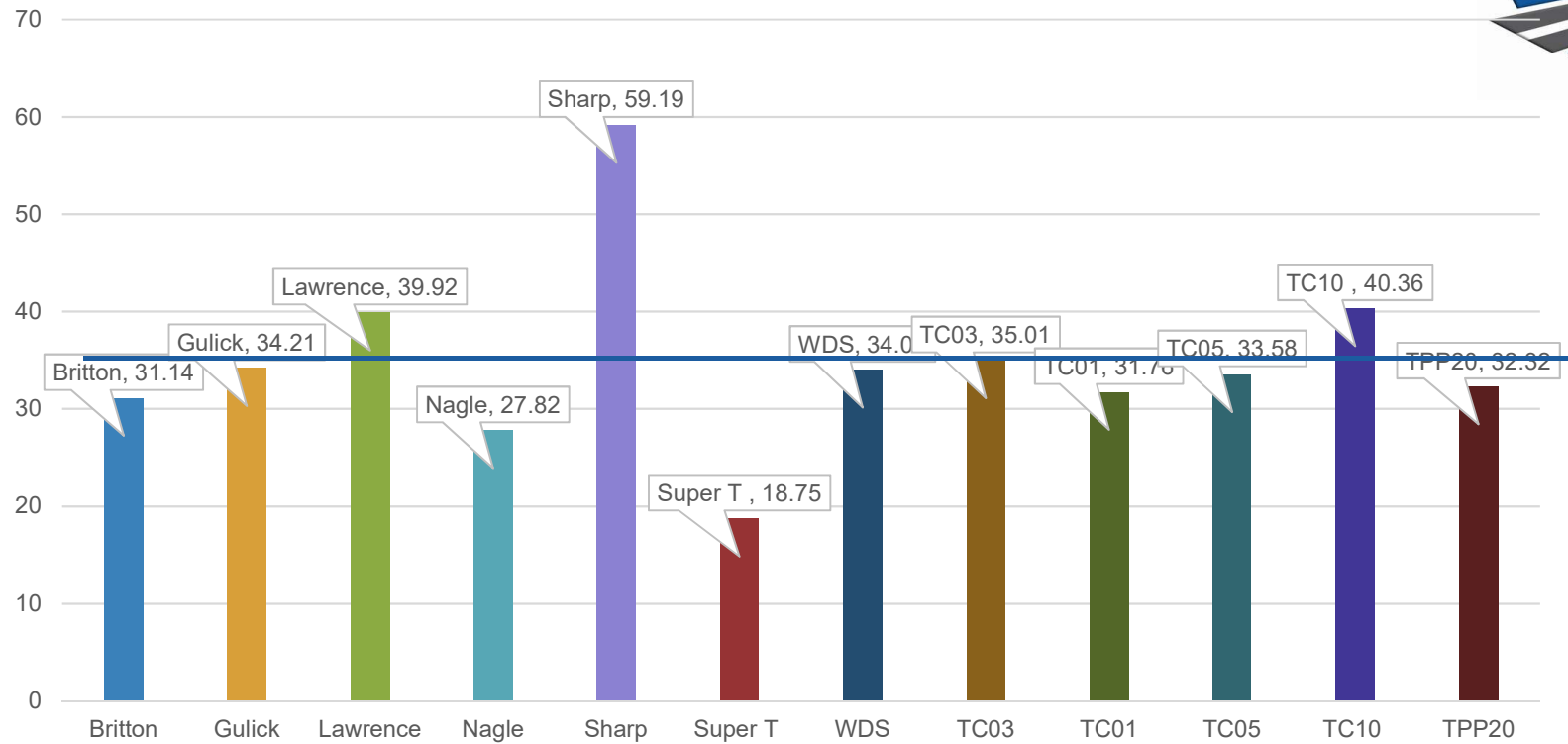


Admin O/H (% of Gross Margin) – October 2017



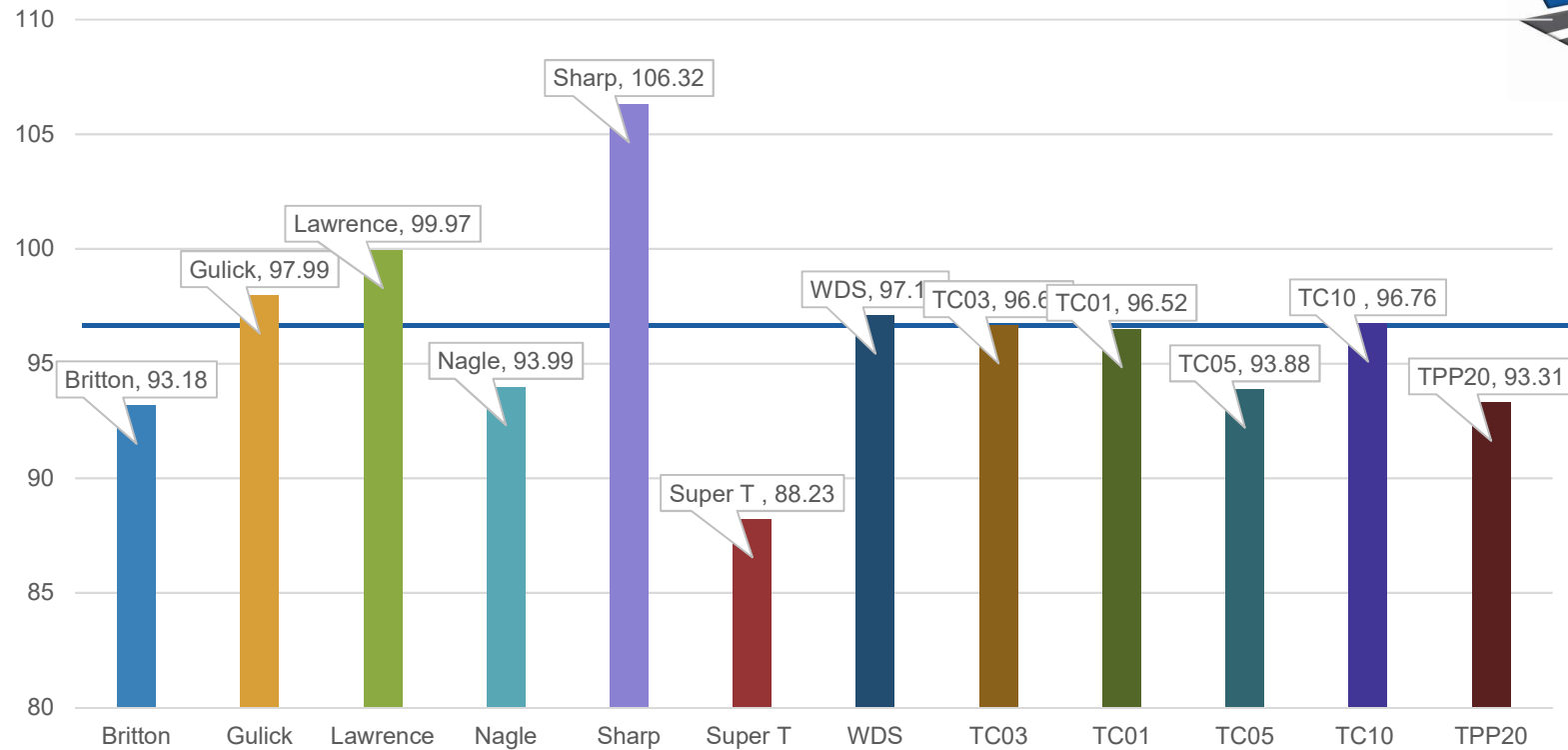


