



***AMERICAN  
TRUCKING  
ASSOCIATIONS***



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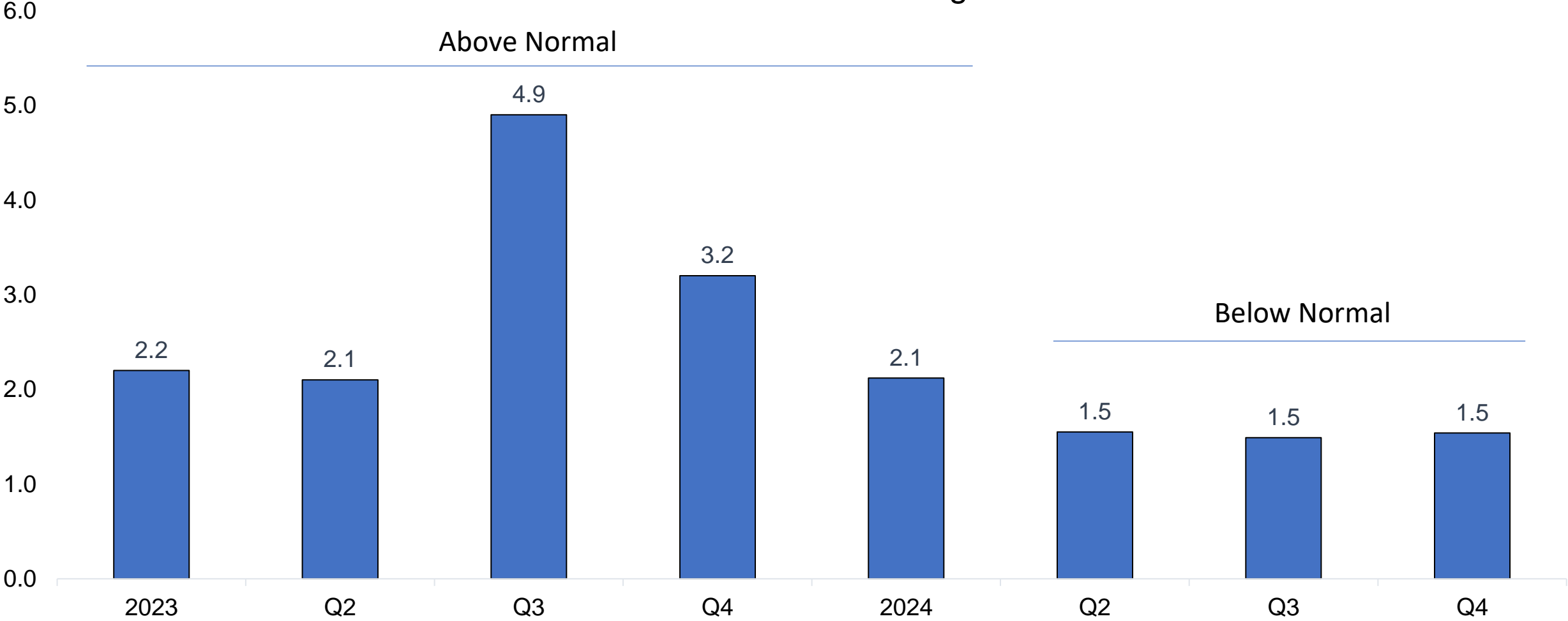
# Economic and Industry Update

