



Economic & Trucking Update

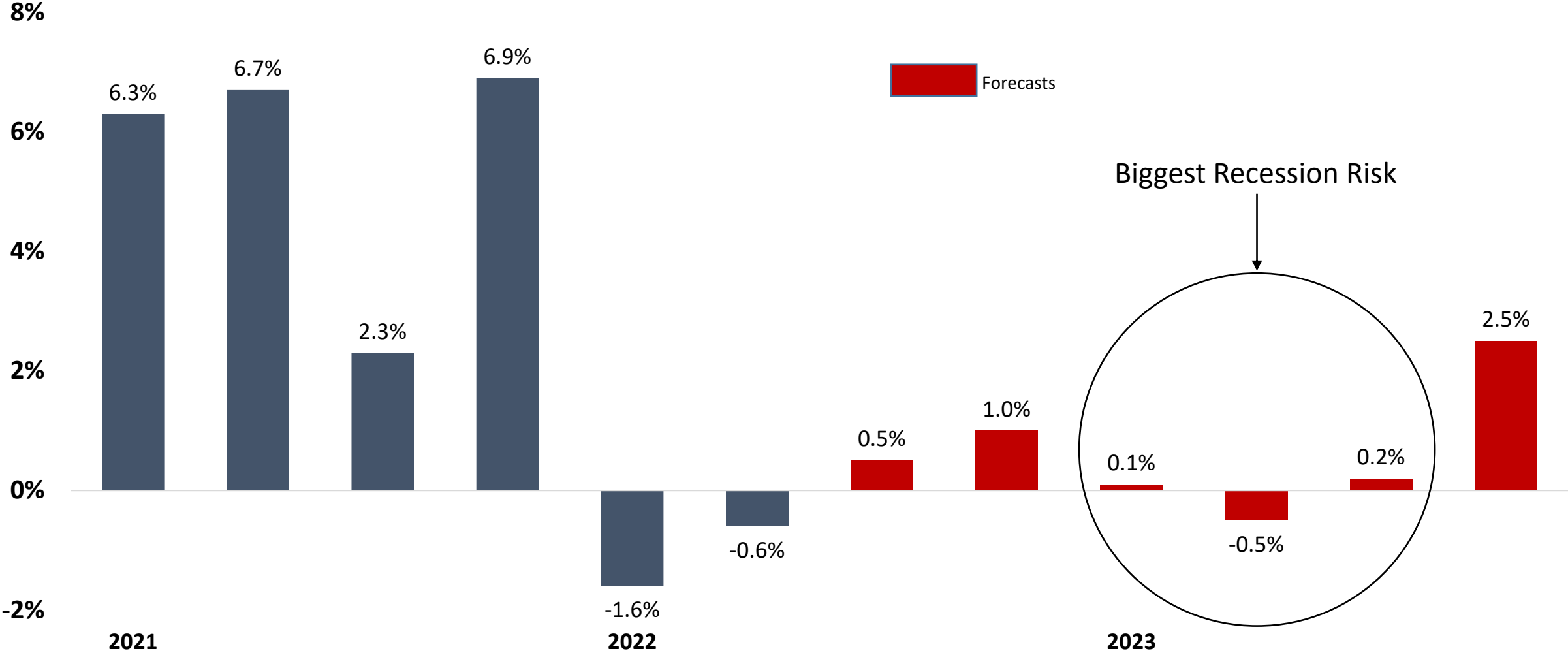
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Trade Policy & Cross-Border Operations
American Trucking Associations
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@ATAEconBob

