

Overview

by Truck

by  
Customer

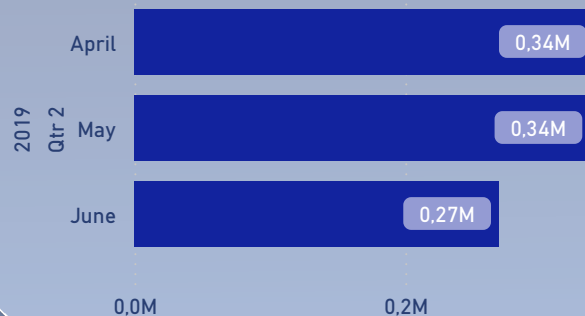
a Case  
Study

Total Revenue  
**945,65K**

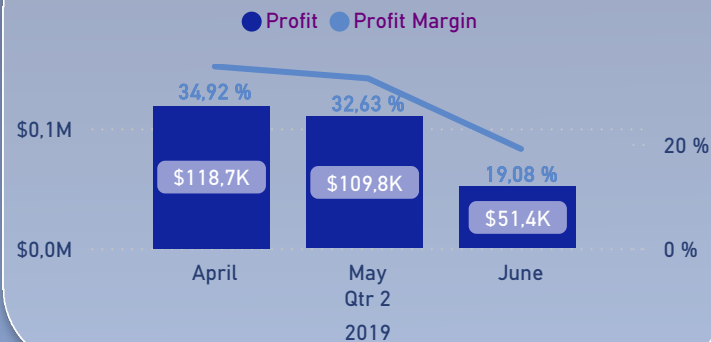
Total Profit  
**\$279,9K**

Total Profit Margin  
**29,59 %**

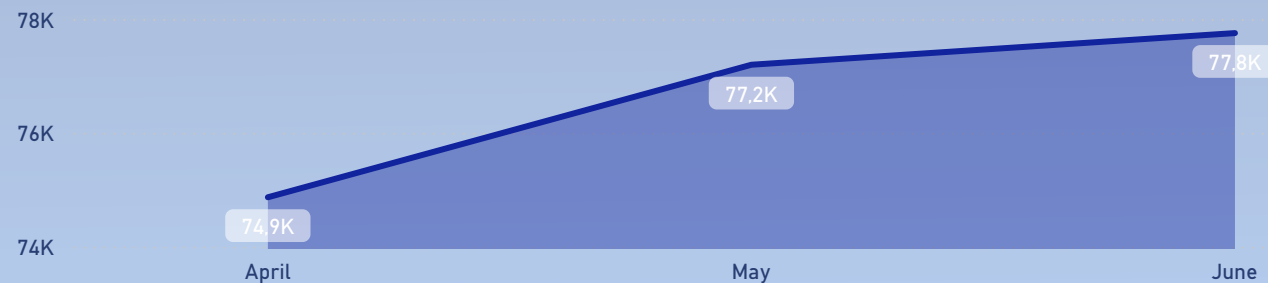
Revenue by Period



Profit vs Profit Margin by Period



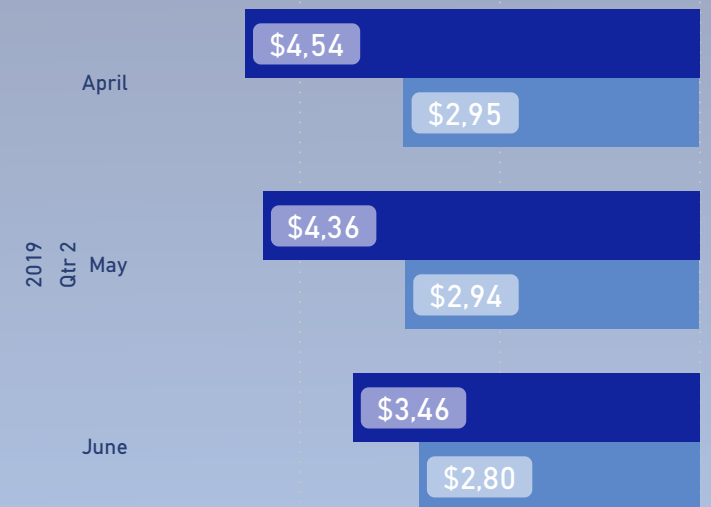
Kilometers by Period



2019 (Year) + Q2 (Quarter)

