



# Weekly Trucking Insight

## OVERVIEW

### Job Board Searches and Clicks

- ▶ **As expected, click activity rebounded in the week after Thanksgiving.**
  - All tracked driver types (company driver, owner-operator, team, inexperienced/trainee) had at least a 19% week-over-week (WoW) increase.

### Spot Freight Market

- ▶ **Spot rates eased half a cent from the previous week.**
- ▶ **Although the spot market did not follow seasonal patterns immediately prior to Thanksgiving, it did see the typical rebound in volume after the holiday.**
  - Total load postings rose by 81% from the previous week.
  - Overall truck availability increased 71% from the previous week.

### Story of the Week

- ▶ **A recent study by the American Transportation Research Institute (ATRI) found that nearly 90% of the company drivers they surveyed view job security/stability as being important to them.**
  - This was the highest percentage of all motivating factors ATRI asked about.
- ▶ **The survey also found that fleets should consider bolstering healthcare and retirement savings options when looking to recruit and retain company drivers.**



## NUMBERS AT A GLANCE

### SPOT RATES

WoW: ▼ Down 1/2¢ per mile

### SPOT RATES BY SEGMENT

WoW: Dry Van ▲ Up 1¢ per mile

WoW: Refrigerated ▲ Up 4¢ per mile

WoW: Flatbed ▲ Up 2¢ per mile

### LOAD POSTING VOLUME

WoW: ▲ Up 81%

### LOAD VOLUME BY SEGMENT

WoW: Dry Van ▲ Up 80%

WoW: Refrigerated ▲ Up 38%

Wow: Flatbed ▲ Up 108%

### TRUCK POSTINGS

WoW: ▲ Up 71%

### TRUCK DRIVER SEARCHES

WoW: ▲ Up 13%

MoM: ▼ Down 19%

YoY: ▼ Down 28%

### CLICKS ON TRUCK DRIVER POSTINGS

WoW: ▲ Up 37%

MoM: ▼ Down 6%

YoY: ▲ Up 15%



## THIS WEEK IN JOB BOARD SEARCHES & CLICKS

### Searches and Clicks on Job Aggregator Partner Network<sup>1</sup>

#### Truck Driver Searches

vs 1 Week Ago:

▲ 13%

vs 1 Month Ago:

▼ 19%

vs 1 Year Ago:

▼ 28%

#### Clicks on Truck Driver Postings

vs 1 Week Ago:

▲ 37%

vs 1 Month Ago:

▼ 6%

vs 1 Year Ago:

▲ 15%

<sup>1</sup> Job board data is aggregated from many partners.



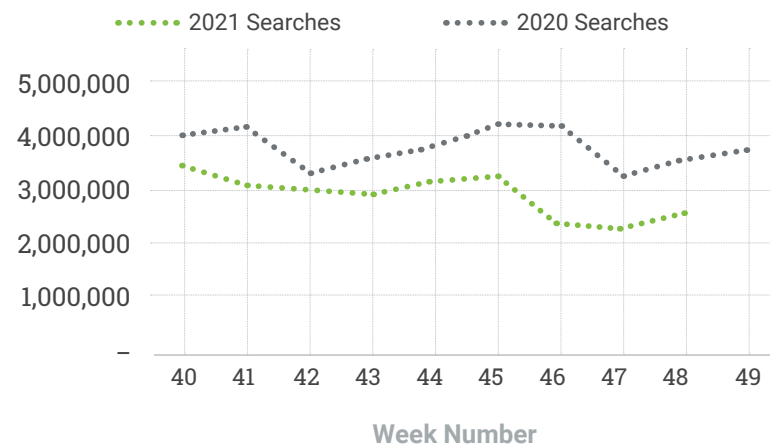
As expected, click activity rebounded in the week after Thanksgiving.

- All tracked driver types (company driver, owner-operator, team, inexperienced/trainee) had at least a 19% WoW increase.
- Company driver postings had the largest WoW increase (+45%).

