

Overall Summary

-4.08% Demand (Loads)

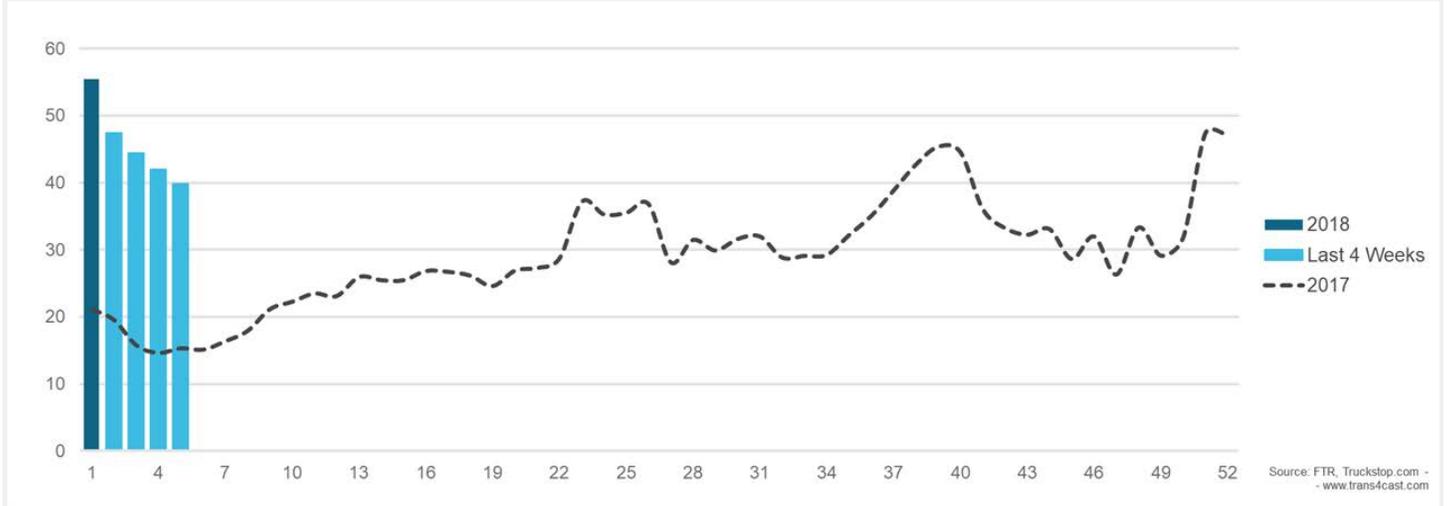
1.07% Supply (Trucks)

-5.09% Market Pressure

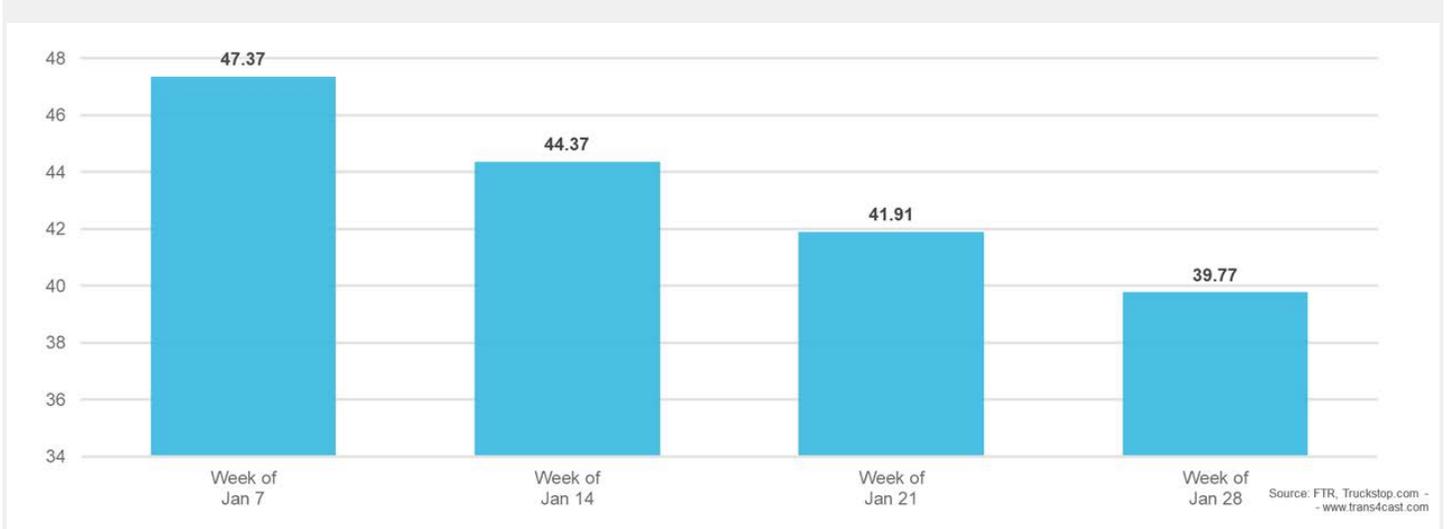
-1.77% Rates

Weekly Market Demand Index (MDI)

Down 2.1 points from the previous week.

