

Market Trends Update

INDUSTRY INSIGHTS

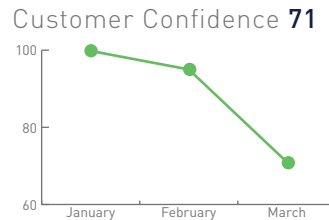
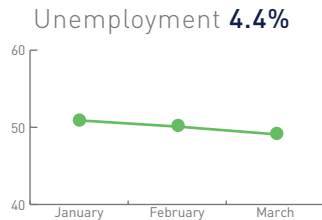
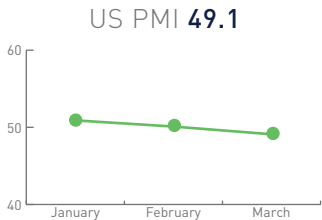
APRIL 2020



Market Indicators

Industrial Production: -5.49%
Retail Sales: up -8.7%

US GDP: -5%
Jobs: Jobless claims 4 week moving average at 5.5 million, an all-time high

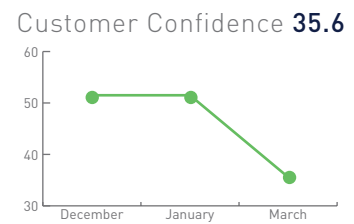
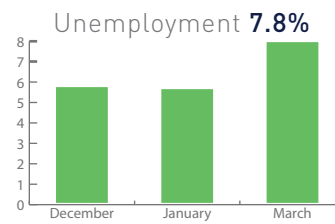
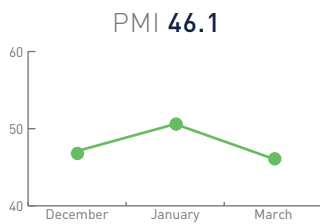


Industry Indicators

Truck Utilization: 85%
Tender Rejections: about 4%
Tender Volume: about 8,500

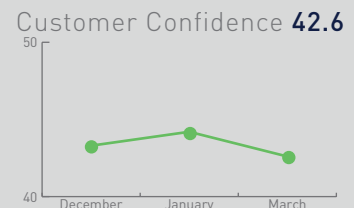
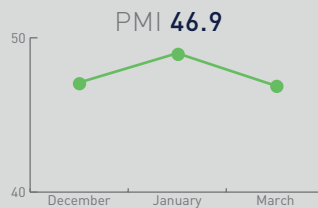
DAT Postings: -41.7% week over week
DAT Rates: All three categories down (van -5.5%, reefer -6.3%, flatbed -5.3%)

Canada Market Data



Mexico Market Data

Business Confidence Index 44.4



Best Practice

Be ready for re-opening by creating scenario-based plans. Take a look at what business looks like with a long slow recovery, a mid-length U-type recovery and a quick V-shaped recovery. Plan for demand, production and transportation as well as how a potential relapse might affect sales and operations.