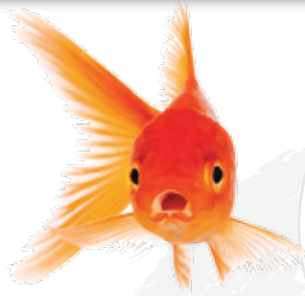


THE HIGH COST OF EMPLOYING A SINGLE TRUCK DRIVER



TEST, TRAIN & ORIENTATION

In the first year alone, you'll spend about \$2,000 to ensure they are ready to drive and a good fit.



REFERRAL/SIGN-ON BONUS

If you choose not to pay out at least \$2,000 in annual bonuses you'll have very high turnover.



TURNOVER

90% of truck drivers leave their job each year costing you another \$4,000 in exit expenses.



ADVERTISE, RECRUIT & HIRE

On average, it costs \$3,000 just to find a driver and add him or her to your fleet team.



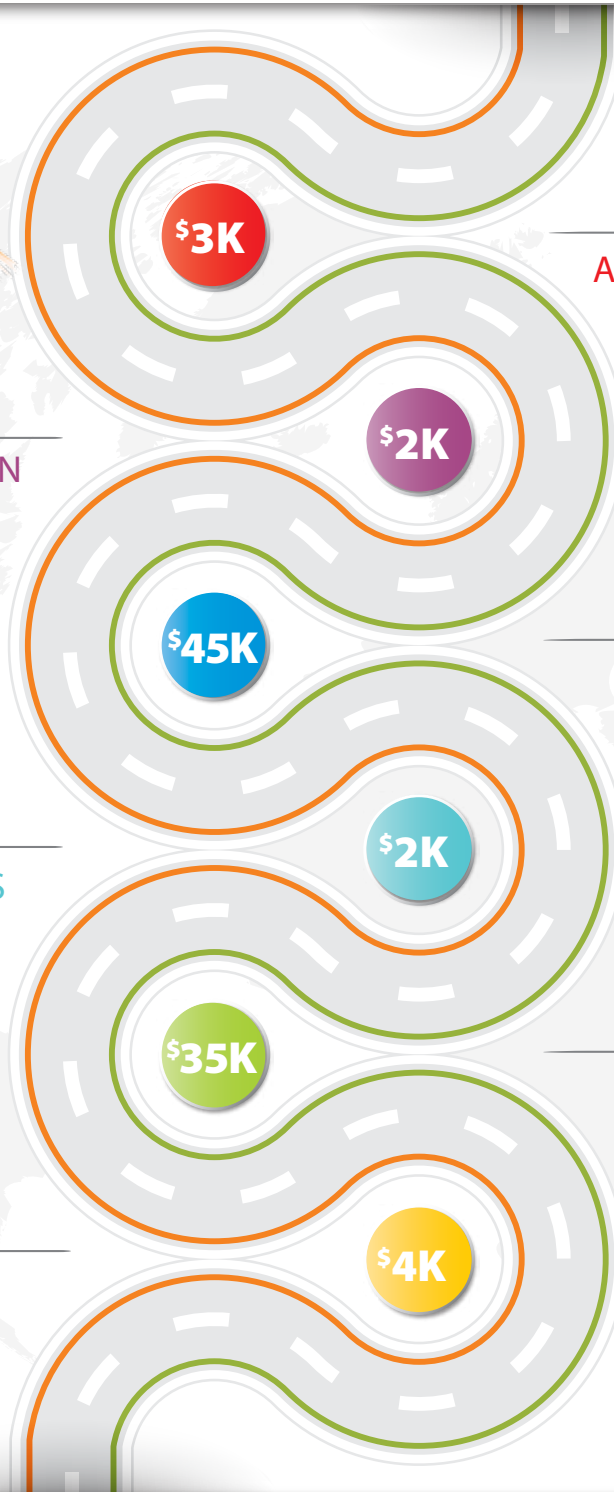
SALARY

It's highly unlikely you can retain a safe and reliable driver for even a local route for less than \$45,000 a year.



IDLE EQUIPMENT

When your drivers aren't driving, your trucks lose about \$35,000 or more each every single year.



\$91K