Revenue & Costs per KM by Period

● Revenue per KM ● Costs per KM



Revenue per KM

Total

**\$4.11**

Costs per KM

Total

**\$2.90**

2019 (Year) + Q2 (Quarter)



Average of km

4,26K

Fuel efficiency (l/100 km)

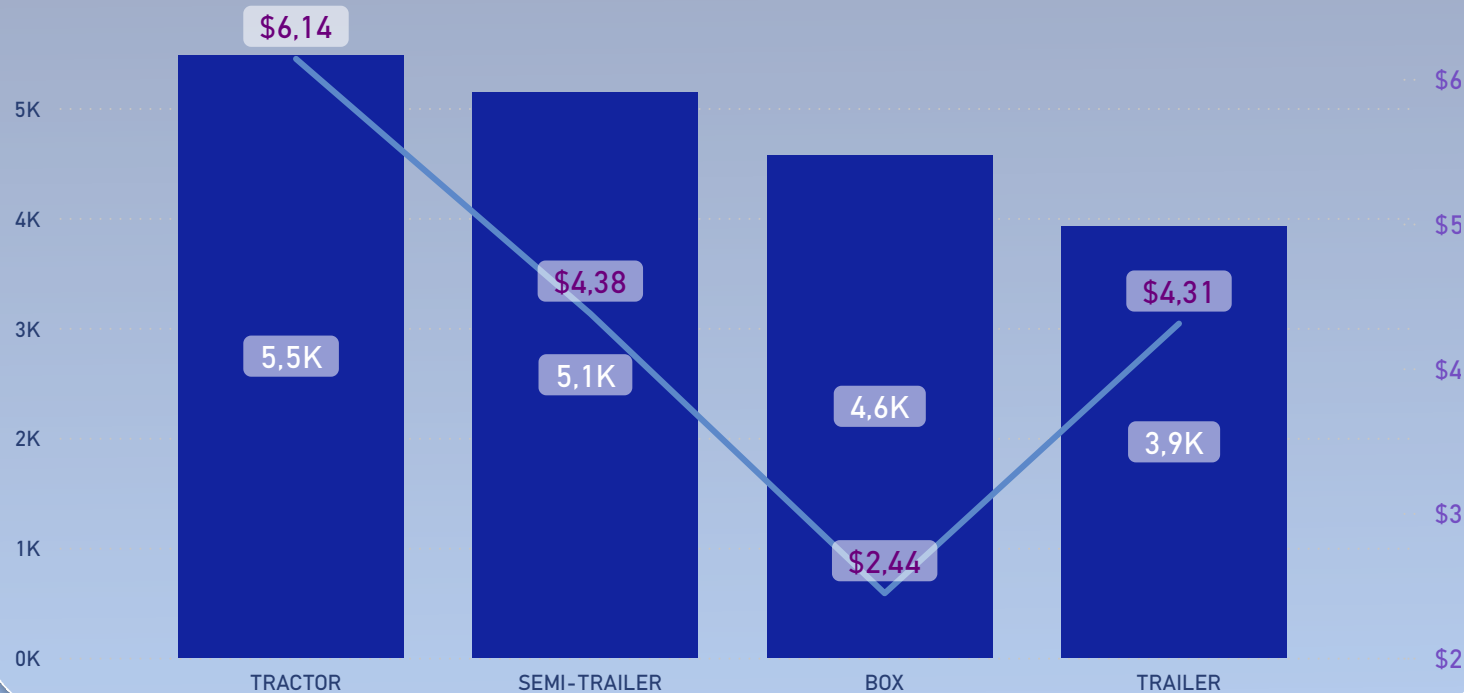
21,62



All

Average of KM Traveled vs Rev per KM by Truck Type

● Average of KM Traveled ● Revenue per KM



Year	Quarter	Month	Truck No.	Kilometers	Costs/ KM	Reve KM
2019	Qtr 2	April	MDB-1602	5984	\$2,41	\$
2019	Qtr 2	May	MDB-1602	7086	\$2,17	\$
2019	Qtr 2	June	MDB-1602	3928	\$3,19	\$
2019	Qtr 2	April	MFU-2632	1872	\$5,05	\$1
2019	Qtr 2	May	MFU-2632	2537	\$4,06	\$
2019	Qtr 2	June	MFU-2632	1190	\$7,59	\$1
