

# Market Trends Update

## INDUSTRY INSIGHTS

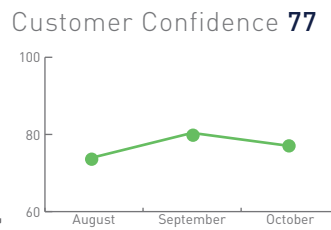
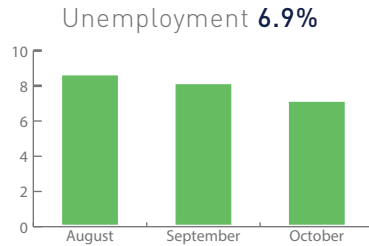
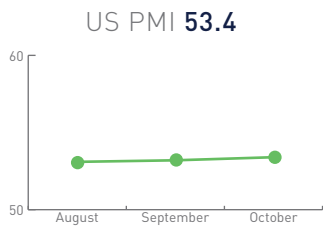
NOVEMBER 2020



### Market Indicators

Industrial Production: -5.3%  
 Retail Sales: +0.3%  
 Personal Income: +0.9%  
 Durable Goods orders: +0.8%

Jobs: Initial jobless claims up from last week to 742,000  
 ORDR.NDCGXA Orders of non-defense capital goods excluding aircraft: 4.48



### Industry Indicators

FTR Truckload Rate Outlook: +2.3%, first positive reading this year

FTR Total Truck Loadings: -5.2%  
 FTR Truck Utilization: 89.2%

Tender Rejections: 27.14  
 Tender Volume: 15,863

LMI (Logistics Management Index): 71.6%  
 Cass Freight Index: 1.117

DAT Load-to-Truck ratio:  
 Month over month - Van: -20.5%,  
 Reefer: -10.6%, Flatbed: -7.7%

DAT Spot Rates:  
 Month over month - Van: +1.1%,  
 +0.5%, Flatbed: +1.6%

Nov 15 – Nov 21 (Week 47)	Nov 22 – Nov 28 (Week 48)	Nov 29 – Dec 05 (Week 49)
<b>Import Volumes (TEU)</b>	<b>Import Volumes (TEU)</b>	<b>Import Volumes (TEU)</b>
<b>134,054</b>	<b>138,242</b>	<b>126,164</b>
% Change from previous week: ▲ 17.08	% Change from previous week: ▲ 3.04	% Change from previous week: ▼ 9.58
% Change from Previous Year: ▲ 43.76	% Change from Previous Year: ▲ 41.06	% Change from Previous Year: ▲ 20.32

Source: <http://volumes.portoptimizer.com/>

Ocean TEU prices: Freightos Baltic Daily Index remains elevated and both China to NA W and China to NA E are up slightly in the last week.  
 Intermodal: Volume rising along with rates as the competition with trucking continues. Four week average +10.8%.

### New at BNSF Logistics!

For the Guiding Principle of the Month, BNSF Logistics is highlighting 'We Drive Innovation and Embrace Transformation,' by putting a spotlight on ways that employees are delivering what matters through innovative and transformative ideas.

The Innovation team is proud to soon announce externally the patent-pending BNSF Logistics Blade Controller (formerly known as Blade Bender). This is a unique, modular fixture design that allows for transport of longer wind blades within the North American rail network, enabling customers to leverage the lower cost of rail while ensuring safe transport of their blades. The design features bending posts to the rail set-up, allowing the blade to "bend" around corners and improve the clearance profile.