October 4, 2022

Quarterly Real Gross Domestic Product Growth

Annualized Rates



Sources: BEA & ATA

Freight Buckets



**Household
Consumption**



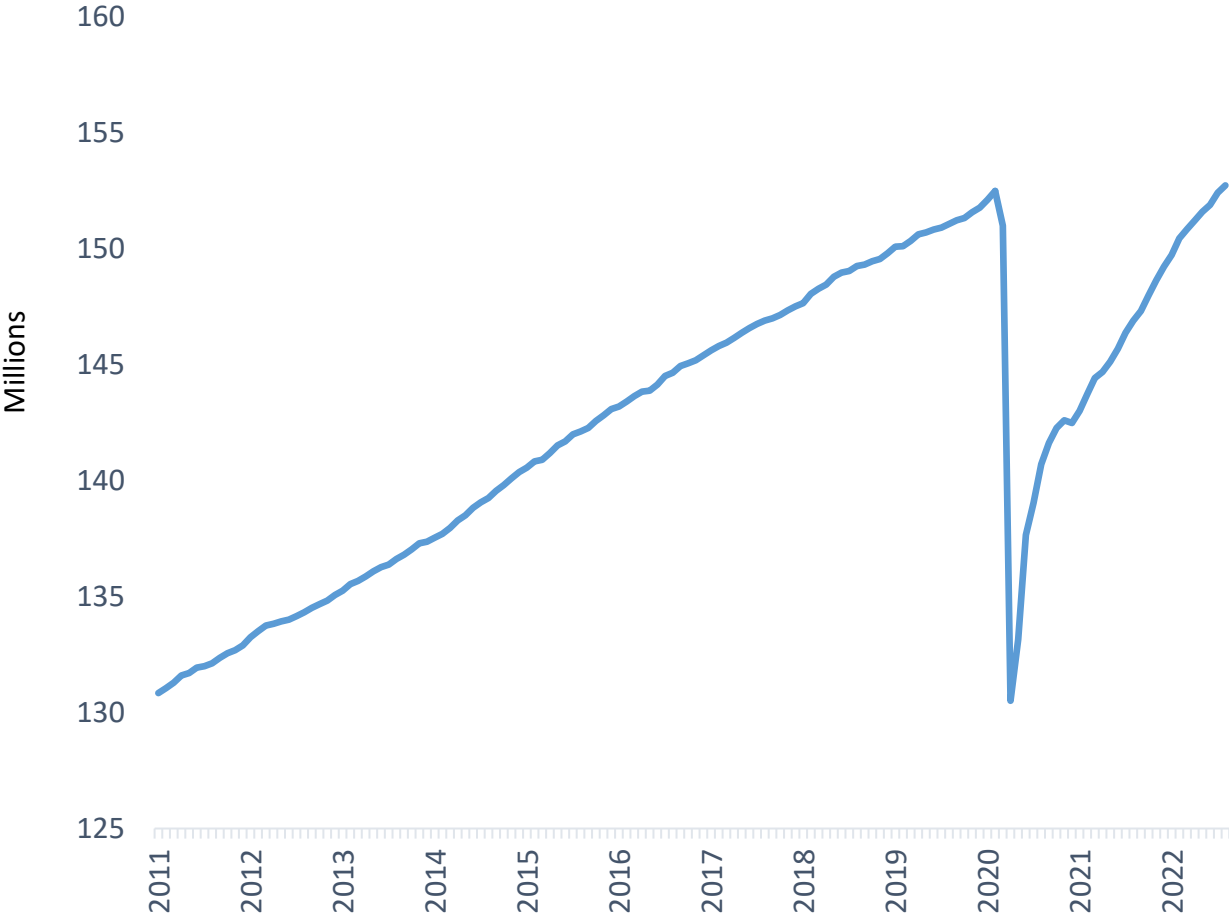
Construction



Industrial

Key U.S. Employment Metrics

Payroll Employment

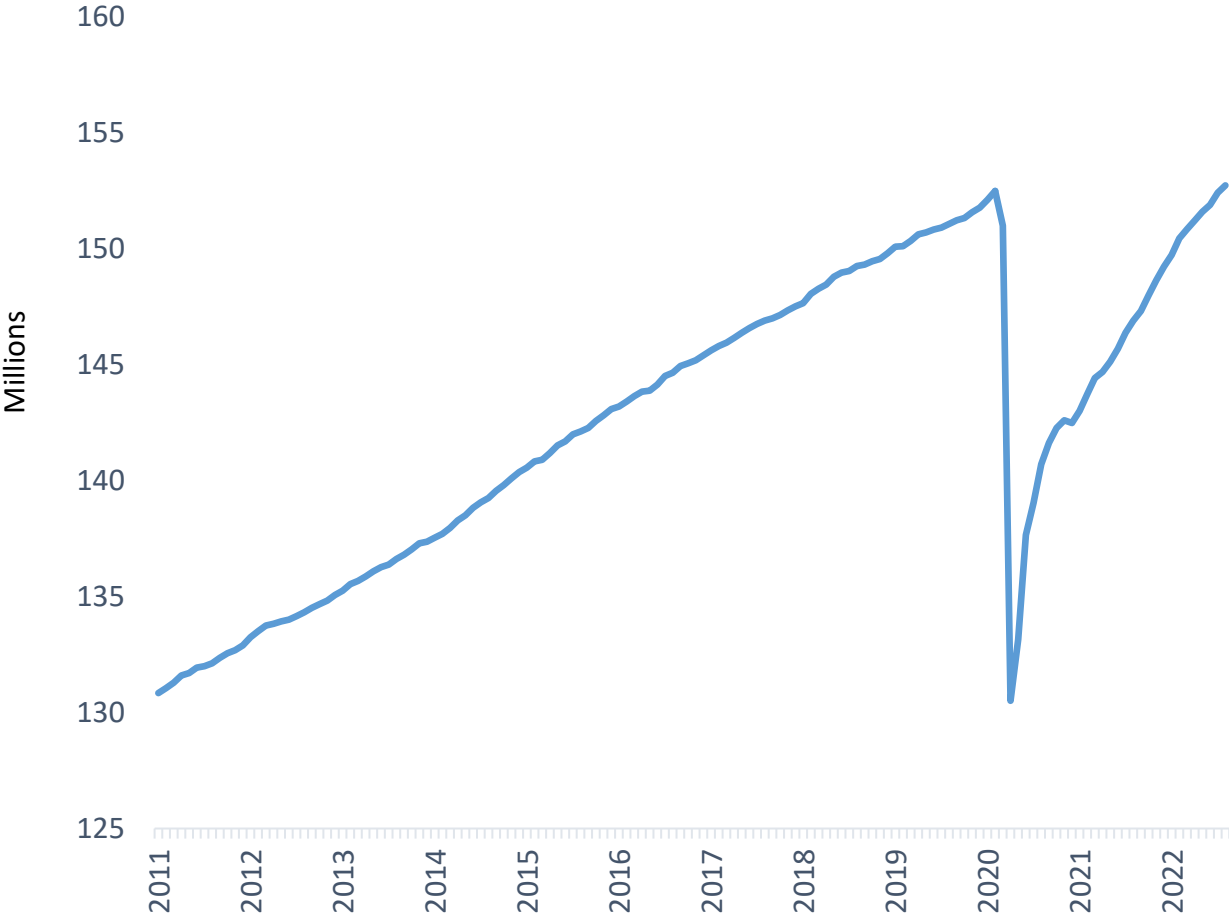


Sources: DOL & ATA

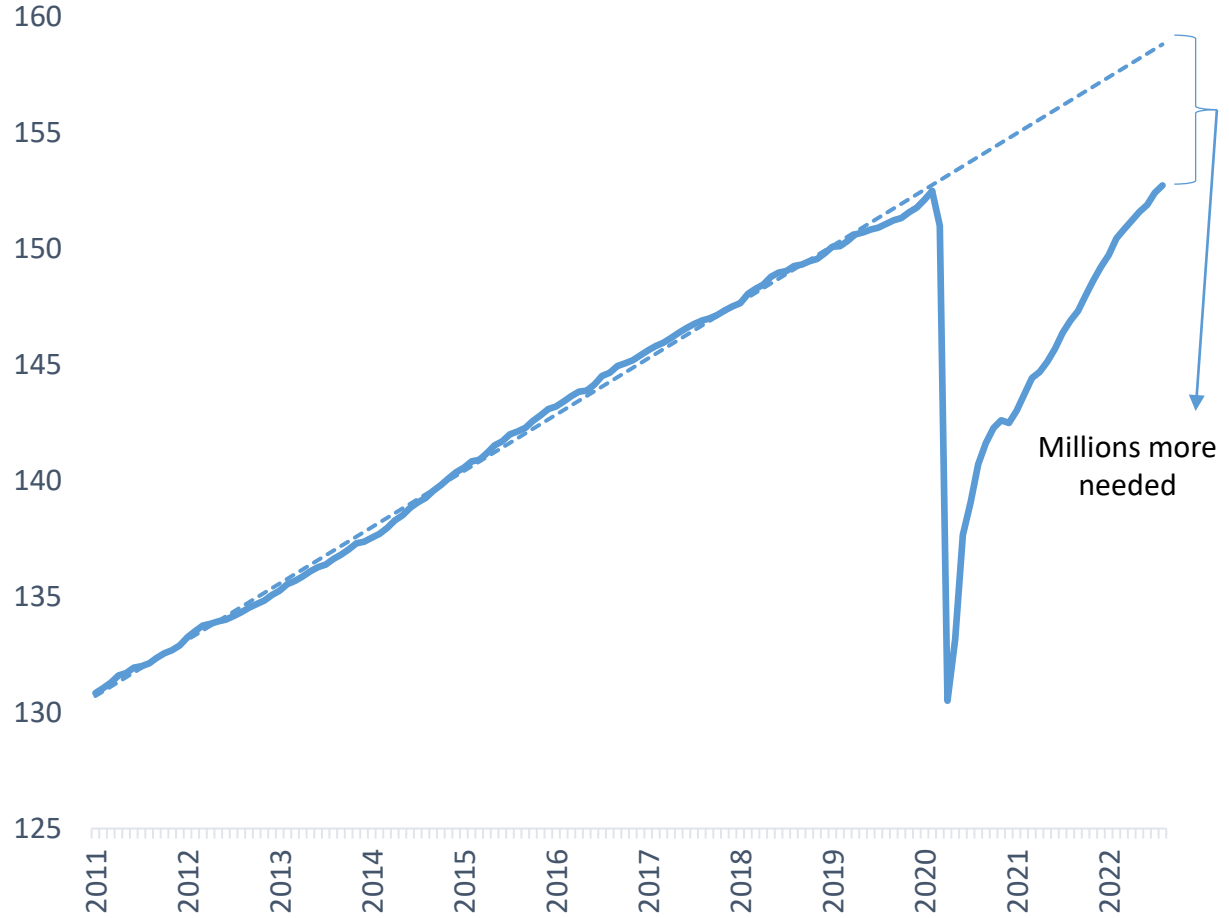


Key U.S. Employment Metrics

Payroll Employment



Payroll Employment

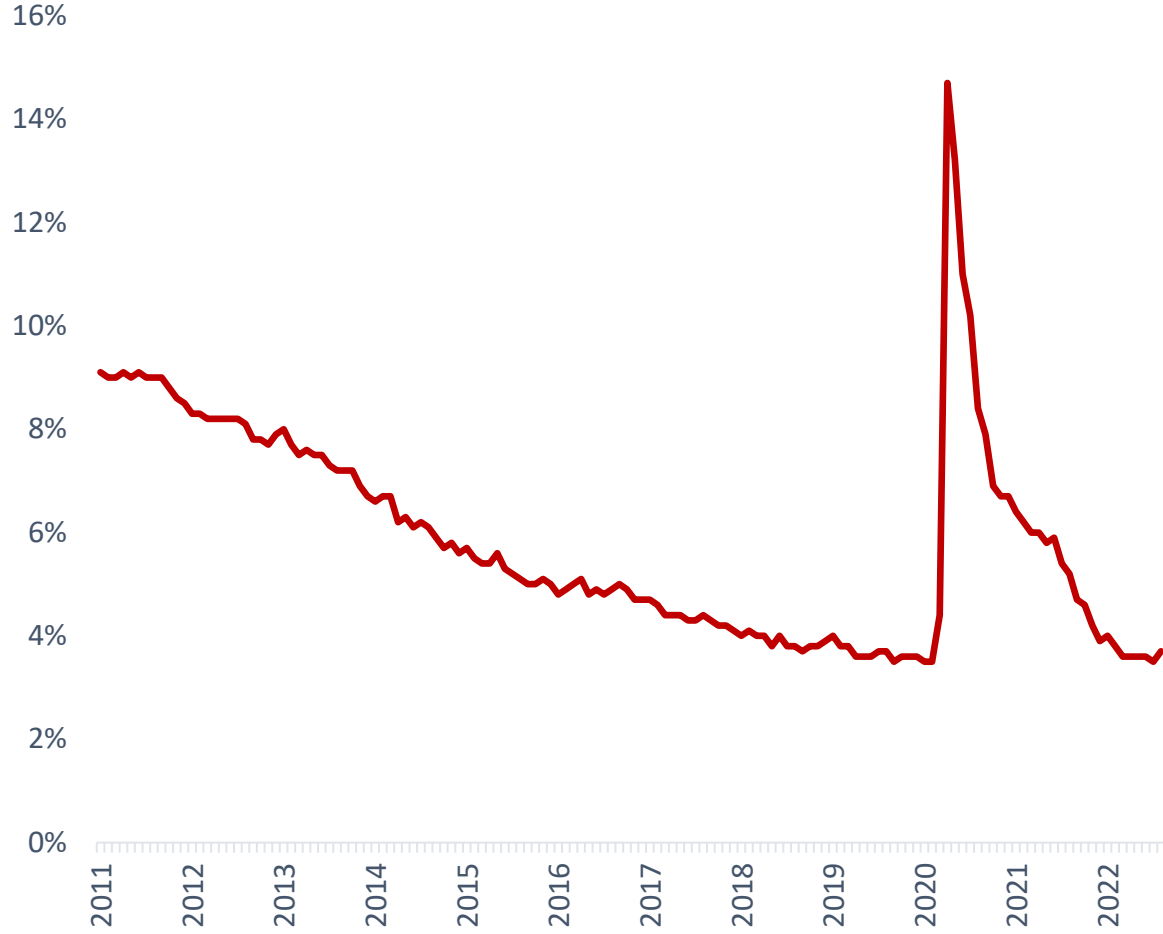


Sources: DOL & ATA

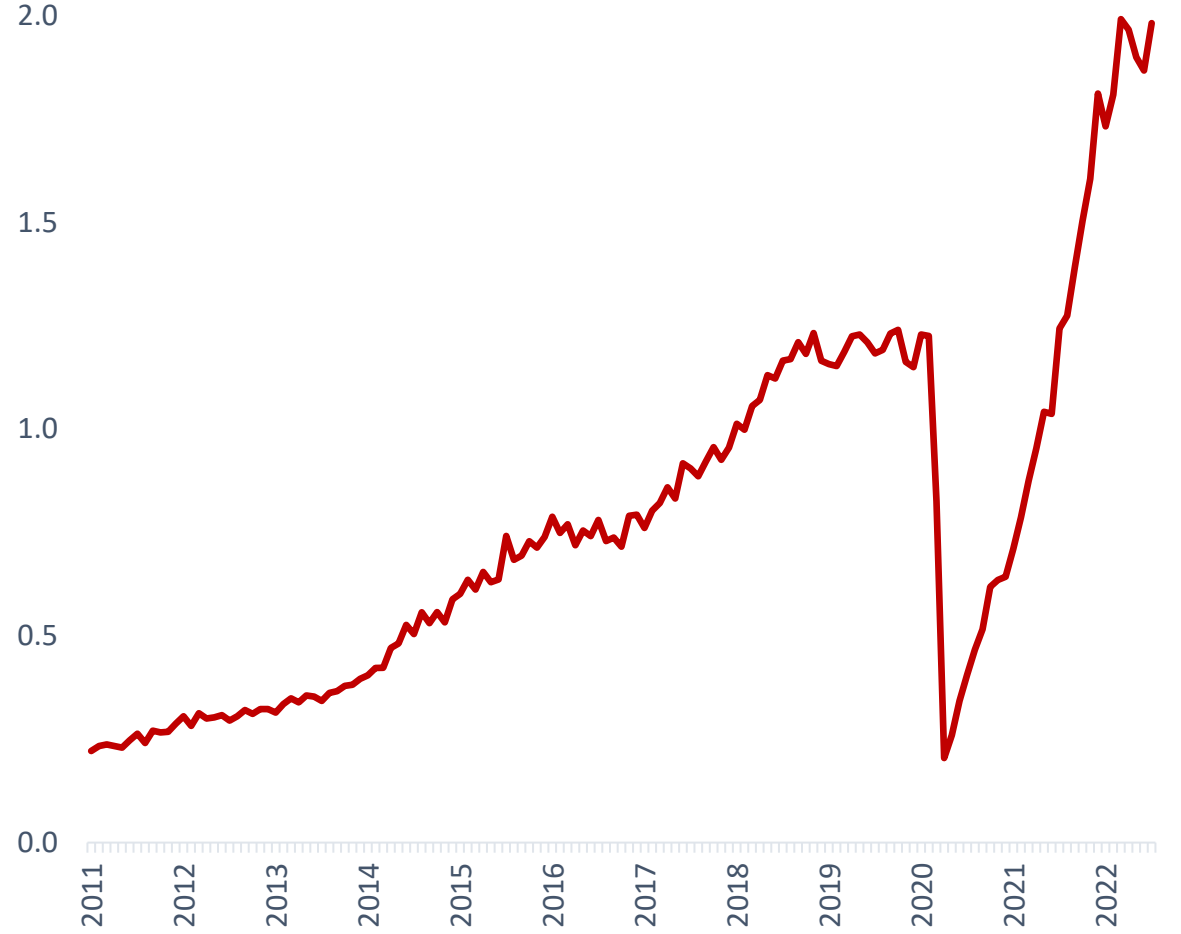


Key U.S. Employment Metrics

Unemployment Rate



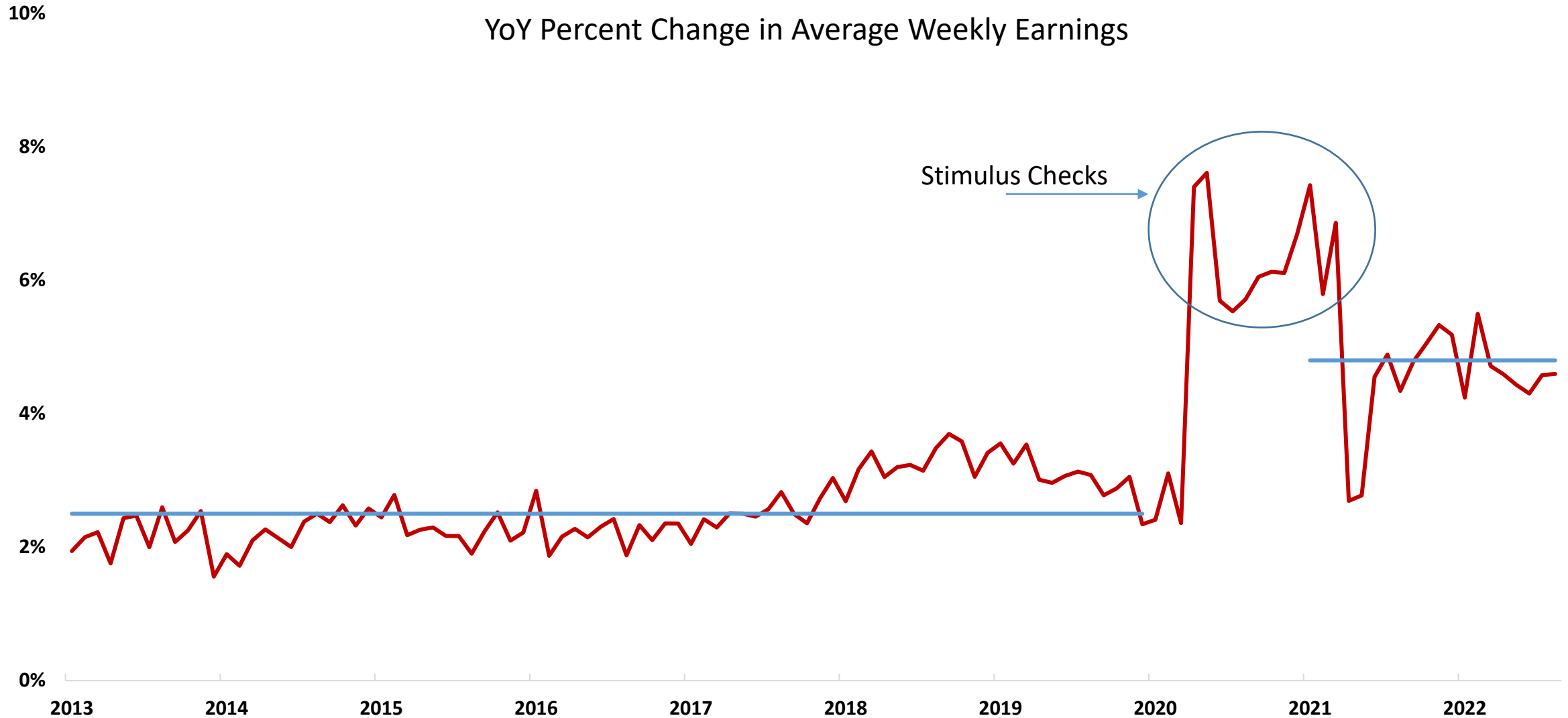
Job Openings per Unemployed Person



Sources: DOL & ATA

Average Weekly Earnings All Private Industry Employees

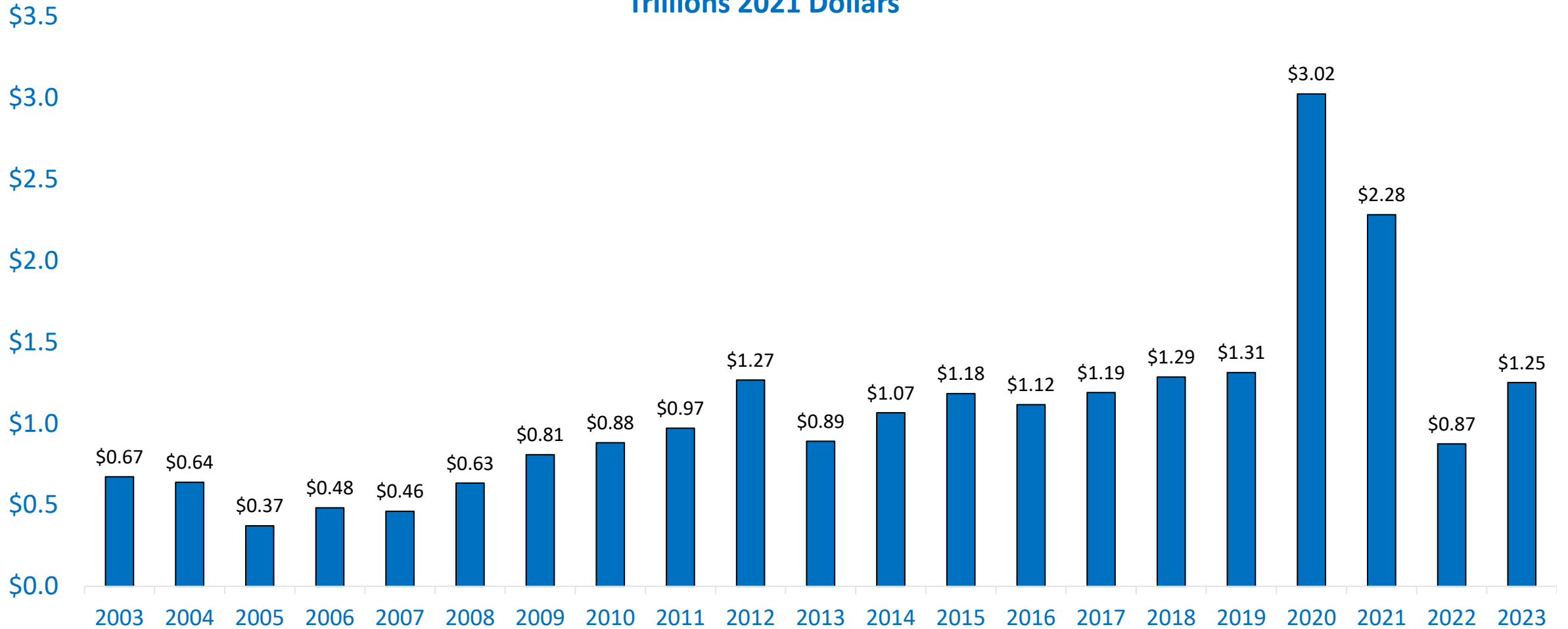
YoY Percent Change in Average Weekly Earnings



Source: Bureau of Labor Statistics

Real Personal Savings Supported Spending & Those that Didn't Want to Return to the Labor Market

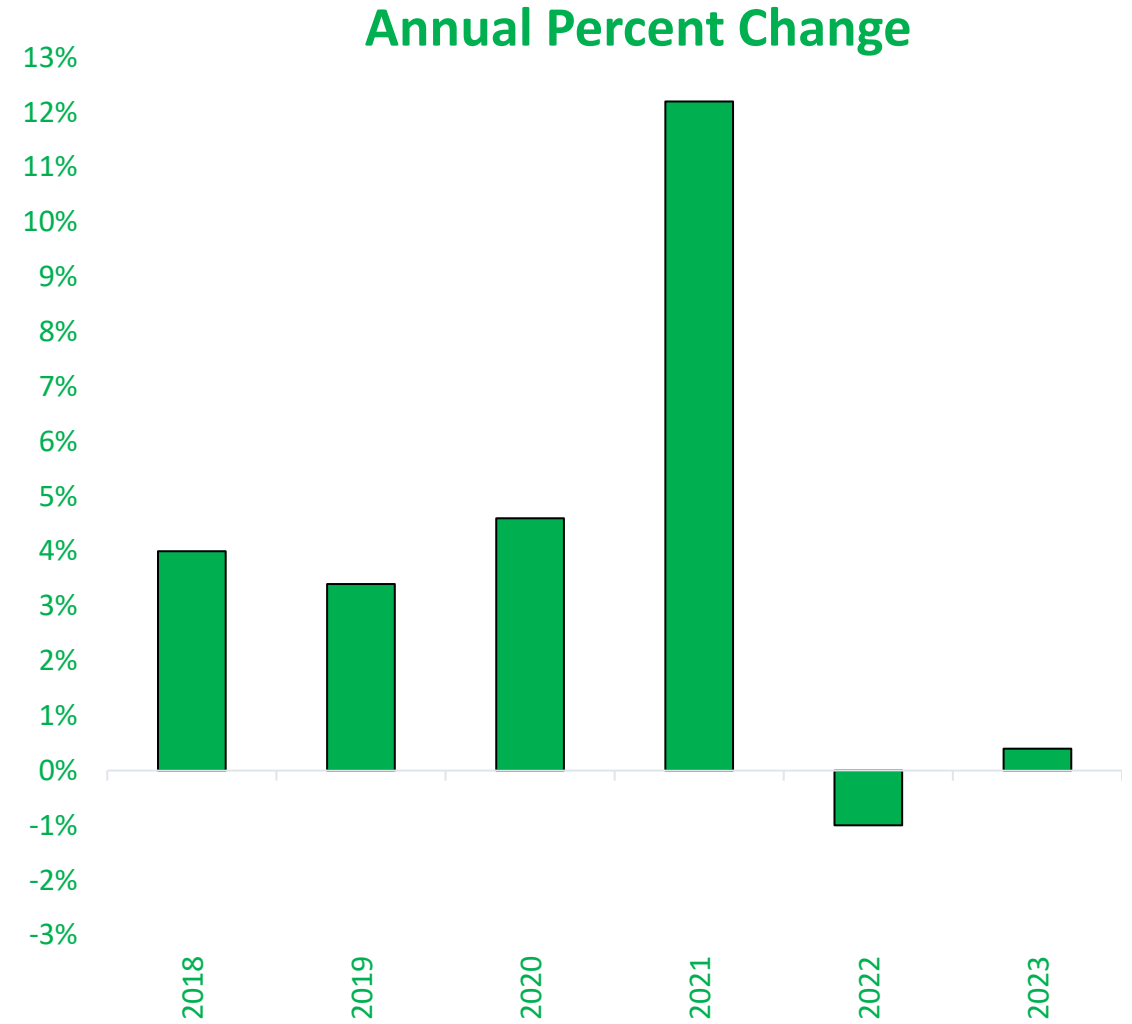
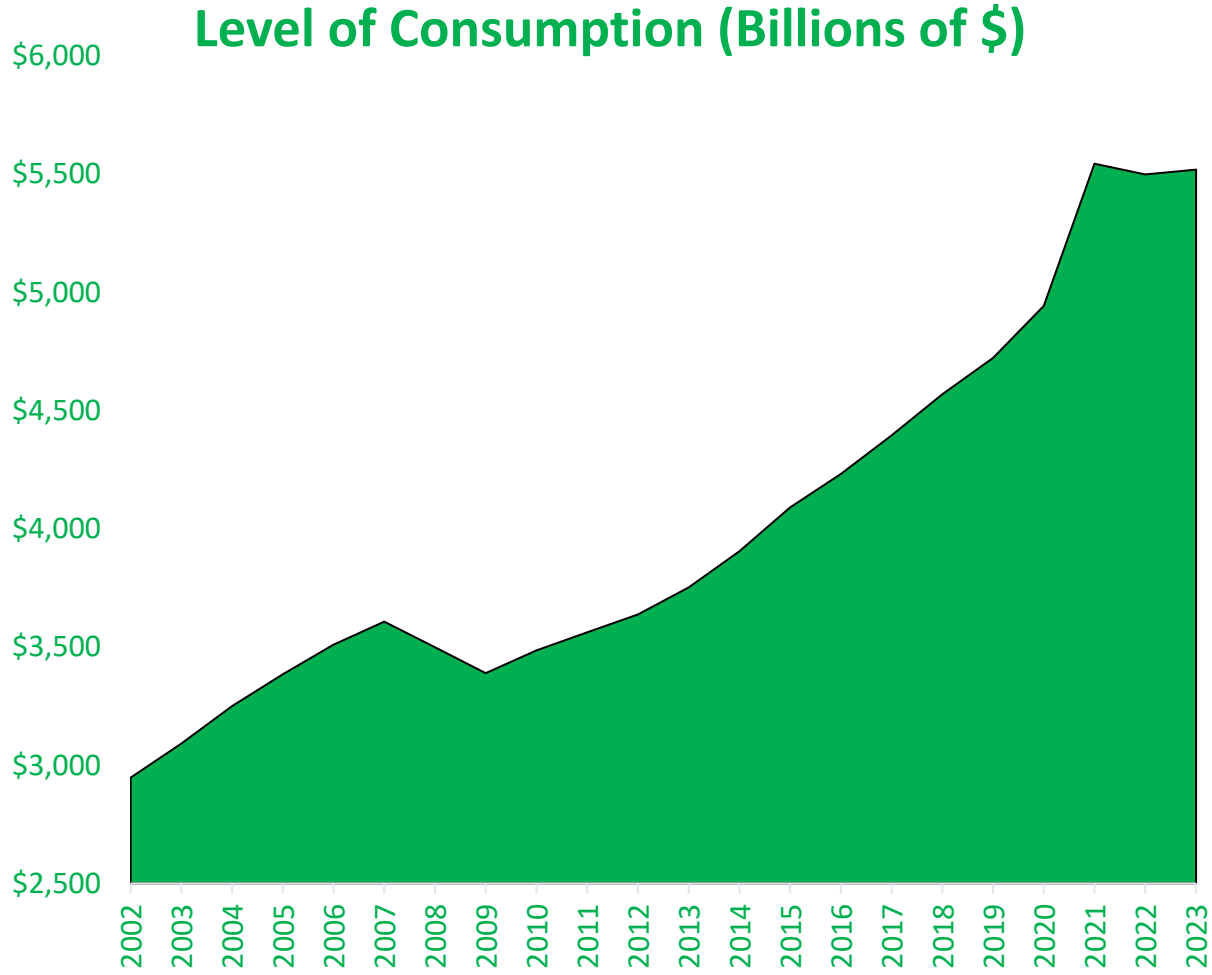
Trillions 2021 Dollars