NC League of Transportation & Logistics

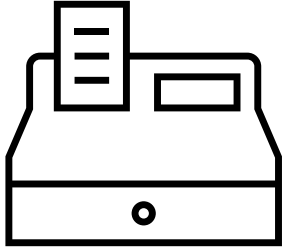
3.14.24

# Real Gross Domestic Product

Annualized Percent Change



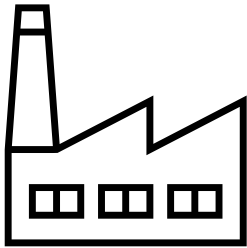
# Three Big Sources of Truck Freight



**Household Consumption/Retail**



**Construction: Home & Non-residential**



**Factory & Industrial**



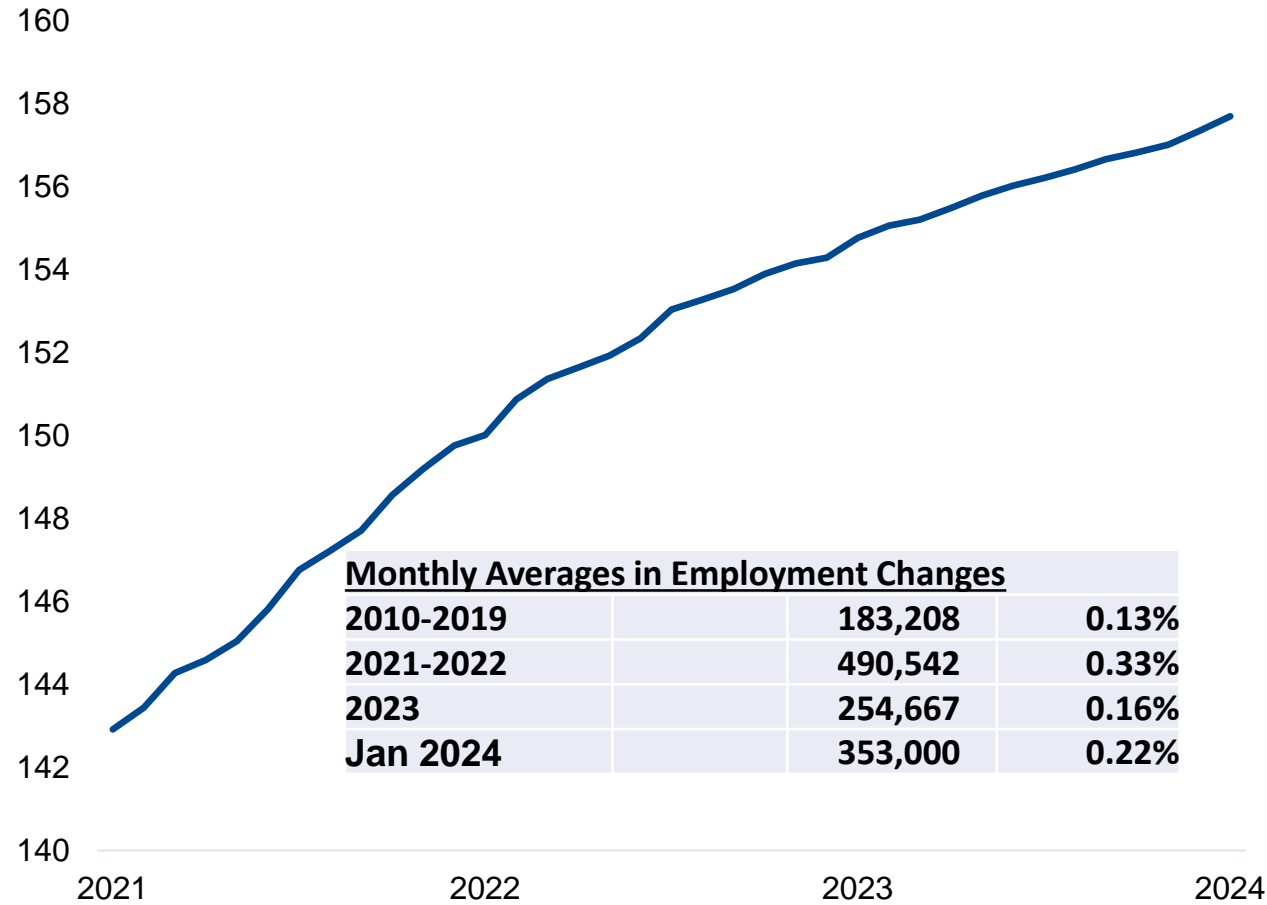
# Household Consumption/Retail



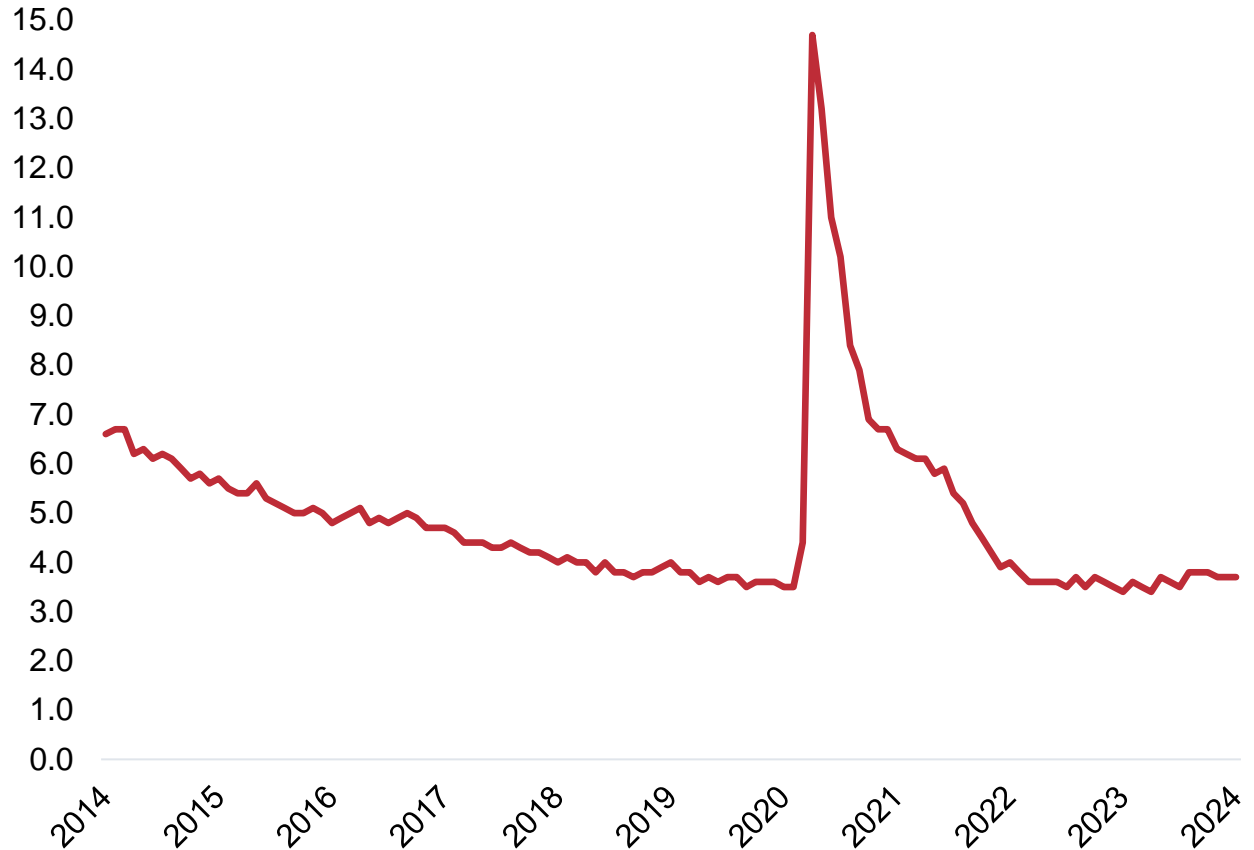
# Key U.S. Employment Metrics

## Payroll Employment

Seasonally Adjusted, Non-farm, Millions



