



Transportation Club of Tacoma

Established 1926

Truckstop.com Spot Market Data





THANK YOU for ALL YOU HAVE DONE.



About us



Truckstop.com provides end-to-end freight management solutions.

Founded in 1995 as the first online load board.

Largest digital freight matching marketplace in the transportation industry.

Freight management services available from carrier onboarding and monitoring, to insurance and TMS solutions.

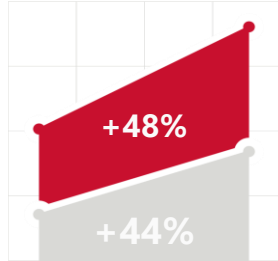
Payments platform provides a seamless payment solution for brokers and carriers of all sizes.

Data based on 100M loads annually

Market data used by Bloomberg, UBS Capital, Morgan Stanley, Stifel, JP Morgan, US Bank and Wall Street analysts



LOADS



Unique Loads
Unique loads increased
48% in growth



All Loads Added
All loads added increased
44% in growth

800,000+



Unique Loads
Per week day

7 Billion+



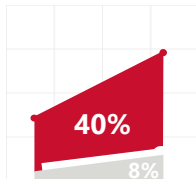
Total Load Search
count in 2020



\$640 Million
Average Freight Spend
available per day

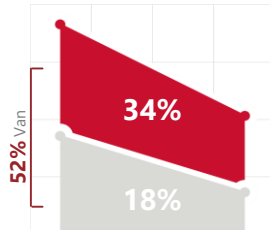


Load Equipment Types
2020



Flatbed

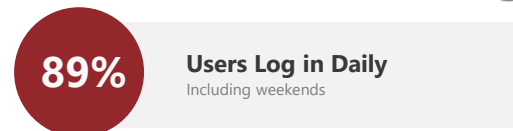
Specialized



Dry Van

Reefer

USERS



TRUCKS

3 Million+



Truck Searches
Per week day

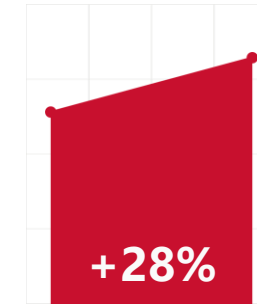
FLEETS

1 Million+



Truck Reach
Per week day

INTEGRATIONS



API Hits over 2019
In 2020 - API Hits Increased 28%



922 Million+