Sources: BEA & ATA



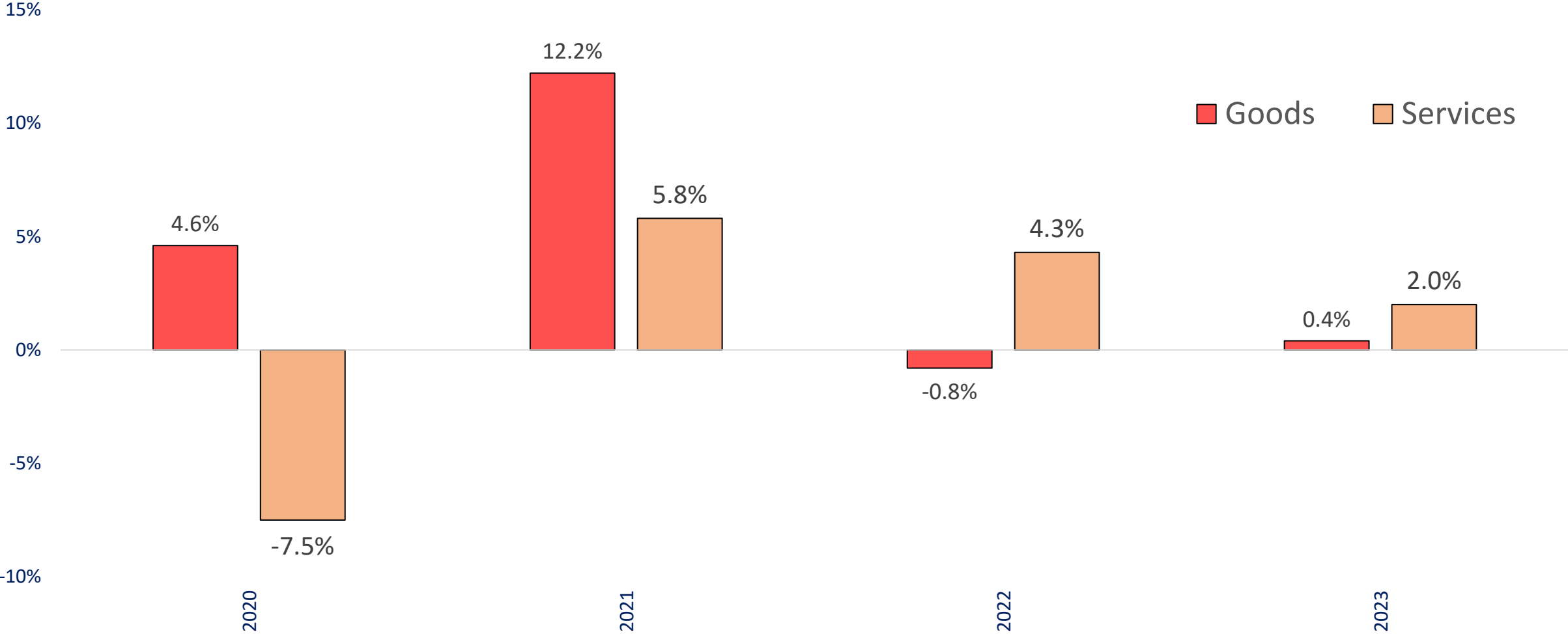
Personal Consumption Expenditures of Goods (Inflation Adjusted)



Sources: BEA & ATA

Households are Transitioning Back to Services

Annual Percent Change of Real Spending



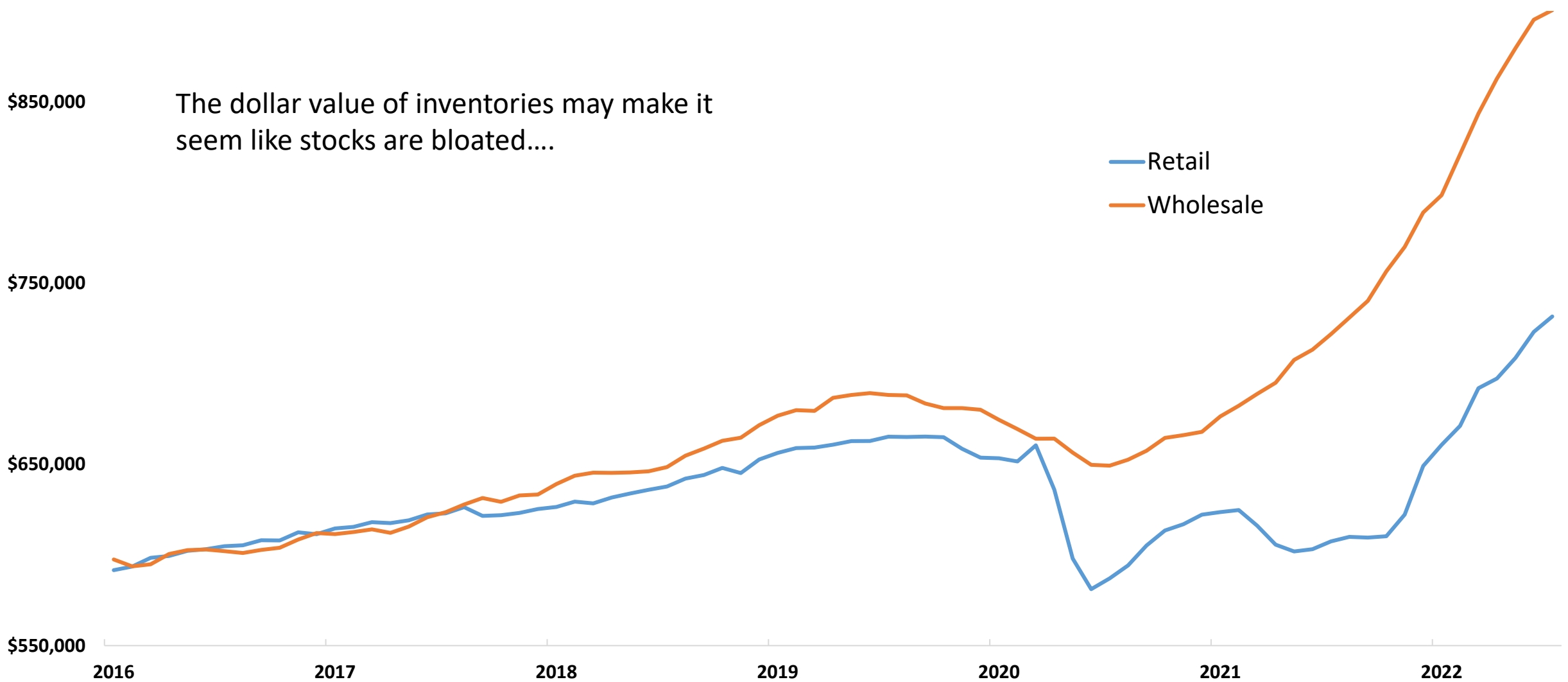
Sources: BEA & ATA



Retail & Wholesale Inventories

(Data adjusted for seasonal, holiday, and trading-day differences, but not price changes)

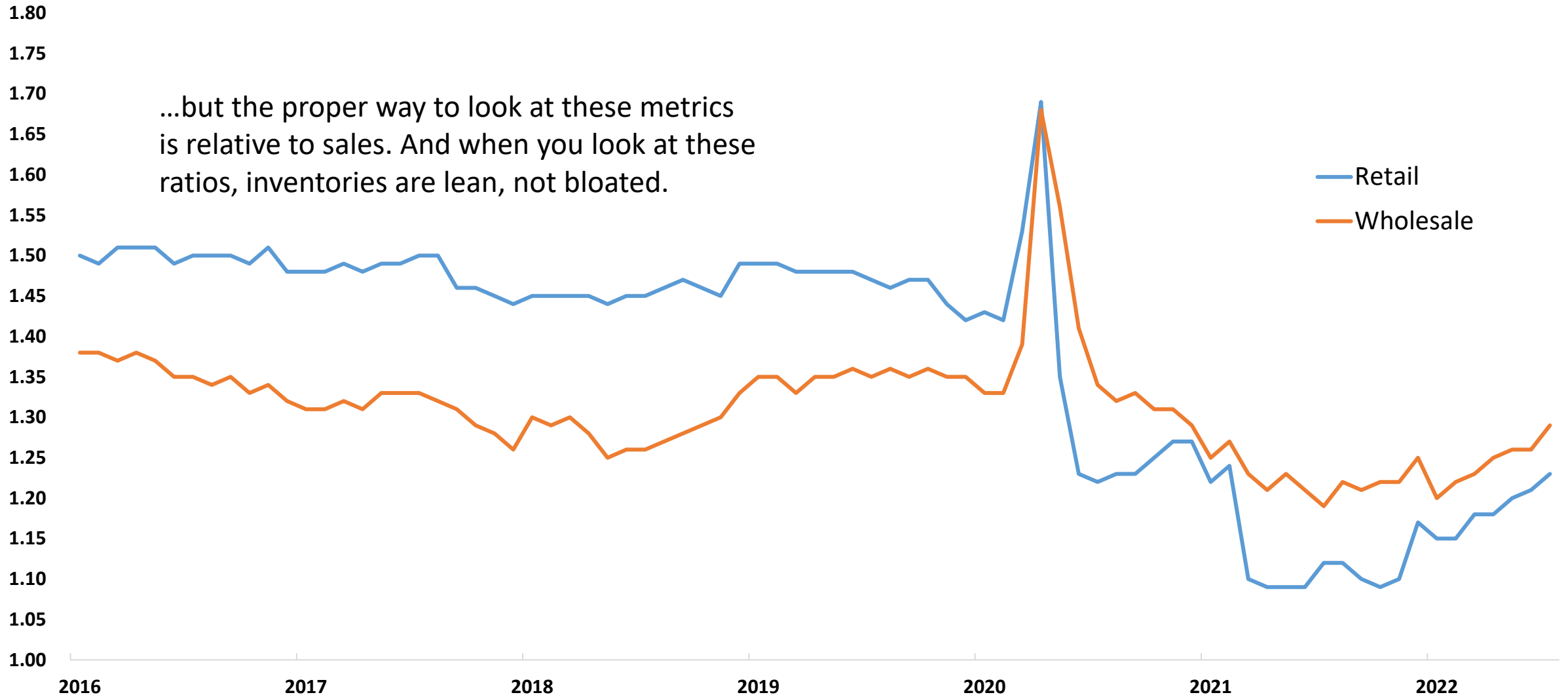
The dollar value of inventories may make it seem like stocks are bloated....



— Retail
— Wholesale

Retail & Wholesale Inventory-to-Sales Ratio

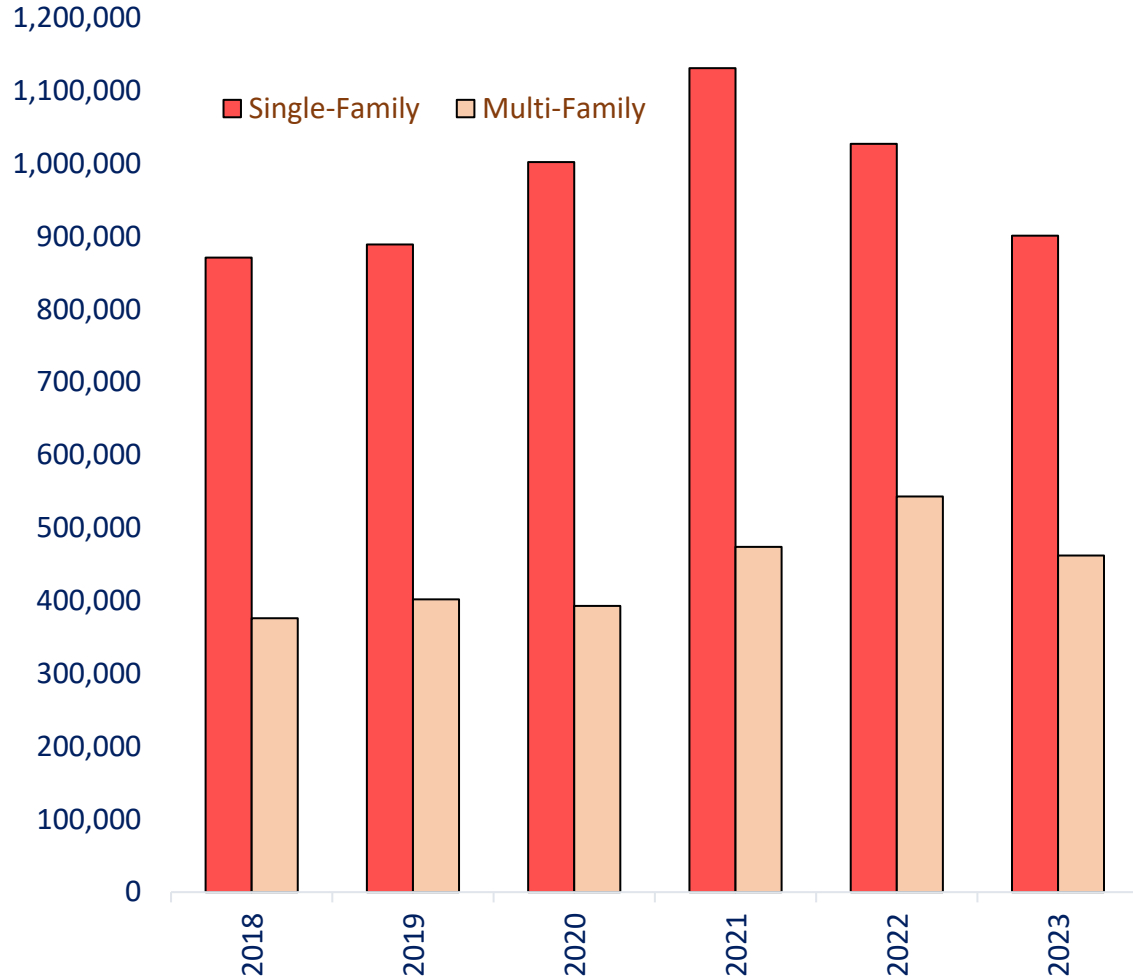
(Data adjusted for seasonal, holiday, and trading-day differences, but not price changes)



