

**MRI PRESENTS**  
MONTGOMERY ROAD, INC.

# ROAD CONSTRUCTION BOOT CAMP II

**"FOLLOW THE MONEY"**

**March 11**  
**MEMPHIS**  
MMBC Continuum  
200 Jefferson Ave #1000  
Memphis, TN 38103

**Presenter:**  
VICTOR TYLER

**DARIUS MONTGOMERY**  
Business Development Specialist

**9:00 AM - 9:15 AM Meet and Greet**

**9:15 AM - 12:15 PM Calculating Margin, Markup, and Overhead Part II**  
Are you leaving money on the table by applying inaccurate overhead and profit to your job costs? This workshop will discuss calculating markup and margins, overhead rate, forecasting, and budgeting.

**12:15 PM - 12:45 PM Lunch: Provided**

**12:45 PM - 3:30 PM Equipment Cost and Pricing**  
If you utilize equipment and labor to provide goods and services, you need to know the true cost of your equipment and labor force.

<https://tylerengineers.com/presentation-slides>

Partner: **MMBC** CONTINUUM  
The Journey to Economic Inclusion

**TN TDOT** Department of Transportation  
Civil Rights Division

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**TN TDOT**  
Department of Transportation

Civil Rights Division  
Small Business Development Program  
and Supportive Services

## Boot Camp Topic: Finding The Money

- A. Fundamentals of Construction Accounting**
- B. Calculating Overhead, Markup & Profit**
- C. Truck and Equipment Cost & Pricing**

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## Equipment Ownership & Operating Costs



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The objective in developing equipment rates should be to arrive at a figure that, as nearly as possible, represents the cost of the work done under the operating conditions encountered and the accounting system in use.

The cost of owning and operating equipment will serve as the basis of equipment rates.

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## Classification of Costs

The equipment rate is usually, but not always, divided into:

- **Ownership (Fixed) Cost** (*this cost do not stop when the work stops and must be spread over the hours of work during the year.*)
- **Operating Cost** (*Operating costs vary directly with the rate of work*)
- **Labor Cost** (*added separately .... labor may sometimes work different hours than the equipment*)

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## Ownership (Fixed) costs

- Equipment depreciation  $D = (P' - S)/N$
- Interest The cost of using funds over a period of time. Investment funds may be borrowed or taken from savings or equity.
- Insurance The cost of using funds over a period of time. Investment funds may be borrowed or taken from savings or equity.
- Taxes Many equipment owners must pay property taxes or some type of usage tax on equipment.
- Permits Costs for equipment permits, even storage are fixed costs.



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## Operating costs

Operating costs, unlike fixed costs, change in proportion to hours of operation or use.

- Fuel
- Filters, Oil, and Grease (FOG)
- Wear parts
- Tire Replacement
- Maintenance & Repairs
- Operator's wage



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## Operating Costs

**Preventive maintenance costs** can be figured up front:

- oil and filter changes
- hydraulic oil, engine oil, engine coolant, and drive oil
- cab and engine air filters
- anticipated repair and PM hourly labor cost with your dealer.
- factor in any dealer PM service agreements and/or Telematics.

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## Operating Costs cont'd

### Wear Parts items

- track replacement
- drive sprockets
- bucket teeth or cutting edges
- auger bits, broom bristles
- teeth on trenchers, cold planners and wheel saws
- undercarriage's idler/roller wheels



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Our Goal for Equipment Pricing  
is to Reach Full Cost Recovery

Thus, your top priority is to collect accurate job cost data from your accounting system.

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## Stop ... Any Questions?



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## Calculating Owned Equipment Costs