## Unemployment Rate

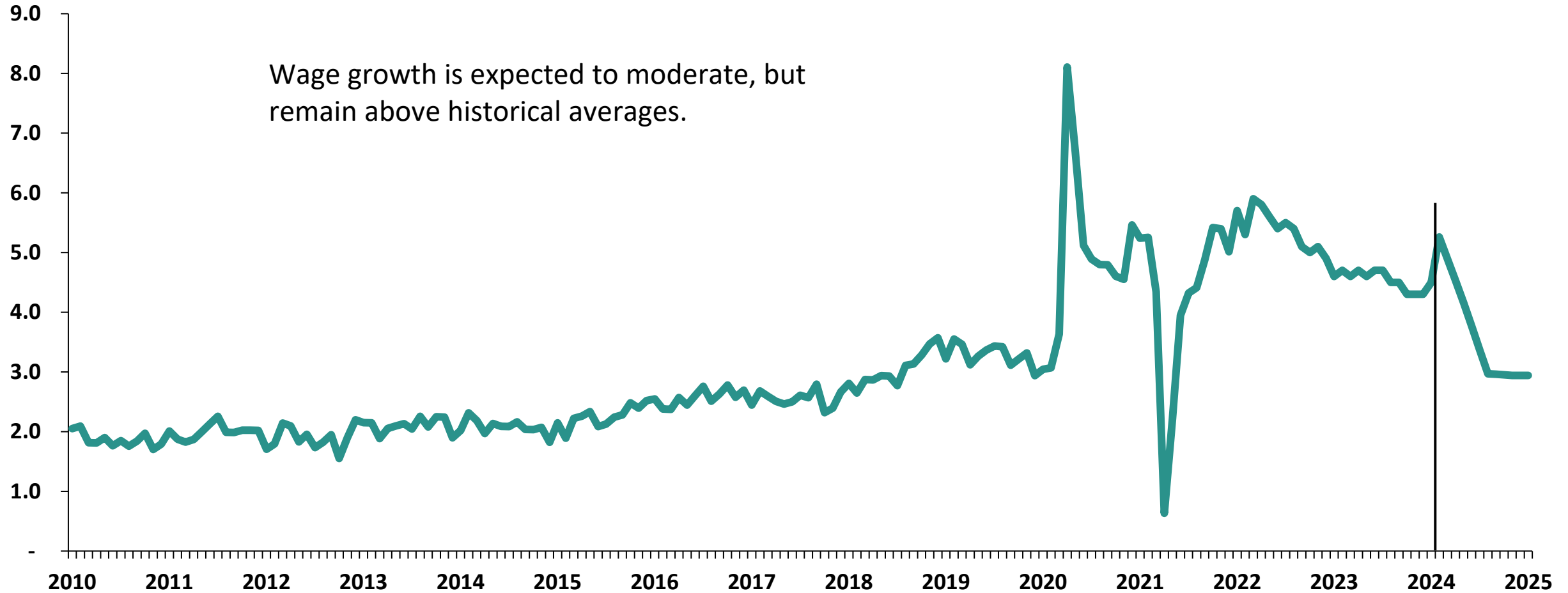




# Average Hourly Earnings of All Employees, Total Private Sector

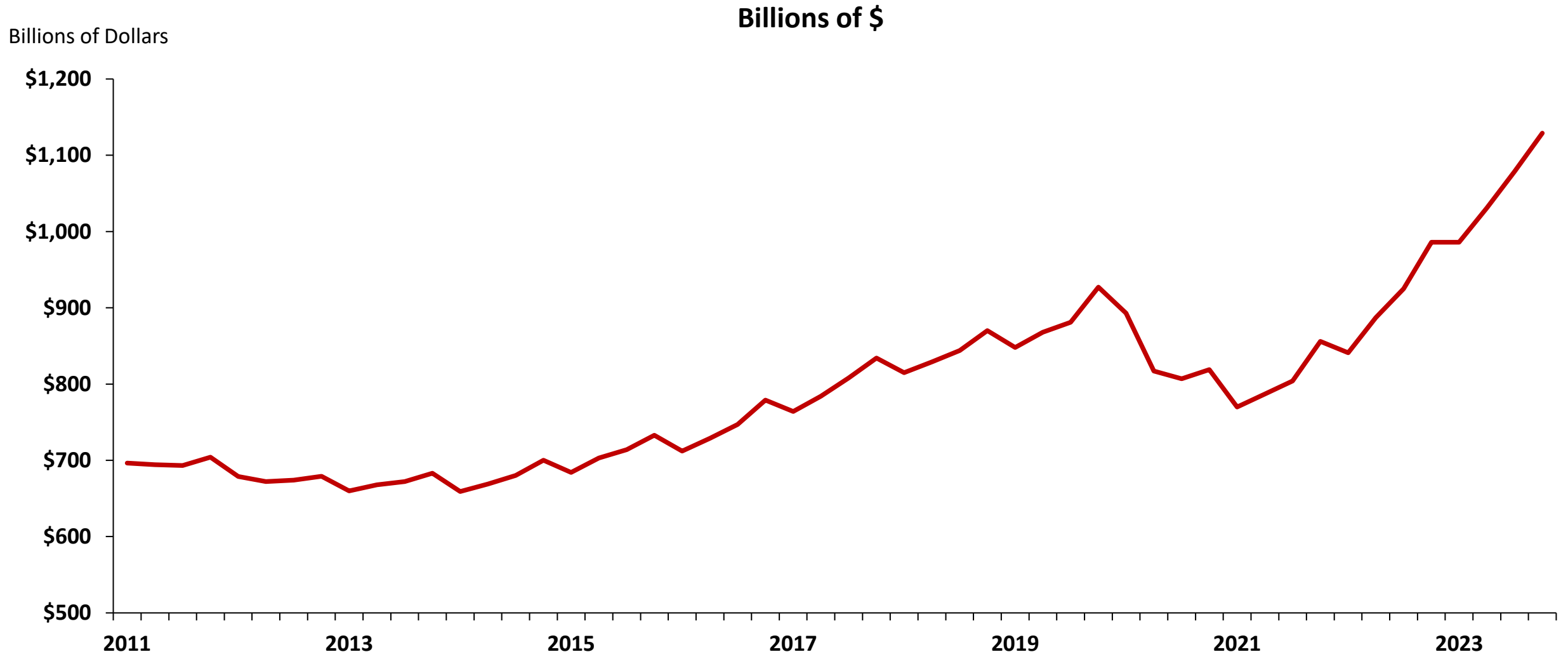
## Year-over-Year Growth

Percent





# Consumers Now Have Over \$1.1 Trillion Credit Card Debt



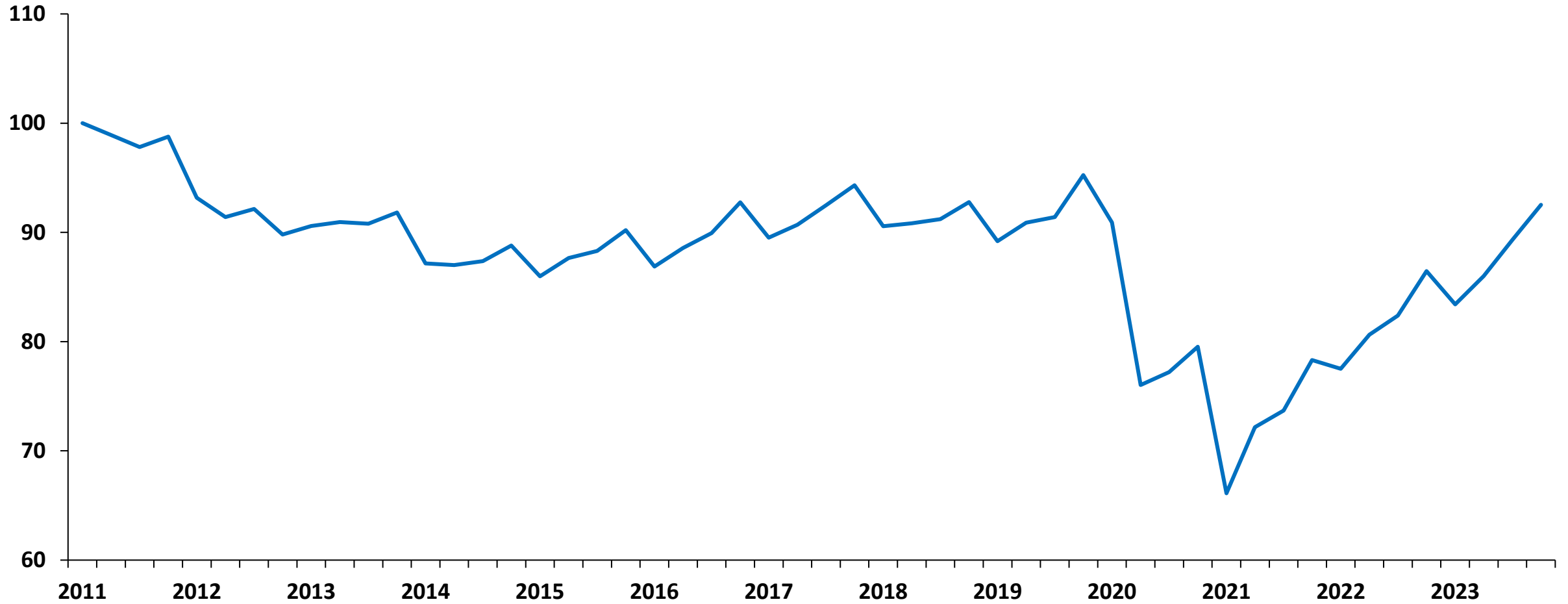




# But, Relative to Incomes, Debt Levels Are Manageable

Index of Credit Card and other Revolving Debt/Disposable Personal Income

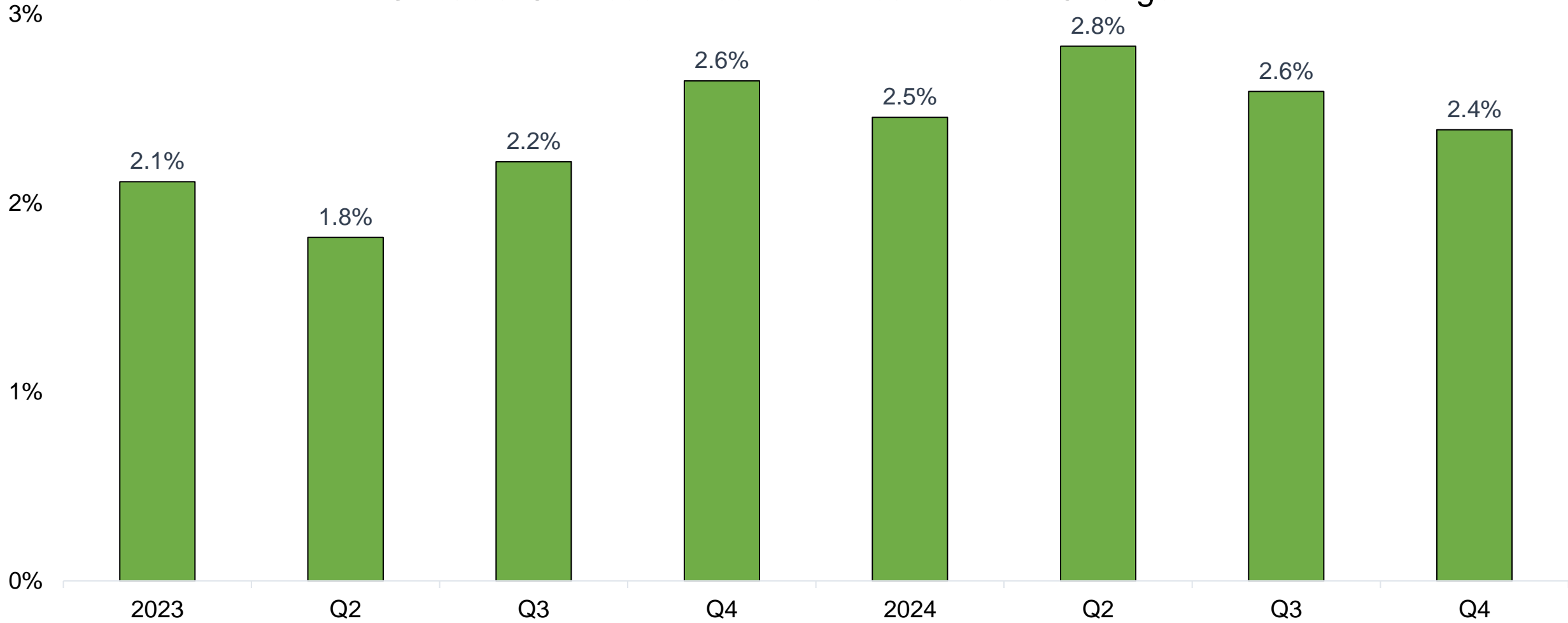
Q1 2011 = 100





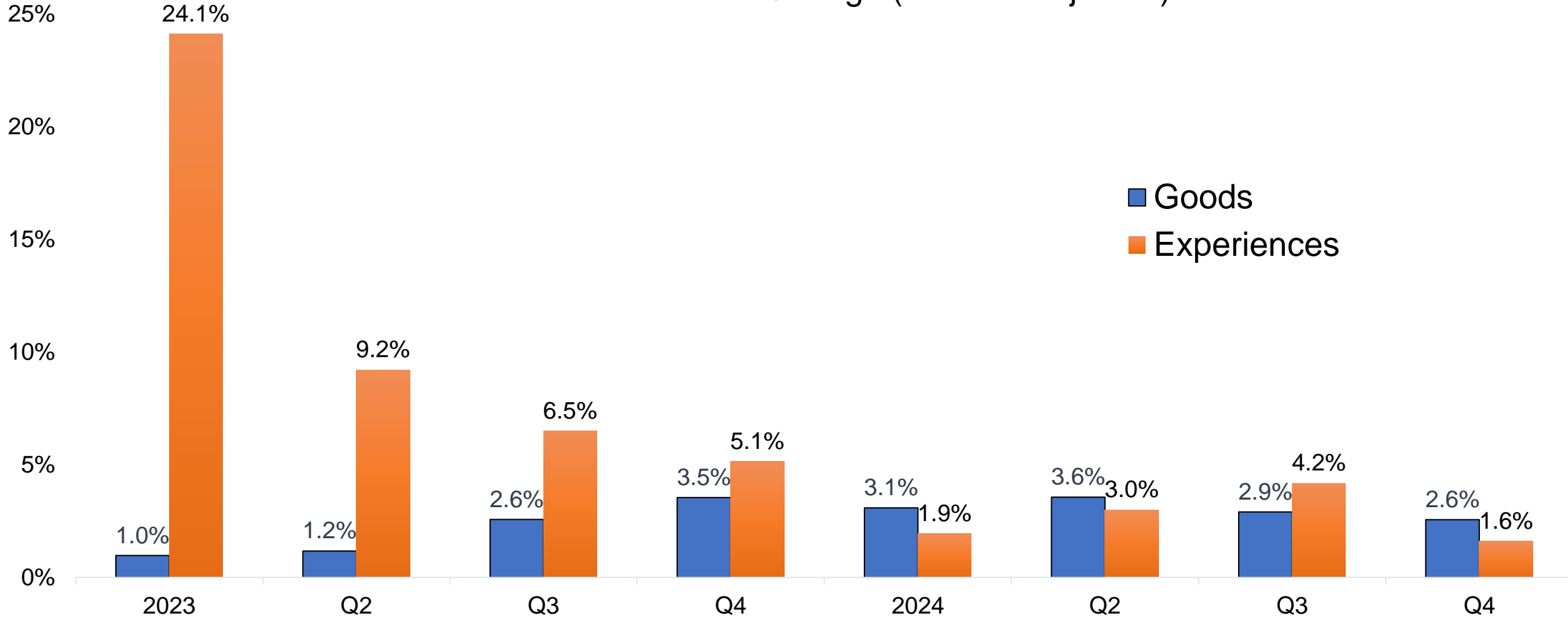
# Real Personal Consumption Expenditures

Goods & Services – Year-over-Year Percent Change



