

# Market Trends Update

## INDUSTRY INSIGHTS

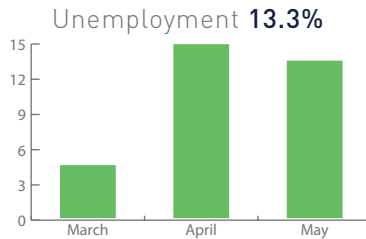
JUNE 2020



### Market Indicators

Industrial Production: -15.3%  
Retail Sales: 17.7%

Jobs: 2.5M jobs added in May, jobless claims 4-month rolling average eased to 2M



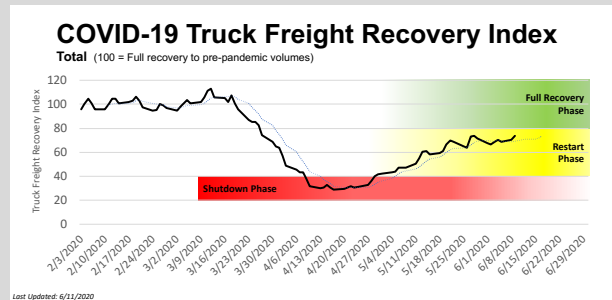
### Industry Indicators

FTR Truck Utilization: Low 80's%  
FTR Market Demand Index: Recovering and trending above 5-year average  
FTR Total Truck Loadings: above 5-year average  
Forecast -6.8% for 2020

Tender Rejections: 7%+ and rising  
Tender Volume: 11,275 and steady

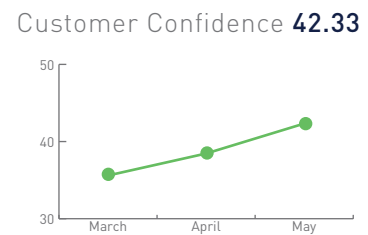
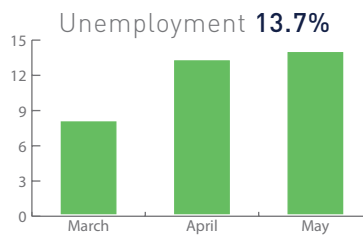
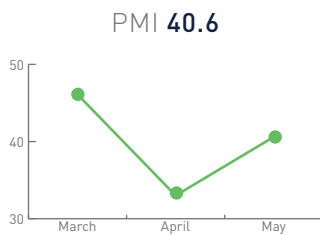
DAT Postings: Spot freight up 79.6% over last month, load-to-truck ratios up in all three categories: van +94.3%, reefer +77.1%, flatbed +134.4%

DAT Rates: Spot rates mixed in all three categories: van -2.2%, reefer +4.9%, flatbed -1.6%, week over week spot rates increasing in all categories



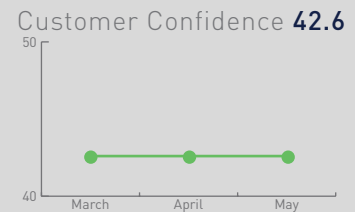
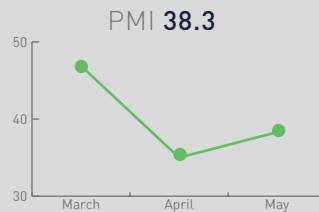
Source: Truckstop.com Spot Market Index. Analysis by FTR | Transportation Intelligence.

### Canada Market Data



### Mexico Market Data

Business Confidence Index 35.2



### New at BNSF Logistics

To continue to deliver what matters to our customers we recently launched the BNSF Logistics Customer Portal. Using the portal customers can manage truckload and LTL shipments, access shipping history, reporting and manage invoicing.