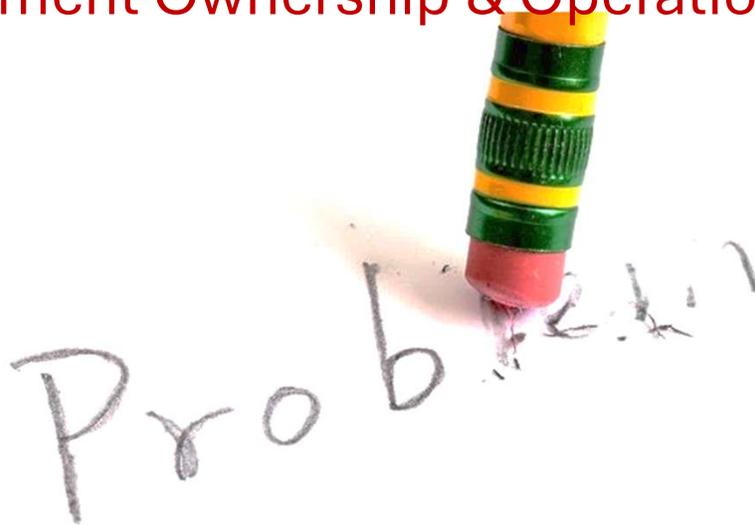


**Annual Equipment Cost** = Annual **Ownership** Cost + Annual **Operating** Costs

**Hourly Costs** = Annual Equipment Cost  $\div$  Operating Hours per year

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## Practice Problem Equipment Ownership & Operation Costs



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### **Assumption:**

#### Dump Truck Ownership and Operating Equipment Cost Rate



You purchased a used 3-axle, 16-cubic yard capacity, dump truck.

The delivered price was \$190,000.

The estimated useful life of the truck is seven (7) years.

The following information is the manufacturer's equipment data.

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Below are calculation details for hourly cost rate for a Dump Truck.



### Ownership Cost Information

Equipment Description:	16 Cubic Yard, Tri-axle Dump Truck
Model and Series:	xxxxx
Year Manufactured:	2020
Horsepower:	425 Hp
Fuel type:	Diesel
Equipment Price:	\$190,000
Estimated Salvage Value:	\$75,000
Operating Hour (per year):	1,200 hours
Tire /Track Lifetime (hours):	1,500 hours
Depreciation Time (hours):	7.0 years
Depreciation Cost per Year:	$[(\$190,000 - \$75,000)] \div 7 \text{ years} = \mathbf{\$16,428.57}$
Interest Rate (year):	9.0%
Interest Cost per Year:	\$ 9,200
Insurance Cost per Year:	\$20,000.00 (received from insurance broker)
Property Tax per Year:	\$1,200.00 (tax rate received from Tax Assessor Office)
Ownership Costs (Annual):	$\$16,428.57 + \$9,200 + \$20,000.00 + \$1,200.00 = \mathbf{\$46,828.57}$
<b>Ownership Costs (Hourly):</b>	$\$46,828.57 \div 1,200 \text{ hours} = \mathbf{\$39.02 \text{ per hour}}$

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Below are calculation details for hourly cost rate for a Dump Truck.



### Operating Cost Information

Fuel Cost (per gallon):	\$4.00 per gallon
Fuel Consumption (gals per hour):	5.00 gallons per hour (rate received from equipment manufacturer)
Fuel Cost (per year):	$1,200 \text{ hrs per yr} \times \$4.00 \times 5.0 \text{ gal per yr} = \mathbf{\$24,000.00}$
Tire / Track Cost (per set):	\$9,000 (Cost information received from Equipment Dealer)
Tire / Track Cost (per year):	$[(1,200 \text{ hrs} \div 1,500 \text{ hrs})] \times \$9,000.00 = \mathbf{\$7,200.00}$
Prevent Maint. & Repair (per year):	\$7,000.00 (from the equipment owner's accounting system records)
Operating Cost (Annual):	$\$24,000.00 + \$7,200.00 + \$7,000.00 = \mathbf{\$38,200.00}$
<b>Operating Cost (Hourly):</b>	$\$38,200.00 \div 1,200 \text{ hours} = \mathbf{\$31.83 \text{ per hour}}$

**Owning & Operating Cost:**      $\mathbf{\$39.02 \text{ per hour} + \$31.83 \text{ per hour} = \$70.85 \text{ per hour}}$

The above calculated ownership and operating hourly cost is the equipment rate he rents to his projects. However, a truly loaded rental rate would also include company overhead, profit and equipment operator rates. This will be discussed in other chapters in this study guide.

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## Hourly Bid Rate

Based on information from the previous problem, the approximate hourly bid rate for this truck (based the manufacturers data) including an assumption for cost for the truck driver, general and administrative expense, and profit.

