

## Overall Summary

14.18% Demand (Loads)

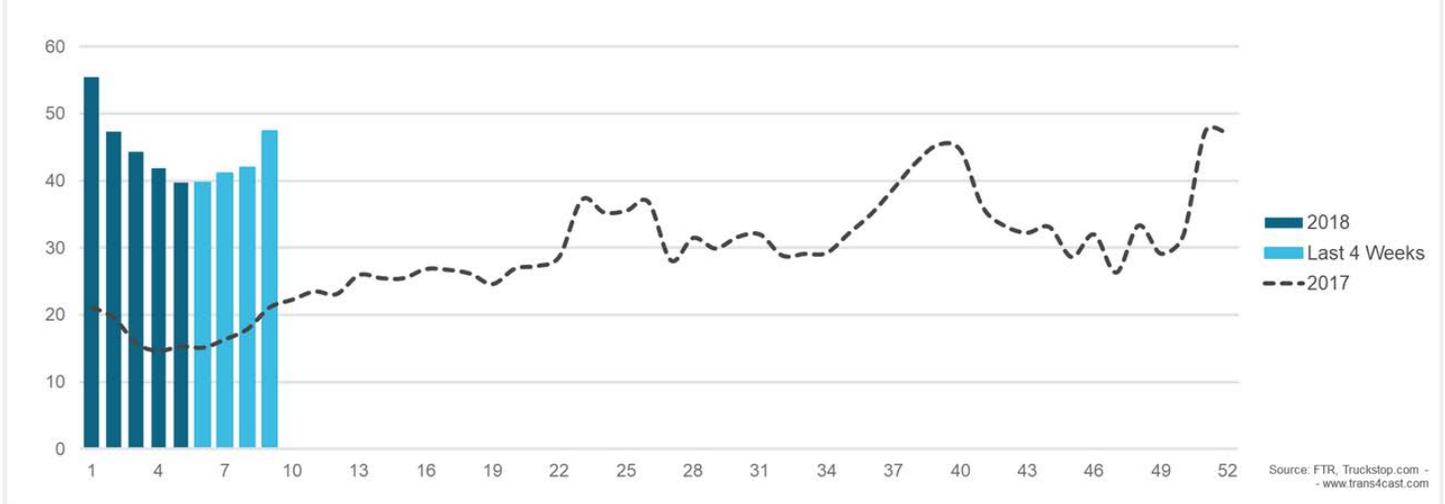
1.05% Supply (Trucks)