Fixed O/H (% of Gross Margin) – October 2017



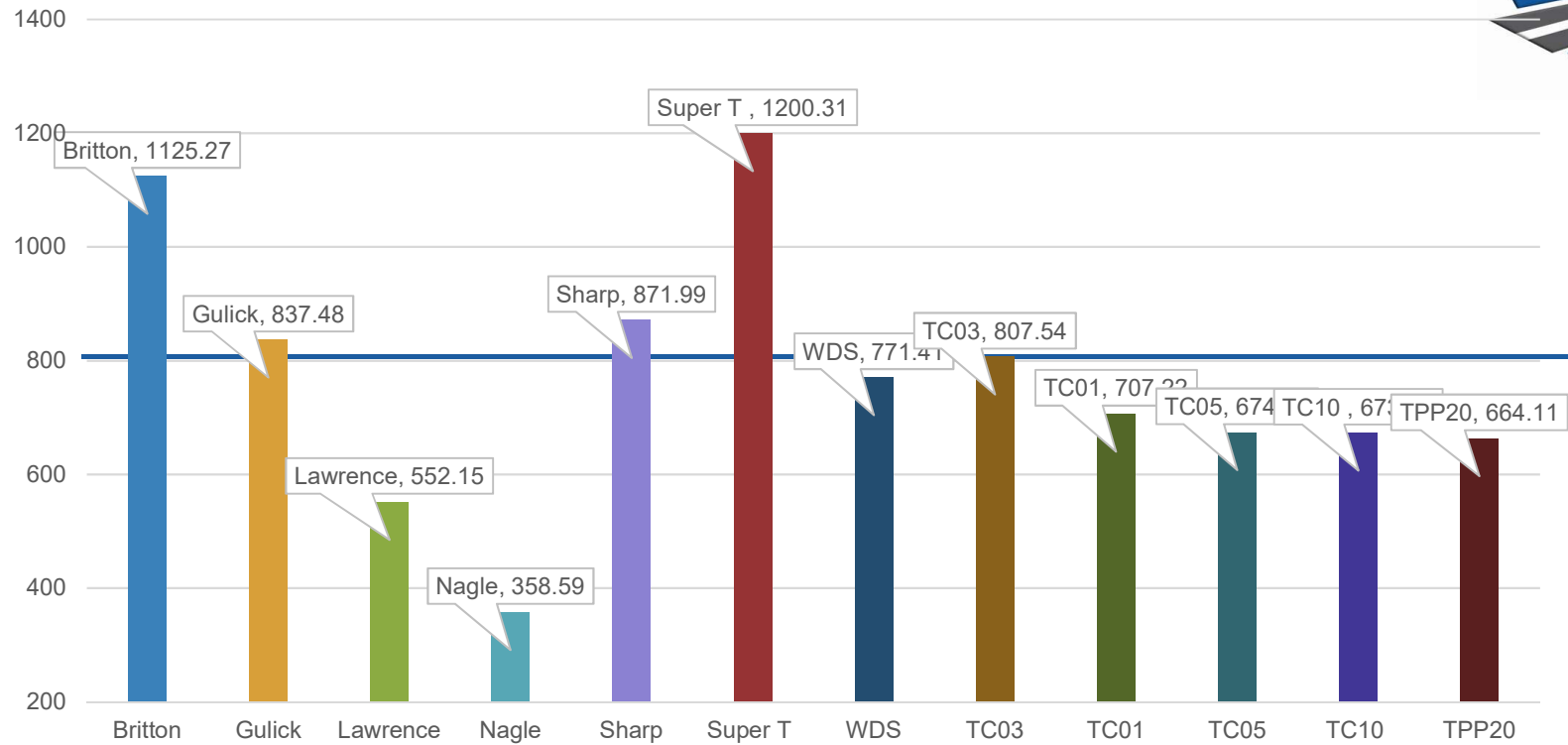


Operating Ratio (CF & OO)– October 2017



