# Revenue per Tractor

Benchmarks, Definition & Measurement Details





## **Revenue per Tractor**

Definition & Measurement Details



### What is Revenue per Tractor?

The total dollar amount of revenue earned by the company divided by the average number of tractors (vehicles that pull trailers/cargo units) being used by the company (includes tractors either leased to or owned by the company) over the same period of time.



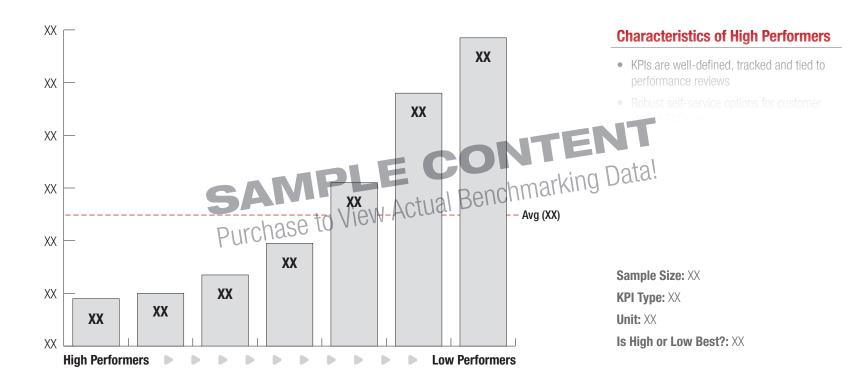
# **Revenue per Tractor**

Benchmarks & Characteristics of High Performers



### **Revenue per Tractor**

Total Revenue Earned by the Company / Number of Tractors in the Company's Fleet



**How to read this chart:** This chart summarizes the performance gaps between high (Top 5%), mid (Median) and low (Bottom 5%) performers for this Key Performance Indicator (KPI). For example, the column labeled "Top 5%" represents a company that outperformed 95% of the peer group observed for this metric.

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