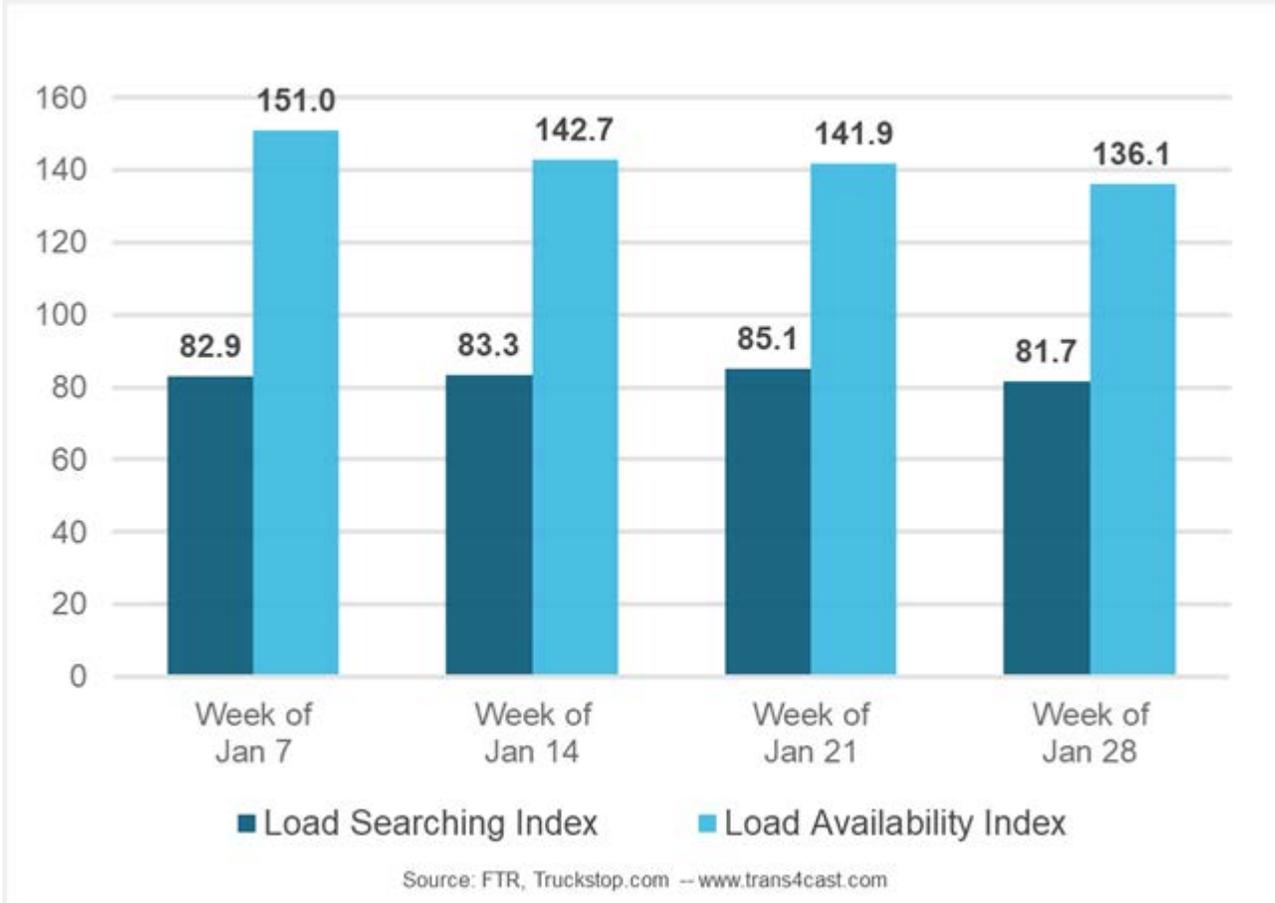


Last Four Weeks



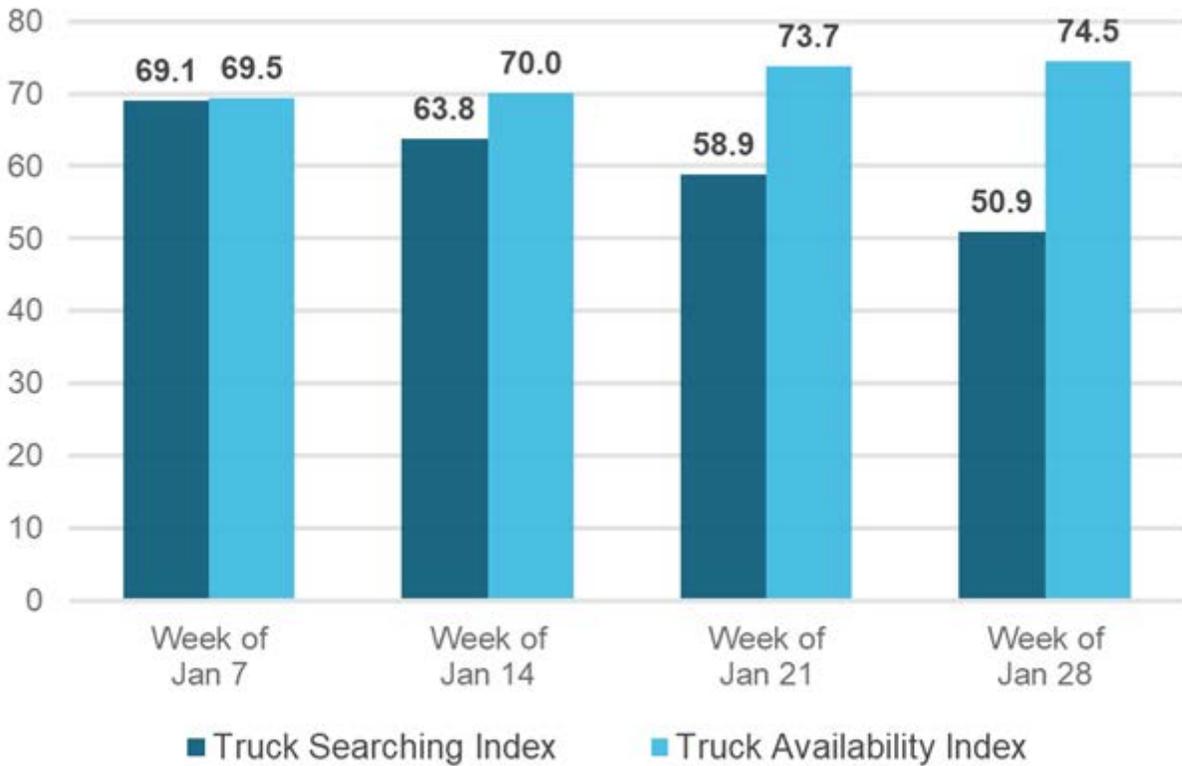
What is the Market Demand Index? The Market Demand Index (MDI) is a measure of relative truck demand in the spot market. It compares load availability to truck availability. Over the last four weeks MDI has on average **decreased 3.9 points**. The latest week shows MDI is **down 2.1 from the previous week to 39.8**. **At this point last year MDI was 15.3**.

Load Searching vs. Load Availability



Load Availability decreased 4.1% from the previous week. **Growth in Load Availability in the most recent week was less than growth in Load Searching. Load Searching decreased 4.0%** from the previous week.