Hourly Truck Ownership & Operating Cost	\$ 70.85
Truck Driver Base Pay	25.00
Markup for Labor Burden/Benefits/Insurance @20.0%	<u>5.00</u>
<b>Subtotal:</b>	<b>\$ 100.85</b>
General & Administrative Expenses @ 10.0%	<u>10.09</u>
<b>Subtotal:</b>	<b>\$ 110.94</b>
Profit @ 10.0%	<u>11.09</u>
<b>Hourly Bid Rate</b>	<b>\$ 122.03</b>

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## Hourly Bid Rate for Night Time

Hourly Truck Ownership & Operating Cost	\$ 70.85
<b>Truck Driver Base Pay</b>	<b>37.50</b>
<i>Night-time Markup @1.5 x Wage</i>	
Markup for Labor Burden/Benefits/Insurance @20.0%	<u>7.50</u>
<b>Subtotal:</b>	<b>\$ 115.85</b>
General & Administrative Expenses @ 10.0%	<u>11.59</u>
<b>Subtotal:</b>	<b>\$ 127.44</b>
Profit @ 10.0%	<u>12.74</u>
<b>Hourly Bid Rate</b>	<b>\$ 140.18</b>

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# Calculating Dump Truck Hauling Rate

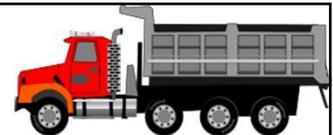


The following example illustrates a method of determining probable cost of hauling excavated material offsite for disposal. This will be typical of a roadway/public works improvement projects.

Our task will be to calculate a truck haul rate in per load and per cubic yards.

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## Project Detail:



### Assumptions made below:

- Hauling of **gravel**
- Project site quantity: 30,000 CY
- One way haul distance: **15 miles**
- City streets travel: 5 miles at an average speed of 35 miles per hour
- Highway travel: 10 miles at an average speed of 60 miles per hour
- Average Truck Loading time: 7 minutes
- Average Trucking Dumping (including waiting): 5 minutes
- Assume 50 minute production rate per 60 minute (refueling, repairs and driver breaks, etc.)
- Cubic yard per truck load: 20 tons
- Excavation contractor's plan production rate is 217.5 tons per hour
- Shift: 10 hour per day

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**1. Calculate Average Truck Speed:**

$$[(5 \text{ miles} \times 35 \text{ mph}) + (10 \text{ miles} \times 60 \text{ mph})] \div 15 \text{ miles} = 51.67 \text{ mph}$$

**2. Calculate Average Truck Road Travel Time:**

$$15 \text{ miles} \div 51.67 \text{ mph} = 0.2903 \text{ hours}$$

Or

$$0.2903 \text{ hours} \times 60 \text{ minutes/hour} = 17.42 \text{ minutes}$$

**3. Calculate Total Truck and Site Time:**

Loading + Travel to Site + Dumping at site + Return Travel

$$7 + 17.42 + 5 + 17.42 = 46.84 \text{ minutes Haul Time / Round Trip}$$

**4. Calculate number of round trip loads per (usable) hour per truck:**

Assume: truck is productive 50 minutes out of every 60 minutes,

$$50 \text{ min. /hour} \div 46.84 \text{ min. /round trip/truck} = 1.067 \text{ round trip loads per hour}$$

**5. Calculate Average loads per Day (10 hour-workday):**

$$30,000 \text{ tons} \div 217.5 \text{ tons per hour} = 137.93 \text{ Total Hours}$$

$$\text{Tons moved per day} = 217.5 \text{ tons per hour} \times 10 \text{ hour per day} = 2175 \text{ tons per day}$$

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**6. Calculate numbers of trucks needed on job:**

$$1.07 \text{ loads per hour} \times 10 \text{ hours per day} \times 21 \text{ tons} = 224.7 \text{ per day per truck}$$

$$\text{Production of } 2175 \text{ tons per day} \div 224.7 \text{ per day per truck} = 9.68 \text{ Trucks}$$

Use 10 trucks

**Total Hauling Cost:**

Truck hourly cost is taken from EQUIP OWN &amp; OPER Calculator.