Annualized API Hits
Count in 2020

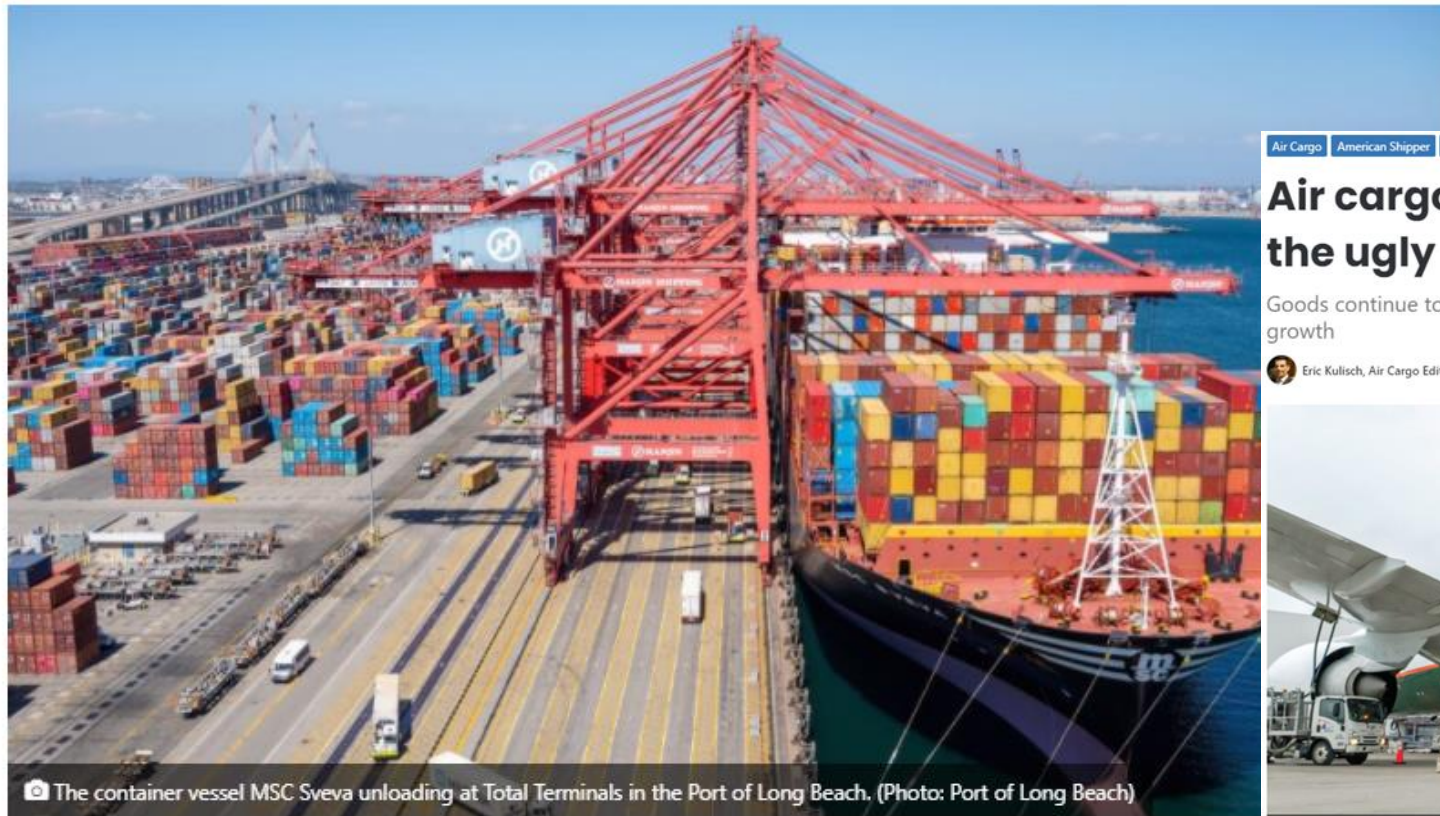


Global supply chains choke under tsunami of freight

Chinese factories stay open for Lunar New Year, potentially adding to shipping delays in what is shaping up as a 'perpetual peak season'

 Eric Kulisch, Air Cargo Editor  • Thursday, February 11, 2021

 0  12,052  9 minutes read




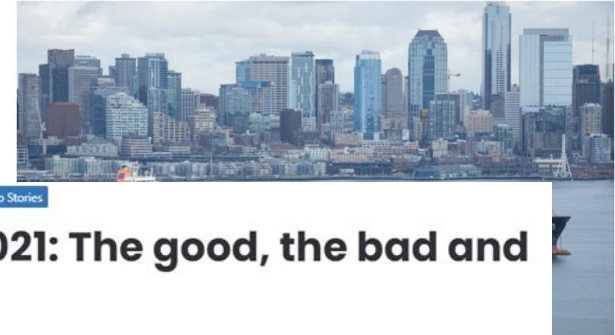
 The container vessel MSC Sveva unloading at Total Terminals in the Port of Long Beach. (Photo: Port of Long Beach)

Home / American Shipper / Seattle-Tacoma to congested southern California ports: We feel your pain

Seattle-Tacoma to congested Southern California ports: We feel your pain

Container ships try to make up time in Seattle-Tacoma and leave exports behind

 Kim Link-Wills, Senior Editor • Wednesday, March 3, 2021  0  1,332  3 minutes read



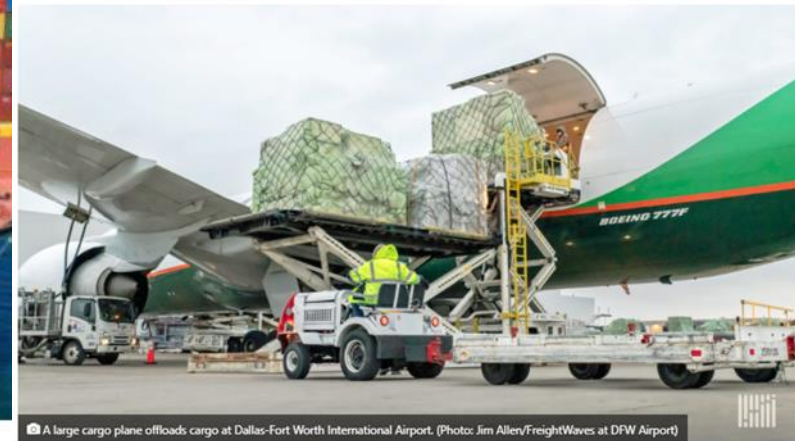
Air Cargo American Shipper News Top Stories

Air cargo 2021: The good, the bad and the ugly

Goods continue to fill planes, but worsening passenger demand hinders freight growth

 Eric Kulisch, Air Cargo Editor  • Thursday, March 4, 2021

 0  585  5 minutes read



 A large cargo plane offloads cargo at Dallas-Fort Worth International Airport. (Photo: Jim Allen/FreightWaves at DFW Airport)

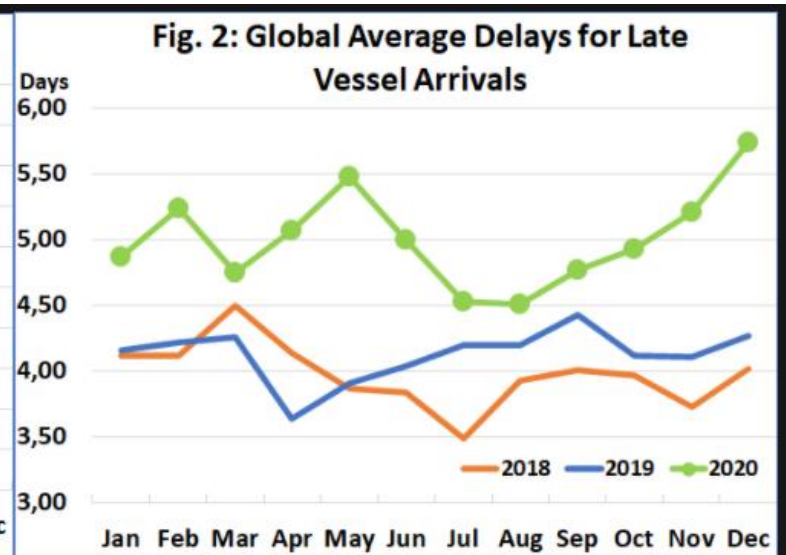
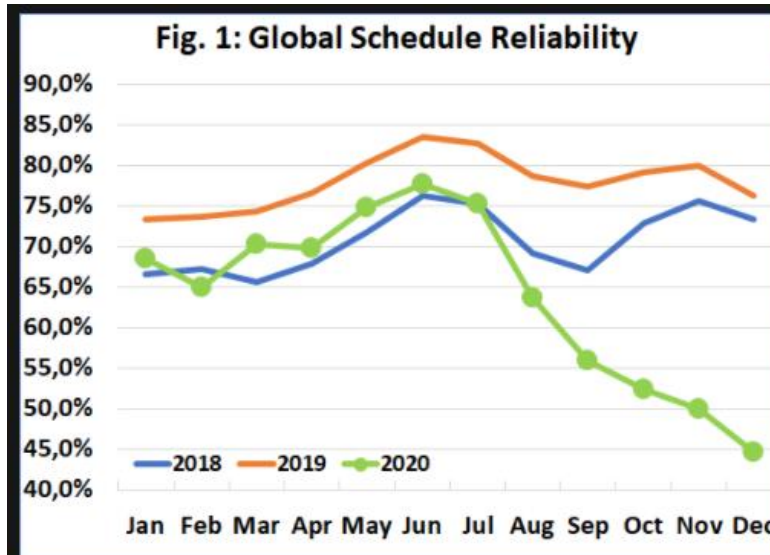
Logistic Managers Index