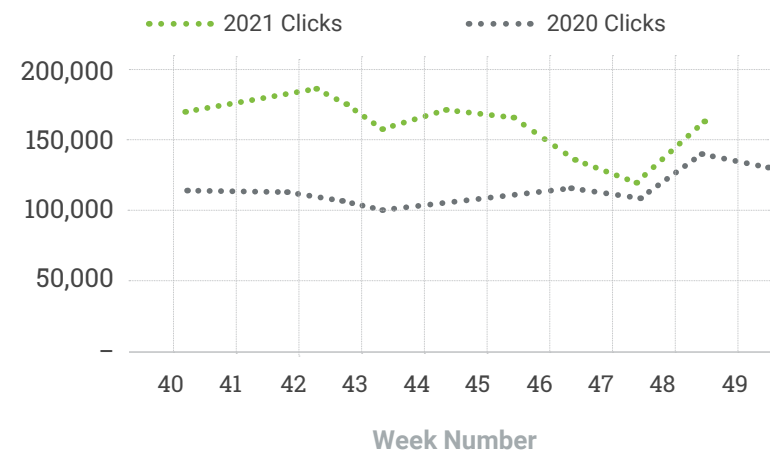
Search activity rose on postings for all driver types except owner-operators.

Click-through rates rose for all driver types

#### Truck Driver Searches



#### Clicks on Truck Driver Postings



## THIS WEEK IN SPOT FREIGHT

### Spot volume snaps back after Thanksgiving.<sup>2</sup>

#### Spot rates eased half a cent from the prior week.

The overall rate decrease was due to Specialized rates dropping by 3 CPM.

Dry Van: **+1¢ CPM** | Refrigerated: **+4¢ CPM** | Flatbed: **+2¢ CPM**

- Although the spot market did not follow seasonal patterns immediately prior to Thanksgiving, it did see the typical rebound in volume after the holiday.

#### Total load postings rose by 81% from the previous week.

Dry Van: **+80% WoW** | Refrigerated: **+38% WoW** | Flatbed: **+108% WoW**

- Dry Van's load posting volume was at one of its highest on record.
- Only the weather-related spike in February and the last week of September were stronger.

#### Overall truck availability increased 71% from the previous week.

- The load-to-truck ratio rose slightly.



## WOW Spot Freight

### Spot Rates Excluding Fuel Charges

▼ **1/2¢ WoW**

### Load Postings in Truckstop.com

▲ **81% WoW**

### Truck Availability on Spot Market\*

▲ **71% WoW**

<sup>2</sup> Data is taken from Truckstop. To read Truckstop's full weekly report, [click here](#).

## **STORY OF THE WEEK**

### **ATRI study finds company drivers value job stability above other factors.<sup>3</sup>**

**A recent study by the American Transportation Research Institute (ATRI) found that nearly 90% of the company drivers they surveyed view job security/stability as being important to them.**

- This was the highest percentage of all motivating factors ATRI asked about [see graph below].
- Income (83%) and healthcare/retirement savings (79%) were the next highest motivating factors.

**The survey found that fleets should consider bolstering healthcare and retirement savings options when looking to recruit and retain company drivers.**

- Healthcare/retirement savings had the largest gap between drivers who indicated it was an important motivating factor (79%) and subsequent high levels of satisfaction since becoming a company driver (60%)
  - As the trucking industry looks to recruit more female drivers, it should consider improving these benefits and emphasizing them.

### **Fewer than 1 in 5 company drivers indicated that they aspired to become owner-operators.**

- Among those that did want to become owner-operators, the top factors were independence/ability to set hours, schedule/flexibility, and choice of routes/lengths of haul.
  - Among all company drivers, these factors ranked toward the bottom among the factors asked about.
  - Carriers can help determine who might be interested in lease opportunities by seeing which drivers value these factors.