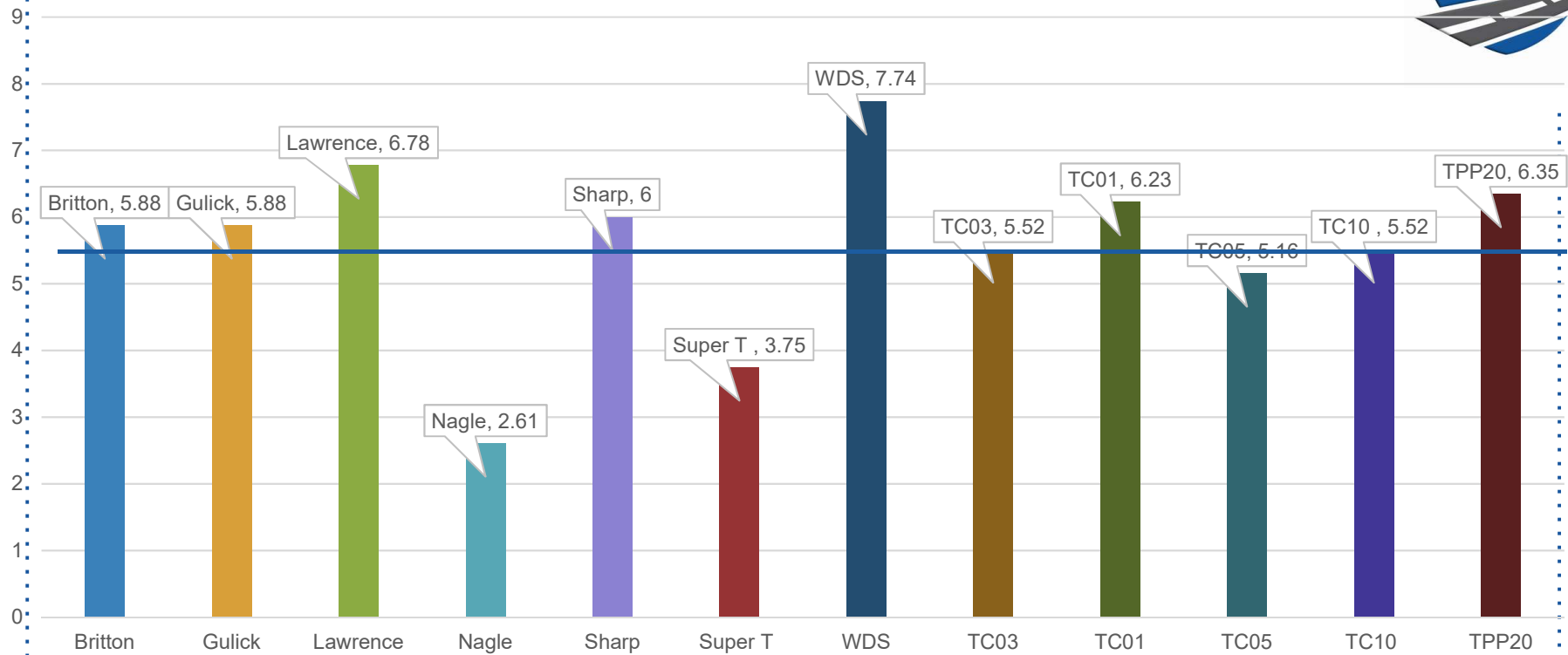


Average Length of Haul - October 2017



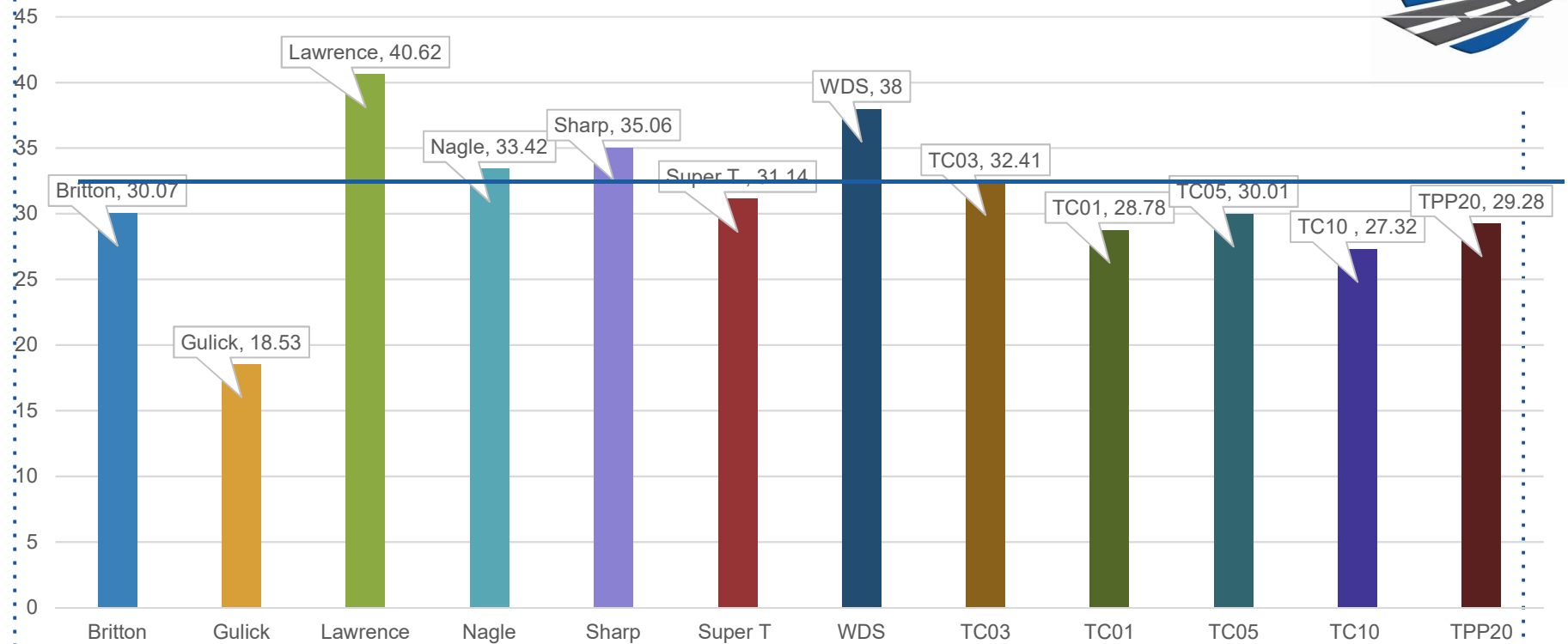


Driver to Non-Driver Ratio - October 2017