# Consumer Spending – Goods vs Experiences

Year-over-Year Percent Change (Inflation Adjusted)

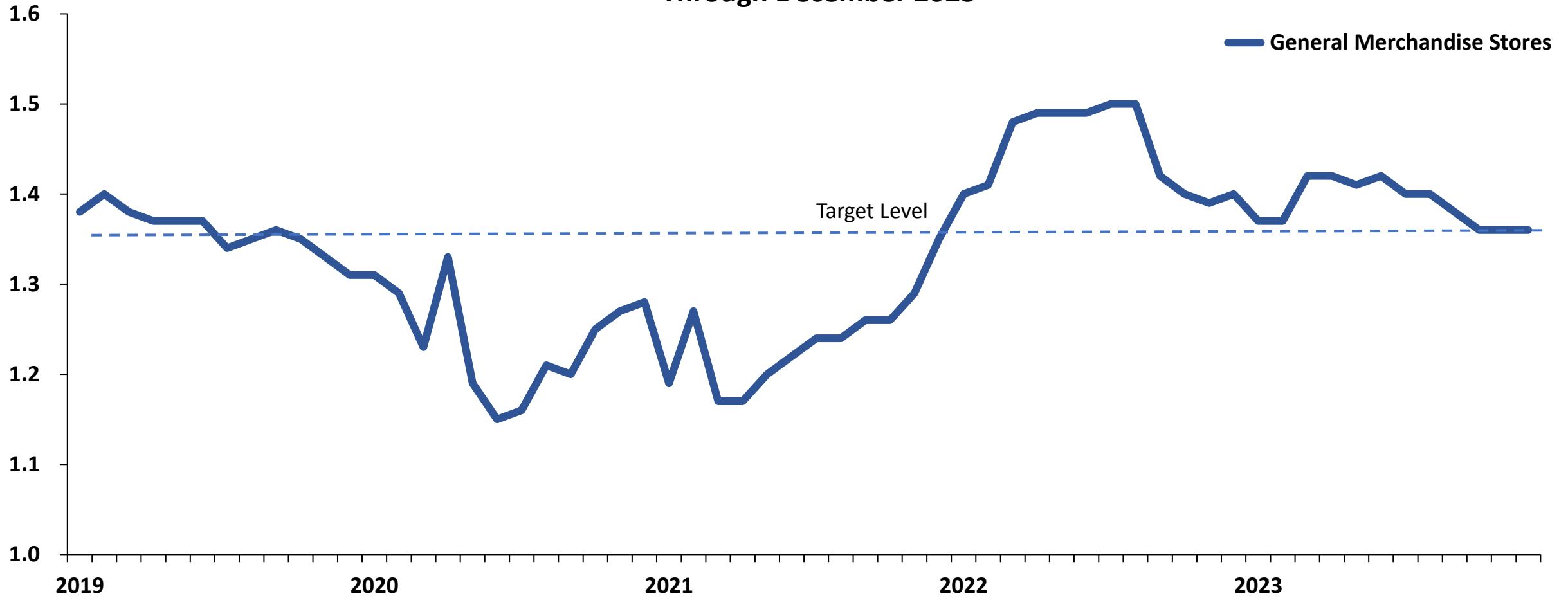


Bottom Line: Spending on Experiences is slowing significantly, while spending on goods is expected to be slightly higher than in 2023.



# Inventory-to-Sales Ratio

Retail I/S Ratio  
Through December 2023

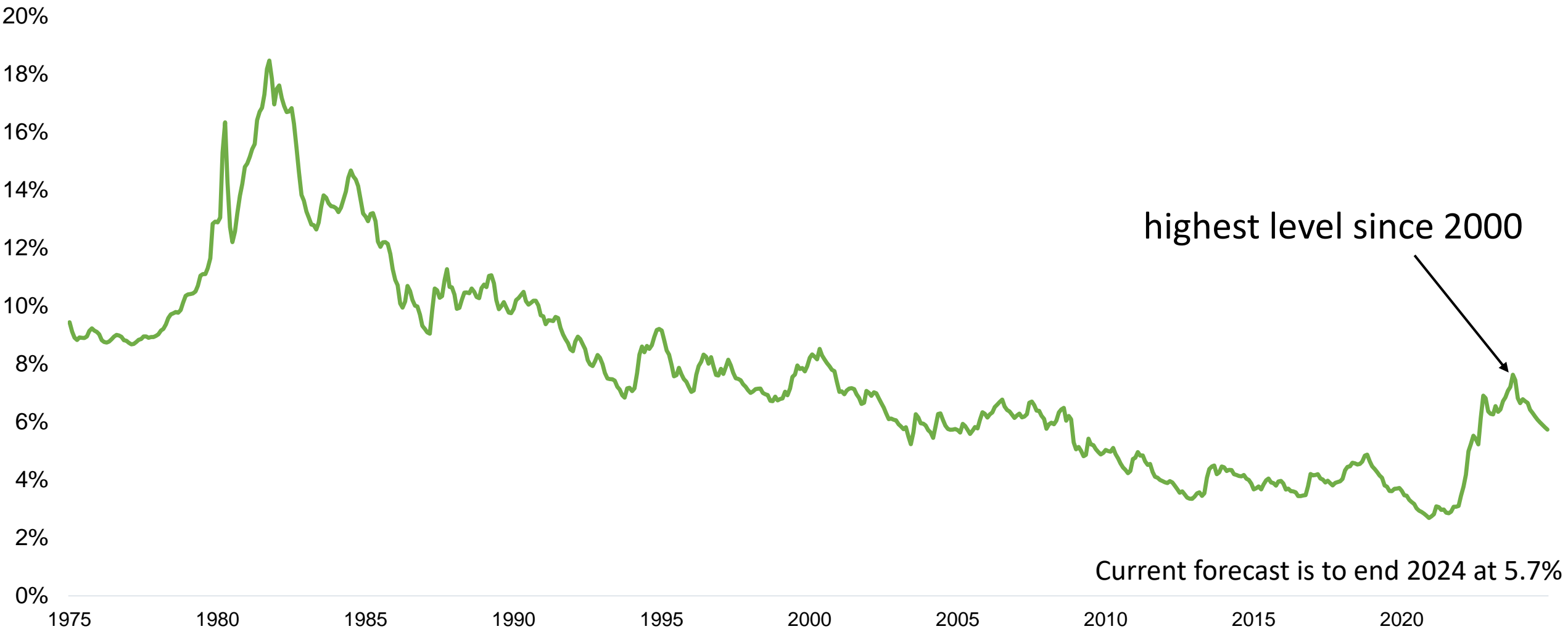




# Construction: Home & Non-Residential



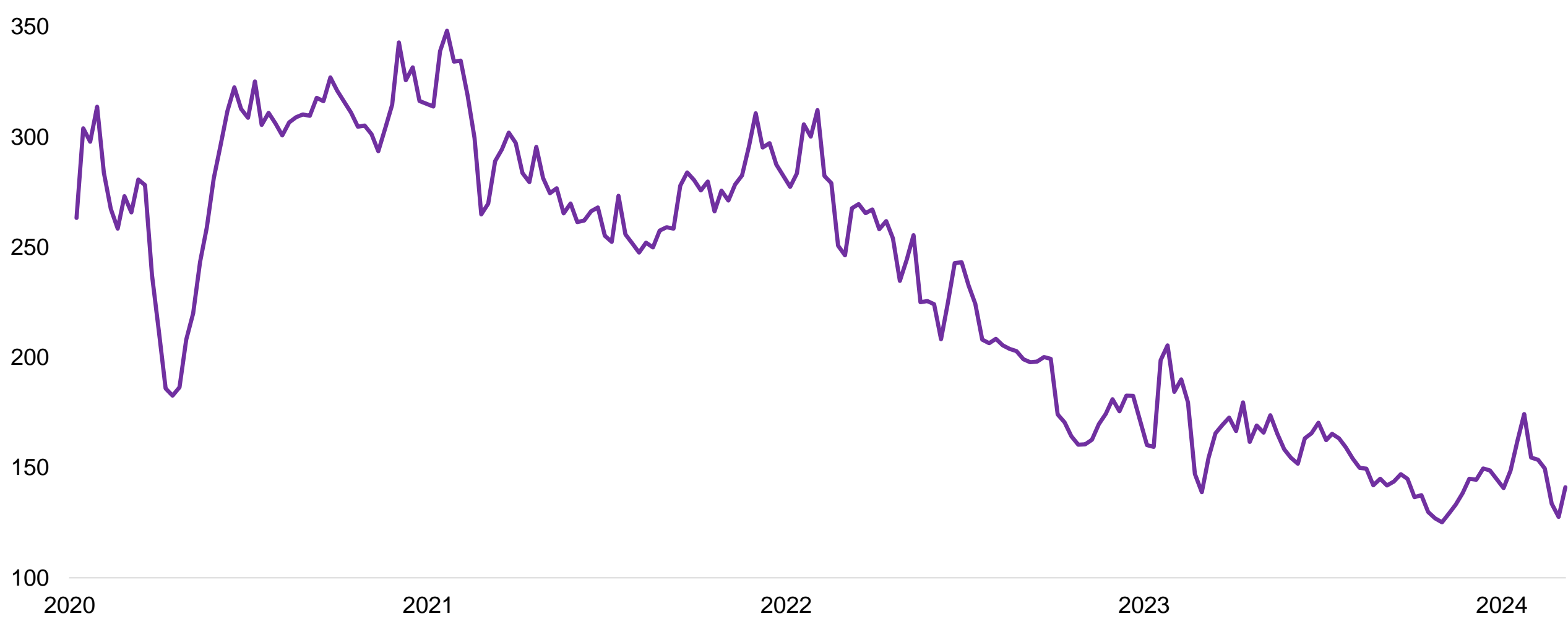
# Conventional 30-Year Fixed Mortgage Rate Average





