

Market Trends Update

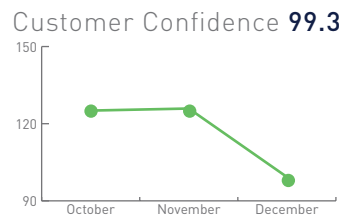
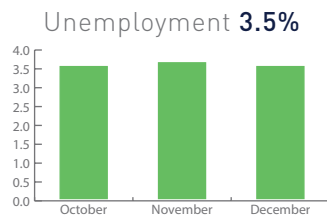
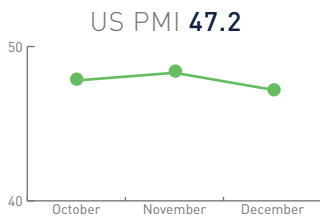
INDUSTRY INSIGHTS

JANUARY 2020



Market Indicators

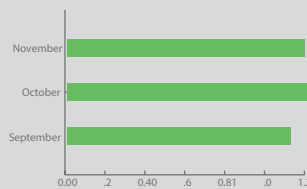
Industrial Production: -0.8 in Nov (latest data), up half point from Oct
Retail sales: up 0.2% in Nov (latest data)



Industry Indicators

Truck Utilization: 86.8%
Tender Rejections: 7.54 and falling
Tender Volume: 9,770

Cass Freight Index **1.12**

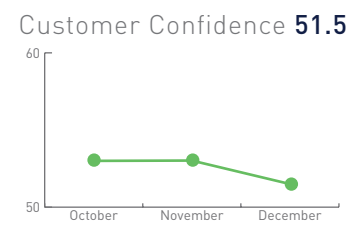
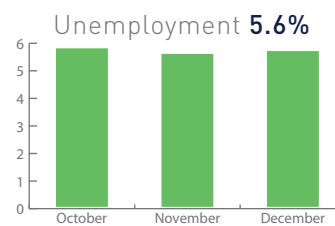
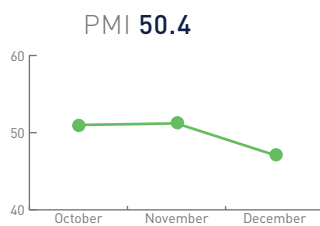


DAT postings: Spot posting following the holiday +30.2% over last month, Van, Reefer and Flatbed ratios up 45.9%, 37.7% and 60.1% respectively

DAT rates: Van, Reefer and Flatbed spot rates up 6.1%, 5.5% and 2.5% respectively

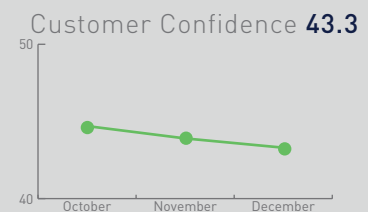
Ocean Freight: IMO 2020 in effect as of 1/1/2020

Canada Market Data



Mexico Market Data

Business Confidence Index 49.5



Forward Statement

2020 will be a mixed bag of data from customer spending and a recent bump in housing to Middle East tension and the US election. Anticipate continued expansion however, weaker compared to 2019.

Best Practice

Beware snap changes in capacity. Inventory costs are rising and inventory levels have declined for the past few months. Keep this in mind as just-in-time freight becomes the norm for shorter length of haul. This transition could affect networks with mid - longer haul lanes.