



Think twice before turning down a heavy load

When presented with a heavy load today, or a lighter load tomorrow, many drivers decide to wait for the lighter load. By taking the lighter load, you'll save money on fuel and earn more revenue, right?

Actually, it may surprise you to find out that by taking a heavier load today, you could be increasing your profits by quite a bit. Let's break it down.

Scenario #1: Two Heavy Loads. In this scenario, you accept two heavy loads, two days in a row.

Scenario #2: One Heavy, One Light. In this scenario, you accept a heavy load today and a light load tomorrow.

Scenario #3: One Layover, One Light. In this scenario, you decide to lay over today in order to accept the ideal light load tomorrow.

From the charts below, we can see that if everything else about each load were identical, you would still make a significantly higher profit by taking two heavy loads in a row versus waiting a day for the light load.

The moral of the story? When faced with the choice to take a less-than-ideal load or layover a day, it is always best to take today's load!

At ATBS, our business consultants run through scenarios like this with drivers every day to help them make the best business decisions. We'd love to have the opportunity to work with you on your business!

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Scenario #1	Heavy Load Today	Heavy Load Tomorrow
Weight	40,000 lbs	40,000 lbs
Estimated MPG	5.5 MPG	5.5 MPG
Total Miles	500 miles	500 miles
Pay Per Mile	\$1.25	\$1.25
Revenue	\$625.00	\$625.00
Fuel Gallons	90.91 gal	90.91 gal
Cost Per Gallon	\$2.50	\$2.50
Total Cost of Fuel	\$227.27	\$227.27
Profit Per Day Subtotal (Revenue - Fuel)	\$397.73	\$397.73
Fixed Costs (\$125 per day)	\$125.00	\$125.00
Profit Grand Total (Profit - Fixed Costs)	\$272.73	\$272.73
Two-Day Profit	\$545.46	

Scenario #2	Heavy Load Today	Light Load Tomorrow
Weight	40,000 lbs	20,000 lbs
Estimated MPG	5.5 MPG	7 MPG
Total Miles	500 miles	500 miles
Pay Per Mile	\$1.25	\$1.25
Revenue	\$625.00	\$625.00
Fuel Gallons	90.91 gal	71.43 gal
Cost Per Gallon	\$2.50	\$2.50
Total Cost of Fuel	\$227.27	\$178.57
Profit Per Day Subtotal (Revenue - Fuel)	\$397.73	\$446.43
Fixed Costs (\$125 per day)	\$125.00	\$125.00
Profit Grand Total (Profit - Fixed Costs)	\$272.73	\$321.43
Two-Day Profit	\$594.16	

Scenario #3	No Load Today	Light Load Tomorrow
Weight	---	20,000 lbs
Estimated MPG	---	7 MPG
Total Miles	---	500 miles
Pay Per Mile	---	\$1.25
Revenue	---	\$625.00
Fuel Gallons	---	71.43 gal
Cost Per Gallon	---	\$2.50
Total Cost of Fuel	---	\$178.57
Profit Per Day Subtotal (Revenue - Fuel)	\$0.00	\$446.43
Fixed Costs (\$125 per day)	\$125.00	\$125.00
Profit Grand Total (Profit - Fixed Costs)	-\$125.00	\$321.43
Two-Day Profit	\$196.43	