Additional Truck Expansion Checklist

Check each line item as "Yes" or "No" to assess your trucking company's overall readiness to take on an additional truck.

Yes	No	Freight & Revenue Readiness
☐	☐	Current freight volume is consistent and sustainable year-round.
☐	☐	Existing lanes are profitable and operating efficiently.
☐	☐	Existing trucks are all highly utilized
☐	☐	There is enough freight demand to keep a second truck moving consistently.
☐	☐	Revenue projections are based on realistic market conditions, not best-case scenarios.

Yes	No	Cash Flow & Working Capital
☐	☐	The business can comfortably cover the additional financing or leasing, and operating expenses.
☐	☐	Cash reserves are available for unexpected repairs or downtime.
☐	☐	The company can handle delayed customer payments without financial strain.
☐	☐	Fuel, insurance, payroll, and maintenance costs have been fully estimated.
☐	☐	A working capital strategy is in place to support growth.

Yes	No	Driver & Staffing Considerations
☐	☐	A reliable and qualified driver is available.
☐	☐	Driver payroll can be maintained during slower freight periods.
☐	☐	Processes exist for communication, scheduling, and oversight.
☐	☐	The company is prepared to manage driver turnover risk.
☐	☐	Safety expectations and compliance procedures are clearly established.

Yes	No	Insurance & Compliance
☐	☐	Updated insurance quotes have been reviewed and approved financially.
☐	☐	The business can manage increased insurance down payments or premiums.
☐	☐	DOT, ELD, IFTA, and compliance systems are organized and scalable.
☐	☐	CSA and safety records are in good standing.

Yes	No	Equipment & Maintenance Planning
☐	☐	Preventative maintenance schedules are established.
☐	☐	Emergency maintenance funds are available.
☐	☐	Vendor and repair relationships are already in place.

Yes	No	Operational Systems
☐	☐	Bookkeeping and expense tracking are organized.
☐	☐	Invoicing and collections processes are efficient.
☐	☐	Dispatch operations can support additional trucks.
☐	☐	Administrative workload can realistically be managed.

Yes	No	Profitability & Risk Analysis
☐	☐	The additional truck has a clearly defined break-even point.
☐	☐	Profitability metrics are being tracked consistently, and expected margins justify the expansion.
☐	☐	The business is not overly dependent on one broker or customer.
☐	☐	The company could withstand temporary market slowdowns or downtime.

Yes	No	Long-Term Growth Strategy
☐	☐	The owner has defined long-term business goals.
☐	☐	Expansion aligns with the company's desired lifestyle and growth model.
☐	☐	The business is prepared for the transition from owner-operator to fleet management.
☐	☐	Growth decisions are based on profitability and sustainability, not just truck count.
☐	☐	A plan exists for managing additional operational complexity as the fleet grows.