Logistics Price Fluctuations Over The Last 12 Months

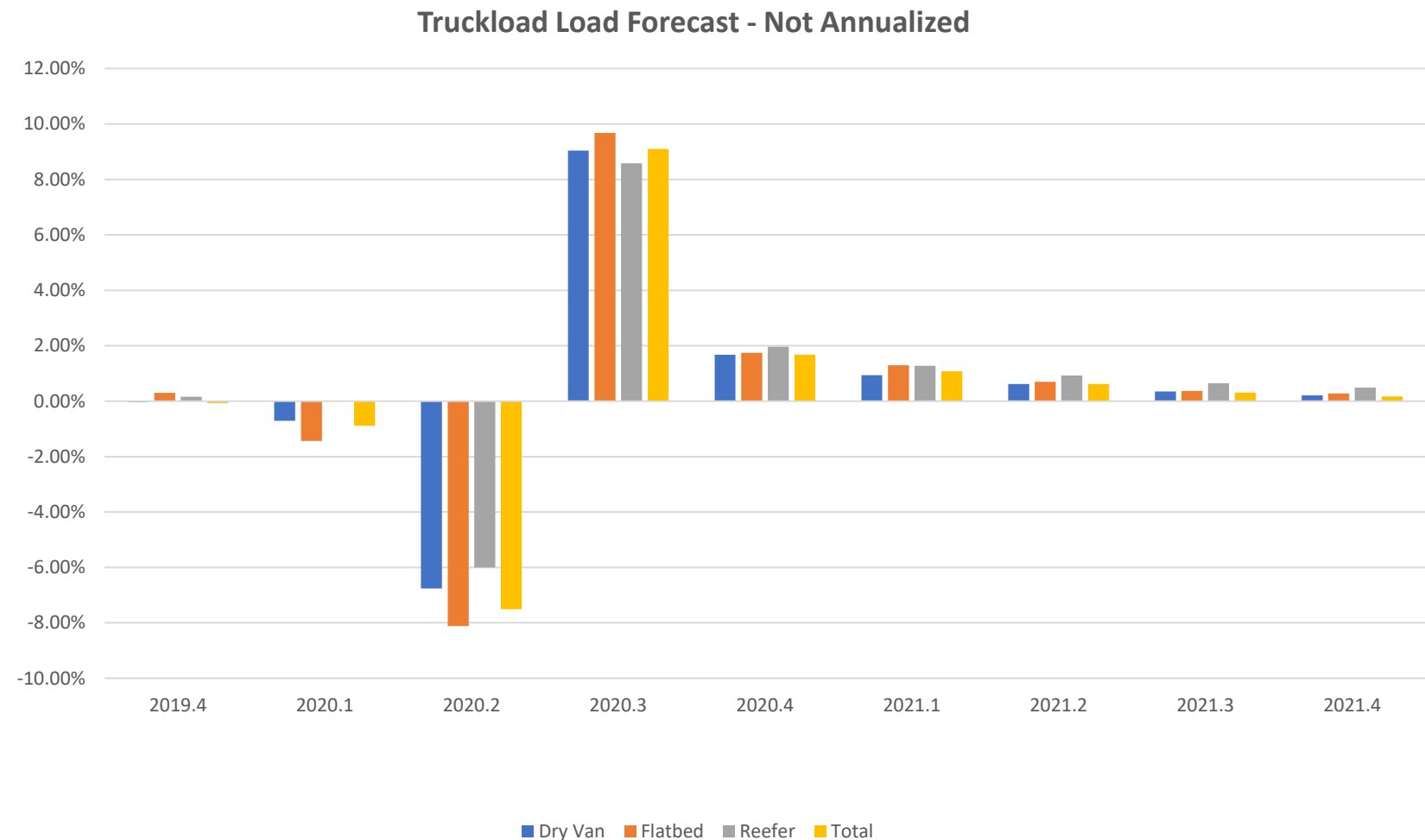


Ocean Freight



The Truckload Volume Forecast

(updated January 25th, 2021)