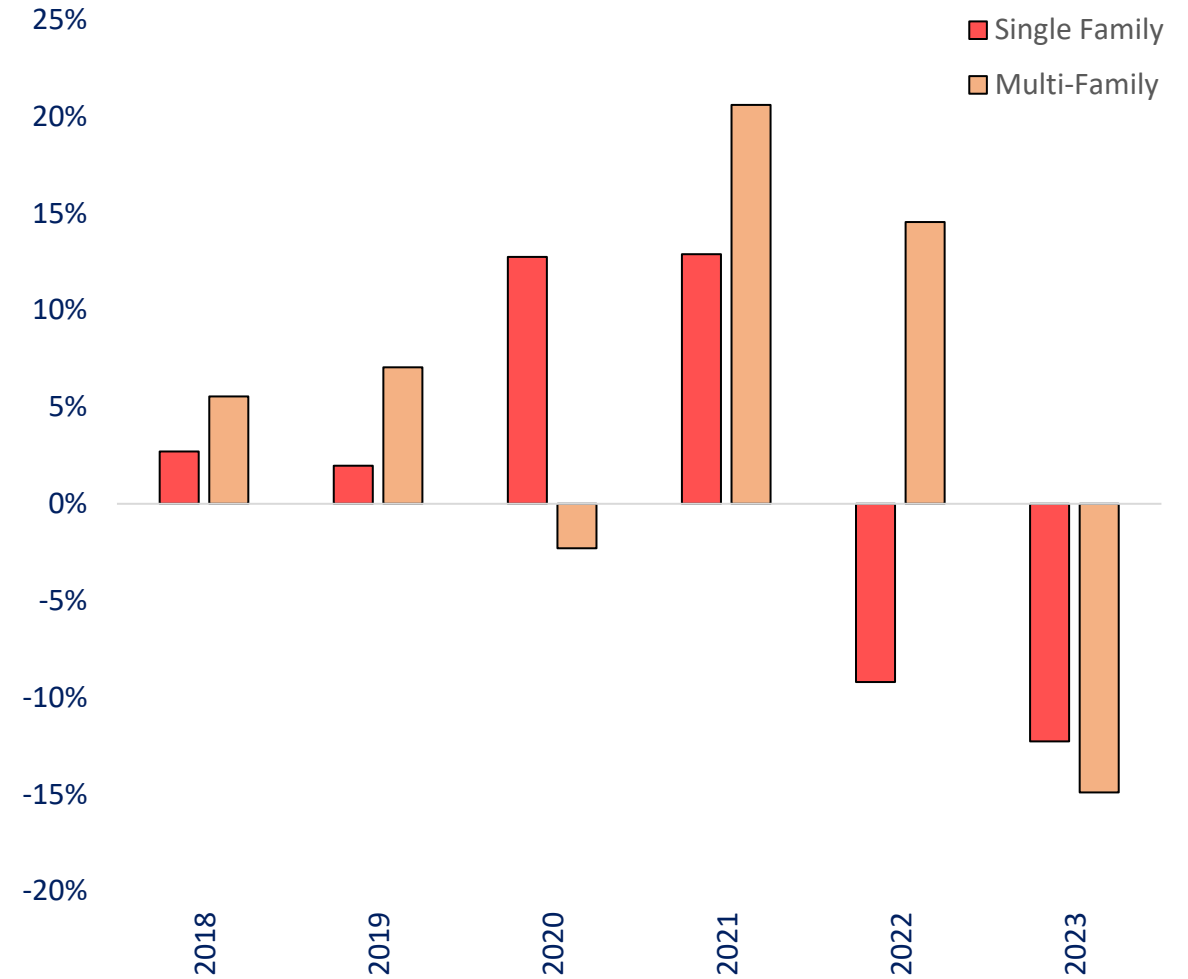
Source: Census Bureau

Housing Market: Construction

Annual Level of Housing Starts

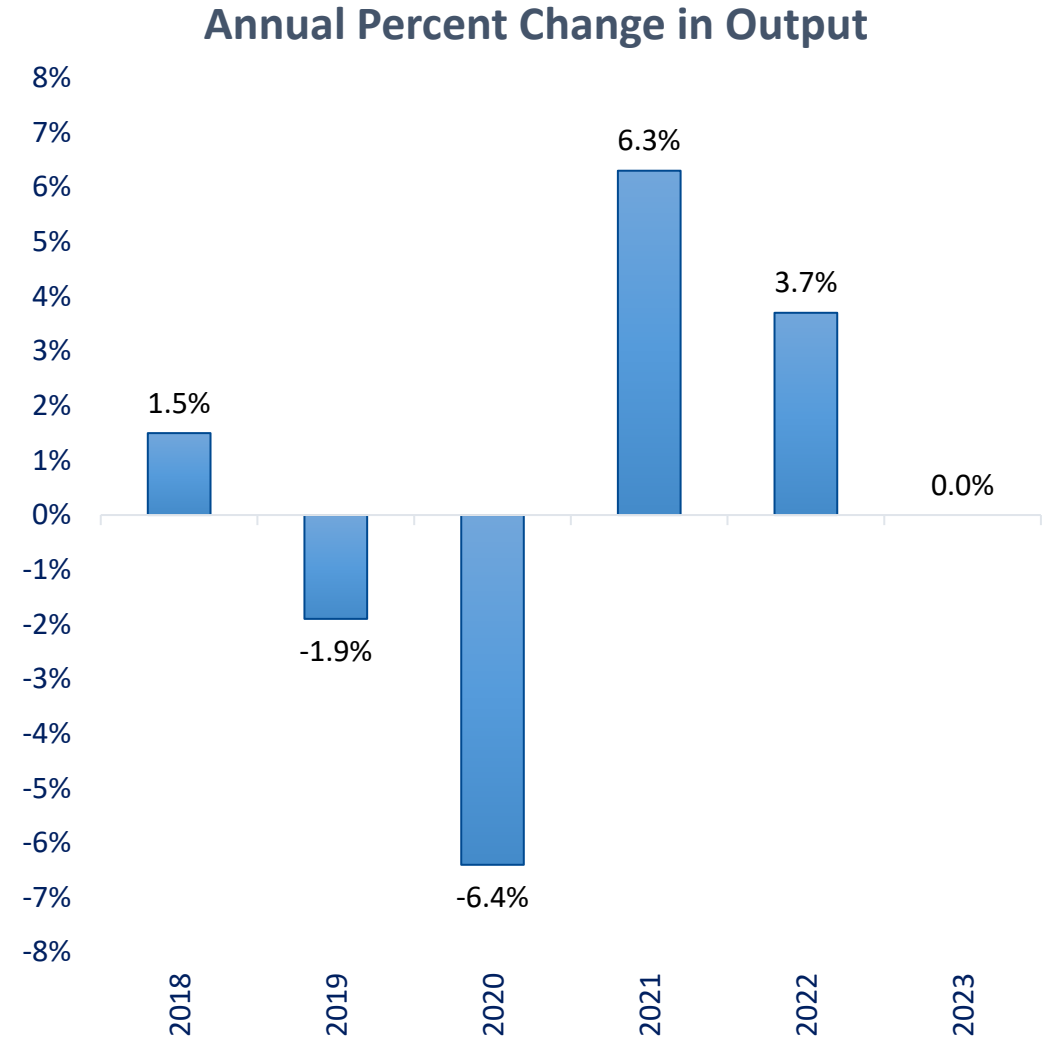
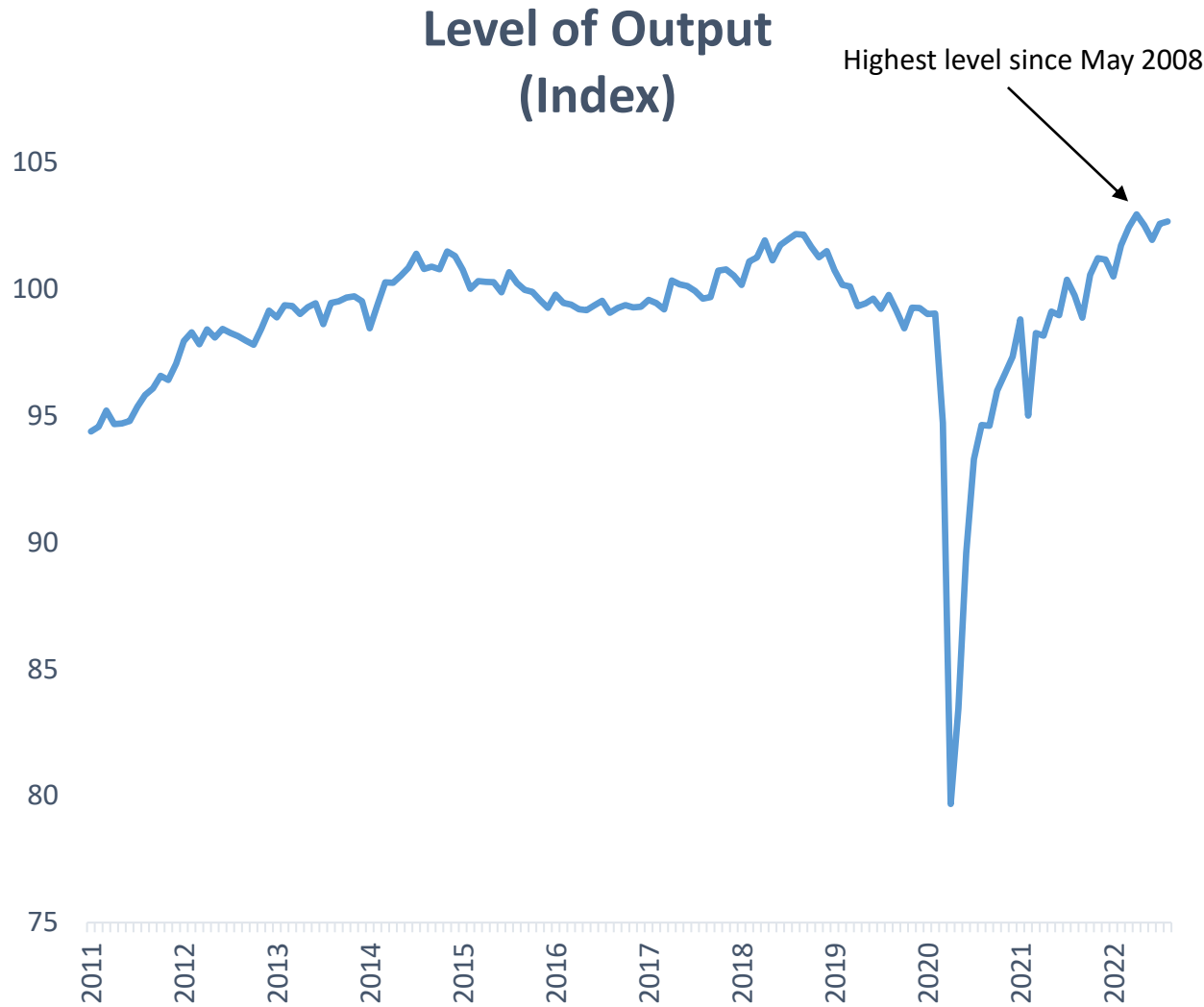


