

Market Trends Update

INDUSTRY INSIGHTS

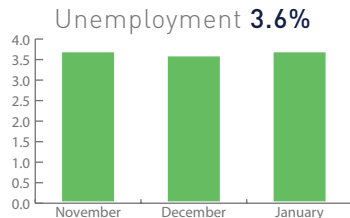
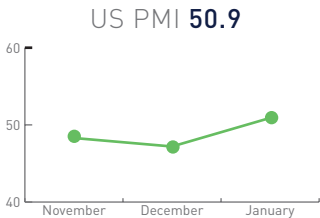
FEBRUARY 2020



Market Indicators

Industrial Production: -0.3%
Retail Sales: up 0.3%

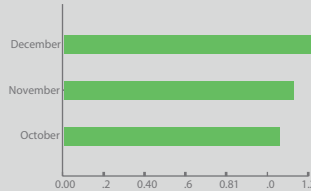
US GDP: 2.1%
Jobs: 225,000; higher than expected with gains in construction, healthcare and transportation & warehousing



Industry Indicators

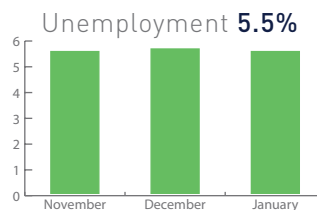
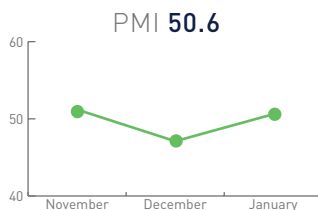
Truck Utilization: 86.9%
Tender Rejections: about 5.59
Tender Volume: about 9,600

Cass Freight Index **1.052**



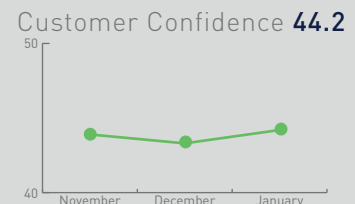
DAT Postings: Spot loads flat to last month (Jan vs Dec), Van ratios -32.7%, Flatbed +27.9% and Reefer -24.2%
DAT Rates: Spot rates +16.3% over last month (Jan vs Dec), Van rates -3.5%, Flatbed +.01%, Reefer -2.7%

Canada Market Data



Mexico Market Data

Business Confidence Index 48.3,
business sentiment contradicting
consumer sentiment



Forward Statement

Coronavirus is disrupting supply chains across the globe. From extending the Chinese New Year to warning workers to stay home will be after effects. The impact on tourism will affect the overall economy depending on the length of the crisis. A potential backlog of manufacturing orders may also be a concern.

Best Practice

If not already in place, work with suppliers to create contingency plans for potential disruptions.