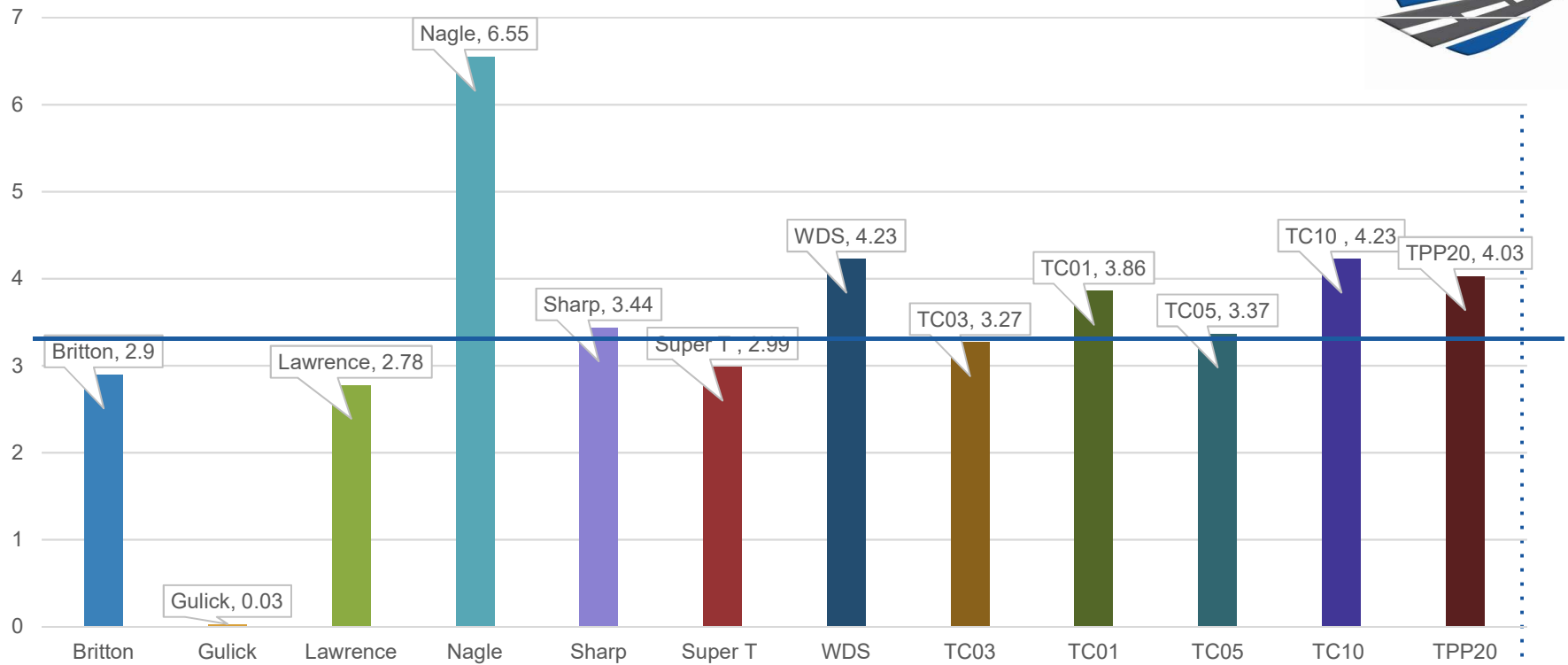


Driver Wages & Benefits (% of CF Net Revenue) - October 2017



