

Market Trends Update

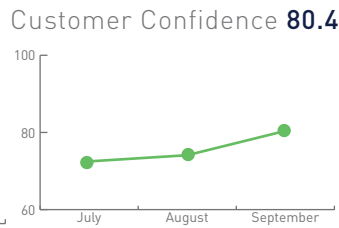
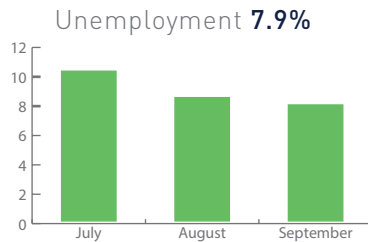
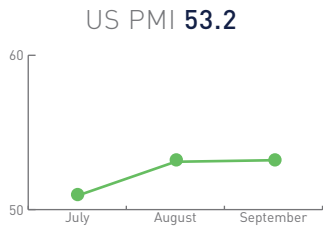
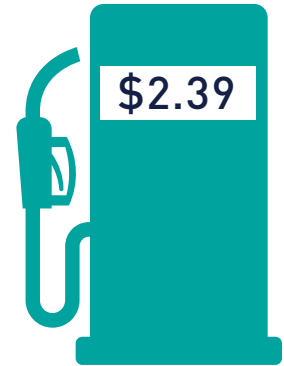
INDUSTRY INSIGHTS

OCTOBER 2020



Market Indicators

Manufacturing Production: -6.9% Jobs: 661K created, lower than estimates, 898K initial
Retail Sales: +1.9% jobless claims, worse than expected
Personal Income: -2.7% ORDR.NDCGXA Orders of non-defense capital goods
Durable Goods orders: +0.4% excluding aircraft: 2.79



Industry Indicators

FTR Truckload Rate Outlook: Spot rates now flat, contract rates improved to -2.8%
FTR Market Demand Index: Record level load:truck ratio for dry van

FTR Total Truck Loadings: Improved to -5.6%
FTR Truck Utilization: 89.2%

Tender Rejections: 24.77
Tender Volume: 15,154

LMI (Logistics Management Index): 70.5
Cass Freight Index: 1.09

DAT Load-to-Truck ratio:
Month over month - Van +2.6%,
Reefer +3.9%, Flatbed +27.7%

DAT Spot Rates:
Month over month - Van: Van +6.9%,
Reefer +5.4%, Flatbed +5.2%



Ocean TEU prices elevated to current prices since mid-Sept
Intermodal: Increase in domestic rail container volume and rates

New at BNSF Logistics!

Dan Curtis, President at BNSF Logistics, was spotlighted in a feature [article](#) by FreightWaves where he shared how BNSF Logistics is positioning ourselves in a unique way from the rest of the marketing and changing how 3PLs operate.

Nancee Ronning, Chief Operations Officer at BNSF Logistics, was recently featured in an [article](#) by Supply Chain Best Practices where she discussed how we live by our guiding principles and continue to invest in the growth of our people and our business.