2019	Qtr 2	April	MHJ-9634	2376	\$4,12	\$
2019	Qtr 2	May	MHJ-9634	1754	\$5,46	\$
2019	Qtr 2	June	MHJ-9634	3045	\$3,26	\$
2019	Qtr 2	April	MHN-5439	2568	\$4,84	\$
2019	Qtr 2	May	MHN-5439	5789	\$2,58	\$
2019	Qtr 2	June	MHN-5439	4240	\$3,40	\$
2019	Qtr 2	April	MJD-6976	4890	\$3,32	\$
2019	Qtr 2	May	MJD-6976	5293	\$3,22	\$
2019	Qtr 2	June	MJD-6976	7306	\$2,56	\$
2019	Qtr 2	April	MJI-0517	4834	\$3,93	\$
2019	Qtr 2	May	MJI-0517	4817	\$4,00	\$
2019	Qtr 2	June	MJI-0517	6804	\$3,01	\$
2019	Qtr 2	April	MJT-4829	4763	\$3,46	\$
2019	Qtr 2	May	MJT-4829	3489	\$4,47	\$
2019	Qtr 2	June	MJT-4829	5134	\$3,32	\$
Total				229813	\$2,90	\$

Overview

by Truck

by Customer

a Case Study

2019 (Year) + Q2 (Quarter)