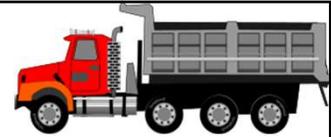
$$\text{\$ } 122.03 \text{ per hour} \times 10 \text{ Trucks} \times 137.93 \text{ hours} = \text{\$ } 168,315.99$$

**Cost per Cubic Yard:**

$$\text{\$ } 168,315.99 \div 30,000 \text{ tons} = \text{\$ } 5.61 \text{ Per Ton}$$

**Cost per Truck Load:**

$$\text{\$ } 5.61 \text{ per ton} \times 21 \text{ ton per truck} = \text{\$ } 117.81 \text{ per load}$$



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## Pricing per the Assumptions made in example



**Hauling Rate:** \$ 123.00 per hour

**Haul Rate (Night-time) = \$141.00 per hour**

**Ton Rate: \$5.61 per tons**

**Ton Rate for (Night-time) = \$6.45 per ton (night hauling)**

**Escalation for Future Years: @ 5.0% per year**

Item	Base year	2026	2027	2028	2029
Haul Rate	\$123/hr	\$129/hr	\$136/hr	\$142/hr	\$150/hr
Haul Rate (night)	\$141/hr	\$148/hr	\$156/hr	\$163/hr	\$172/hr
Ton Rate	\$5.61/ton	\$5.93/ton	\$6.26/ton	\$6.60/ton	\$7.00/ton
Ton rate (night)	\$6.45/ton	\$6.80/ton	\$7.20/ton	\$7.60/ton	\$8.00/ton

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# Stop ... Any Questions?



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Use spreadsheet templates to calculate your company's *internal equipment rental rates* for equipment you own/lease.



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**EQUIPMENT OWNERSHIP & OPERATING COST CALCULATOR**

Equipment Description : \_\_\_\_\_  
 NOTE: Shaded cells are calculated cells, all other cells are user inputs based on your equipment requirements.

Ownership Cost Per Hour		Your Data (Input Equipment Data)	
Operating Hours (per year)		1500.00	
Tire/Track Lifetime (hours)		2500.00	
Depreciation Time Frame (hours)		7.00	
Equipment Purchase Price	\$	325,000.00	
Salvage Value	\$	125,000.00	
Depreciation Cost (year)	\$	28,571.43	
Interest % Rate (year)		10.00%	
Interest Cost	\$	32,500.00	
Insurance Cost (year)	\$	12,000.00	
Property Tax (per year)	\$	2,750.00	
Ownership Cost (Annual)	\$	75,821.43	Ownership Cost Per Hour : \$ 50.55

Operating Cost Per Hour	
Fuel Cost (per gal)	\$ 3.50
Fuel Consumption (gals per hour)	5.00
Fuel Cost (per year)	\$ 26,250.00
Tire/Track Cost (per set)	\$ 8,900.00
Tire/Track Cost (per year)	\$ 5,340.00
Preventive Maint & Repair (per year)	\$ 3,500.00
Operating Cost (Annual)	\$ 35,090.00
Operating Cost Per Hour :	\$ 23.39

Total Owning & Operating Cost : \$ 73.94  
 Operator Base Wage Rate Per Hour : \$ 25.00

Company Overhead & Profit		Your Inputs	
Labor Burden Rate (Payroll Taxes & Benefits) %	26.00%	\$	6.50
Home Office Overhead Rate (%)	9.00%	\$	9.49
Proposed Company Profit Rate (%)	10.00%	\$	11.49
Rate Per Hour :		\$	126.42

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### TRUCKING HAUL RATE CALCULATOR

**Location and to and from Haul :** \_\_\_\_\_

NOTE: Shaded cells are calculated cells, all other cells are user inputs based on your project equipment requirements.

**Your Data (Input Your Project Values)**

Project Quantity (Tons or Cu Yd.)	14.00	Unit		
Estimated Load Production	14.00	Unit/Hour	1.00	Total Production Hours
Hours / Shift	10.00	Hours	0.10	Total Shifts
			140.00	Est. Units of Material Moved Per Shift
City Road Miles	12.00	Miles		
Highway Road Miles	0.00	Miles		
Average City Travel Speed	45.00	mph		
Average Highway Travel Speed	0.00	mph		
Average Loading Time	7.00	Minutes		
Average Dump Time	5.00	Minutes	44.0	Total Time - Round Trip (mins)
Useable Minutes per Hour	50.00	Minutes	1.14	Round Trip Loads / Hour / Truck
Haul Capacity (Tons or Cu. Yd.)	16.00	Units	0.88	Total Truck Loads
Recommended Number of Trucks :	1.00	Trucks	0.77	Estimated Number of Trucks Required (Calculate)
			1.00	Total Truck Hours
			21.00	Total Truck Miles Traveled
			\$ 126.42	Input Your Loaded Truck & Driver Hourly Rate
			\$ 126.42	Calculated Total Haul Quote
			\$ 144.48	Calculated Material Haul Rate Per Truck Load
			\$ 9.03	Calculated Material Haul Rate Per Unit Measure
			\$ 6.02	Calculated Haul Rate Per Mile