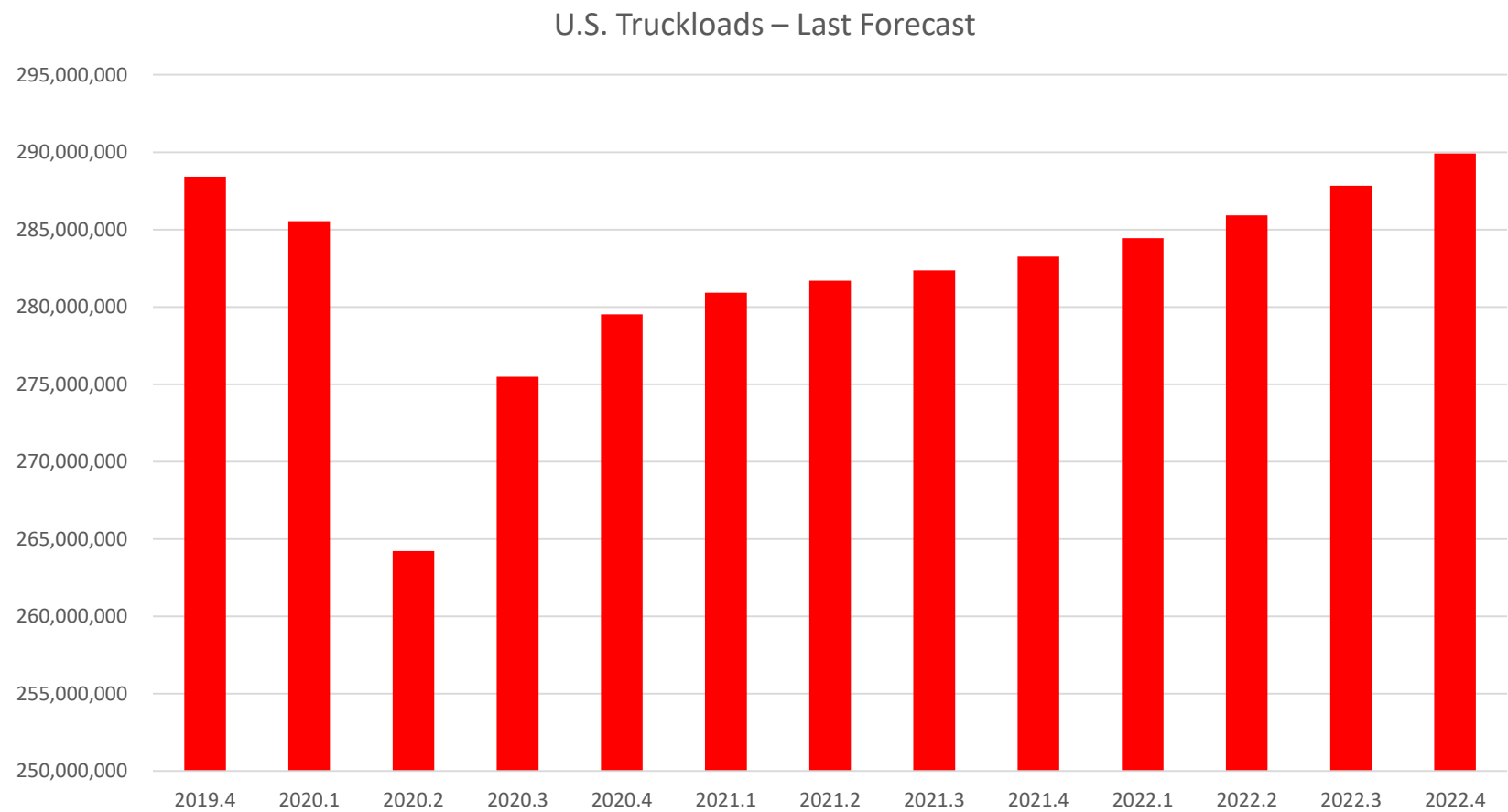


QOQ Growth – Not Annualized

	2020.1	2020.2	2020.3	2020.4	2021.1	2021.2	2021.3	2021.4	2022.1	2022.2	2022.3	2022.4
Spot	-2.0%	-14.2%	18.5%	3.1%	1.8%	1.0%	0.4%	0.1%	0.4%	0.6%	0.9%	1.0%
Contract	-0.9%	-6.5%	7.8%	1.4%	0.9%	0.5%	0.3%	0.2%	0.3%	0.4%	0.5%	0.5%

