

Market Trends Update

INDUSTRY INSIGHTS

JULY 2020

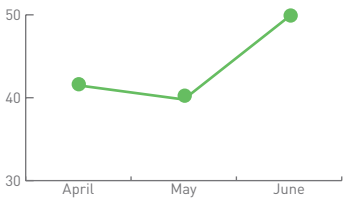


Market Indicators

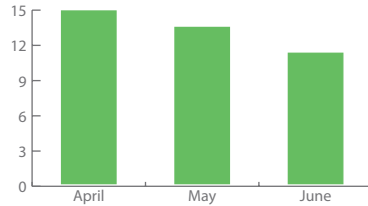
Industrial Production: -10.8%
Retail Sales: 7.5%
Personal Income: -4.2%

Jobs: Initial jobless claims at 1.31M which is higher than expected, continued claims above 17M

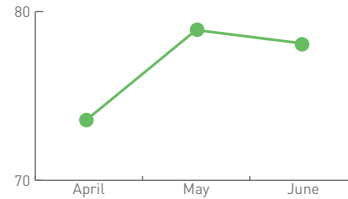
US Manufacturing PMI **49.8**



Unemployment **11.1%**



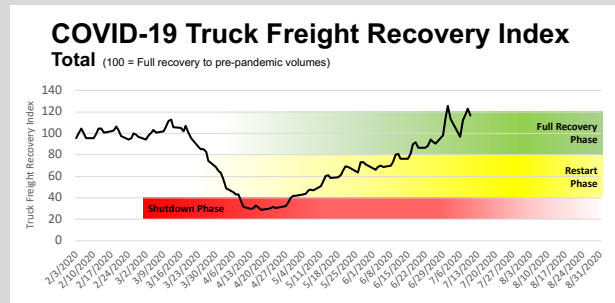
Customer Confidence **78.1**



Industry Indicators

FTR Truckload Rate Outlook: Forecast -4.8%
FTR Market Demand Index: Recovering and trending above 5-year average
FTR Total Truck Loadings: Forecast -6.8% for 2020

Tender Rejections: 16%+ and rising
Tender Volume: 12,400+ and steady



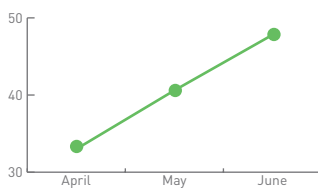
Source: Truckstop.com Spot Market Index. Analysis by FTR | Transportation Intelligence.

DAT Postings: Spot loads +25% week-over-week, all categories increased (van, reefer, flatbed, +23%, +21.2%, +11.9%)

DAT Rates: Spot rates mixed week-over-week (van +1.6%, reefer -1.9%, flatbed +0.3%)

Canada Market Data

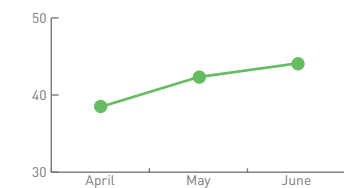
PMI **47.8**



Unemployment **12.3%**



Customer Confidence **44.09**



Mexico Market Data

Business Confidence Index 38.6

PMI **38.6**



Customer Confidence **42.6**