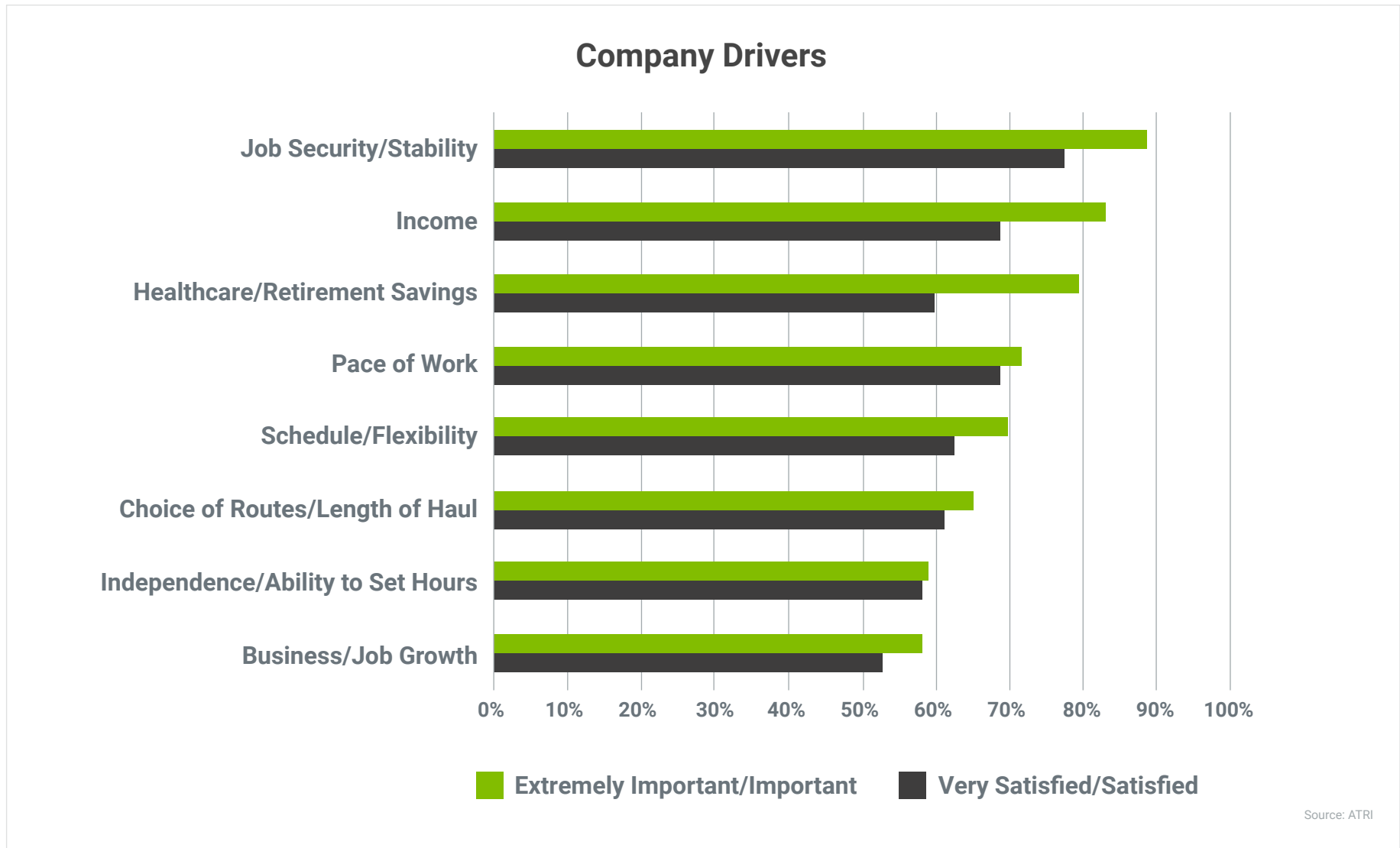
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<sup>3</sup> Brewster, Rebecca M. ["Owner-Operators/Independent Contractors in the Supply Chain."](#) Dec 2021, [truckingresearch.org](#).

Cole, Matt. ["Company drivers value job stability, income, benefits over other factors, ATRI study finds."](#) 1 Dec 2021, [ccjdigital.com](#).



## MOTIVATING FACTORS AND LEVEL OF SATISFACTION FOR COMPANY DRIVERS





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