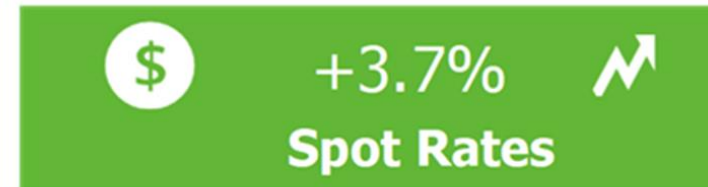
Source: Transport Futures

The Truckload Volume Forecast



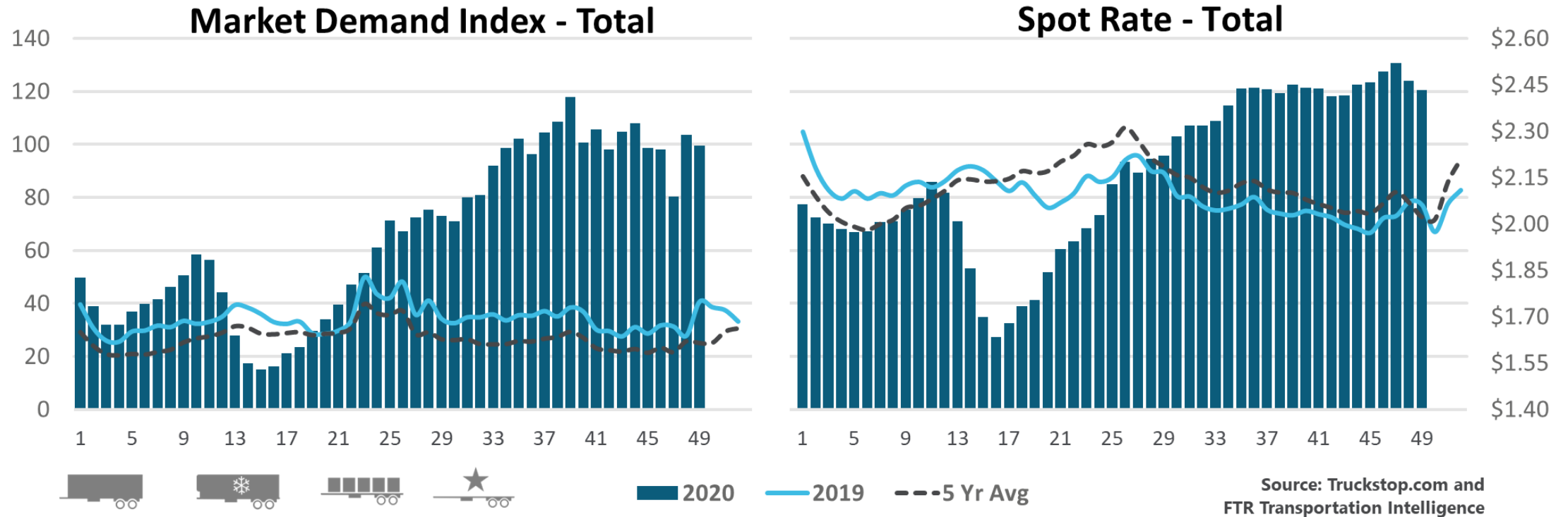


MDI increase (212.90 from 138.01) HIGHEST in freight market history





Dynamic Marketplace – Market Demand Index on December 11th



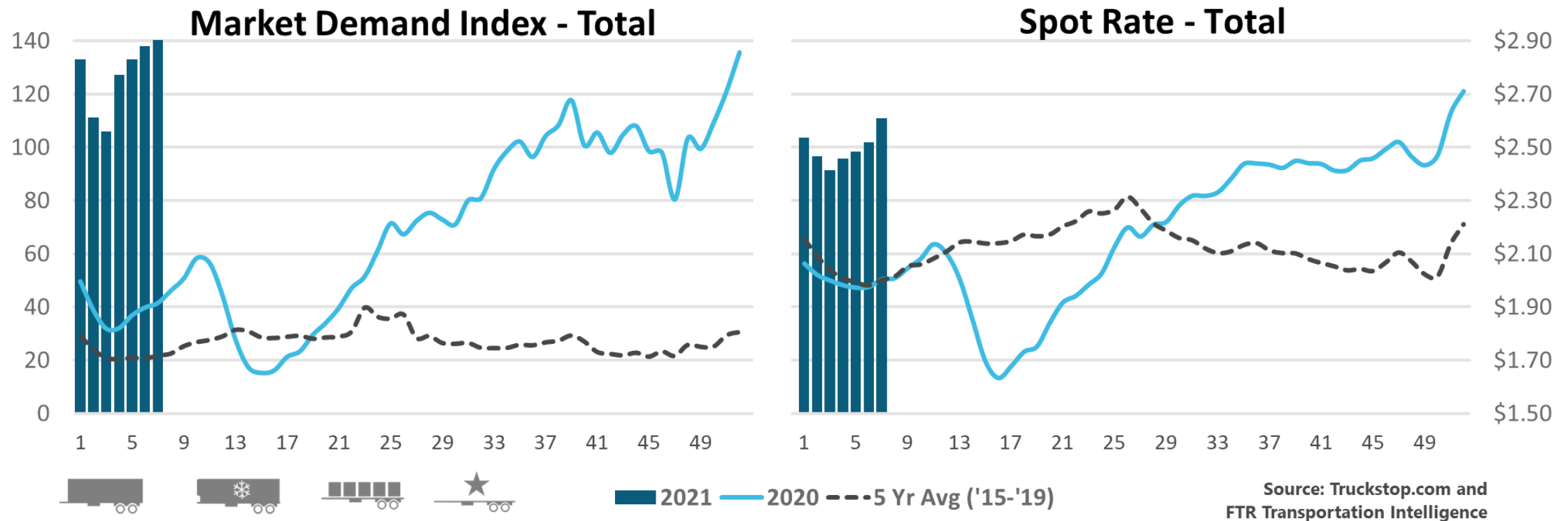
What is the Market Demand Index? Available freight vs Available Trucks

(30 is the balance in the market)

For week 49 in the spot market, 4 of the 4 key market indicators decreased. The overall Market Demand Index (MDI) fell 4.0 points to 99.5 as load availability decreased 4.4% and truck availability declined 0.5%. Compared to last year the MDI is up 58.8 points, or 144.9%. Last week, market rates fell 1.3% to \$2.43. Compared to last year, rates are up 18.0%. National fuel prices did not change \$0.00 cents to \$2.40 from \$2.40 per gallon in the previous week.



Dynamic Marketplace – Market Demand Index on February 19th, 2021



What is the Market Demand Index? (30 is the balance in the market)

For week 7 in the spot market, 3 of the 4 key market indicators increased. The overall Market Demand Index (MDI) rose by 74.9 points to 212.9 as load availability increased 13.9% and truck availability declined 26.2%. Compared to last year the MDI is up 173.1 points, or 435.4%. Last week, market rates rose 3.7% to \$2.61. Compared to last year, rates are up 32.1%. National fuel prices edged up \$0.06 cents to \$2.81 from \$2.75 per gallon in the previous week.