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### COMPANY OWNED EQUIPMENT RENTAL RATES

Equipment Profit Center Concept

<b>Total Maint &amp; Repairs</b>	<b>Total Insur &amp; Interest</b>	<b>Total Fuel</b>	<b>Profit Markup</b>
\$ 60,000	\$25,000	\$ 75,000	40.0%
800	Avg. Hours used		
7	years average useful life		

Description	Model	Date Acquired	Cost	Ownership Hourly Rate	Maintenance Hourly Rate	Interest Hourly Rate	Fuel Hourly Rate	Base Rate per Hour	Markup	Company Rental Rate
<b>HEAVY DUTY TRUCKS</b>										
2010 Dump	VH22	1/2/2010	\$ 120,000.00	21.43	12.69	5.29	15.87	55.28	22.11	\$ 77.40
2005 Dump		1/2/2005	\$ 90,000.00	16.07	9.52	3.97	11.90	41.46	16.58	\$ 58.00
<b>EQUIPMENT</b>										
2007 Loader/ Backhoe		11/18/2007	\$ 70,000.00	12.50	7.40	3.09	9.26	32.25	12.90	\$ 45.10
2007 Dozer / Crawler		12/4/2008	\$ 110,000.00	19.64	11.64	4.85	14.55	50.67	20.27	\$ 70.90
2006 Compactor		12/4/2006	\$ 55,000.00	9.82	5.82	2.42	7.27	25.34	10.13	\$ 35.50
2005 Trackhoe		10/5/2005	\$ 180,000.00	32.14	19.04	7.93	23.80	82.92	33.17	\$ 116.10
2005 Motorgrader		12/16/2005	\$ 75,000.00	13.39	7.93	3.31	9.92	34.55	13.82	\$ 48.40
2002 Farm Tractor		4/20/2002	\$ 9,000.00	1.61	0.95	0.40	1.19	4.15	1.66	\$ 5.80
<b>Total Cost of Equipment:</b>			\$ 709,000.00							

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Equipment Profit Center Concept