12.99% Market Pressure

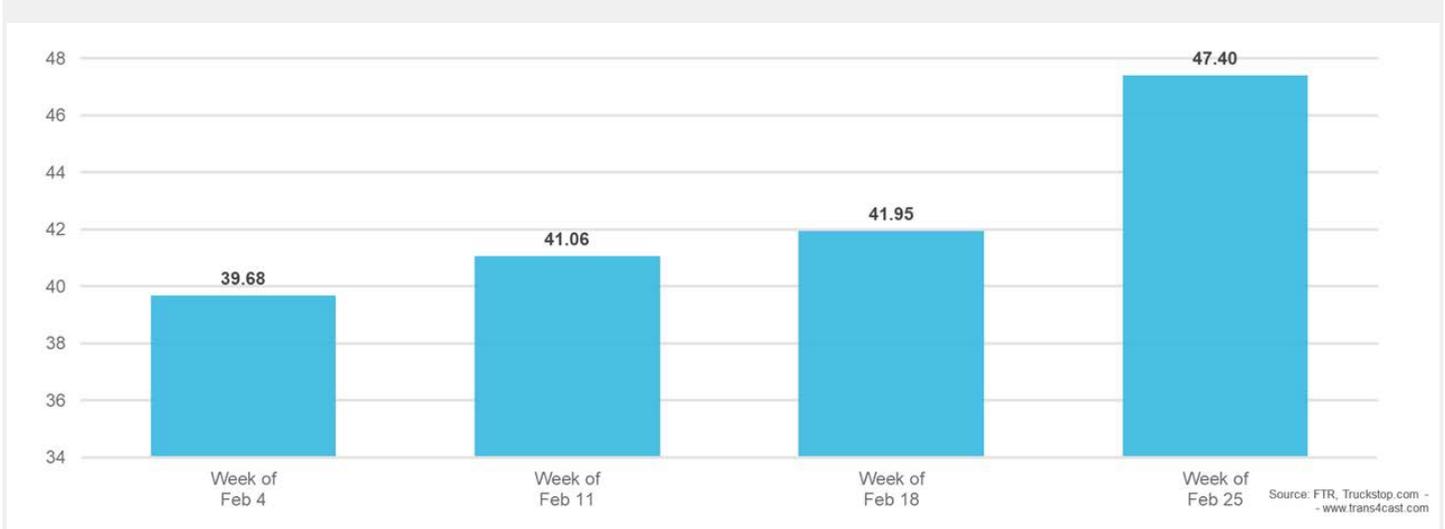
2.41% Rates

## Weekly Market Demand Index (MDI)

Up 5.4 points from the previous week.