MDI Overall - Regionally

		Level	Wk/Wk	Yr/Yr
1 West Coast		141.0	22.6%	683.8%
2 Mountain Central		185.0	0.3%	434.1%
3 South Central		118.3	-18.0%	118.3%
4 Midwest		291.0	-15.2%	494.2%
5 Southeast		244.1	20.8%	238.8%
6 Northeast		299.8	-4.1%	684.1%
7 National		208.6	-2.0%	352.4%

Top 5 States

NH 69% MS 60% OR 48% AL 47% WV 35%

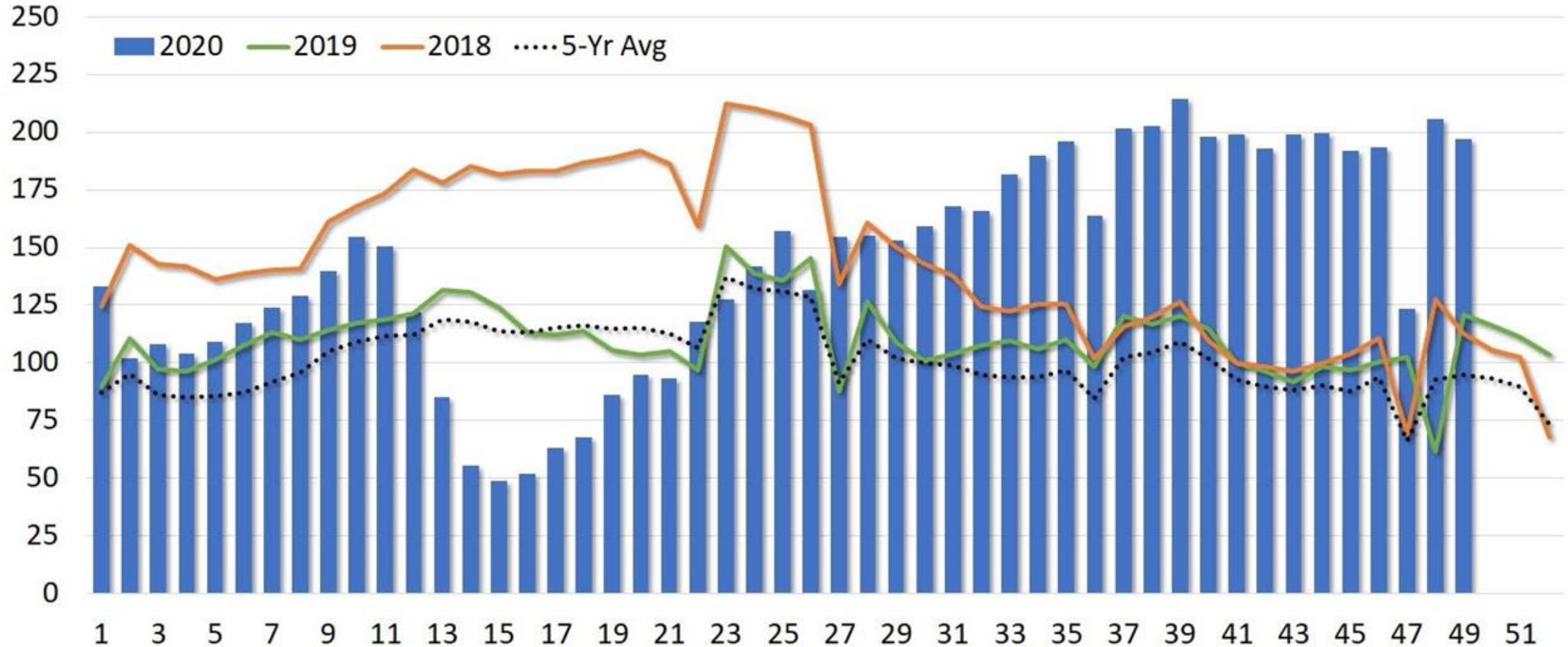
Bottom 5 States

MI -27% IL -28% ME -33% MN -33% RI -59%



Total spot load availability

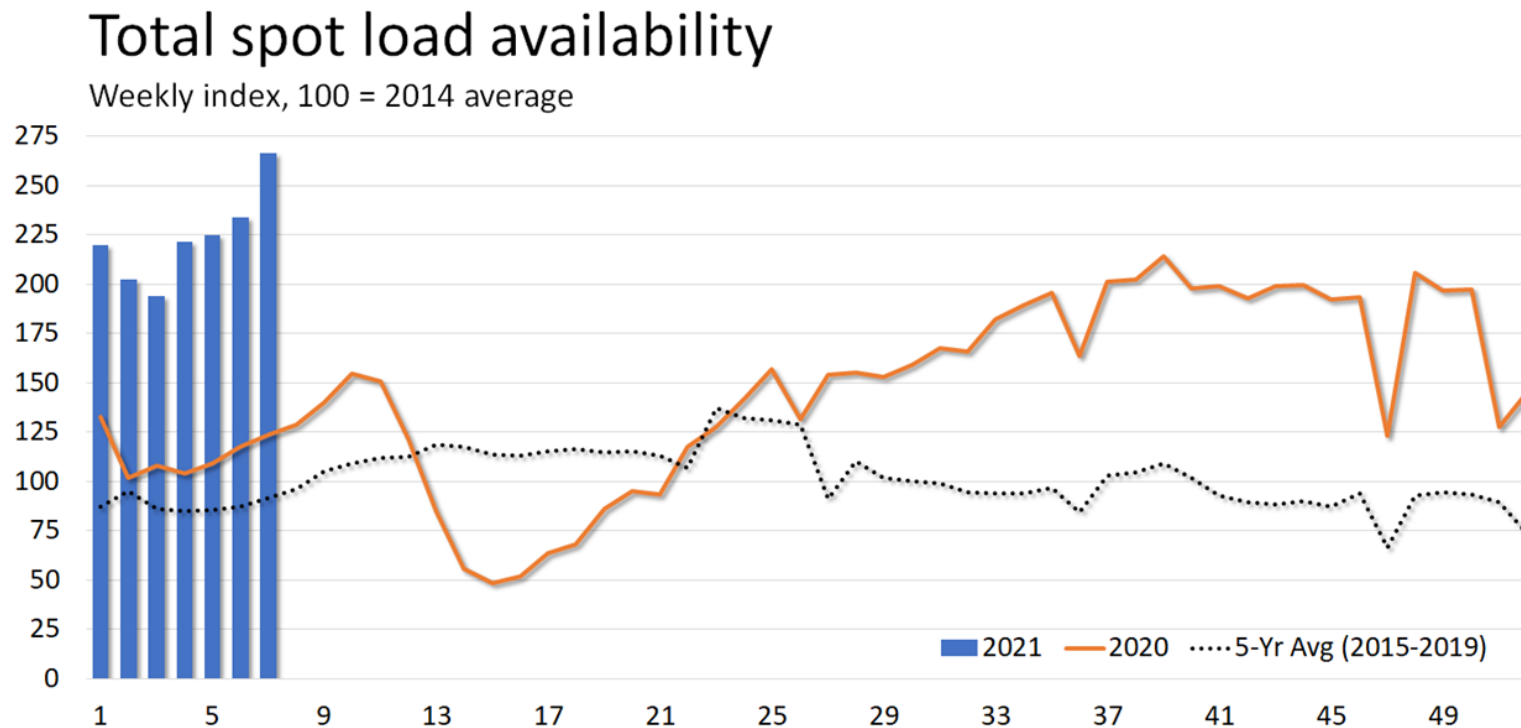
Weekly index, 100 = 2014 average



Source: Truckstop.com, FTR - <https://freight.ftrintel.com/spotmarketinsights>