# Home Mortgage Applications Index

1990 = 100





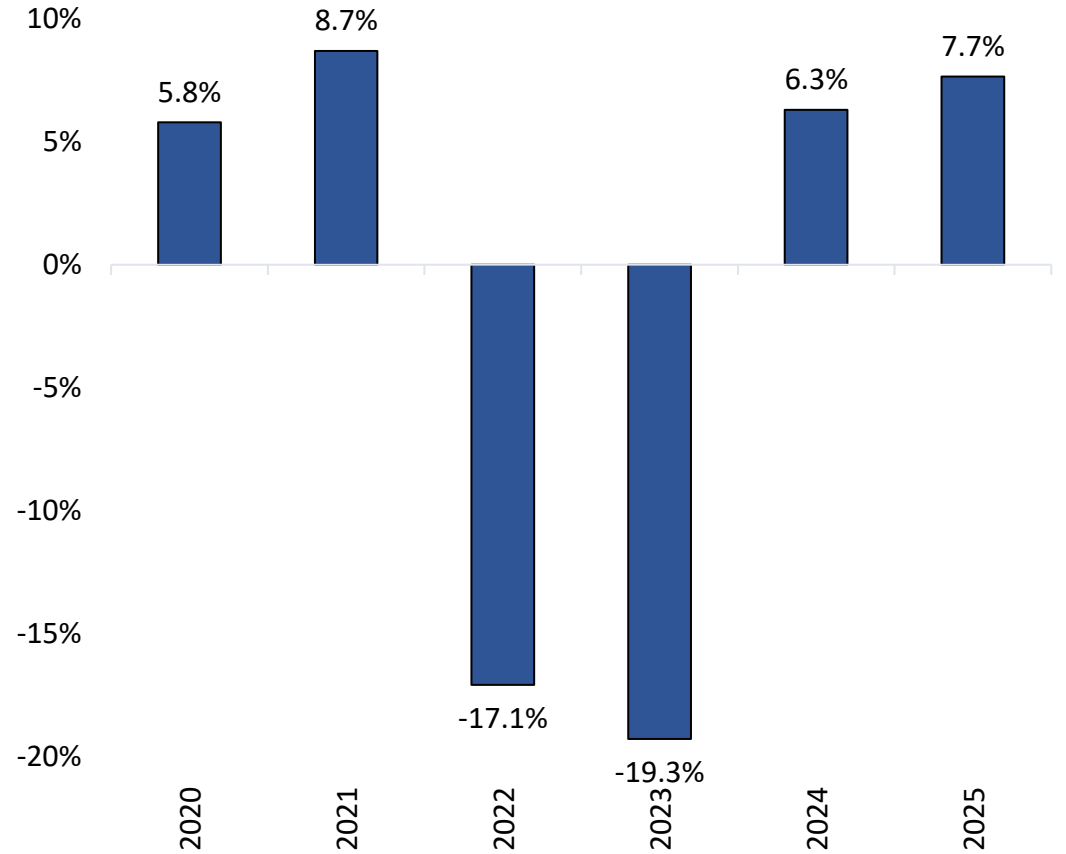
# Housing Market

## Existing Home Sales

Millions of Sales



## Annual Percent Change in Existing Home Sales

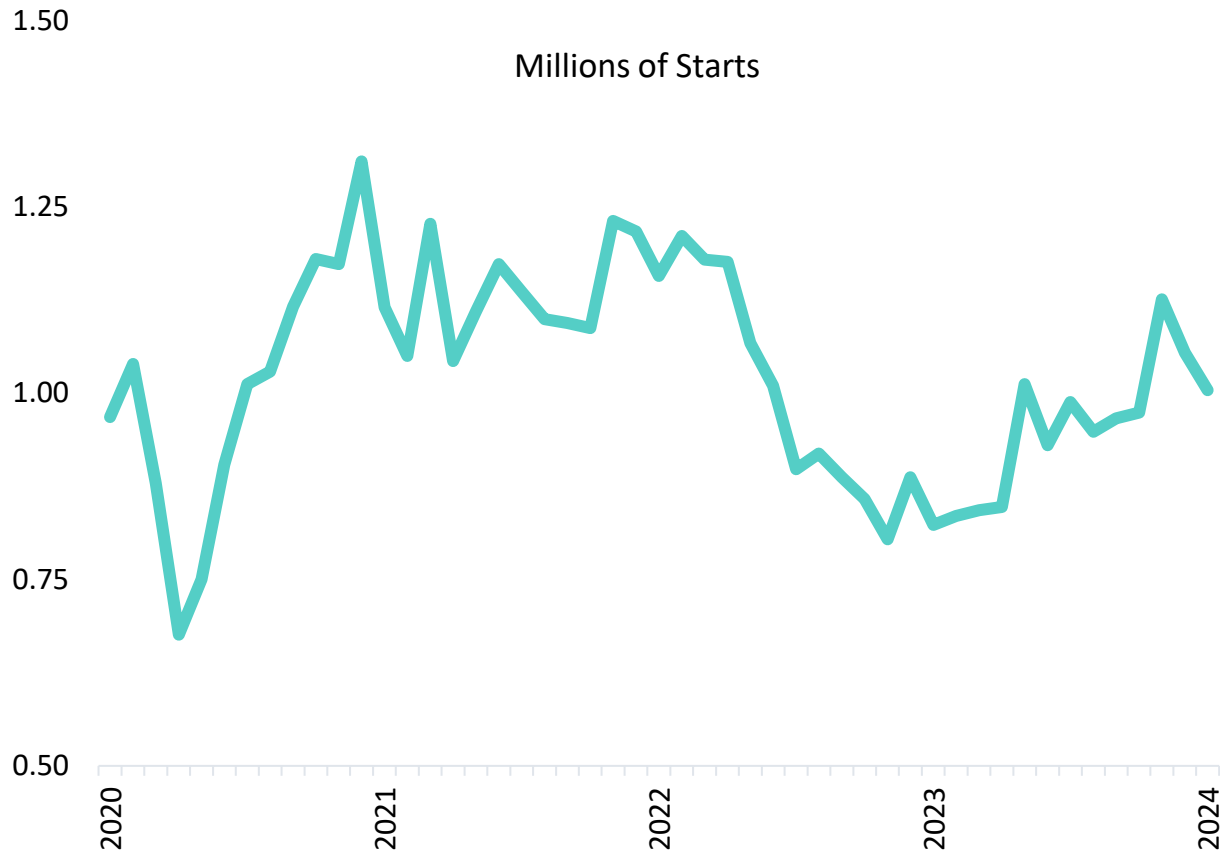




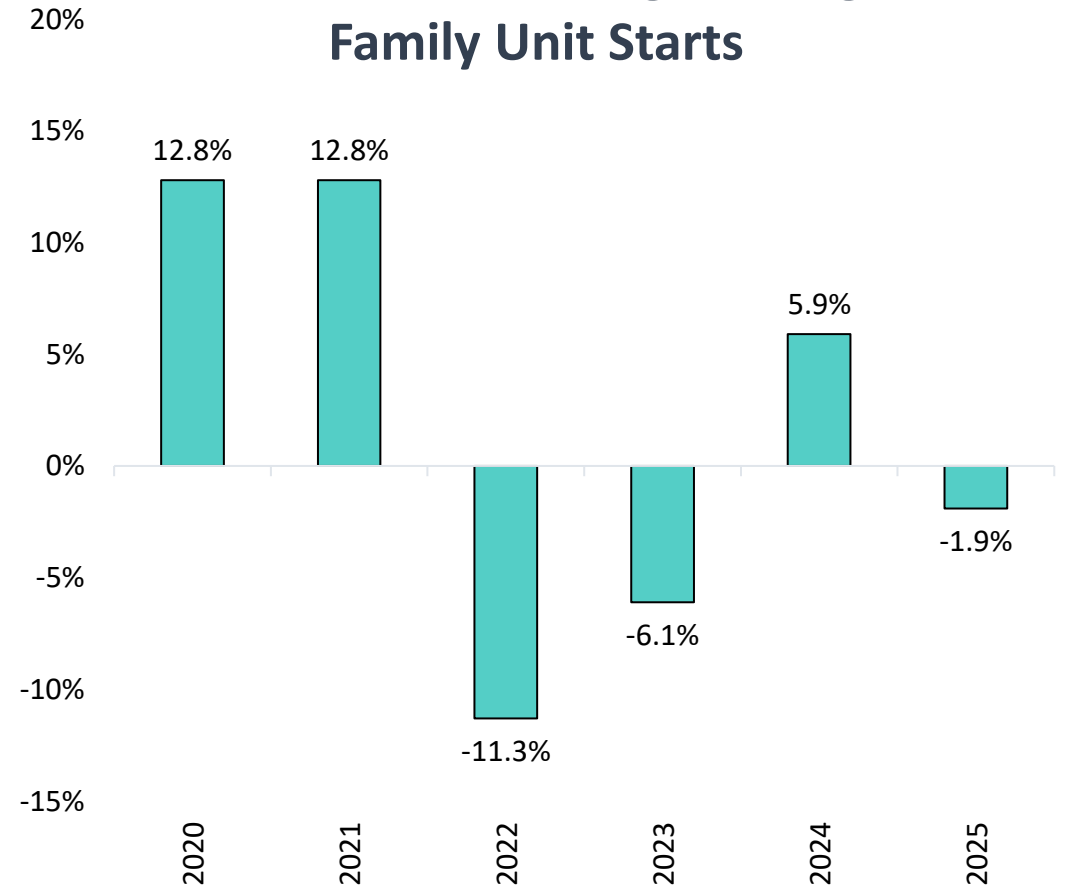


# Home Construction Market

## Level of Starts – Single Family Units Only

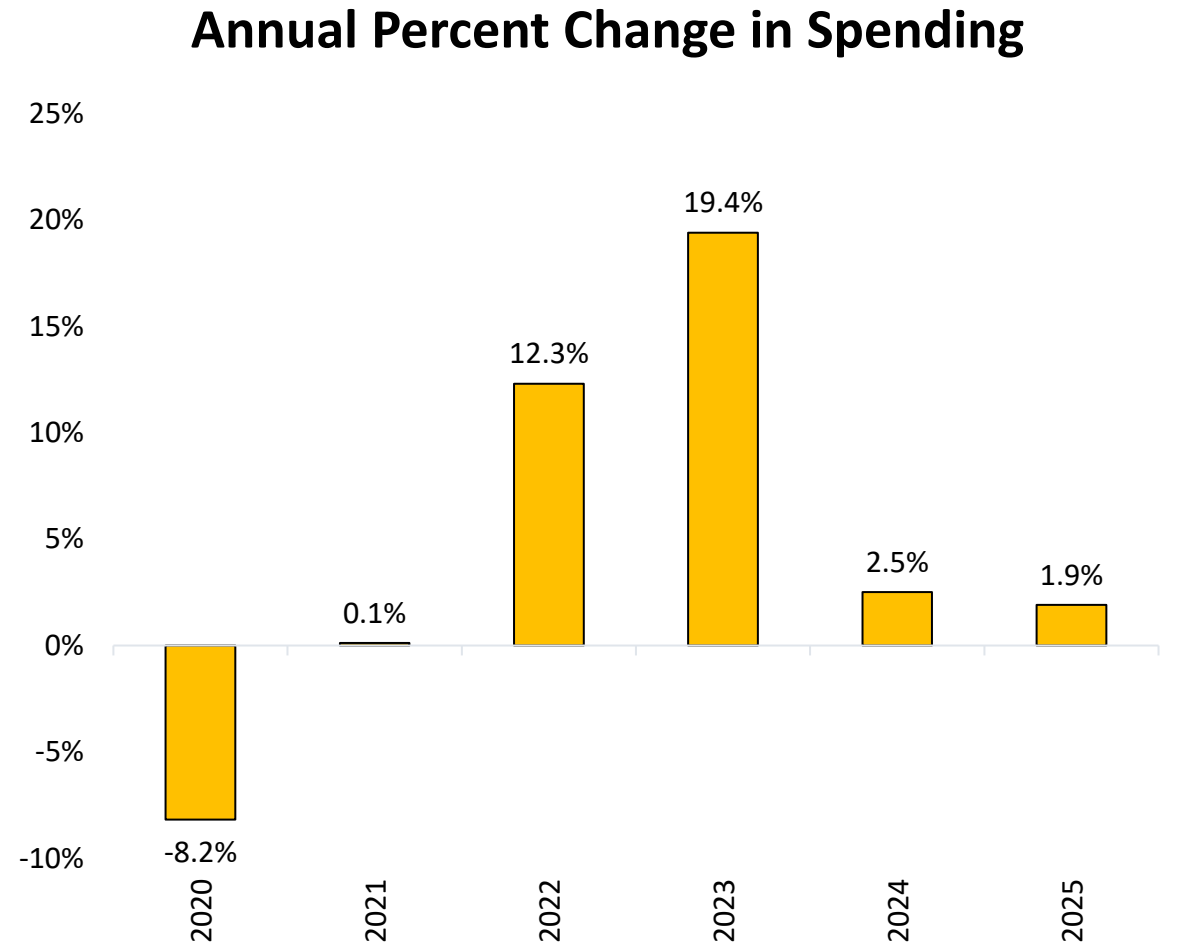
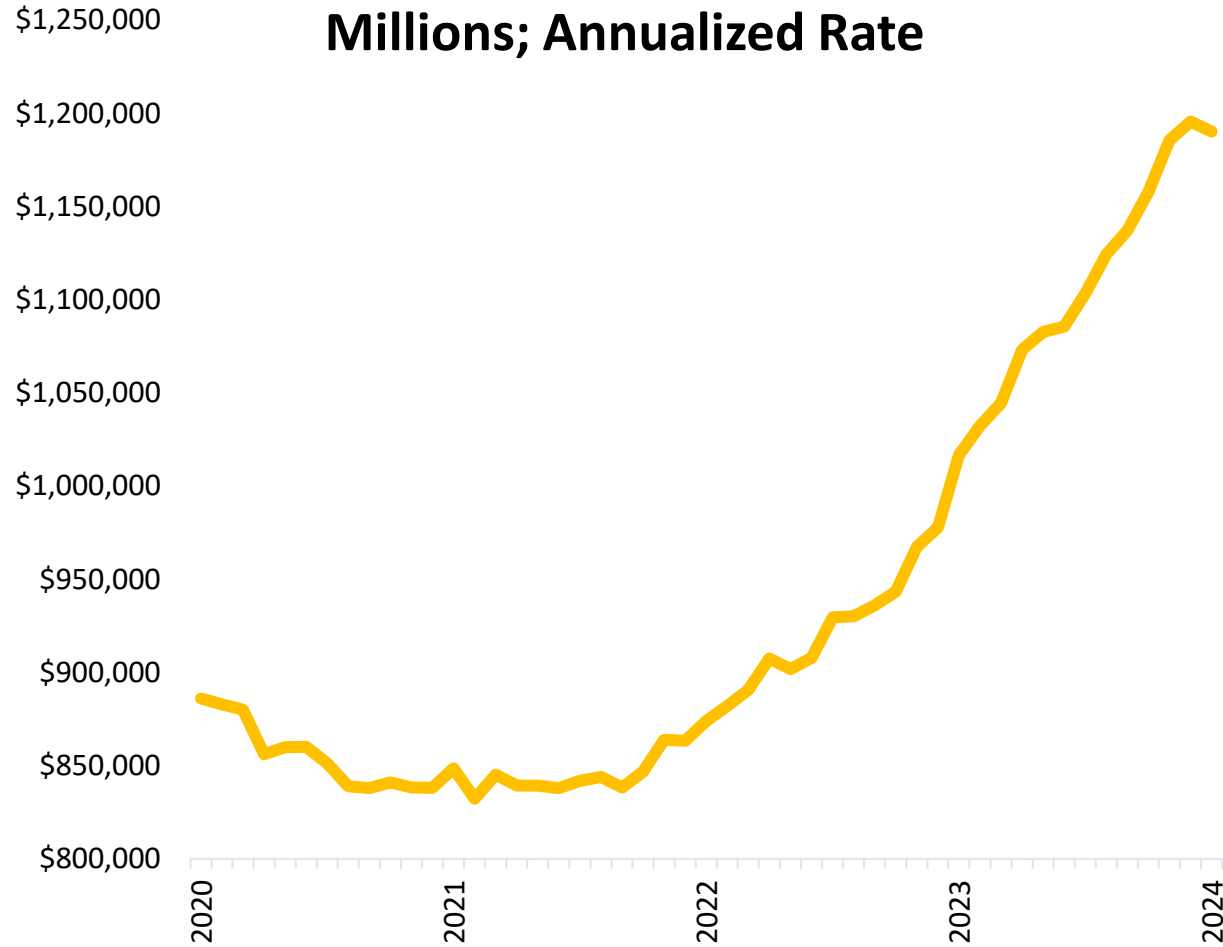


