CALCULATING YOUR TRANSPORTATION COSTS: Delivery Using an Intermediary*

B	General Information	
4	Commodity to be delivered	
5	Commodity unit (case, pound, carton, etc.)	
6	Selling price per unit	
7	Intermediary's charge per unit for service	
8	Delivery size, in units	
9	Labor rate ($/hr)	
10	Unloading/waiting time at intermediary (min)	
11	Delivery route (miles, round trip)	
12	Fuel cost (gas or diesel, $/gal)	

	Vehicle Information	
15	Farm truck fuel economy (mpg)	
16	Vehicle tire costs (set of tires)	
17	Vehicle tire life (thousand miles)	
18	Expected maint./repair expenses this year	
19	Expected depreciation this year	
20	Expected miles driven this year	
21	Avg speed when making deliveries (mph)	

B		
	Enter "1" if using the IRS standard mileage rate (otherwise leave blank)	
6	*NOTE: Current IRS standard mileage rate ($/mile)*	$ 0.55
	Operating Costs per Mile *(don't use IRS rate)*	
9	Fuel costs B12/B15 =	
10	Maintenance/Repair B18/B20 =	
11	Tires B16/B17 =	
12	Depreciation B19/B20 =	
13	Labor (((B10/60) + B11/B21) x B9/B11 =	
14	**Total Operating Costs per Mile**	
	E9+E10+E11+E12+E13 =	
16	**Total Operating Costs per Trip to Intermediary**	
	E14 x B11 =	
18	**Distribution Cost per Unit of Produce**	
	E16/(B7 + B8)=	
20	**"Farm Gate" Margin per Unit**	
	B6-E18 =	

*An intermediary may be another producer, a broker, a small contract produce distributor, or a cooperatively-operated distribution network. If the intermediary picks up at the farm, then only the intermediary's charge for services is needed.

This form is adapted by Land Stewardship Project for hard copy use from the on-line calculator developed by the Oklahoma Department of Agriculture, Food, and Forestry. The original on-line calculator can be found at http://www.okfarmtoschool.com/resources/fts-distro-foodsafetymanual/index.htm.