Load volume and the imbalance between loads and trucks in the Truckstop.com system already were running at record levels, but extreme winter weather throughout the U.S. seriously disrupted an already hugely disrupted freight market during the week ended February 19 (week 7). Total load postings rose about 14%, but dry van and refrigerated were up by more than a third. Meanwhile, truck postings fell sharply, resulting in a ratio of loads to trucks that dwarfed the prior week's all-time high...



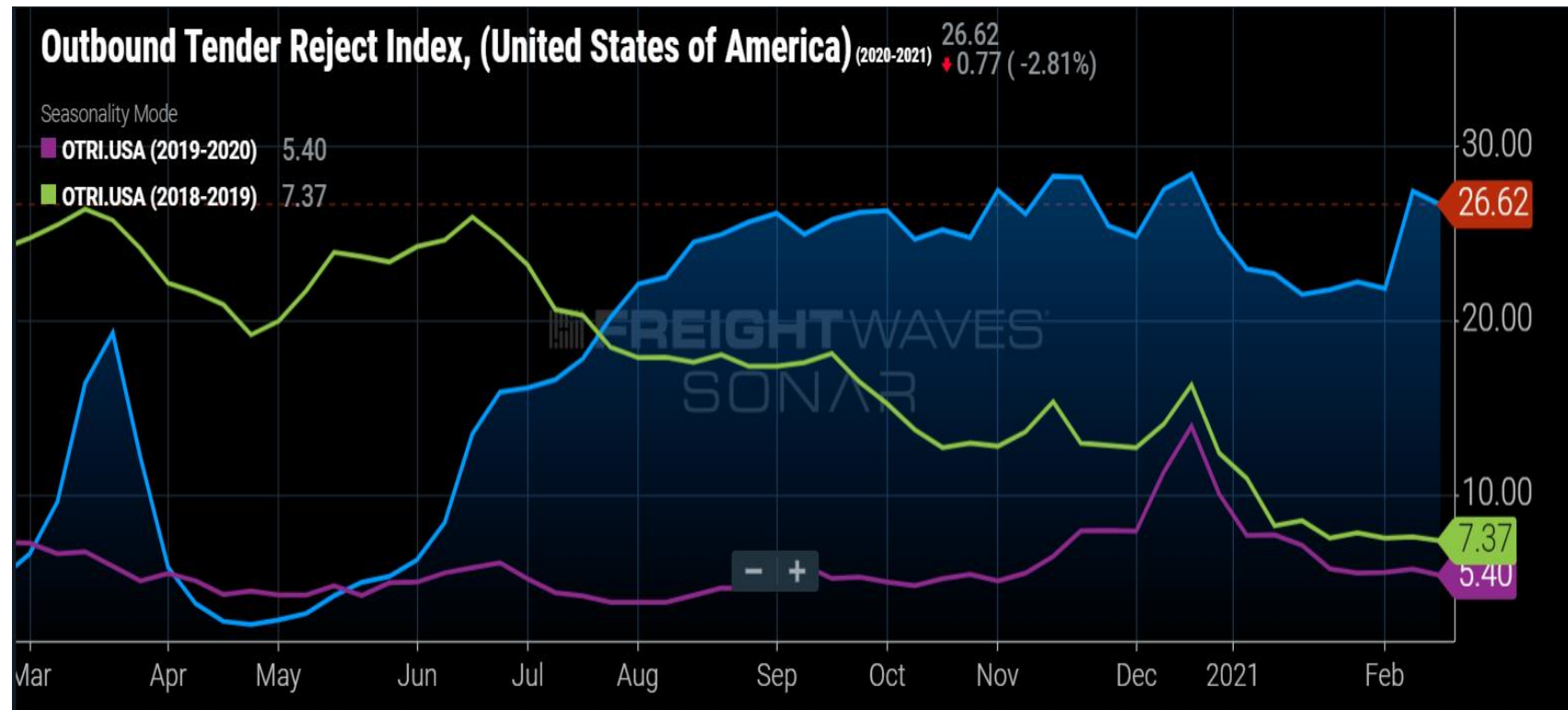
Source: Truckstop.com, FTR - <https://freight.ftrintel.com/spotmarketinsights>