## Annual Percent Change in Single-Family Unit Starts



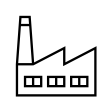


# Non-Residential Construction Spending





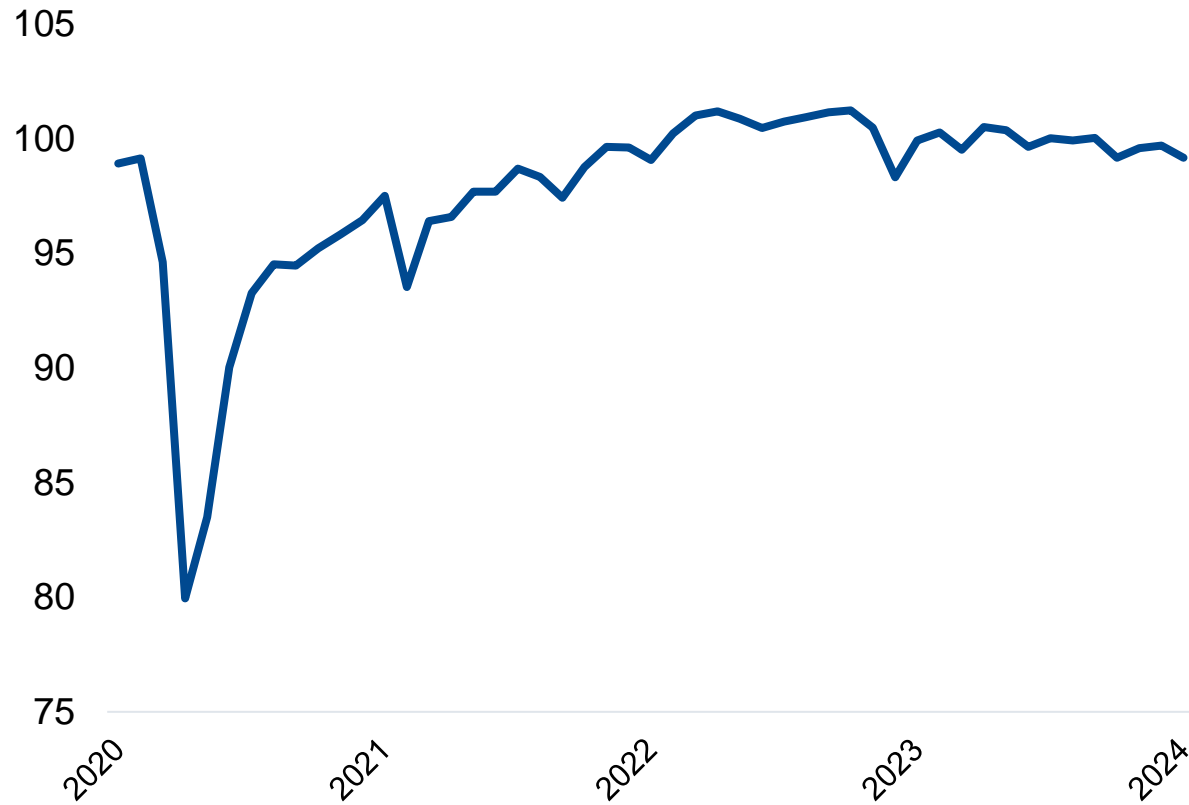
# Factory & Industrial



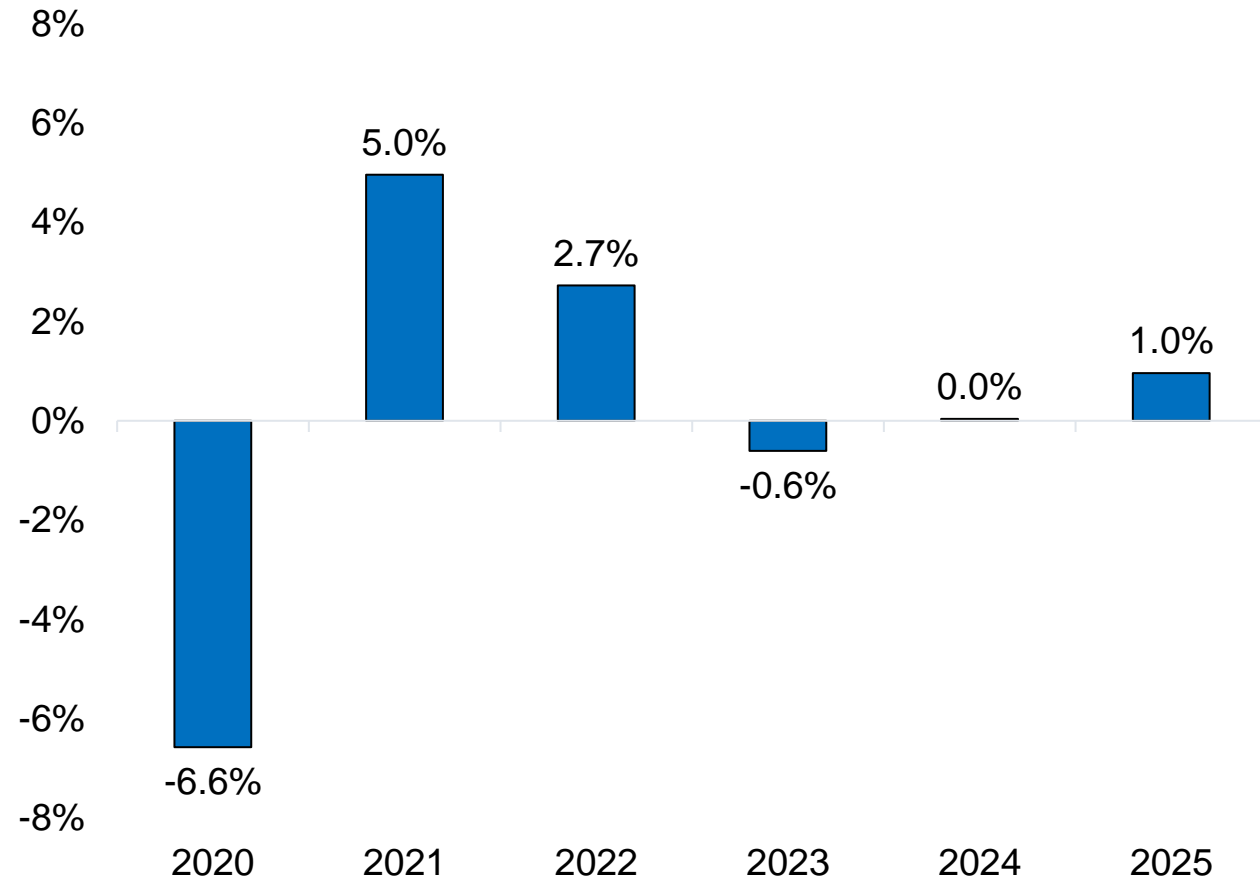
# Factory Output

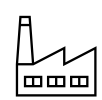
## Level of Output

Index, 2017=100

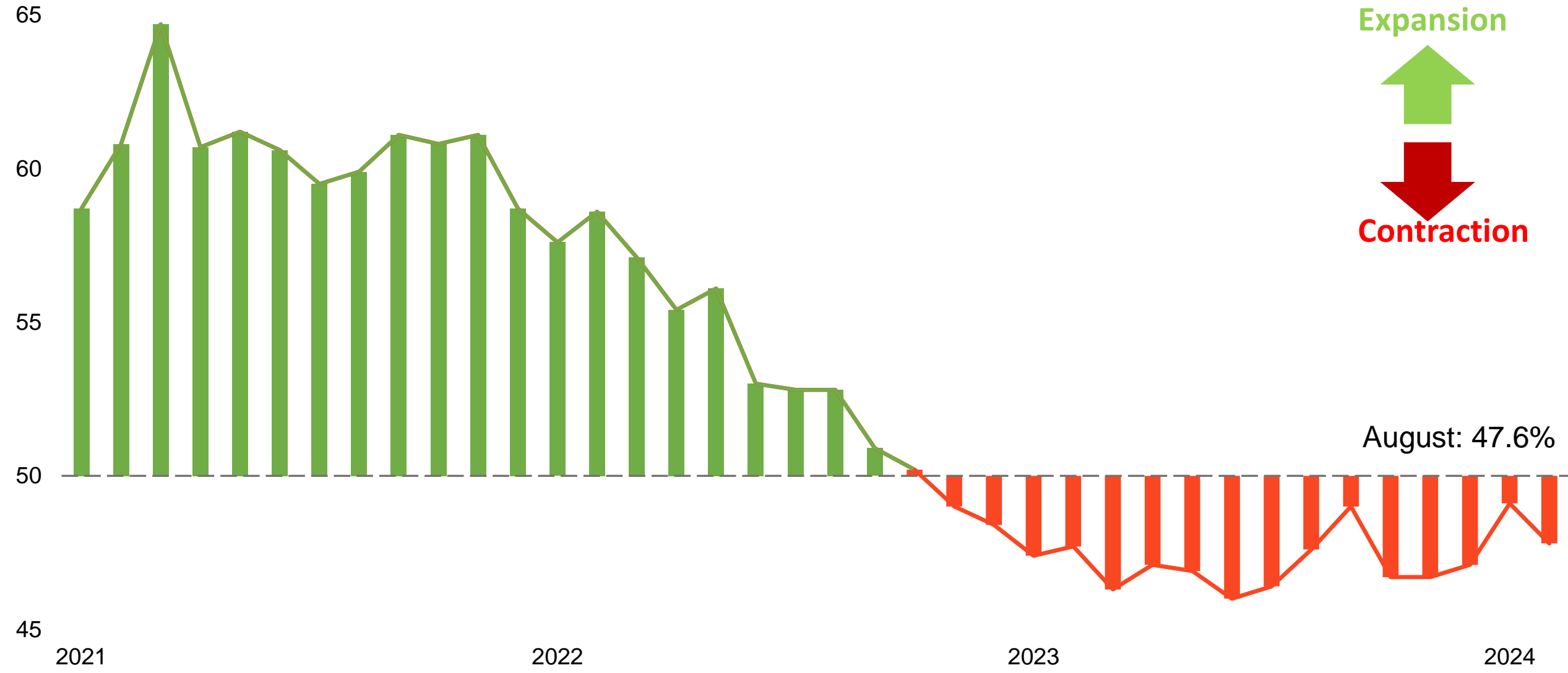


## Annual Percent Change in Output





# Purchasing Managers' Index



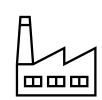
Expansion



Contraction

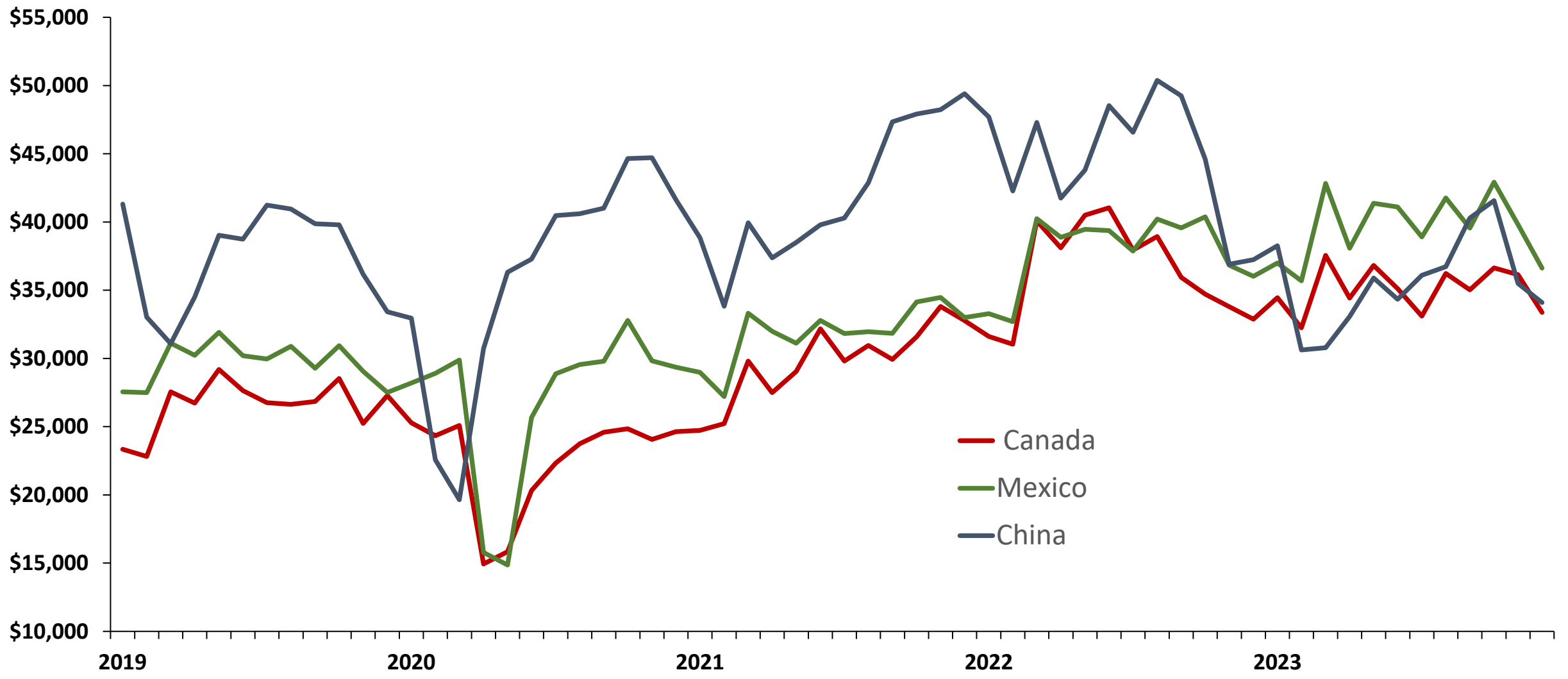


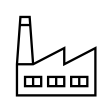