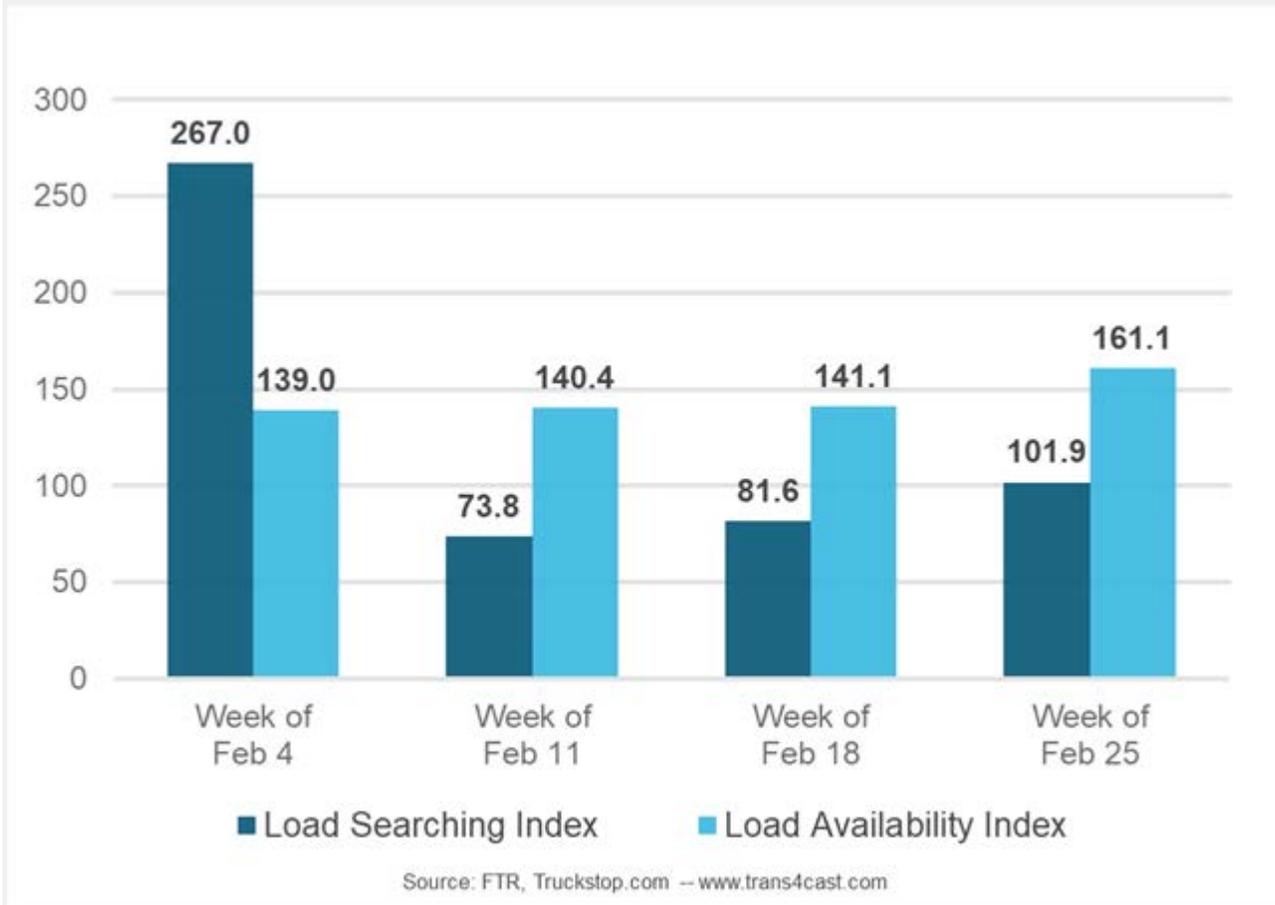


## Last Four Weeks



**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 **increased 1.9 points**. The latest week shows MDI is **up 5.4 from the previous week to 47.4**. **At this point last year MDI was 21.2**.