Truck Searching vs. Truck Availability

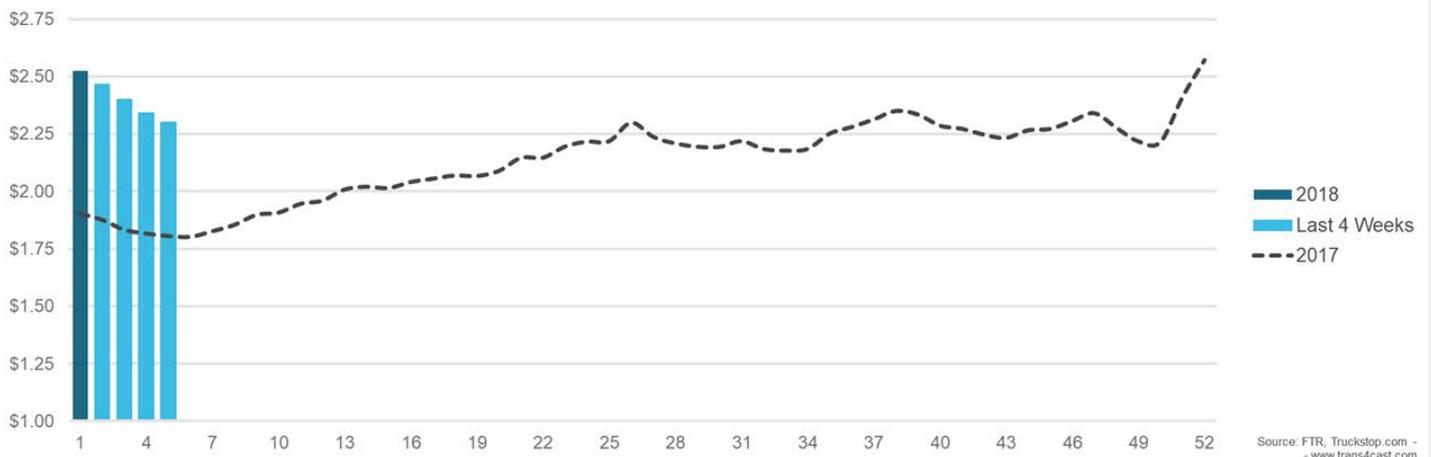


Source: FTR, Truckstop.com -- www.trans4cast.com

Truck

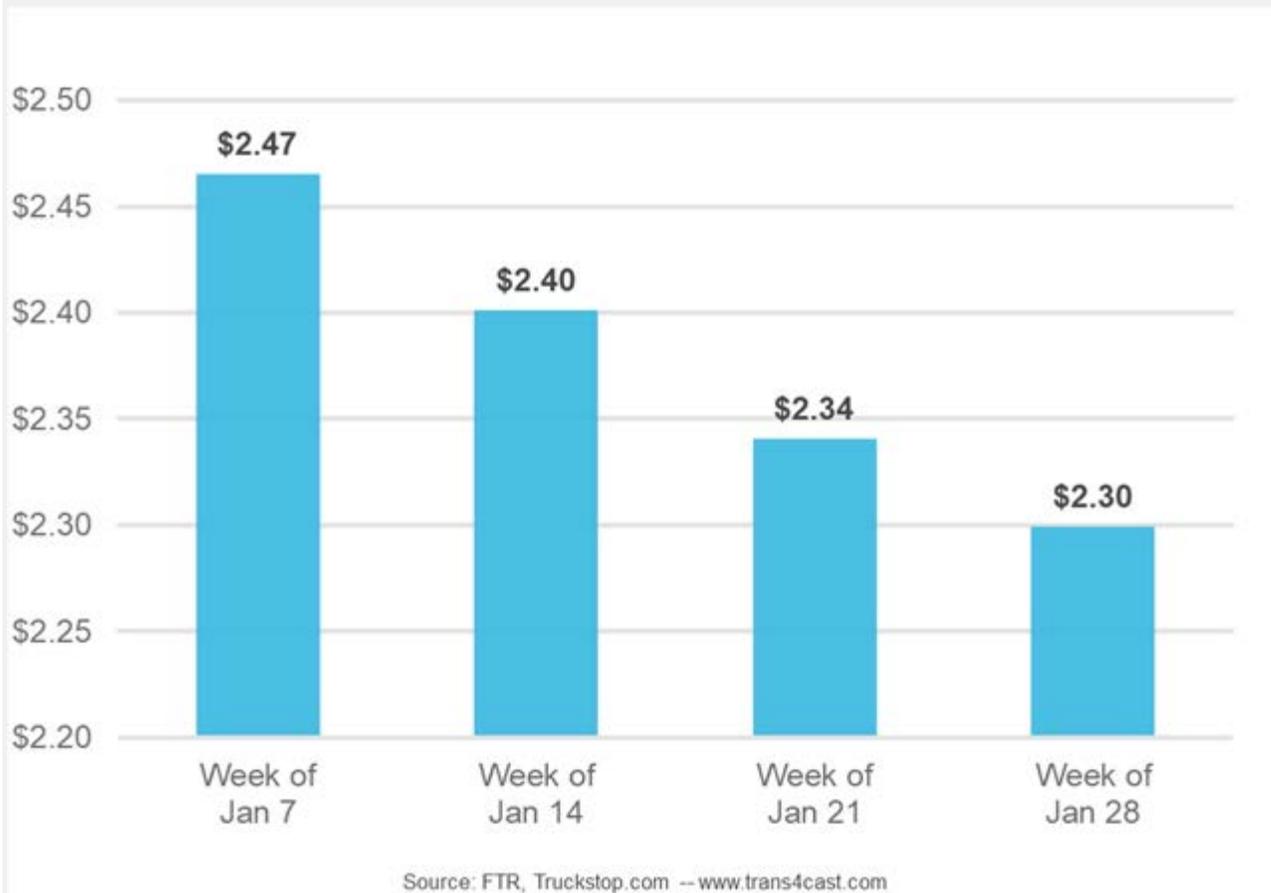
Availability increased 1.1% from the previous week. Growth in Truck Availability in the most recent week was more than growth in Truck Searching. Truck Searching decreased 13.5% from the previous week.

