

Weekly Trucking Insight

OVERVIEW

Job Board Searches and Clicks

- ▶ Last week, searches ticked upwards while clicks dropped from the previous week's spike.
 - Click volume remains well above early 2021 click numbers.

Spot Freight Market

- ▶ Overall spot rates fell 4 cents.
- ▶ Total load postings rose 6% from the previous week.
- ▶ Overall truck availability increased 2% from the previous week.
- ▶ Widespread winter weather over the weekend could result in bigger changes in spot metrics in the coming week..

Story of the Week

- ▶ Class 8 orders totaled 365,000 units for 2021.
 - This order volume still understates the tremendous demand for new trucks
- ▶ There were 22,800 Class 8 net orders in December.
 - December's orders were the second weakest of the year.



NUMBERS AT A GLANCE

SPOT RATES

WoW: ▼ Down 4¢ per mile

SPOT RATES BY SEGMENT

WoW: Dry Van ▼ Down 2¢ per mile

WoW: Refrigerated ▼ Down 11¢ per mile

WoW: Flatbed ▲ Up 6¢ per mile

LOAD POSTING VOLUME

WoW: ▲ Up 6%

LOAD VOLUME BY SEGMENT

WoW: Dry Van ■ Flat

WoW: Refrigerated ▼ Down 12%

Wow: Flatbed ▲ Up 22%

TRUCK AVAILABILITY

WoW: ▲ Up 2%

TRUCK DRIVER SEARCHES

WoW: ▲ Up 3%

MoM: ▲ Up 16%

YoY: ▼ Down 21%

CLICKS ON TRUCK DRIVER POSTINGS

WoW: ▼ Down 10%

MoM: ▲ Up 33%

YoY: ▲ Up 50%



THIS WEEK IN JOB BOARD SEARCHES & CLICKS

Searches and Clicks on Job Aggregator Partner Network¹

Truck Driver Searches

vs 1 Week Ago:

▲ 3%

vs 1 Month Ago:

▲ 16%

vs 1 Year Ago:

▼ 21%

Clicks on Truck Driver Postings

vs 1 Week Ago:

▼ 10%

vs 1 Month Ago:

▲ 33%

vs 1 Year Ago:

▲ 50%

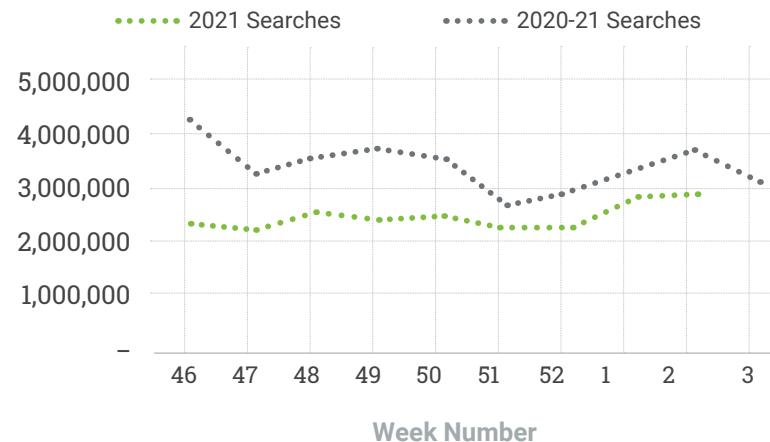
¹ Job board data is aggregated from many partners.



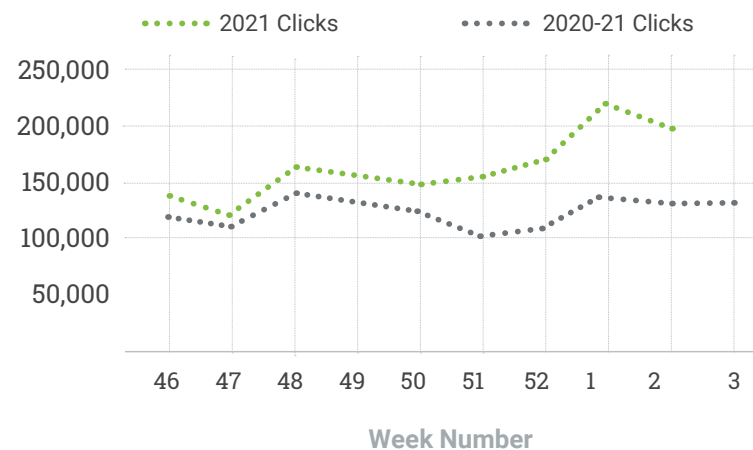
Last week, searches ticked upwards while clicks dropped from the previous week's spike.

- Click volume remains well above early 2021 click volumes. This suggests that drivers have greater job search intent on job boards.

Truck Driver Searches



Clicks on Truck Driver Postings



THIS WEEK IN SPOT FREIGHT

Flatbed powers the spot market in the latest week.²

Spot rates fell 4 cents from last week.

Dry Van: **-2¢ CPM** | Refrigerated: **-11¢ CPM** | Flatbed: **+6¢ CPM**

- Rates excluding fuel were about 20% higher year over year.

Total load postings rose 6% from the previous week.

Dry Van: **Flat** | Refrigerated: **-12% WoW** | Flatbed: **+22% WoW**

Overall truck availability increased 2% from the previous week.

- The load-to-truck ratio rose to its highest level since late June.
 - Flatbed's load-to-truck ratio rose to its highest level since early June, but Dry Van's and Refrigerated's moved lower.



NOTE: Widespread winter weather over the weekend could result in bigger changes in spot metrics in the coming week.

² Data is taken from FTR via Truckstop. To read the full weekly report, [click here](#).



WOW Spot Freight

Spot Rates Excluding Fuel Charges

▼ **4¢ WoW**

Total Load Postings

▲ **6% WoW**

Overall Truck Availability

▲ **2% WoW**

STORY OF THE WEEK

Despite ongoing production woes, truck orders hit 365,000 units last year.³

December Truck Orders One of the Weakest of 2021

Class 8 orders totaled 365,000 units for 2021.

- This order volume still understates the tremendous demand for new trucks.
 - OEMs have many fleet commitments for 2022, but they are delaying entering these orders until they know how many they will be able to build each month.
 - Large fleets have had to run vehicles beyond their trade-in cycles and need replacement trucks.
- Total 2021 orders were well above historical averages but still fell far short of 2018's record (490,000).

There were 22,800 Class 8 net orders in December.

- December's orders were the second weakest of the year. Only November had a lower number.
 - OEMs are taking a more cautious approach to effectively manage the cycle of customer expectations.
 - Supply-side shortages of semiconductors and other parts continue to constrain production.

³ Cannon, Jason. ["Despite ongoing production woes, truck orders hit 365,000 units last year."](#) 12 Jan 2022, ccjdigital.com.

Cannon, Jason. ["Heavy truck orders fall just short of half-a-million for the year."](#) 4 Jan 2019, ccjdigital.com





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