

IMPROVING THE BOTTOM LINE

Trucking companies are in business to make money. While increasing revenue helps your ledger's top line, you may not experience profitability if operating expenses are continually eating away at the bottom line. To experience significant gains, focus on cutting losses to maximize your profits. Below are examples of ways you can reduce loss.



AVOID BUSINESS INTERRUPTIONS

When a truck is not moving or an employee is not working, it costs the company money. Common causes of operational disruptions include:

- Truck crashes.
- Roadside inspections.
- Work-related injuries.
- Employee turnover.



REDUCE VARIABLE COSTS

Variable costs that may change depending on activities include:

- Fuel.
- Maintenance.
- Scale fees.
- Tolls.



LOWER FIXED COSTS

Fixed costs that are predictable and can be planned include:

- Loan payments.
- Insurance premiums.
- License fees.
- Permit costs.



MANAGE FINANCES MORE WISELY

Save money through better financial management practices, including:

- Hiring an accountant.
- Avoiding use of credit for daily expenses.
- Leasing equipment and facilities.
- Improving collections.

Lists not intended to be all-inclusive.

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