Annual Percent Change of Starts



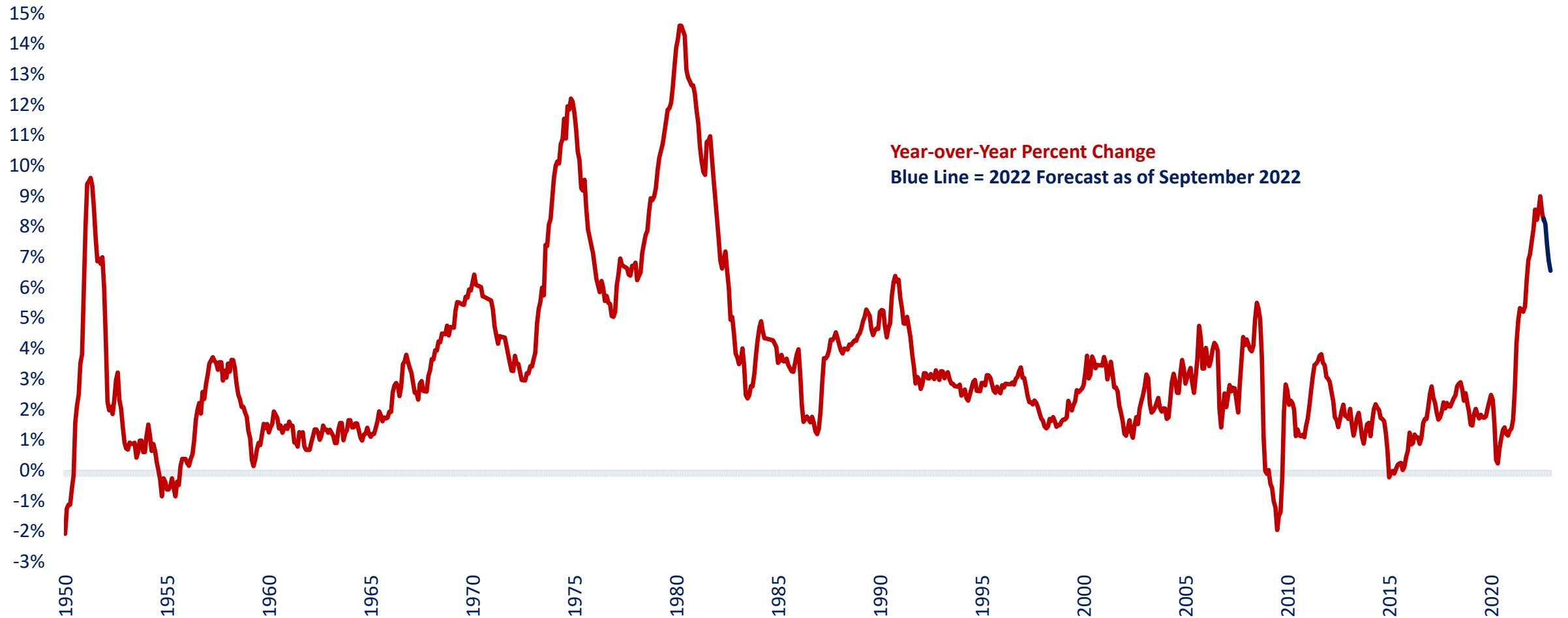
Sources: Census Bureau & ATA

Factory Output



Source: Federal Reserve & ATA

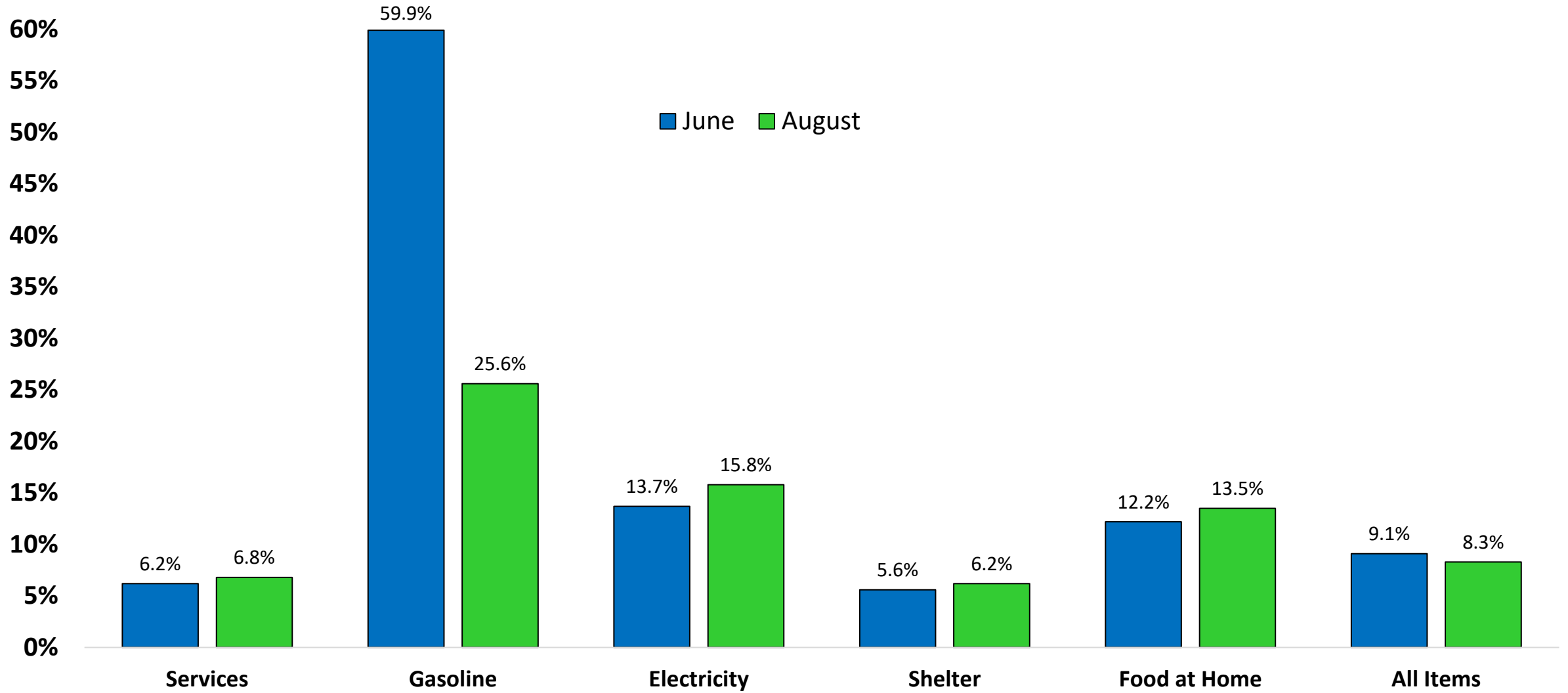
Consumer Price Index



Sources: BLS & ATA

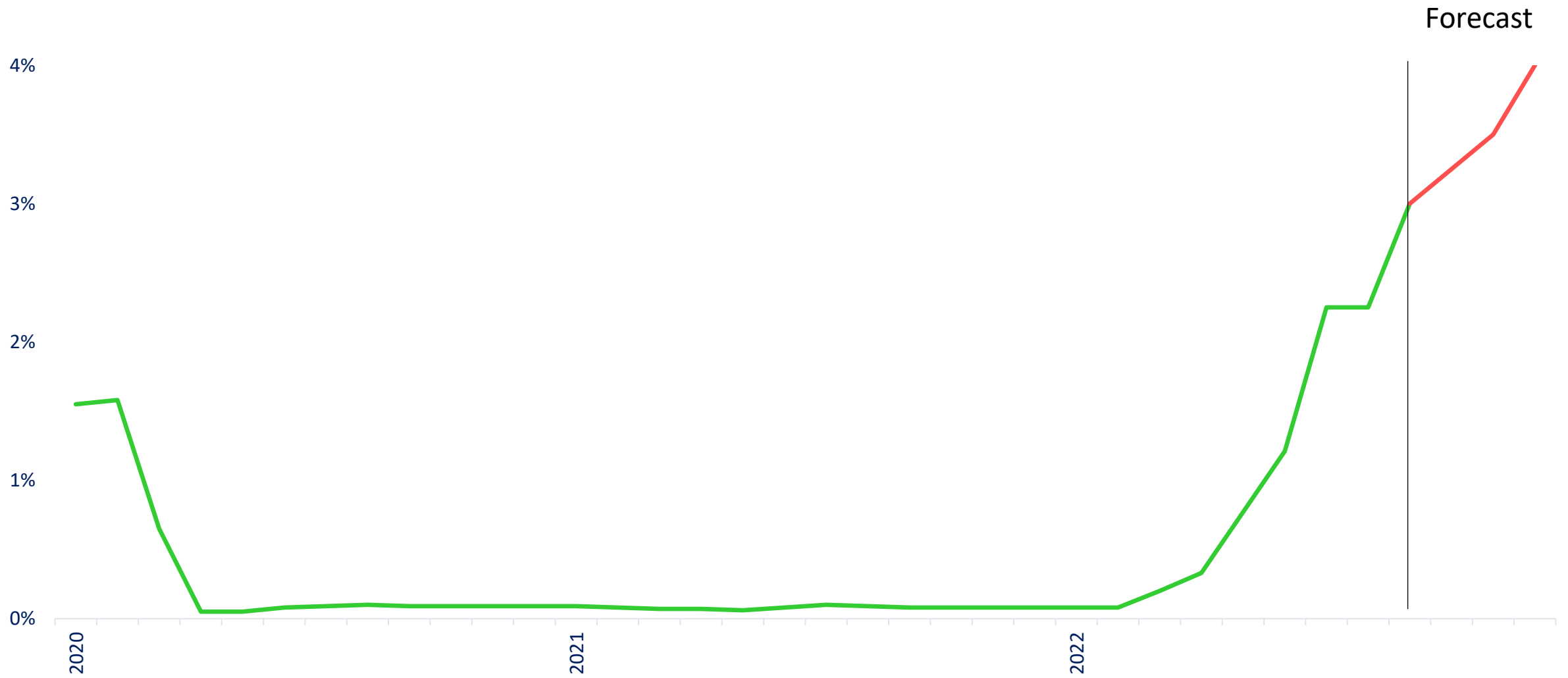
Consumer Prices

Year-over-Year Percent Change



Source: DOL

Fed Funds Interest Rate



Sources: Federal Reserve & ATA

Fed Funds Interest Rate



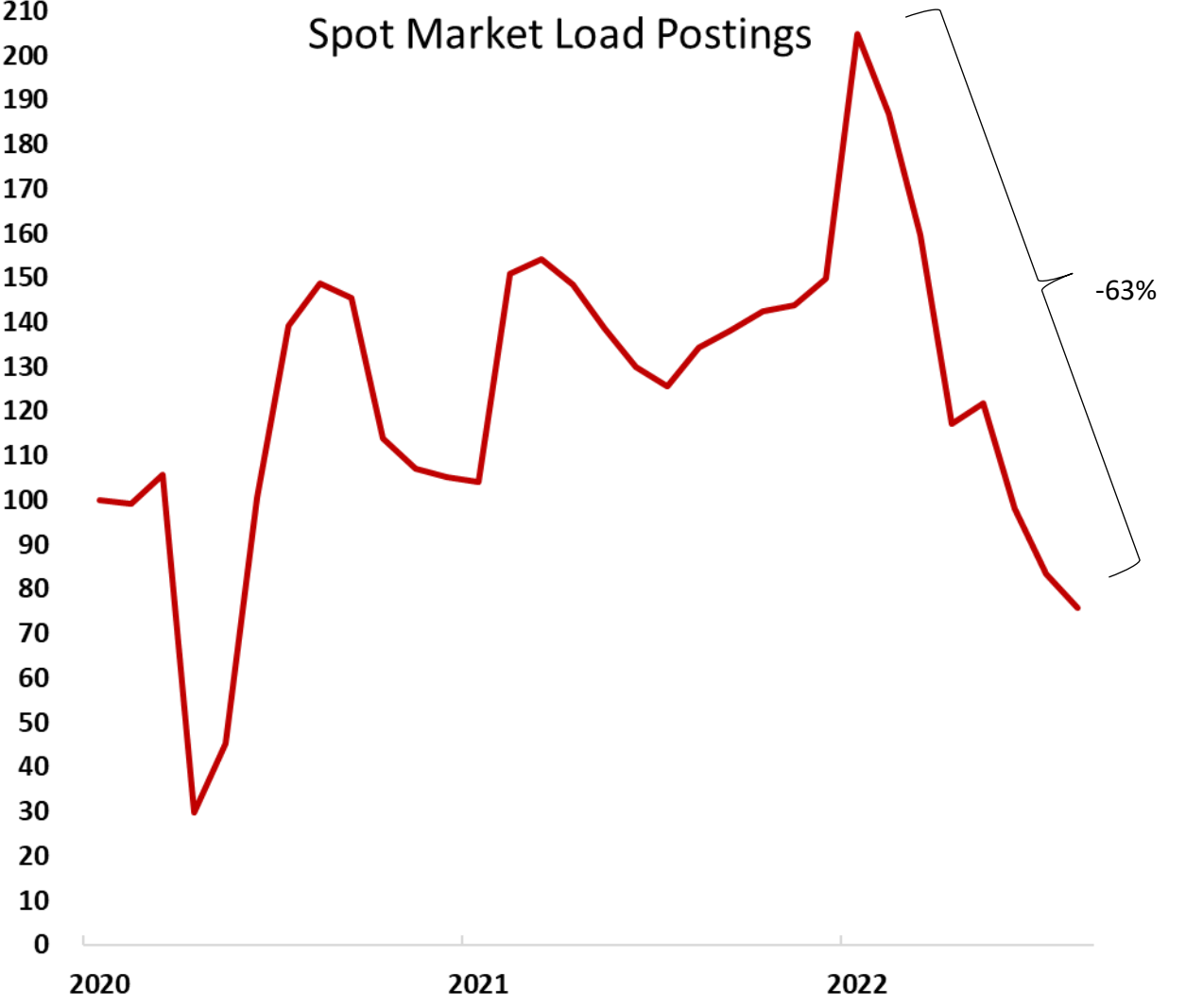
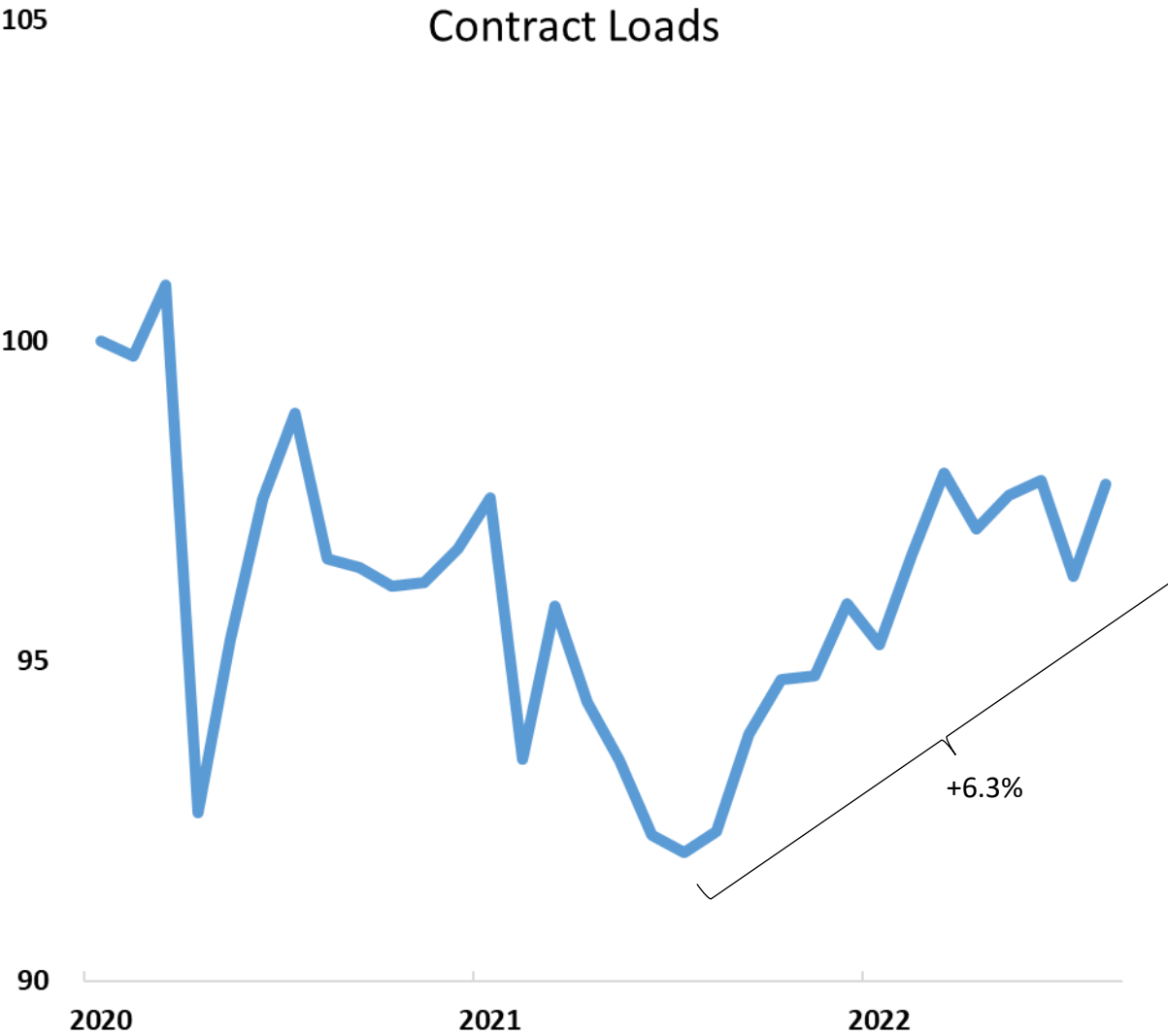
Sources: Federal Reserve & ATA



Trucking Demand

Truckload Loads

(Index; January 2020 = 100)