August: 47.6%



# U.S. Goods Imports by Country

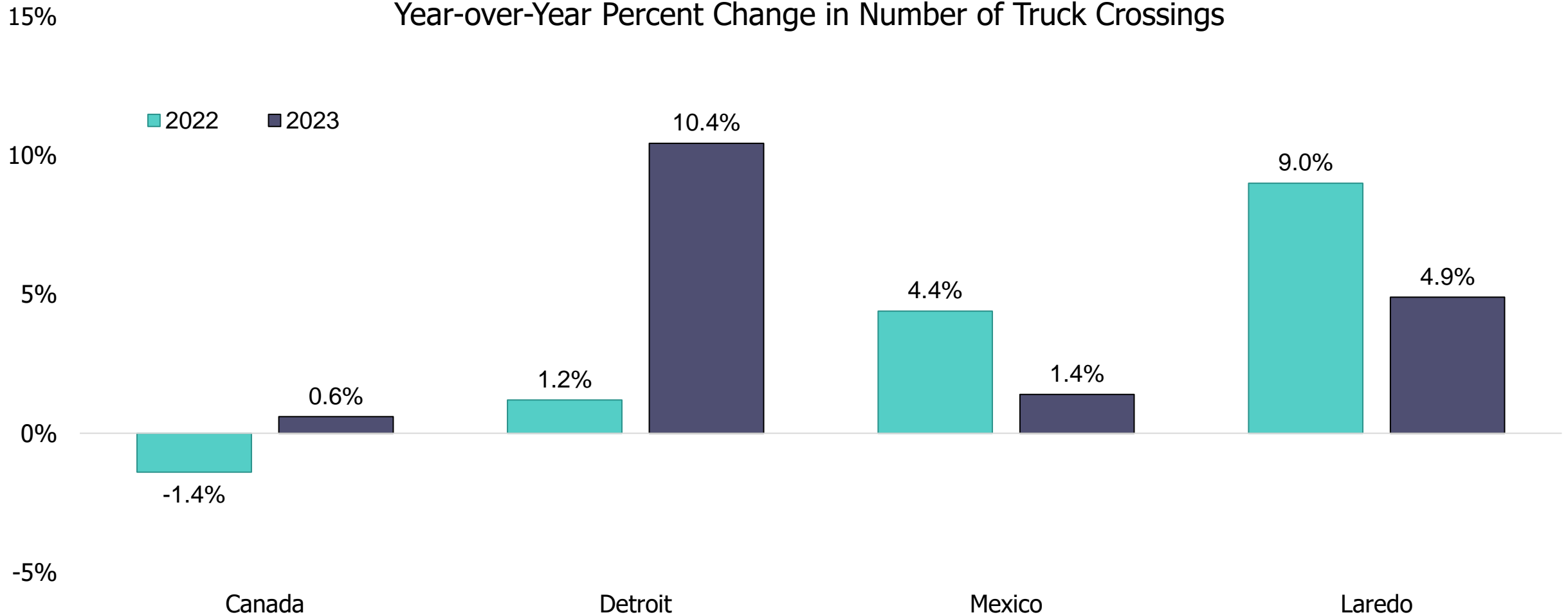
Millions of U.S. Dollars





# Cross-Border Truck Volumes

Year-over-Year Percent Change in Number of Truck Crossings





# Inflation & Interest Rates





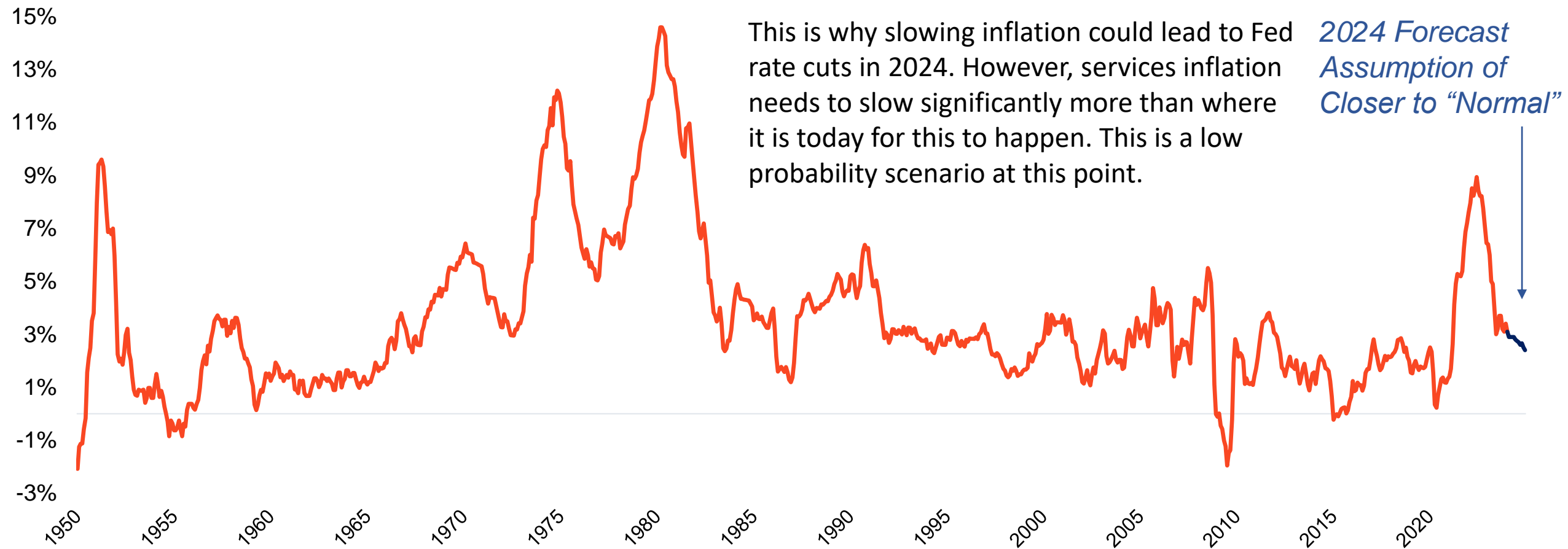
# Fed Funds Interest Rate





# Consumer Price Index

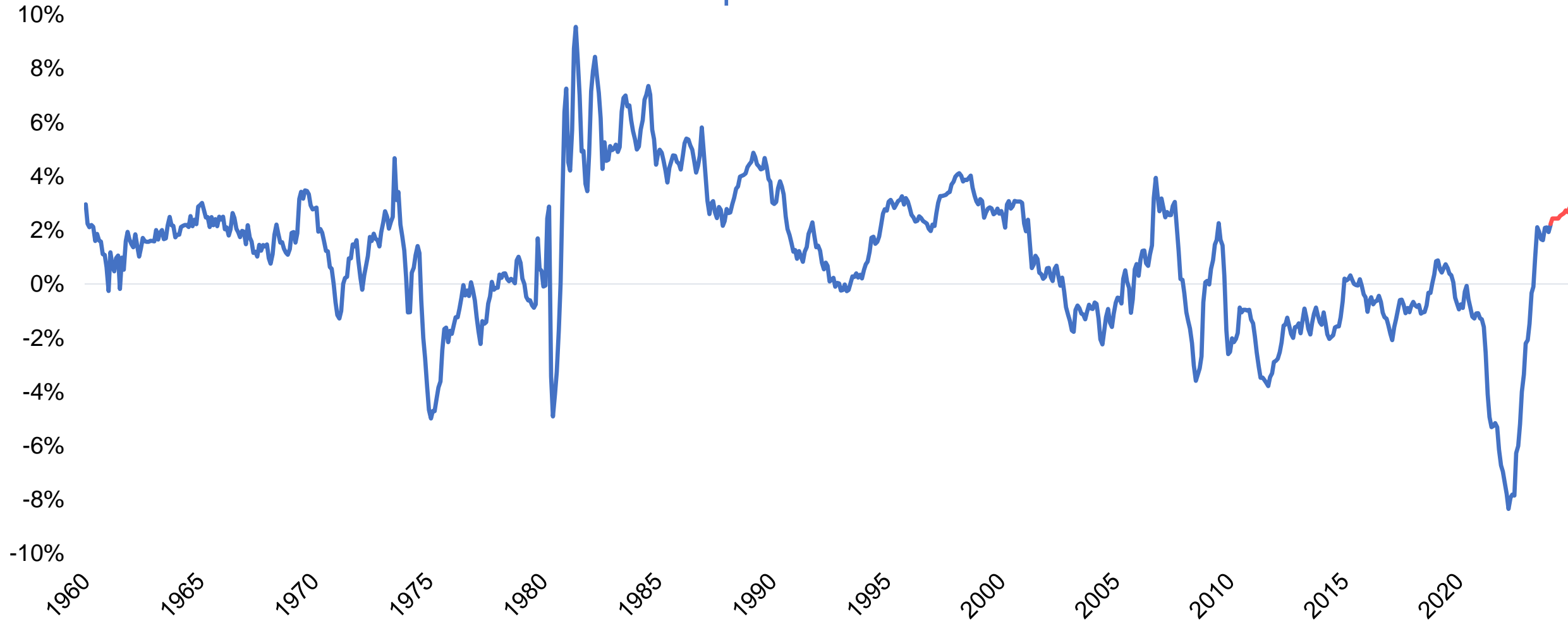
## Year-over-Year Percent Change





# Real Fed Funds Interest Rate

Inflation Closer to "Normal" Assumption



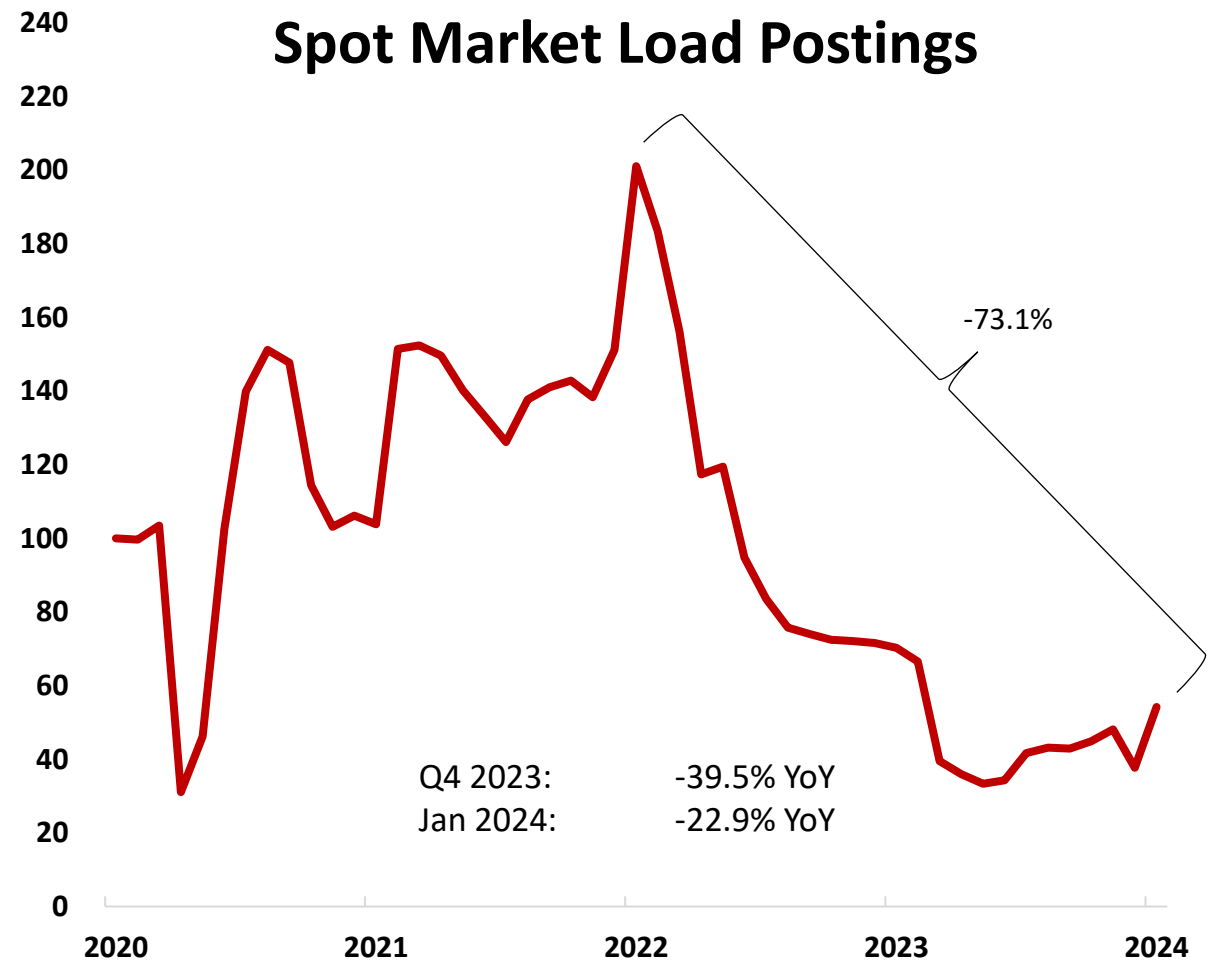
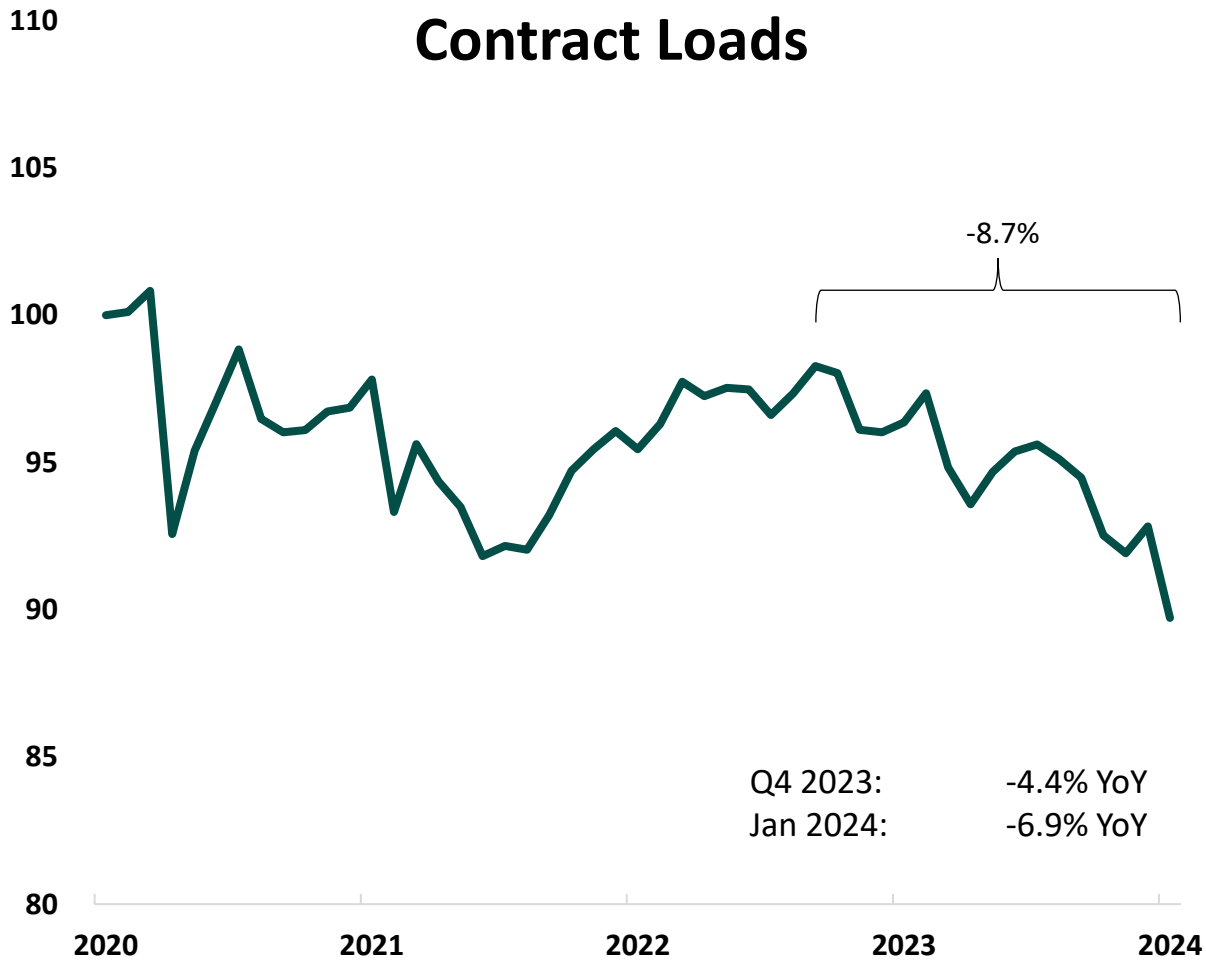