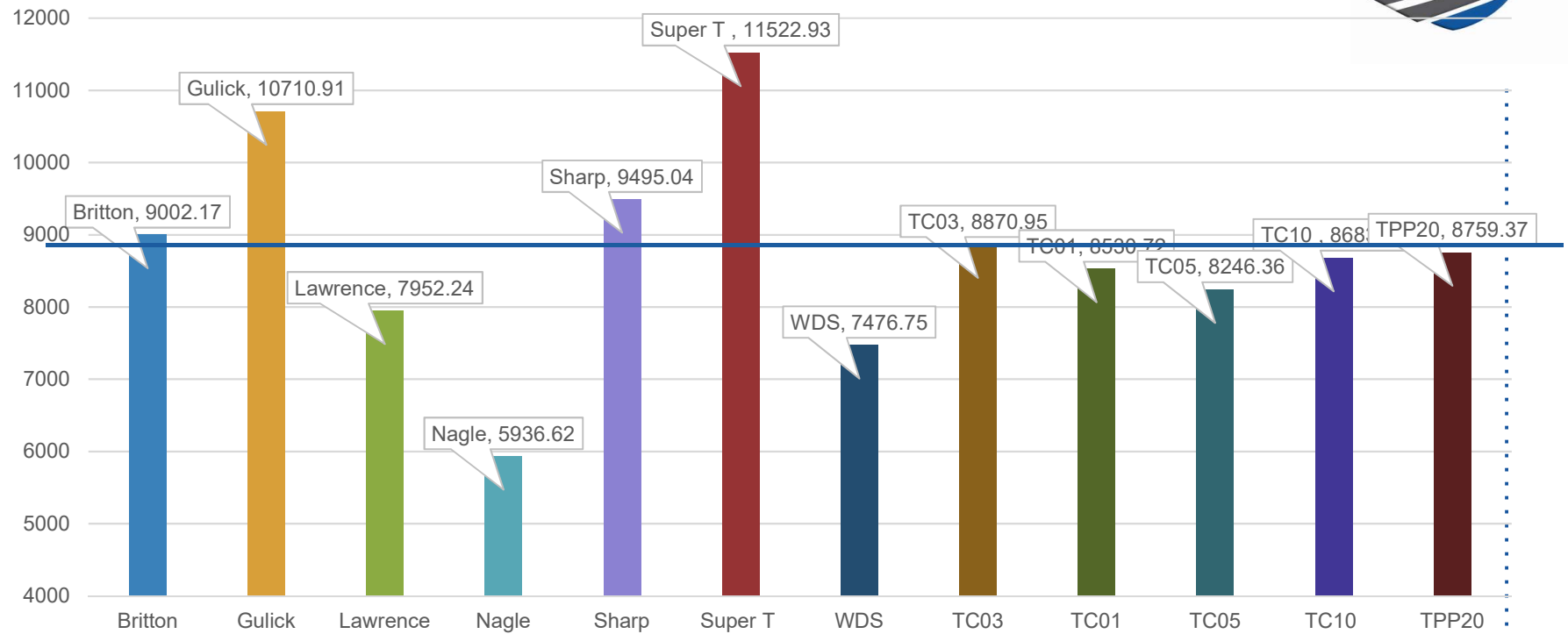


Insurance Expense (% of Net Revenue) - October 2017



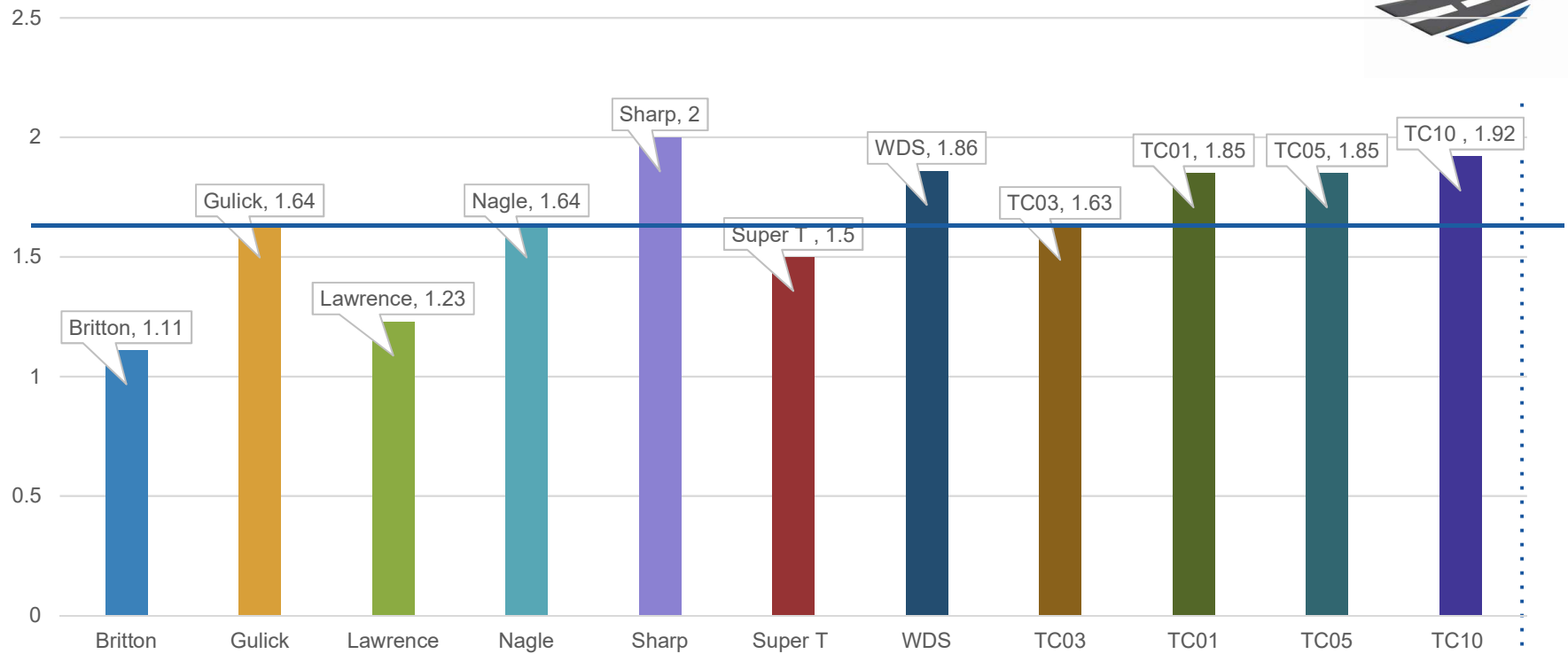