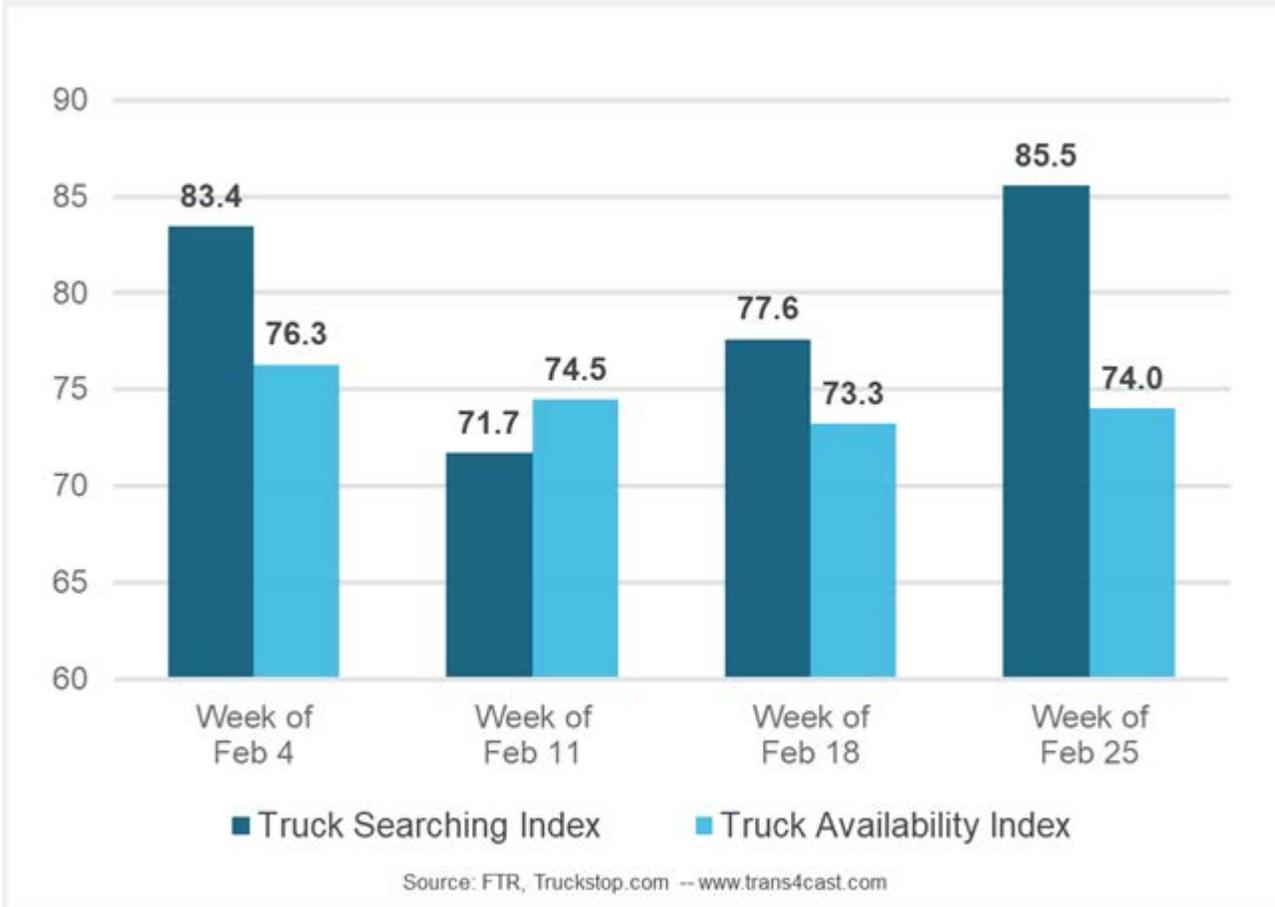
## Load Searching vs. Load Availability



Load

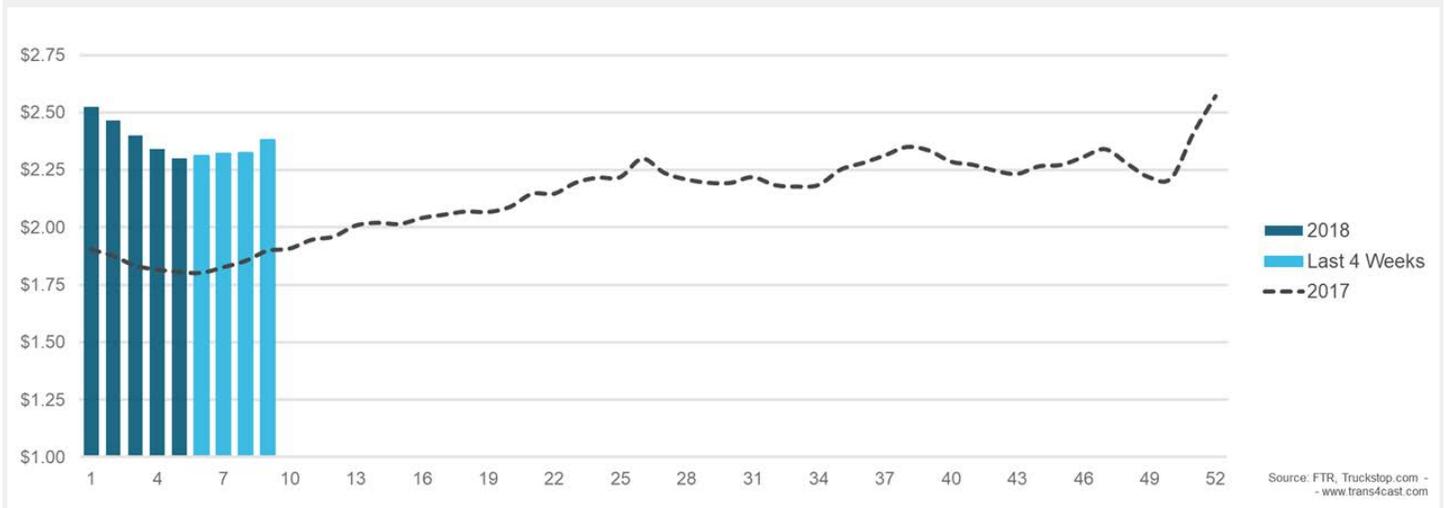
**Availability increased 14.2%** from the previous week. **Growth in Load Availability in the most recent week was less than growth in Load Searching. Load Searching increased 24.6%** from the previous week.