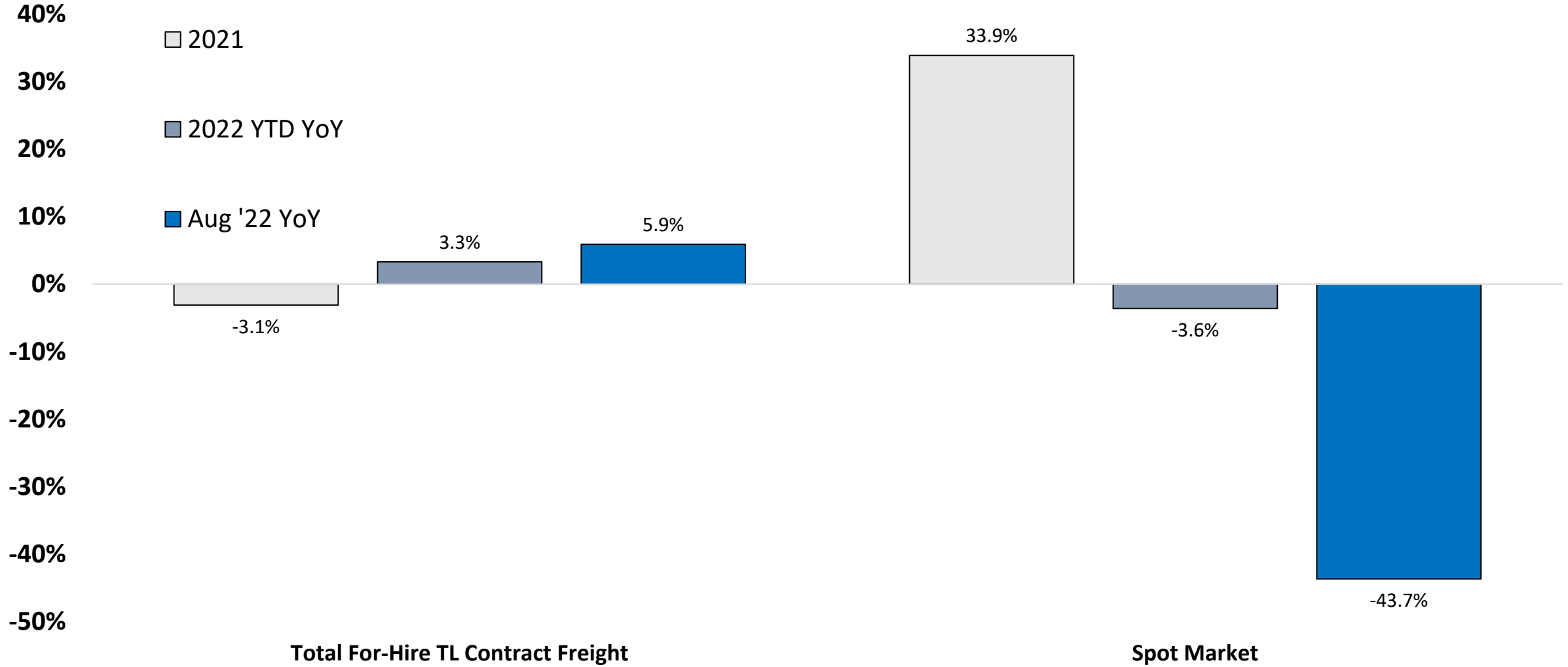


Sources: ATA's Trucking Activity Report & DAT.com



Truckload Market Trends – Total TL Contract vs Spot Market

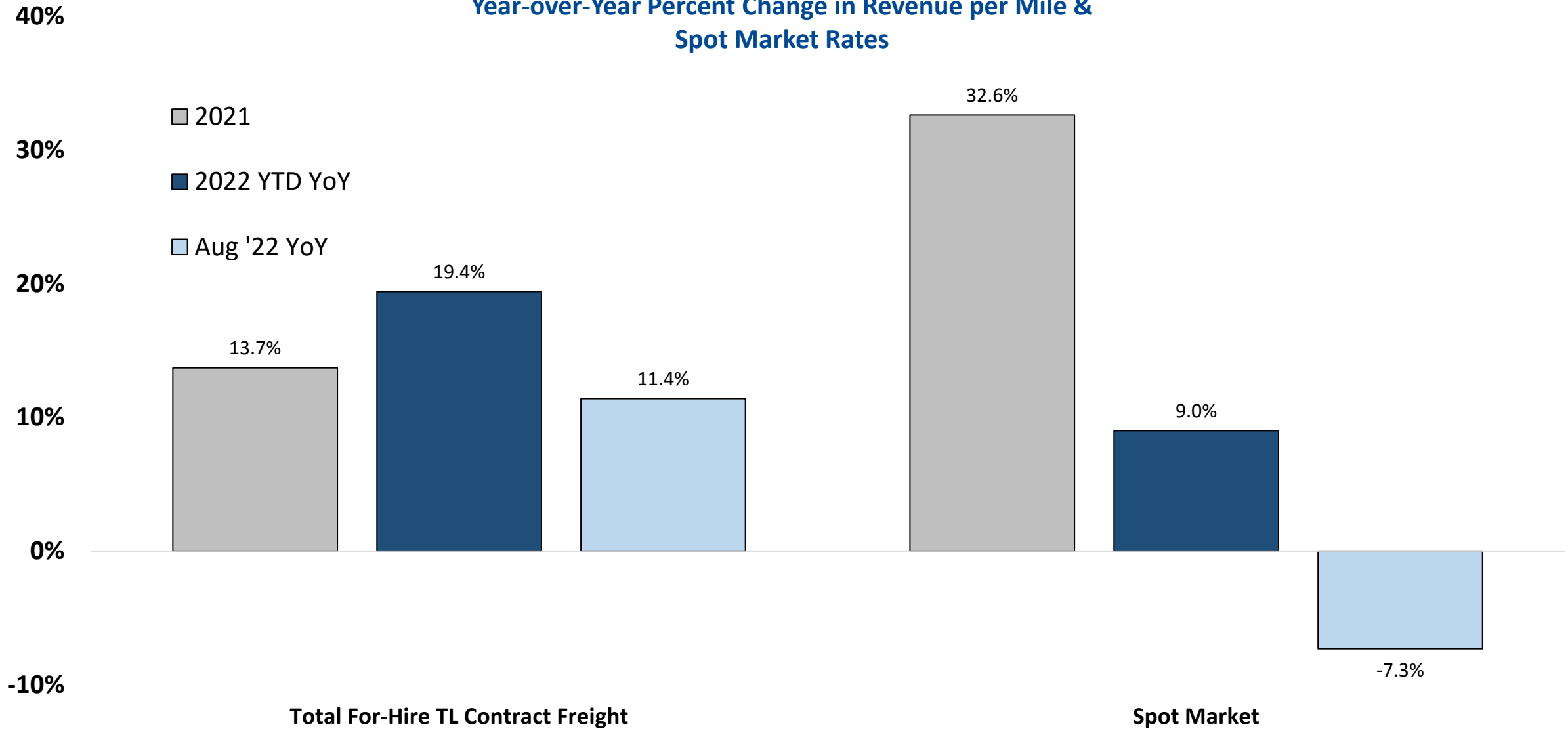
Year-over-Year Percent Change in Loads



Sources: ATA's Trucking Activity Report & DAT.com

Truckload Market Trends – Total TL Contract vs Spot Market Pricing Metrics

Year-over-Year Percent Change in Revenue per Mile & Spot Market Rates

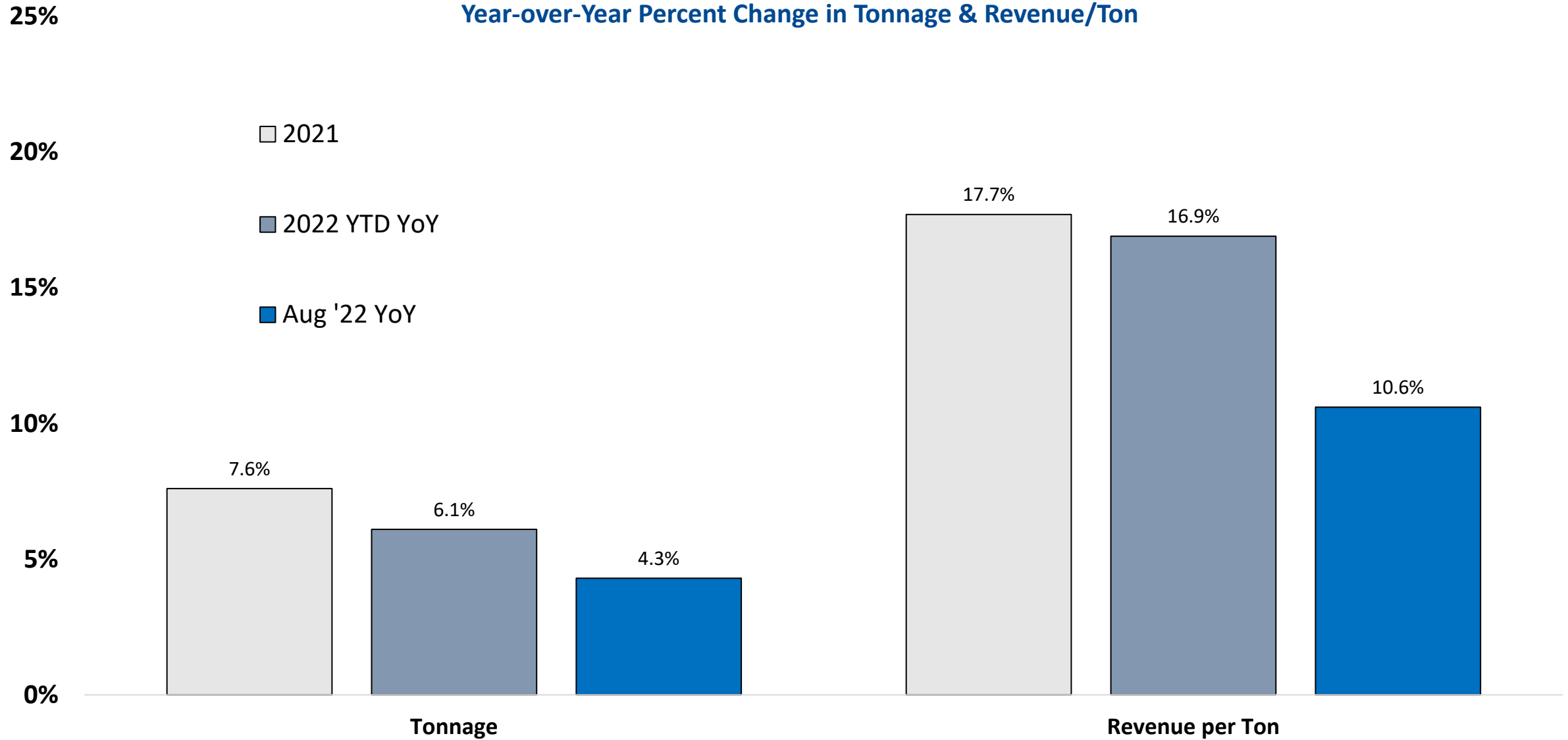


Sources: ATA's Trucking Activity Report & DAT.com

- Contract freight is average revenue per mile excluding fuel surcharge revenue

LTL Market Trends

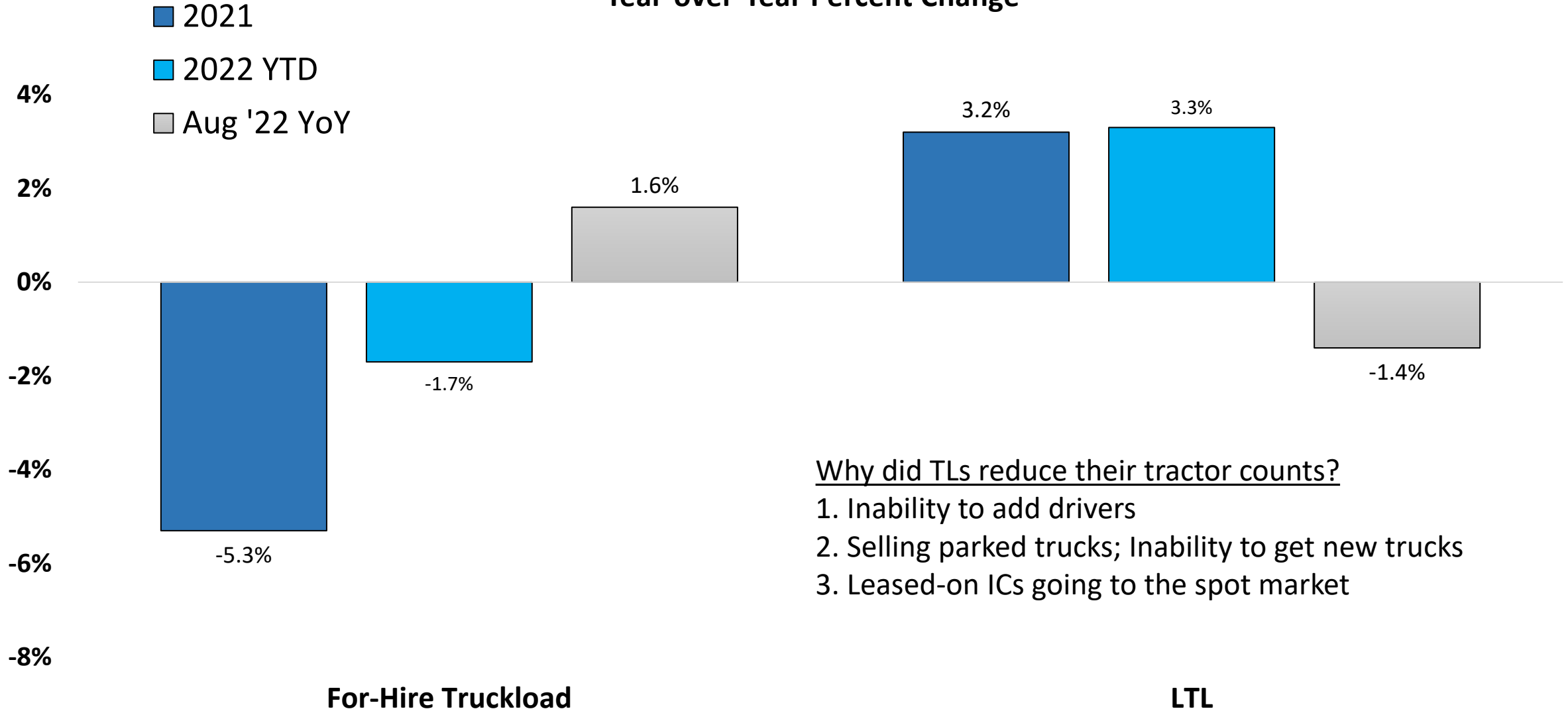
Year-over-Year Percent Change in Tonnage & Revenue/Ton



Trucking Supply

For-Hire Contract Carrier Power Units

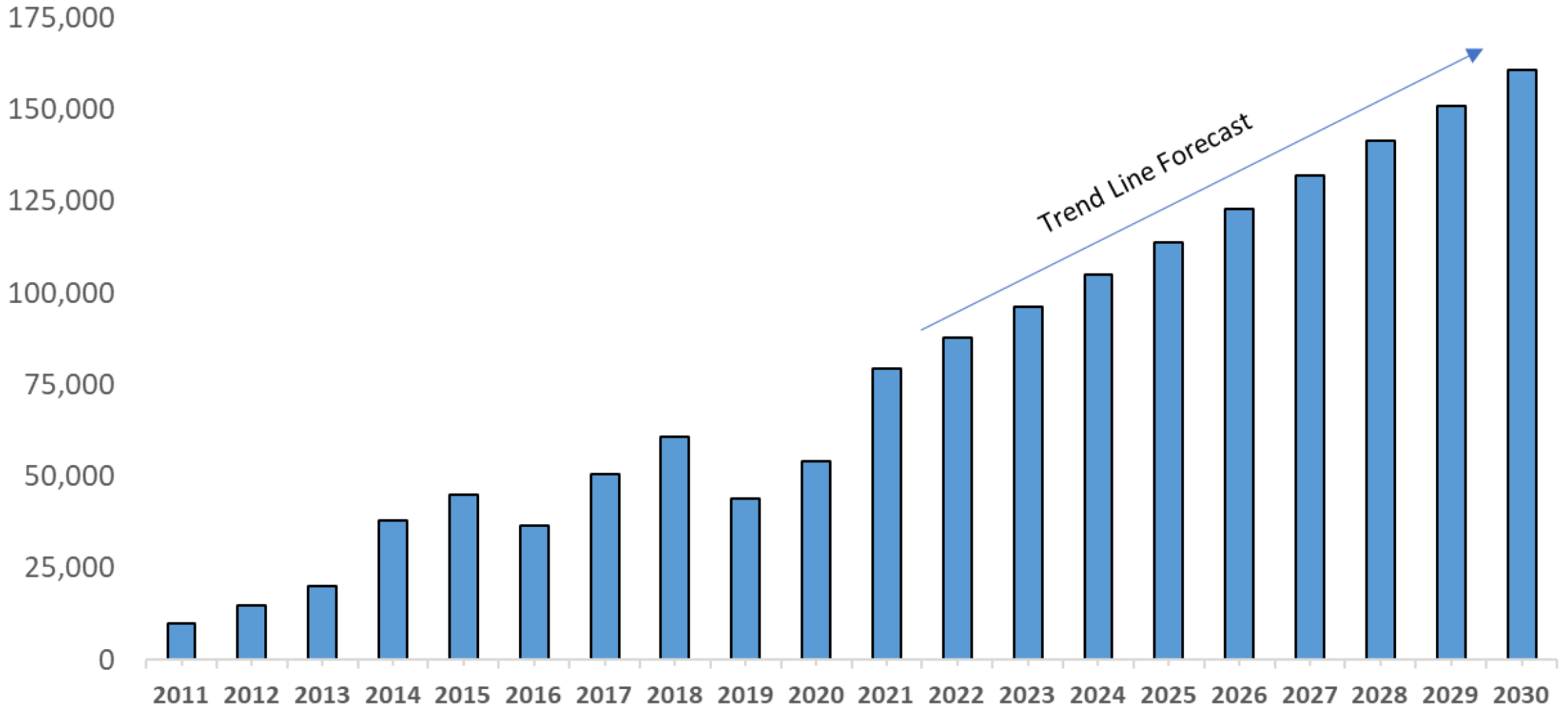
Year-over-Year Percent Change



Why did TLs reduce their tractor counts?

1. Inability to add drivers
2. Selling parked trucks; Inability to get new trucks
3. Leased-on ICs going to the spot market

Truck Driver Shortage



Source: ATA

The Driver Shortage is Not Unique to the United States

Examples from Around the World

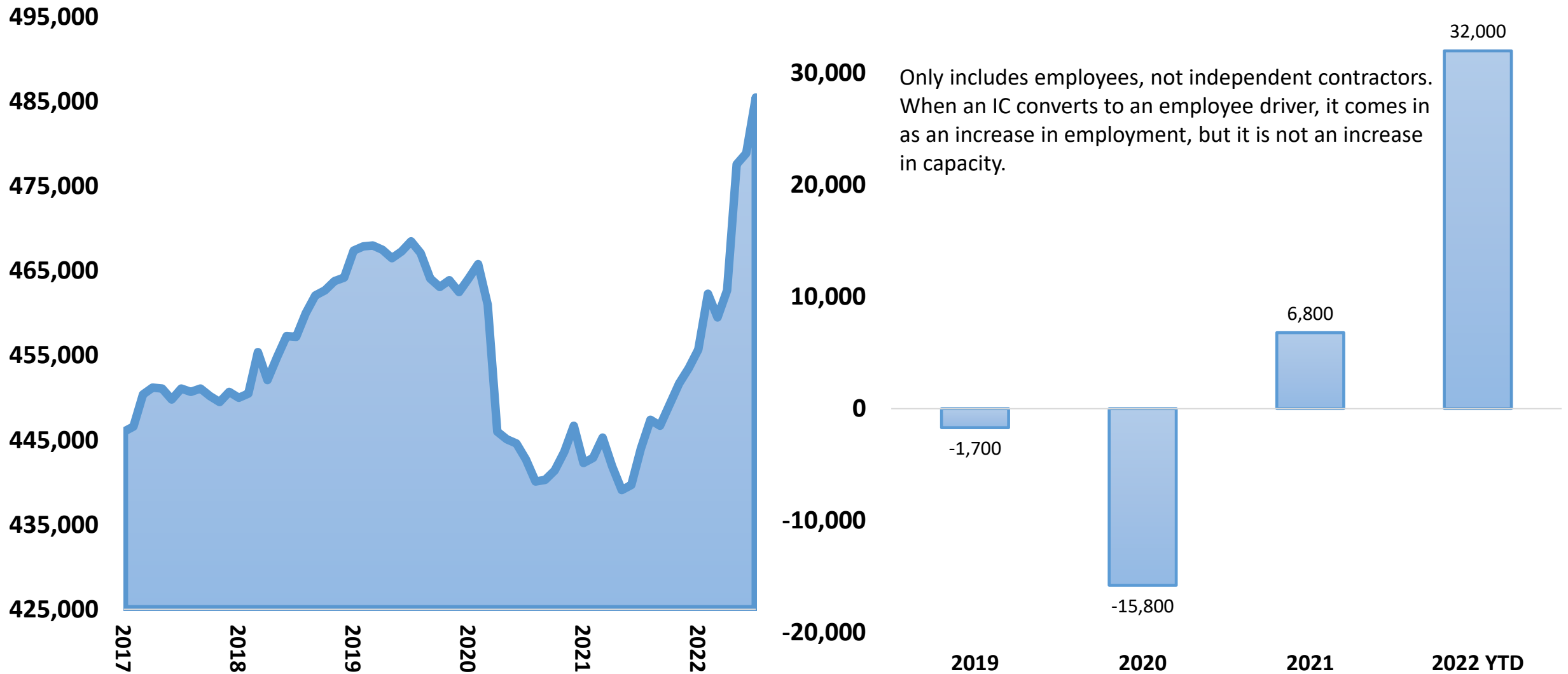
- Argentina 45,000 unfilled truck driver jobs
- China 1.8 million unfilled truck driver jobs
- Germany 57,000 – 80,000 unfilled truck driver jobs
- Italy Up to 20,000 drivers short
- Mexico 54,000 unfilled truck driver jobs
- Romania 71,000 unfilled truck driver jobs
- Spain Up to 20,000 unfilled truck driver jobs
- Turkey 82,000 unfilled truck driver jobs
- United States Roughly 80,000 drivers short

