

Cost per van and what can run

1 Cost per van

One row per van, twelve months of numbers. A fleet average hides the van that costs the most to run.

(payment or depreciation + insurance + fuel + maintenance + tires + registration) ÷ miles driven

Vehicle	Type	Miles/yr	Payment/dep	Insurance	Fuel	Maint + tires	Reg + other	Cost/mile

2 What you can actually run tomorrow

Count vehicles that could take a route in the morning, not vehicles on the insurance policy.

Vehicles owned		Routes you run daily	
In the shop / awaiting parts		Runnable tomorrow morning	
Mornings started short (last 6 months)		Spares that would have covered them	

3 PM calendar against your lightest block

Pull twelve months of completed trips, find your lightest weekday and block, and book standing service there a quarter ahead.

Mon

Tue

Wed

Thu

Fri

Sat

Trips completed per day, then circle the trough.

Credentials, replacing and buying

4 The compliance calendar

Every expiration in one place, each with its own lead time. A medical card might take a week; re-credentialing with a broker can take months. An expired credential parks a van as surely as a breakdown.

What expires	Who or what it covers	Expires	Lead time	Whose job
Driver credentials				
Vehicle inspections				
Vehicle registrations				
Company insurance				
Broker re-credentialing, if you have brokers				

5 Replacement trigger

When trailing repair cost per mile crosses the carrying cost per mile of the van that would replace it, the old van is the expensive one.

repair cost per mile (6 mo) vs (payment + insurance on replacement) ÷ miles that route runs							
Vehicle	Odometer	Repairs (6 mo)	Miles (6 mo)	Repair \$/mile	Replacement \$/mile	Down days	Replace?

6 Before you buy another van

Three questions, in order. Any “no” means fix that first.

Question	Yes / no	If no, what you will do instead
Are your vans of that type booked solid?		
Have you already tightened the routes on those vans?		
Would another van of that type clear its cost per mile on its first month of trips?		

7 Score this component

Honest 1 to 10. If Fleet and tools is your lowest of the six, it gets the next quarter.

Cost per mile known for every van		Spares real, PM and credentials on the calendar	
The one thing to fix first			
Who owns it, and by when			