Revenue

945,65K

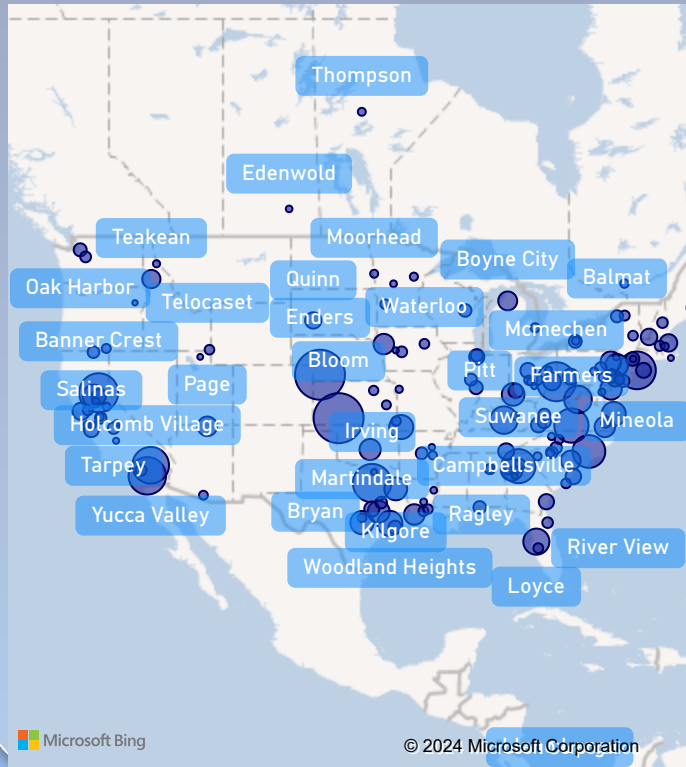
Orders Count

918

Customers Count

4559

Revenue by City

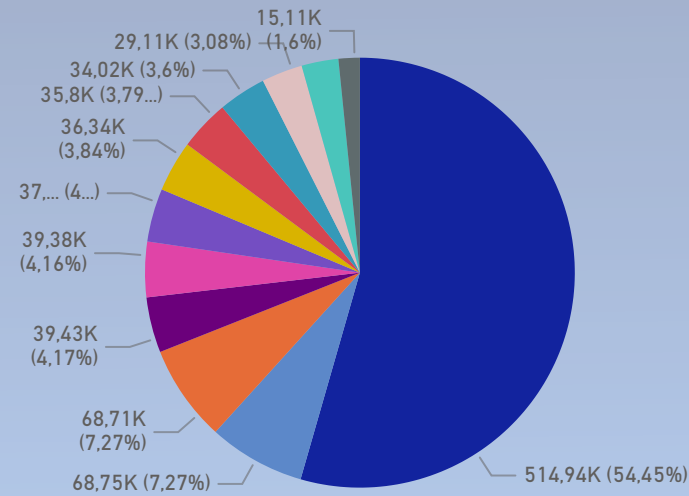


Microsoft Bing

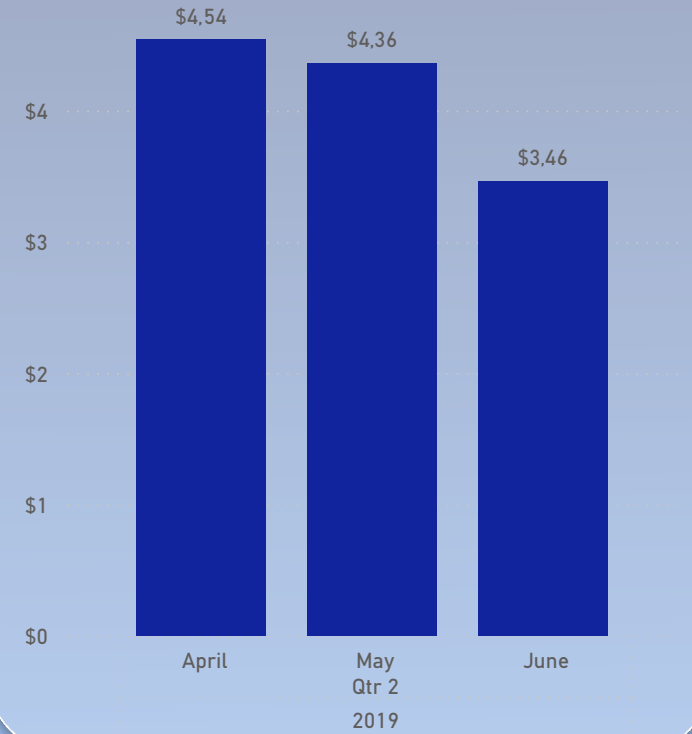
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Revenue by Top Cities