Note: unfilled jobs numbers will be higher than an actual shortage number

Source: ATA & IRU

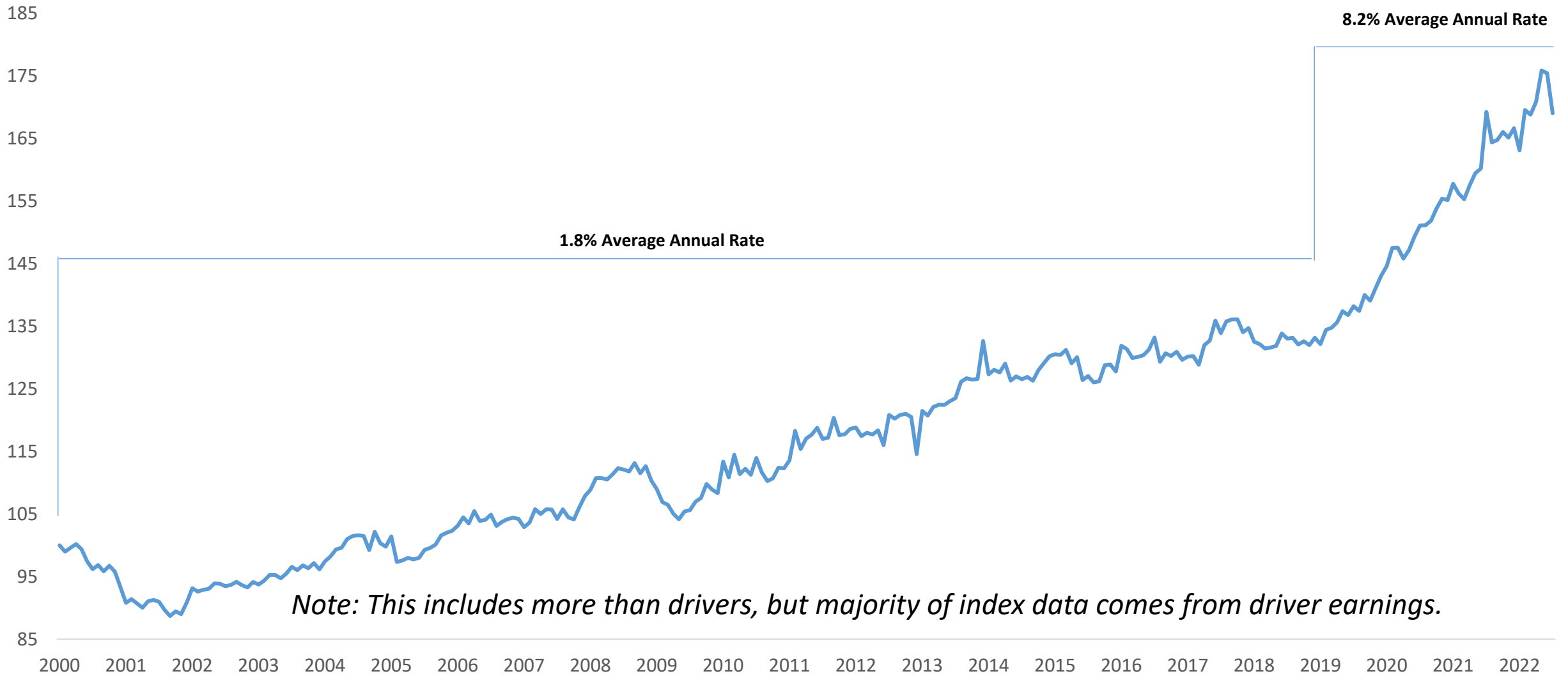
For-Hire, General Freight Long-Haul Truckload Employment – Non-Supervisory and Production Occupations Only

(Includes more than drivers, but drivers are the vast majority of this category)



Source: Department of Labor

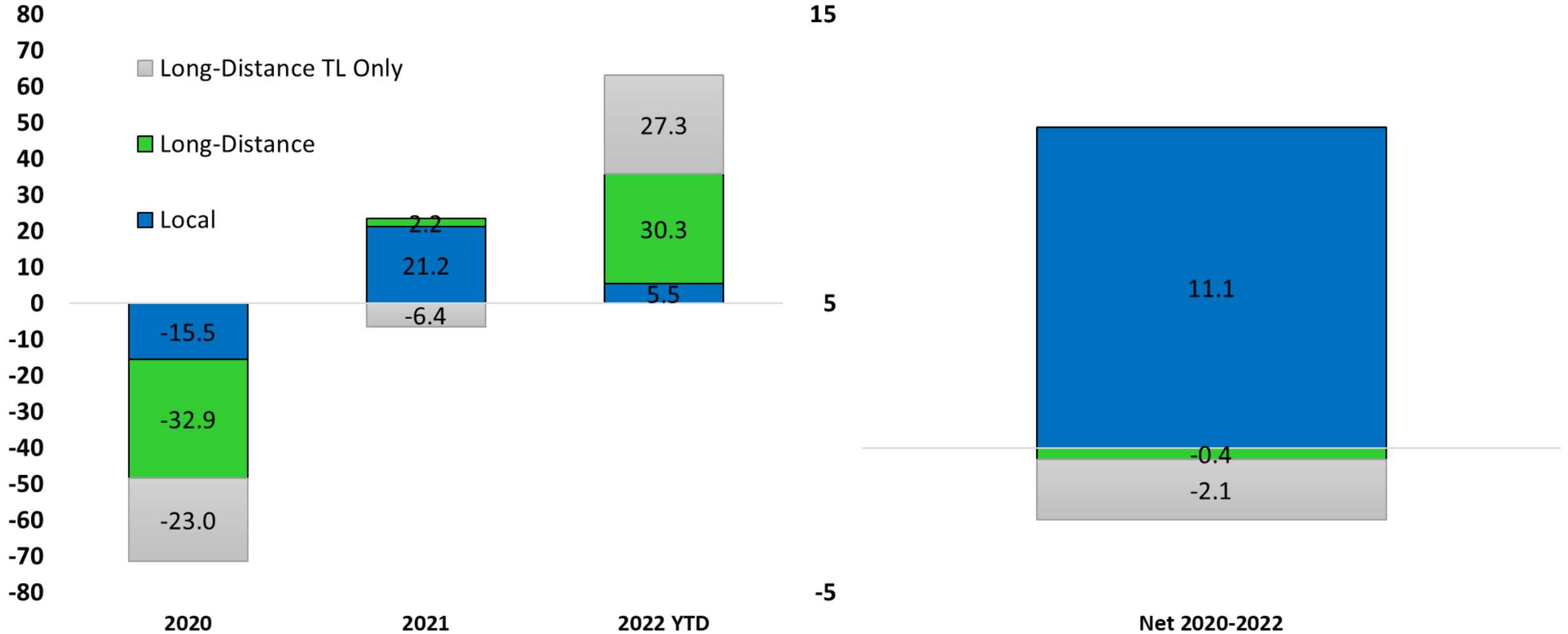
Index of Average Weekly Earnings for Production & Nonsupervisory Occupations in Long-Distance General Freight Truckload (January 2000 = 100)



Note: This includes more than drivers, but majority of index data comes from driver earnings.

Production & Non-Supervisory Employment by Trucking Sector

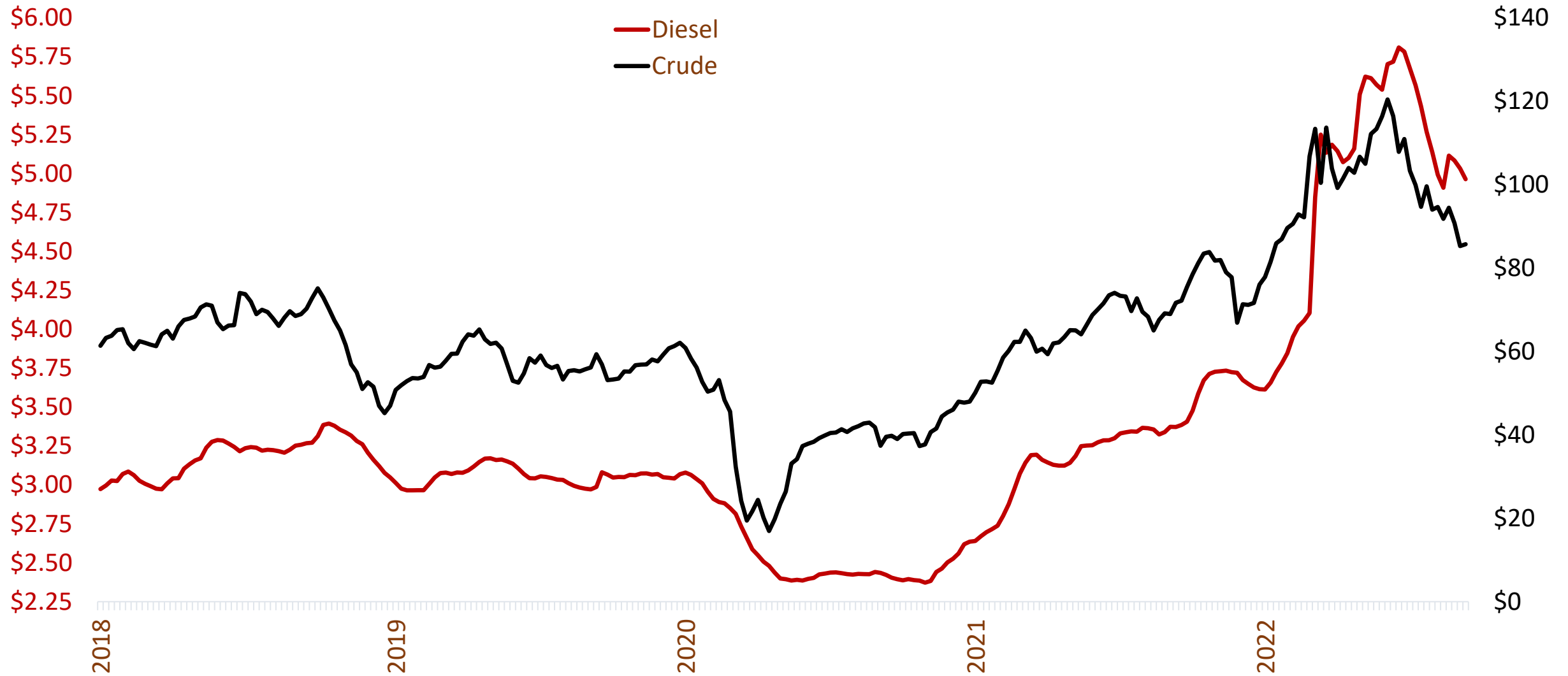
Change in Thousands



Source: DOL

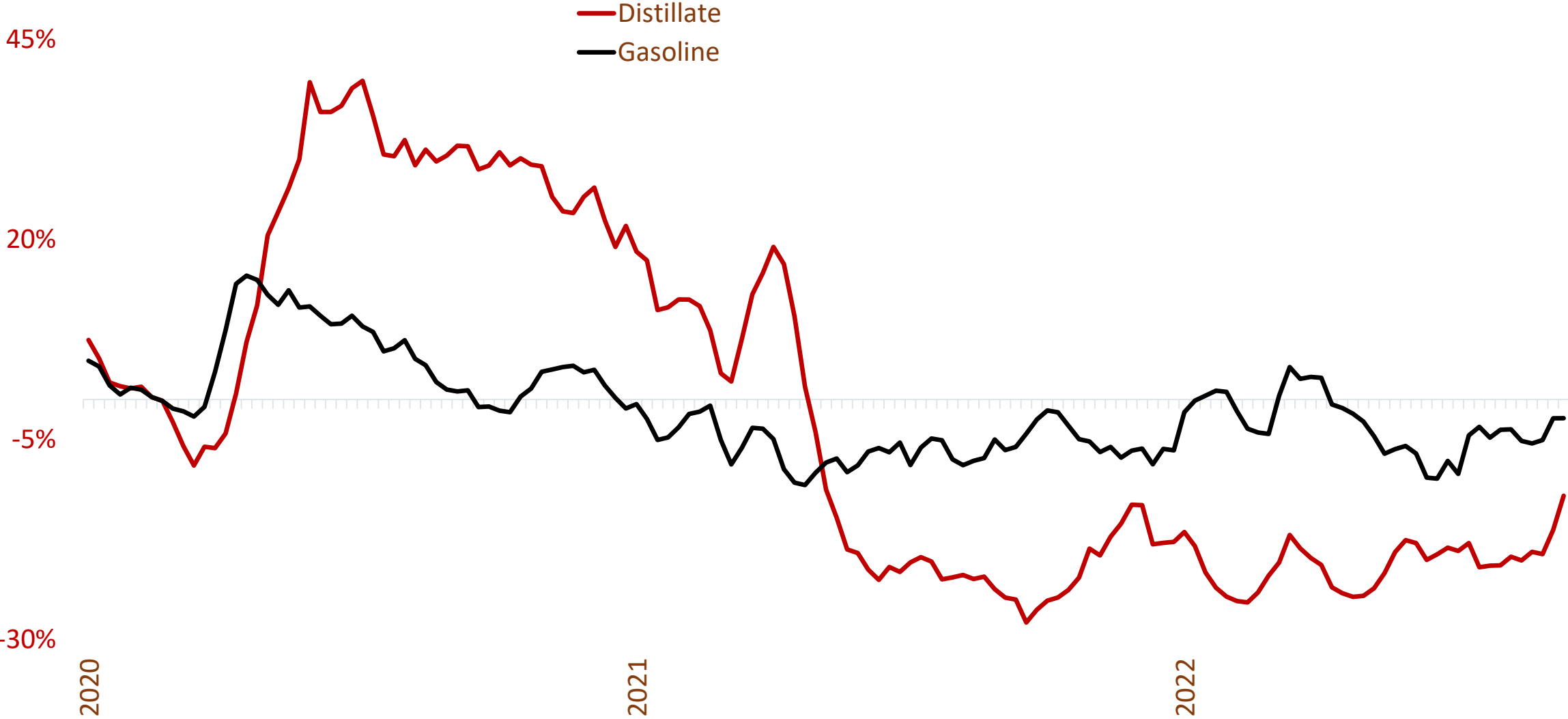
Challenges Ahead Will Lead to Opportunities