## Truck Searching vs. Truck Availability

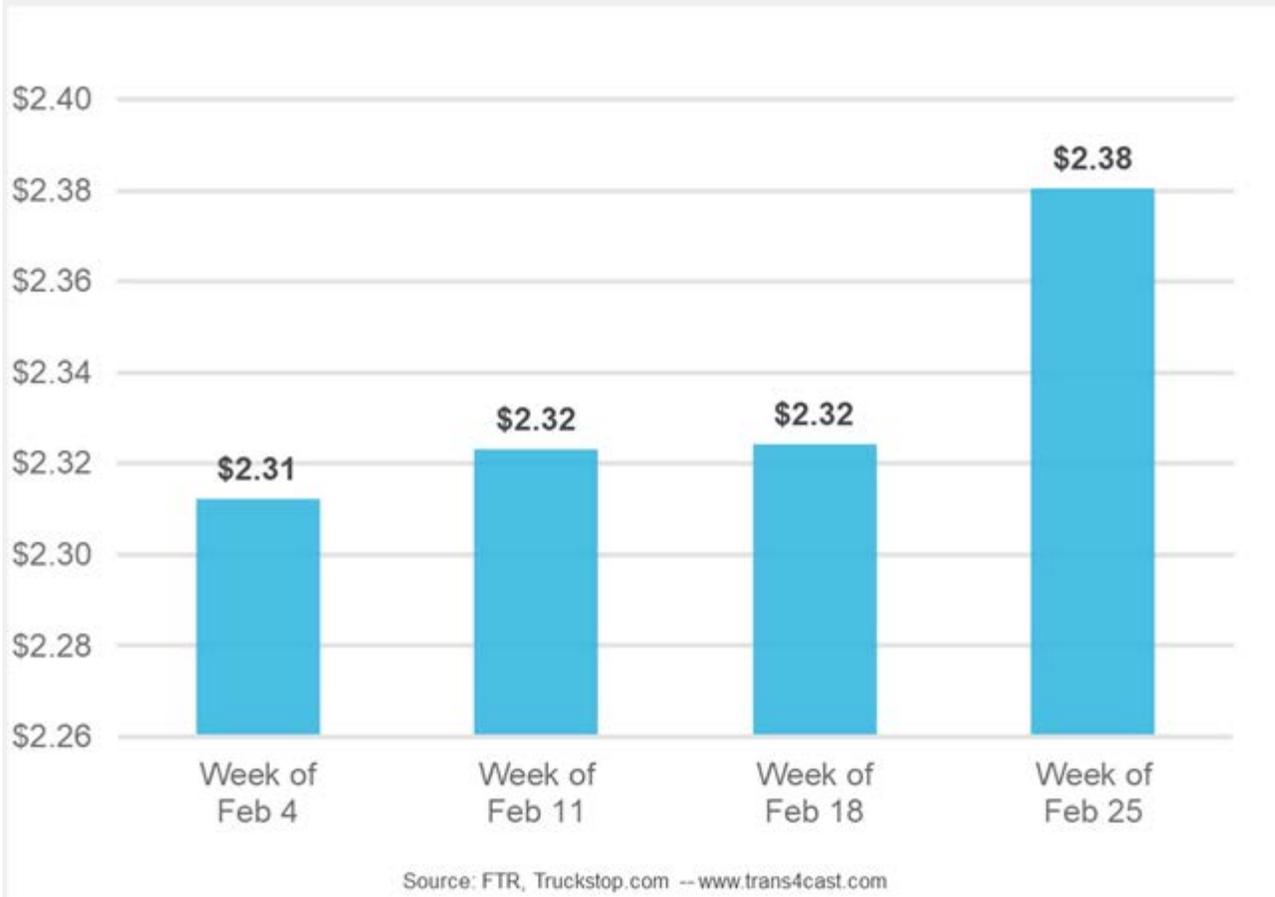


**Truck Availability increased 1.1%** from the previous week. **Growth in Truck Availability in the most recent week was less than growth in Truck Searching. Truck Searching increased 10.2%** from the previous week.

## Rates 2018 YTD and 2017



## Last Four Weeks



**Increased**

**2.4% from previous week.** This graph represents broker rates (including fuel) posted on the Truckstop.com load board. The latest week shows **rates were increased 2.4% from the previous week to \$2.38. Over the last four weeks rates have averaged an increase of 0.9%. Rates are 25.4% higher versus this time last year.**

# Truck Orders on a Tear



After weaker truck conditions that persisted through most of 2016, 2017 was a much better year and truck orders finished the year very strong. And then 2018 hit. January orders hit a near-record level and they stayed above 40k orders in February. Those are big numbers.

That we had a strong finish to 2017 wasn't a surprise given the strength in the freight market that we had seen prior to Q4. However, orders typically slack off after the New Year hits, even if they stay elevated. Not so in 2018. Towards the end of 2017 we analyzed spot market data and compared that to ordering behavior. We found a clear correlation. When freight is strong, orders improve a few months down the line.

The end of 2017 and early 2018 was different than the norm. Hurricanes, Polar Vortexes, and ELDs put an additional crimp on the marketplace and pushed additional freight into the spot market. Looking ahead through the end of 2018, it is very likely that new truck order activity is going to stay elevated. Even our low side assumptions keep us well above where we were in 2016. And the high side potential would indicate another hot start for equipment going into 2019.

Combine all of these elements with accelerating strength in the economy – and the industrial sector, in particular – and we have a significant need to add more equipment into the system.