ZAFTYS | FTL vs PTL break-even worksheet (1 page)

Workshop aid for Indian industrial freight. Not a rate quote. Confirm carrier tariff annex and size the smallest suitable truck first.

Lane inputs (fill before maths)

- Origin / destination / approx km: _____
- Cargo: actual kg _____ cube (CBM or CFT) _____ fragility Y/N
- Smallest body that fits weight AND cube: _____ payload T _____
- Fill of that truck (weight or cube, higher): ~1/3 | 1/2-2/3 | >3/4
- Lane type: dense trunk | thin destination town | multi-drop

PTL landed stack

- Chargeable kg (max of actual, volumetric): _____
- Base Rs/kg _____ + docket _____ + FOV _____ + ODA _____
- + hamali _____ + crating _____ + damage scrap allowance _____
- + inventory drag (extra days x invoice x WACC/365): _____
- PTL landed total Rs: _____

FTL landed stack

- Dedicated trip rate for that body/lane Rs: _____
- + dock handling / detention if any: _____
- FTL landed total Rs: _____

Decision checks

- Under ~1/3 truck and non-fragile -> lean PTL / LTL / sundry.
- Half to ~2/3 -> quote both modes on this same lane.
- Above ~3/4 or ~3.5-6.0 T industrial band -> lean dedicated FTL.
- Avoid: half-empty FTL without consolidation; splitting one load into many PTL dockets.
- Next step: WhatsApp origin, destination, weekly tonnes to ZAFTYS dedicated fleet desk.

zaftys.com/blog/ftl-vs-ptl-freight-services-india-cost-break-even-guide

Contact: info@zaftys.com | WhatsApp +91-927-092-3581