Rates 2018 YTD and 2017



Source: FTR, Truckstop.com - www.trans4cast.com

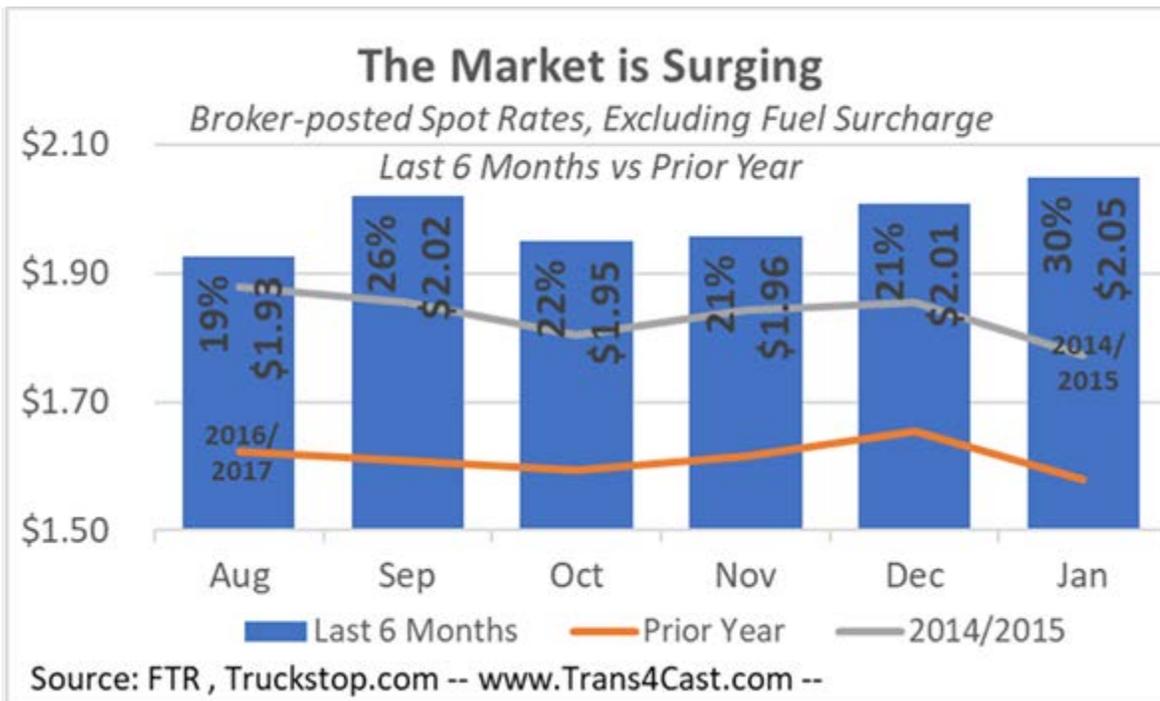
Last Four Weeks



Decreased

1.8% from previous week. This graph represents broker rates (including fuel) posted on the Truckstop.com load board. The latest week shows **rates were decreased 1.8% from the previous week to \$2.30.** **Over the last four weeks rates have averaged a decrease of 2.3%.** **Rates are 27.4% higher versus this time last year.**

A January Surprise



Only once in the last decade have we had January spot market rates come in above December. That was at the start of 2014 when we also had a strong December increase in rates and we were coming off the HOS implementation at the end of 2013. Well, we can now add a second.

Not just a gain

Back in January 2014 we were coming off the HOS implementation that notably tightened capacity and we were also hitting the initial forces of the 2014 Polar Vortex that dramatically impacted the transportation markets. With all of that going on, rates increased less than half a percent from December to January.

Welcome to January 2018: A 2% gain from December and a 30% gain from last January. The market did ease by the end of the month – it was only a 26%(!) year-over-year increase in the latest week.

Reasons:

- ELD implementation went in to effect in December
- Economic growth, especially industrials, accelerated in 2017
- The capacity situation continues to remain in carriers favor

More to come?

If you think all of the transportation issues are now in the rear-view mirror, keep your seat belt on. We have full ELD enforcement coming on April 1, a growing economy that has the chance for further acceleration due to the tax reform package, and we are just about ready to hit the typical start of the spring freight season – when loads and rates both begin to move back up after the end-of-year holidays.