

Market Trends Update

INDUSTRY INSIGHTS

AUGUST 2020

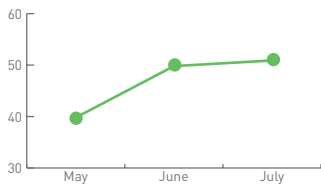


Market Indicators

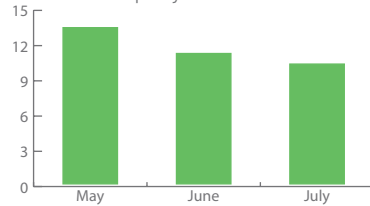
Industrial Production: -10.8%
Retail Sales: +7.5%
Personal Income: -1.1%

Jobs: 1.8M jobs added in July, week ending August 8 saw lowest number of new claims, continuing claims at 15.5M

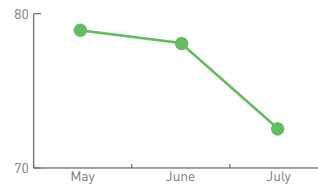
US Manufacturing PMI **50.9**



Unemployment **10.2%**



Customer Confidence **72.5**



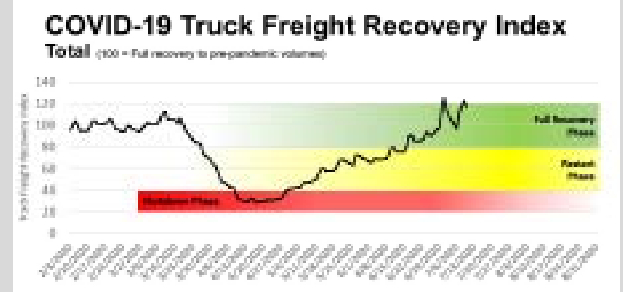
Industry Indicators

Road Check 2020 September 9-11

FTR Truckload Rate Outlook: Moderately improved to -4% YoY
FTR Market Demand Index: In July, load:truck ratios hit highest level in two years and has leveled off since.
FTR Total Truck Loadings: Forecast -6.3%
FTR Truck Utilization: 87%, near pre-covid levels

Tender Rejections: 22.67% and rising
Tender Volume: 14,787 and rising

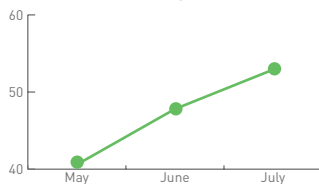
DAT Postings: Month over month - Van: +25%, Reefer: +34.8%, Flatbed: +16.1%
DAT Rates: Month over month - Van: +12.2%, Reefer: +6.7%, Flatbed: +6.4%



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

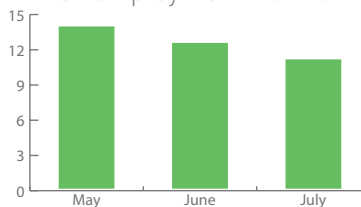
Canada Market Data

PMI **52.9**

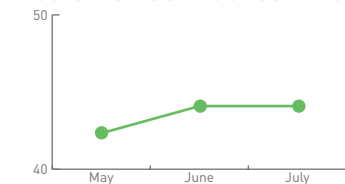


US/CAN border non-essential travel closure extended to 9/21

Unemployment **10.9%**



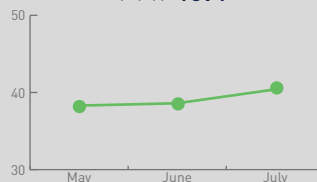
Customer Confidence **44.09**



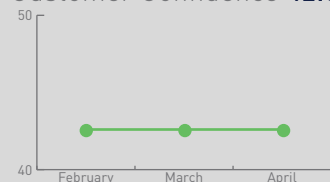
Mexico Market Data

Business Confidence Index 38.7

PMI **40.4**



Customer Confidence **42.6**



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