Crude & On-Highway Diesel Fuel Prices



Source: Energy Information Administration

Distillate vs Gasoline Inventories Year-over-Year Percent Change

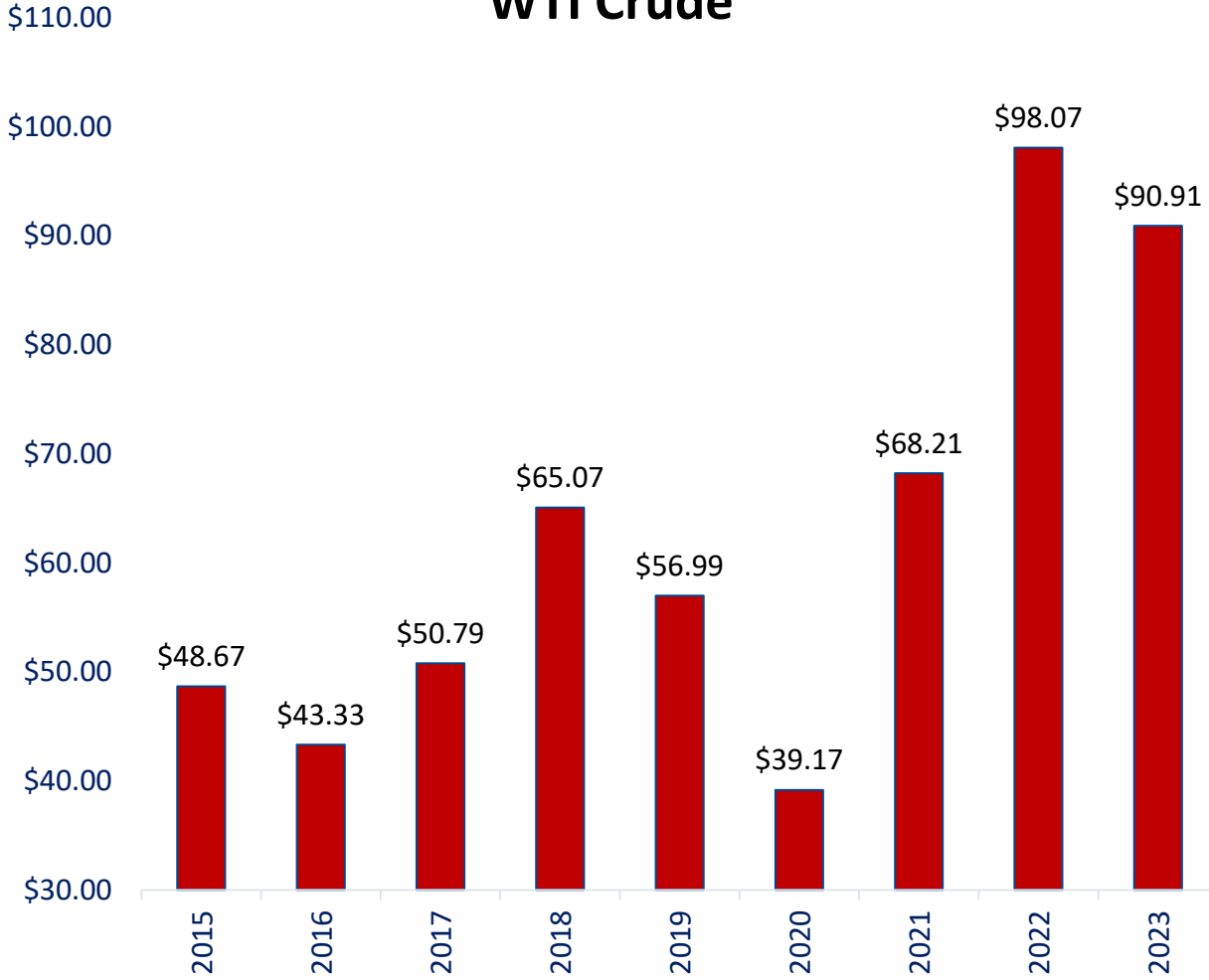


Sources: Energy Information Administration & ATA

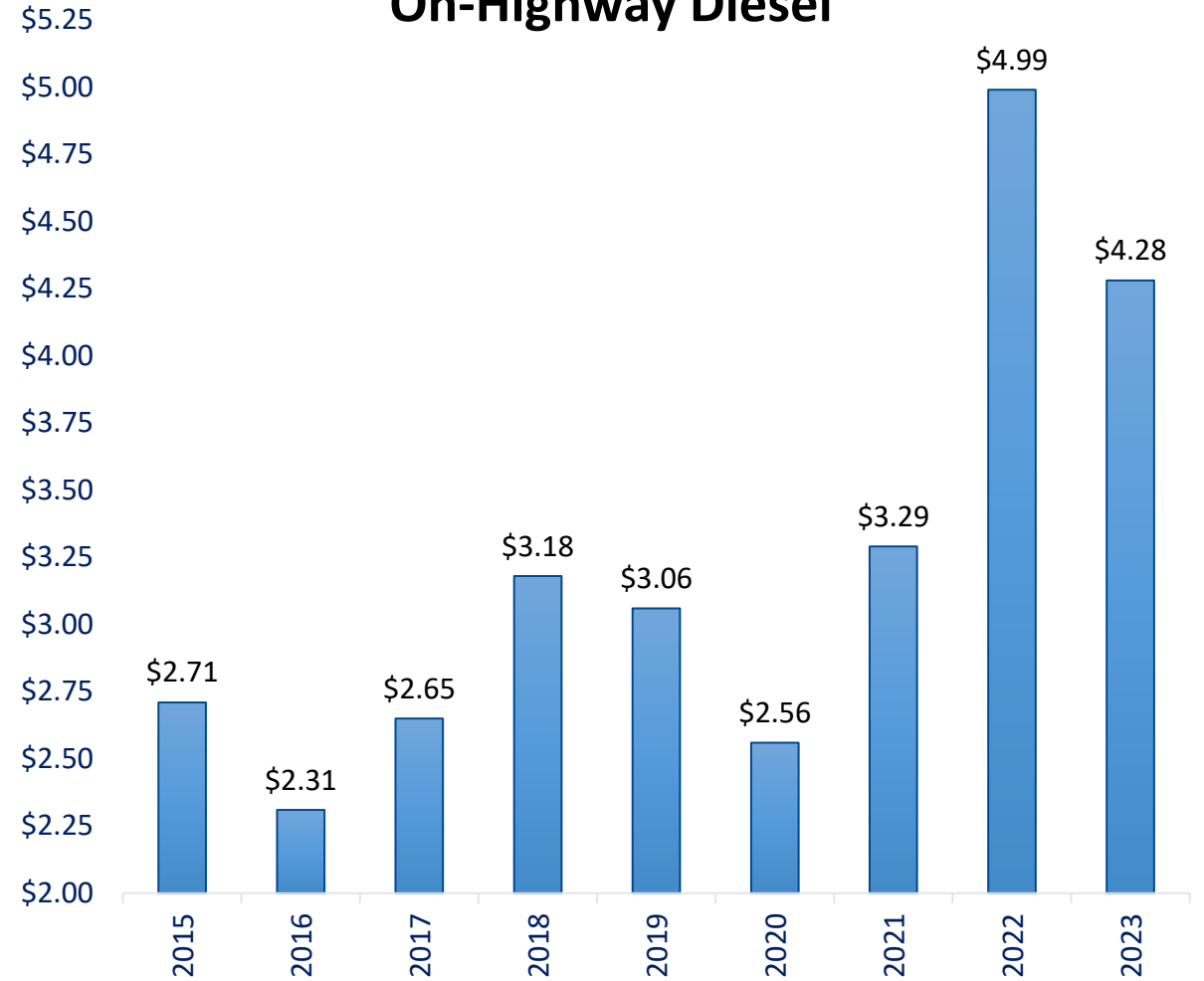


Fuel Prices & Forecasts

WTI Crude

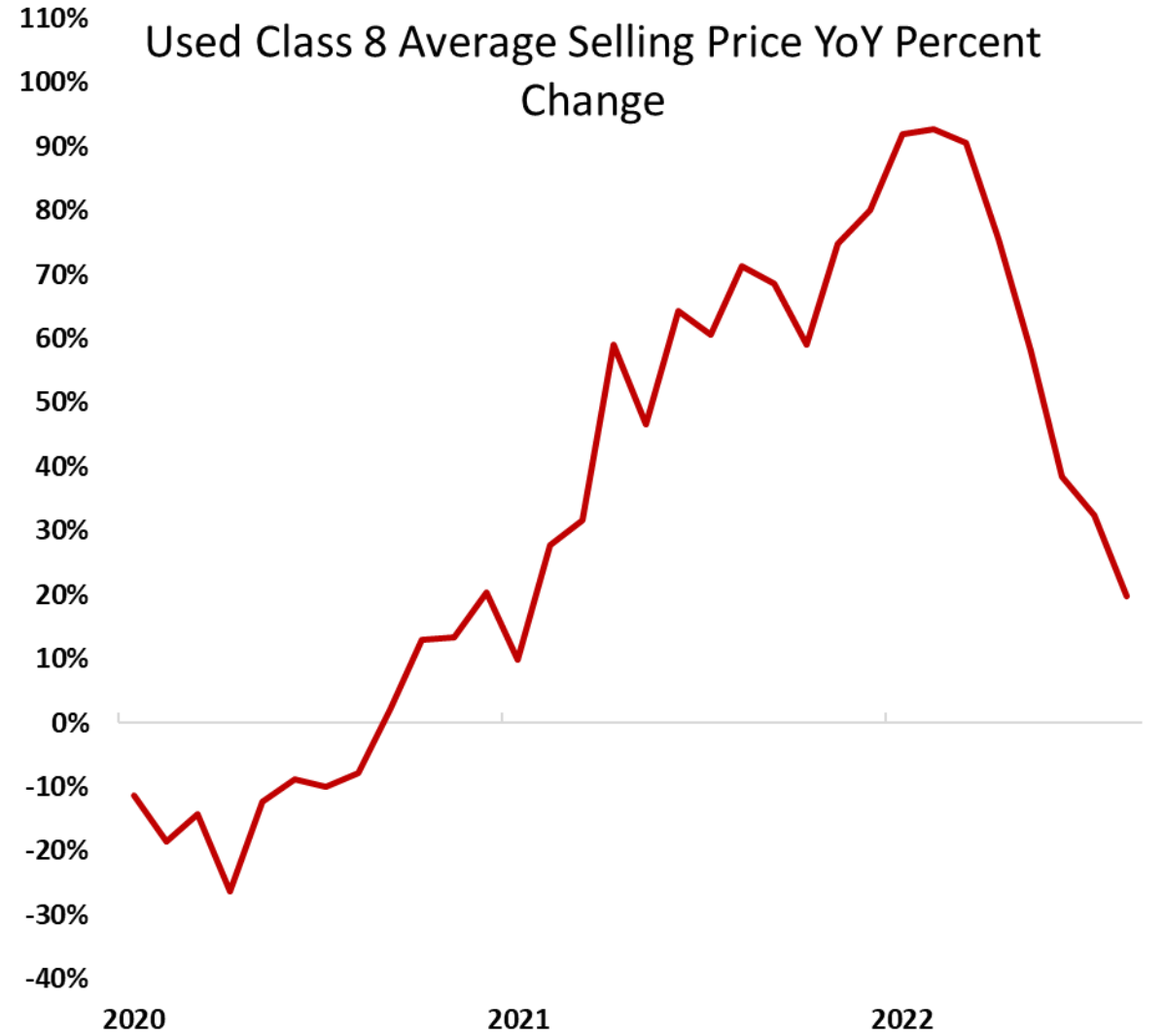
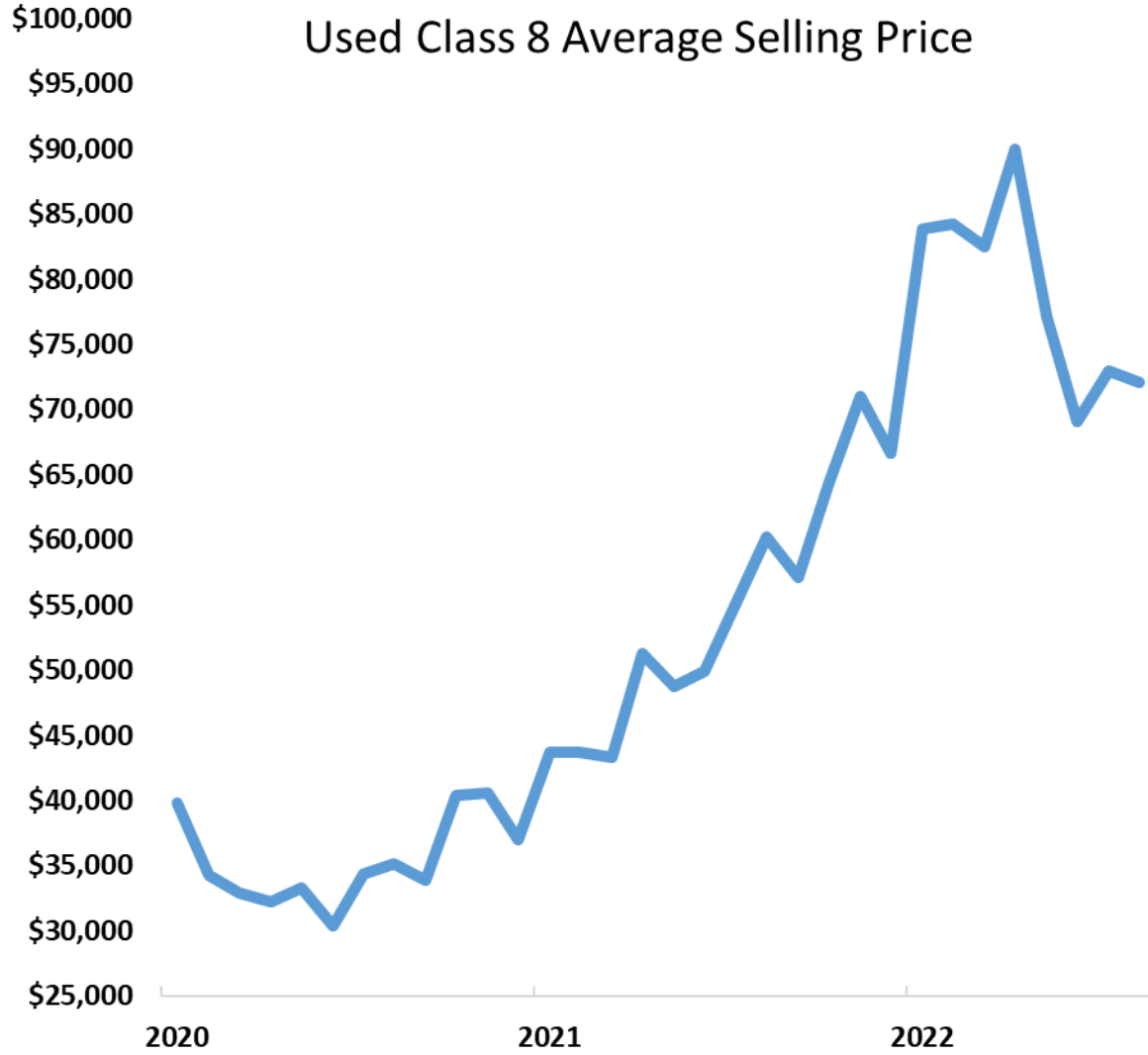


On-Highway Diesel



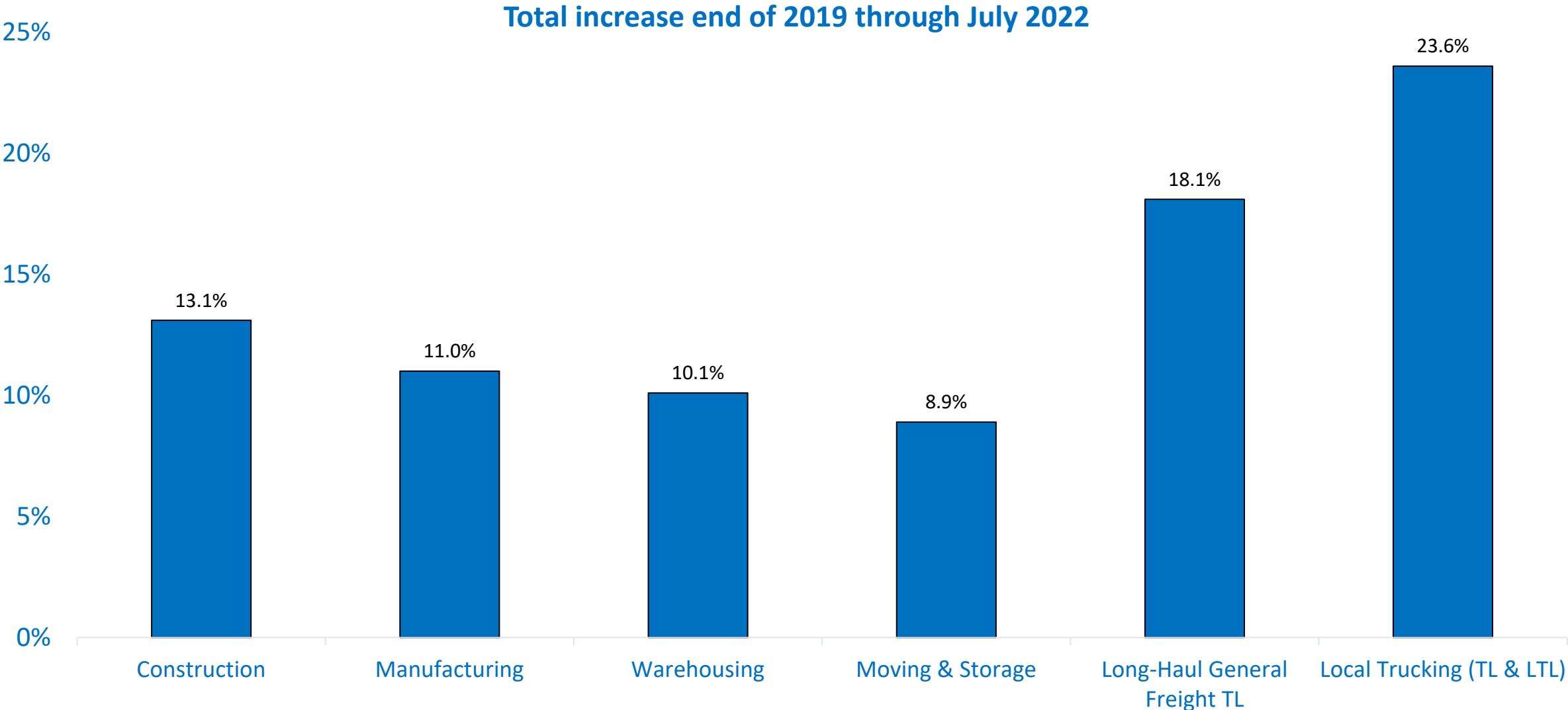
Source: Energy Information Administration

Used Truck Market



Source: ACT Research

Average Weekly Earnings for Production & Non-Supervisory Workers by Industry



Sources: DOL & ATA



Thanks!