Tender rejections hover near peak

A week after winter weather ravaged most of the country, networks are still under immense pressure as tender rejection rates are near all-time highs. The Outbound Tender Reject Index (OTRI), a measure of relative capacity, rose modestly by 33 basis points this week to 26.62%, just shy of the all-time high. The 33-bps rise in rejection rates came on the heels of the largest single-week jump in rejection rates last week since the initial surge at the onset of the COVID-19 pandemic in the United States at the end of March 2020. Given the elevated rejection rates and tight capacity to begin the year, in what is traditionally seasonally the softest time for truckload freight, any catalyst to keep drivers off the road can be amplified. Over the past week, reefer rejections increased by 178 bps and currently sit at 47.3%, over 3,500 bps higher than year-ago levels. As the produce season is set to take off in the upcoming months, the pressure to secure reefer capacity that is already being felt could become more problematic as networks work to catch up. The aggregate index has cooled off slightly and seems to be leveling out above 25%, indicating carriers are rejecting approximately one in four contracted tenders across the country. In the Midwest and Plains regions in particular, capacity is extremely difficult to source and rejection rates are above 40% in most markets. Routing guides in the hardest-hit regions like Texas have recovered slightly and rejections are trending down, but volumes currently are above pre-storm levels.

Now there simply aren't enough trucks in either market to move the available freight. If Los Angeles and Dallas consume an increasing share of spot trucking capacity relative to other major markets, nationwide spot rates could run up again. *(Freightwaves)*





Live Available Loads | Flatbed 117,302

truckstop.com

Products / Rate Analysis

RATE ANALYSIS

NO MORE SPREAD NO MORE GUESS

Benchmark rates in real-time. Get better rates.

[REQUEST A DEMO](#)

Rate age
of daily load

DECISION TOOLS

Market Outlook

Equipment: F

Loads-to-Trucks Ratio Load Densities

Origin
IL, USA TO ANYWHERE

Negotiation Strength
Favorable

Loads 5,371

Trucks 58

Market outlook: **92 loads to 1 truck**

Destination
KS, USA TO ANYWHERE

Negotiation Strength
Favorable

Loads 1,718

Trucks 19

Market outlook: **90 loads to 1 truck**

DECISION TOOLS

Market Outlook

Equipment: F

Loads-to-Trucks Ratio Load Densities

Origin
IL, USA TO ANYWHERE

Negotiation Strength
Moderate

Picking Up 5,371

Dropping Off 3,930

Destination
KS, USA TO ANYWHERE

Negotiation Strength
Moderate

Picking Up 1,718

Dropping Off 1,402



“Why is pressure tighter than your high school blue jeans?”

Since Quarantine:

1. Capacity tightened
2. Consumer Purchasing –
 - A. Goods up 40%
 - B. Online up 31%
3. Supply Chain – changing inventory levels
 - A. Not getting caught short again
 - B. Covid-19 restrictions relenting
 - C. Warehouse capacity at all time low
4. Rates very high going into Bid Season
5. Contract Freight – tender rejections at an all time high – 25%

Additional Factors –

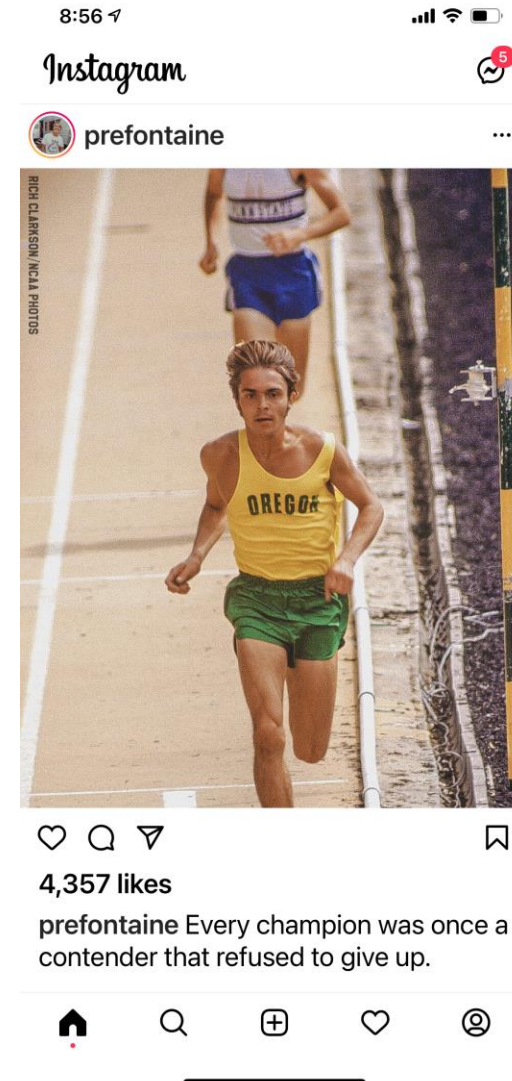
1. **Growing Confidence** - Economists in a survey expect the U.S. economy to grow 4.3% this year. (WSJ)
2. **More freight coming** – Services purchasing will rebound in 2021 by Q3 (Already happening)



INSPIRATION



**Failure is
your
opportunity
to revise
your
strategy.**



**Every
champion
was once a
contender
that refused
to give up.**



Thank You and Questions

Brent Hutto

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