UPDATED: 2025-06-04

													Information from Company Profit & Loss			
													Equip. Maint. & Repair Cost:	187,584.20		
													Equip. Hour, Interest & Taxes:	244,277.25		
													Equip. Fuel, Oil & Grease:	447,203.63		
													Avg. Equipment Useful Life:	7.00		
													Company Markup Rate:	35.00%		
Equip. Type	Tracking #	Make/Model	Vin #	Purchase Price	Average Annual Hours Used	Last Salvage Value	Ownership Hourly Cost	Annual Maintenance & Repair Cost	Annual Hours, Interest & Taxes	Fuel	Equip. Hour Cost Rate	Oper. Hour Pay Rate	Calculated Company Markup	Equip. Hour Rental Rate	Equip. Oper Hr Rate	Equip. Oper Rate per Day
Passenger		2021 Mercedes Benz G-Class	W1N1VCTH2M370916													
Foreman Truck	C5	2015 Foreman Truck	3C6R6D089F669318	\$ 60,000	800	10.71	530.21	220.42	5.38	11.66	26.00	13.18	\$ 15.74	\$ 50.84	\$ 406.72	
Foreman Truck	C6	2015 / 5500 Dodge Ram	3C7WVNEH8F668300	\$ 84,000	800	15.00	742.29	308.59	5.38	16.32	26.00	14.81	\$ 22.03	\$ 57.13	\$ 457.04	
Foreman Truck	C9	2021 GMC Sierra 2500	1GT48L678M3155007	\$ 50,144	800	8.96	443.11	184.22	5.38	9.75	26.00	12.51	\$ 13.16	\$ 48.26	\$ 386.08	
Foreman Truck	C10	2023 GMC Sierra	1GT48L678P106075	\$ 56,512	800	10.09	499.39	207.61	5.38	10.68	26.00	12.94	\$ 14.83	\$ 49.93	\$ 399.44	
Foreman Truck	C11	2023 GMC Sierra	1GT48L678P106139	\$ 56,298	800	10.05	497.49	206.82	5.38	10.94	26.00	12.93	\$ 14.77	\$ 49.87	\$ 398.96	
Foreman Truck	C1	2024 GMC Sierra	1GT48EYK9F267266	\$ 110,570	800	19.74	977.09	406.21	5.38	21.48	26.00	16.62	\$ 29.00	\$ 64.10	\$ 512.80	
Foreman Truck	C13	2024 GMC Sierra	1GT48L678P357641	\$ 84,812	800	11.54	579.06	237.97	5.38	13.56	26.00	13.40	\$ 16.95	\$ 52.05	\$ 416.40	
Foreman Truck	C14	2024 GMC Sierra	1GT48L678P357728	\$ 84,091	800	11.49	565.81	235.23	5.38	13.44	26.00	13.40	\$ 16.80	\$ 51.90	\$ 415.20	
Foreman Truck	E41	2021 Palisade	4HA9SE959M6477129	\$ 27,500	800	4.86	241.24	100.29	5.38	5.31	26.00	10.96	\$ 7.17	\$ 42.27	\$ 308.16	
Dump Truck	D18	2025 - Mack Dump Truck	1M2S8N025M005246	\$ 280,000	800	50.00	2,474.90	1,028.65	5.38	54.99	26.00	38.13	\$ 73.42	\$ 108.52	\$ 868.16	
Dump Truck	D19	2025 - Mack Dump Truck	1M2S8N025M005250	\$ 280,000	800	50.00	2,474.90	1,028.65	5.38	54.99	26.00	38.13	\$ 73.42	\$ 108.52	\$ 868.16	
Dump Truck	D14	2023 - Peterbilt Dump Truck	1NPKC4T9P0799552	\$ 242,272	800	43.26	2,140.91	890.04	5.38	47.06	26.00	25.57	\$ 63.53	\$ 98.63	\$ 789.04	
Dump Truck	D13	2023 - Peterbilt Dump Truck	1NPKC4T9P0799553	\$ 242,272	800	43.26	2,140.91	890.04	5.38	47.06	26.00	25.57	\$ 63.53	\$ 98.63	\$ 789.04	
Dump Truck	D17	2023 - Peterbilt Dump Truck	1NPKC4T9P0799555	\$ 242,500	800	43.50	2,142.50	890.88	5.38	47.10	26.00	25.59	\$ 63.59	\$ 98.69	\$ 789.52	
Dump Truck	D20	2025 - Peterbilt Dump Truck	1NPKC4T9S0749304	\$ 292,250	800	63.19	2,682.55	1,073.65	5.38	56.76	26.00	28.97	\$ 76.63	\$ 111.73	\$ 893.84	
Dump Truck	E30	2014 - Volvo Off Road A25 G	740041	\$ 360,000	800	64.29	3,181.25	1,322.54	5.38	69.02	26.00	33.57	\$ 94.39	\$ 129.49	\$ 1,035.92	
Dump Truck	E33	2016 - Volvo Off Road A25 G	VCE0A23F0740208	\$ 360,000	800	64.29	3,181.25	1,322.54	5.38	69.02	26.00	33.57	\$ 94.39	\$ 129.49	\$ 1,035.92	