City (groups) Other Enders Bloom Banner Crest



Revenue per KM by Period

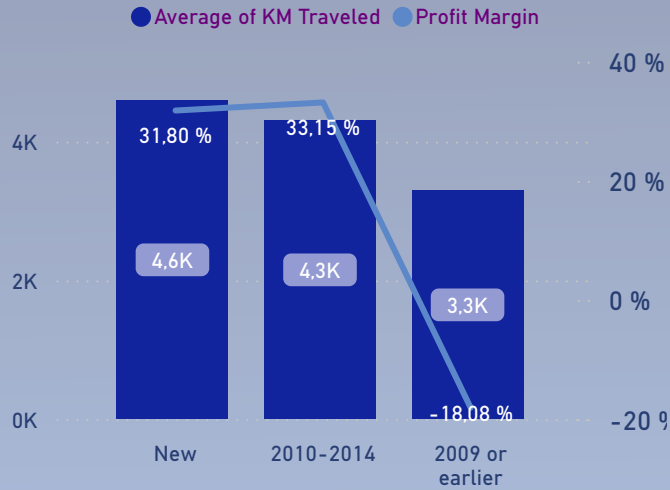


Overview

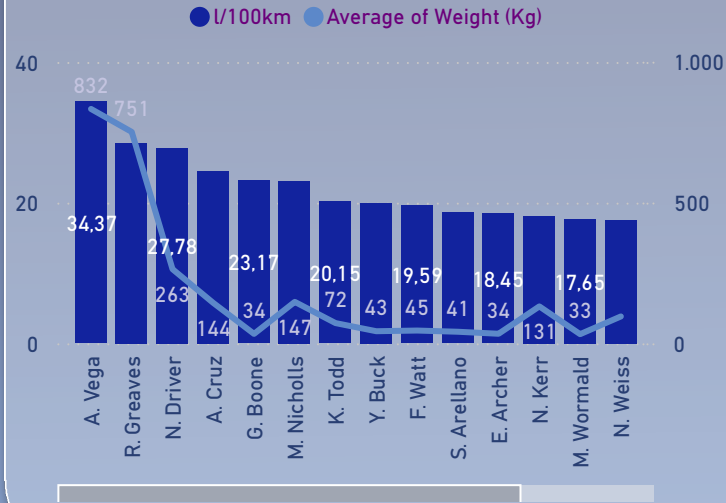
by Truck

by  
Customera Case  
Study

### Average of KM Traveled and Profit Margin by Vehicle Age

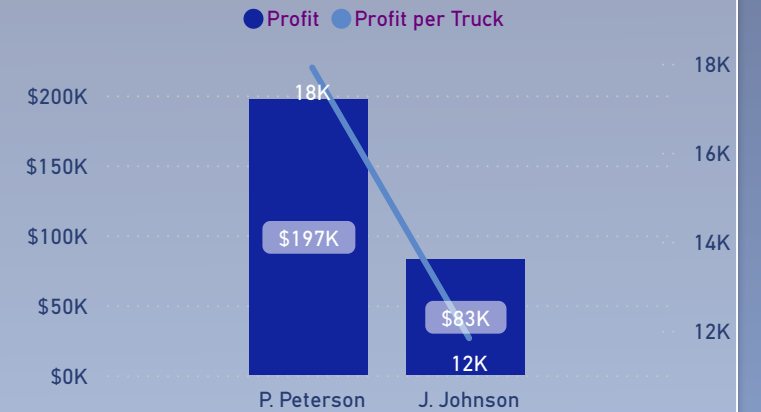


### l/100km and Average of Weight (Kg) by Driver

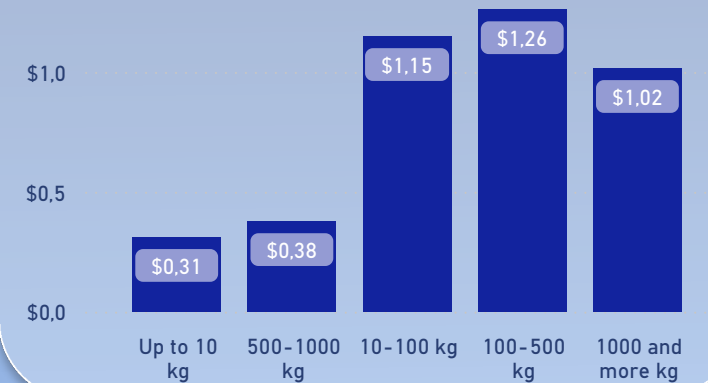


2019 (Year) + Q2 (Quarter)

### Profit and Profit per Truck by Dispatcher



### Revenue per KM by Weight Range



- Vehicle age does influence the company's profit. As shown in the graph above, vehicles from 2009 or earlier travel significantly fewer kilometers, and their profit margins are negative.
- Some drivers have very high fuel consumption; however, this depends on the average weight hauled. The heavier the load, the more fuel the truck uses. Fuel consumption also varies based on time and location, so a deeper analysis would be needed to identify the least efficient trucks or drivers.
- Analyzing the performance of dispatchers shows that P. Peterson generates more profit. Even though he operates more trucks, he manages to achieve a higher profit per truck—\$21k—compared to J. Johnson, who generates only \$5k per truck.
- The company's highest revenue per kilometer comes from carrying loads that weigh between 100 and 500 kg.