Miles per Truck per Month - October 2017



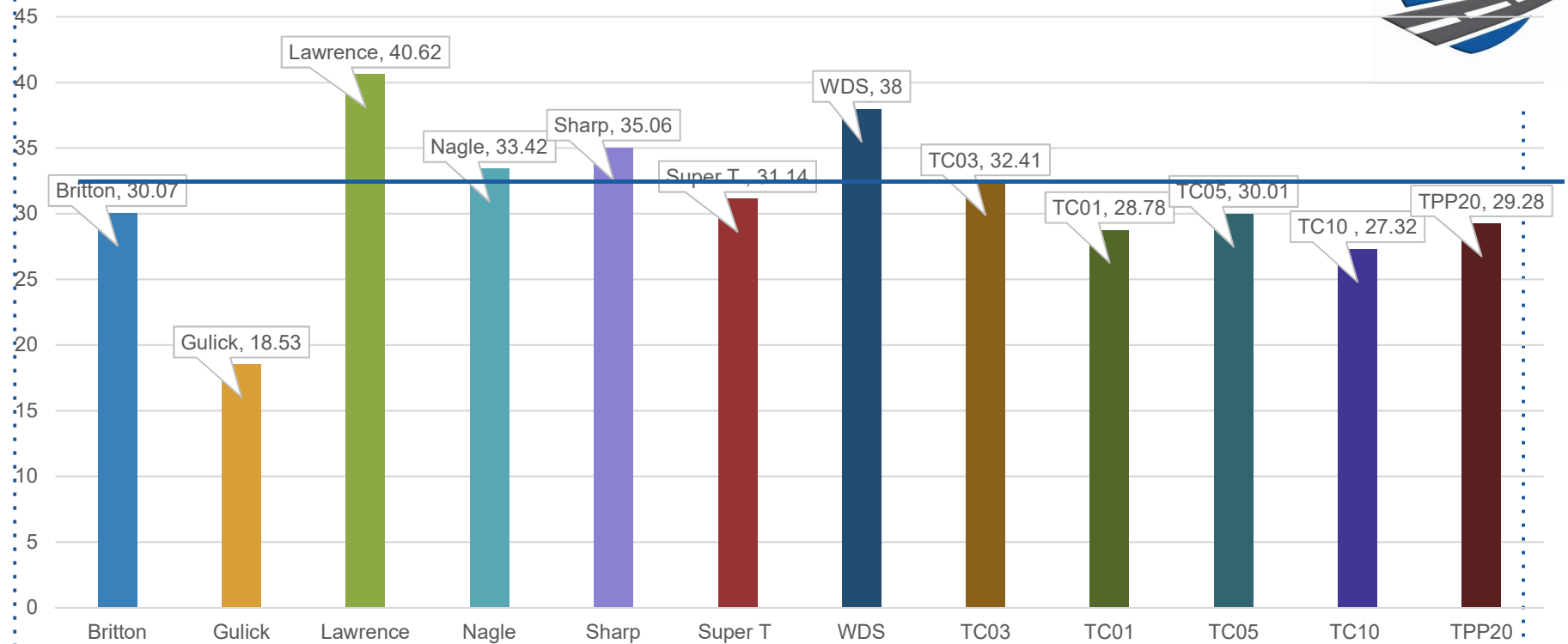


Tractor to Trailer Ratio - October 2017





Driver Wages & Benefits (% of CF Net Revenue) - October 2017





Dispatcher / Fleet Manager Compensation

Member	High	Low
Britton	\$ 4,660	\$ 3,583
Gulick	\$ 4,469	\$ 3,692
Lawrence	\$ 4,500	\$ 2,900
Nagle	\$ 6,500	\$ 2,600
Super T	\$ 3,475	\$ 2,808
WDS	\$ 3,520	\$ 2,400
TCO3 Average	\$ 4,521	\$ 2,997