Tanker / Trucks	L1	1995 Peterbilt	1XP30B8X35N385140	\$ 28,000	800	5.00	247.43	102.86	5.38	5.44	26.00	11.01	\$ 7.35	\$ 42.45	\$ 339.60	
Tanker / Trucks	T1	2016 Freight Line Day Cab	3ALX78005SDG66689	\$ 113,895	800	20.34	1,006.47	418.42	5.38	22.13	26.00	16.84	\$ 29.87	\$ 64.97	\$ 519.76	
Tanker / Trucks	T2	2020 Peterbilt	1XPX048V0L0696164	\$ 120,000	800	21.43	1,060.42	440.85	5.38	23.31	26.00	17.36	\$ 31.47	\$ 66.57	\$ 532.56	
Tanker / Trucks	T3	2021 Peterbilt 389	1XPCC48V4M0730919	\$ 150,333	800	26.85	1,338.46	552.28	5.38	29.20	26.00	19.32	\$ 39.42	\$ 74.52	\$ 596.16	
Tanker / Trucks	T4	2022 Peterbilt 967	1XPCC48V5N0788619	\$ 157,990	800	28.21	1,396.13	580.41	5.38	30.69	26.00	19.84	\$ 41.43	\$ 76.53	\$ 612.24	
Tanker / Trucks	T5	2022 Peterbilt 967	1XPCC48V5N0788620	\$ 157,990	800	28.21	1,396.17	580.43	5.38	30.69	26.00	19.84	\$ 41.43	\$ 76.53	\$ 612.24	
Tanker / Trucks	T6	2026 Peterbilt 967	1XPCC48V77D789371	\$ 195,260	800	33.09	1,627.26	680.67	5.38	35.99	26.00	21.70	\$ 45.59	\$ 83.69	\$ 669.52	
Tanker / Trailer	T3	2020 Etnyre Tanker - 336	1E9F90982E007155	\$ 74,950	800	13.38	663.23	275.35	5.38	14.64	26.00	14.29	\$ 19.66	\$ 54.76	\$ 438.08	
Tanker / Trailer	T4	2021 Tremcar Tanker - 337	17L0A12M80000209	\$ 73,950	800	13.21	651.48	271.87	5.38	14.37	26.00	14.13	\$ 19.40	\$ 54.50	\$ 436.90	
Tanker / Trailer	T5	2022 Etnyre Tanker - 338	1E9T92000E0020250	\$ 73,950	800	13.21	651.48	271.87	5.38	14.37	26.00	14.13	\$ 19.40	\$ 54.50	\$ 436.90	
Tanker / Trailer	T6	2024 Etnyre Tanker Trailer - 339	1E9J03098R6007218	\$ 92,850	800	14.59	820.50	341.11	5.38	16.04	26.00	16.41	\$ 24.35	\$ 59.45	\$ 476.00	
Tanker / Trailer	T7	2025 Etnyre Tanker Trailer - 340	1E9J040821E007059	\$ 92,580	800	14.53	818.11	340.11	5.38	15.99	26.00	16.40	\$ 24.28	\$ 59.38	\$ 475.94	
Tanker / Trailer	T8	2025 Etnyre Tanker Trailer - 341	1E9J040836E007065	\$ 92,580	800	14.53	818.11	340.11	5.38	15.99	26.00	16.40	\$ 24.28	\$ 59.38	\$ 475.94	
Tanker / Trailer		2022 ERID Live Bottom	1E9V24838W111170	\$ 87,561	800	15.64	779.76	321.68	5.38	17.01	26.00	15.05	\$ 22.97	\$ 58.07	\$ 464.56	
Tanker / Trailer		50 Ton Lowboy		\$ 180,000	800	32.14	1,590.62	651.27	5.38	34.96	26.00	21.34	\$ 47.20	\$ 82.30	\$ 658.40	
Tanker / Trailer	E13	Roger 22 Ton Pintlehook Trailer		\$ 30,000	800	8.93	441.84	183.69	5.38	9.73	26.00	11.50	\$ 13.12	\$ 48.22	\$ 385.76	
Tanker / Trailer	E13	10 Ton Pintlehook Trailer		\$ 10,000	800	1.79	88.37	36.74	5.38	1.95	26.00	0.78	\$ 2.63	\$ 37.73	\$ 301.84	
Tanker / Trailer	E14	2 Ton Baller Trailer		\$ 5,000	800	0.89	44.18	18.37	5.38	0.98	26.00	0.44	\$ 1.32	\$ 36.42	\$ 291.36	
Dozer	E40	2021 CAT Dozer	KKW01860	\$ 178,504	800	31.88	1,574.40	655.78	5.38	34.67	26.00	21.24	\$ 46.81	\$ 81.91	\$ 655.28	

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It's very important to consider productivity in the estimating process for both [field employees](#) and [equipment](#) to ensure profit protection.

Therefore, use [accurate rates](#) and [reduce idle time](#).

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Stop ... Any Questions?



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POP  
QUIZ!

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