# Trucking Demand Trends



# Truckload Loads

(Index; January 2020 = 100)



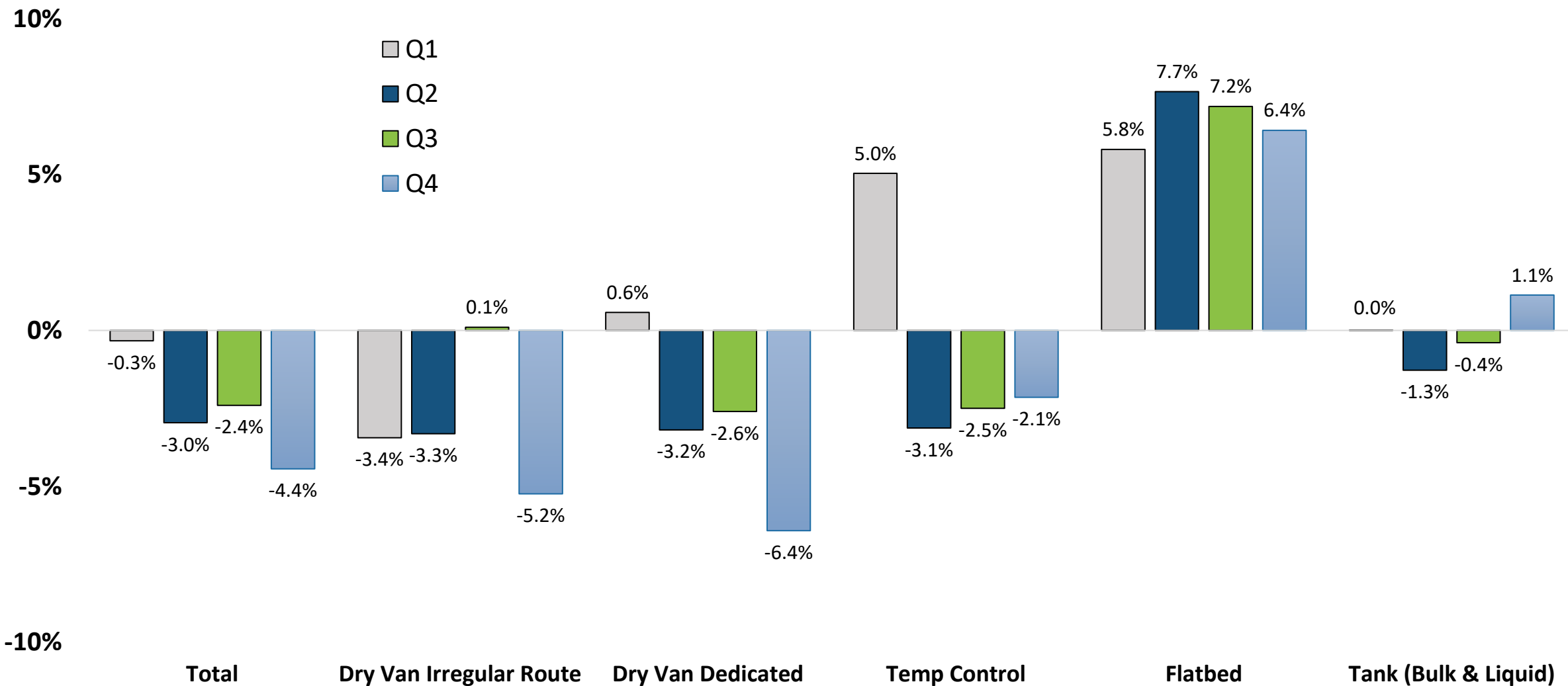
Includes all types of truckload freight.





# 2023 For-Hire Contract TL Loads by Trailer Type

Year-over-Year Percent Change

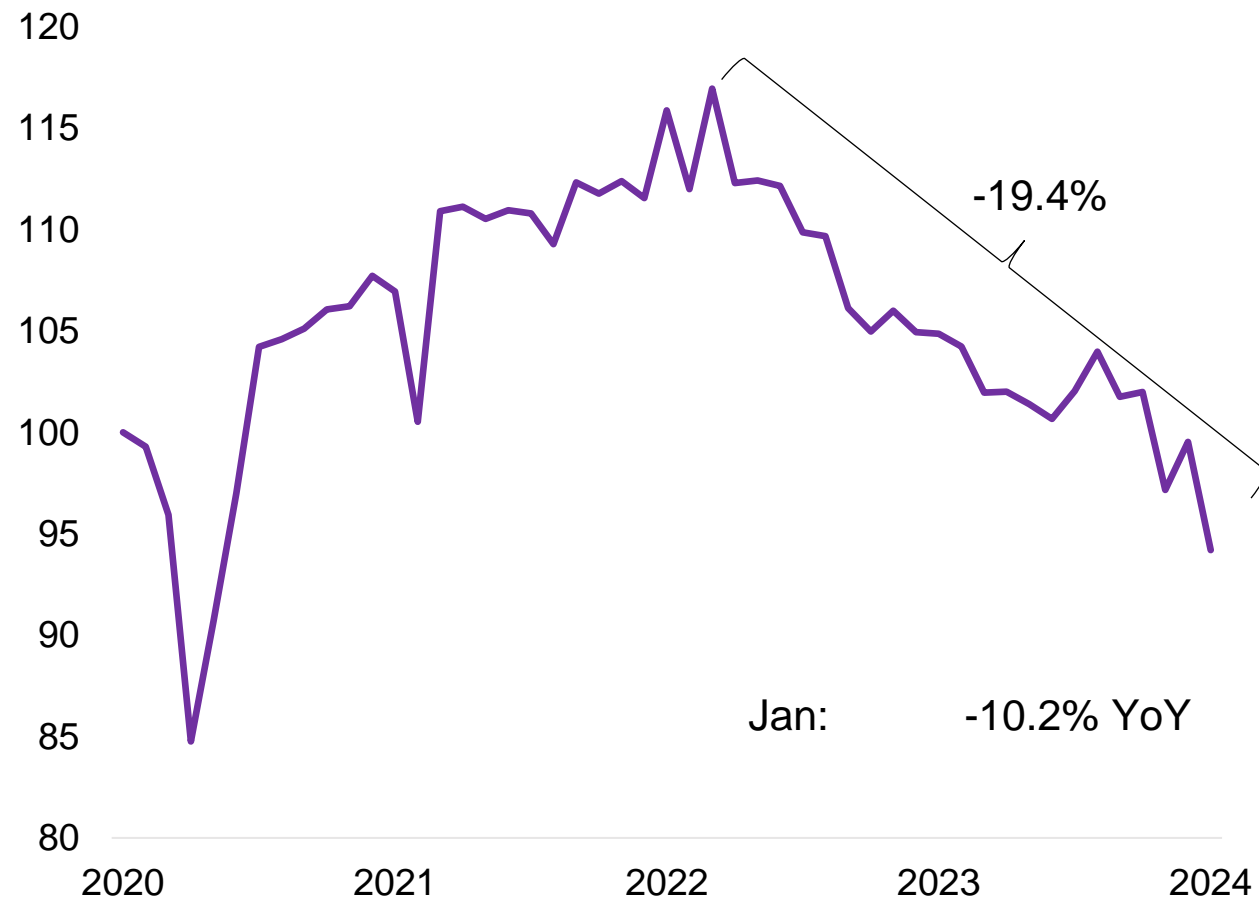




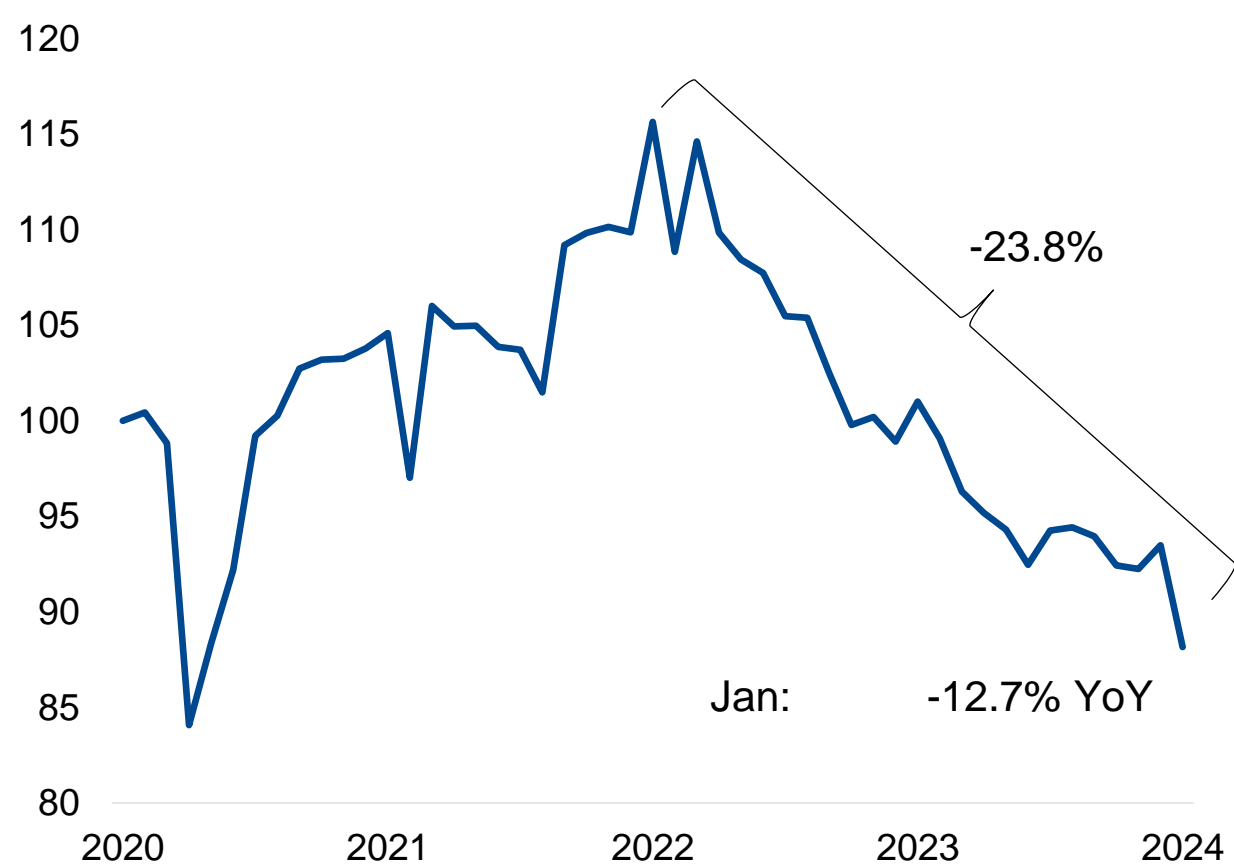
# LTL Shipments and Tonnage

Index, January 2020 = 100

## Shipments



## Tonnage





# Trucking Supply Trends



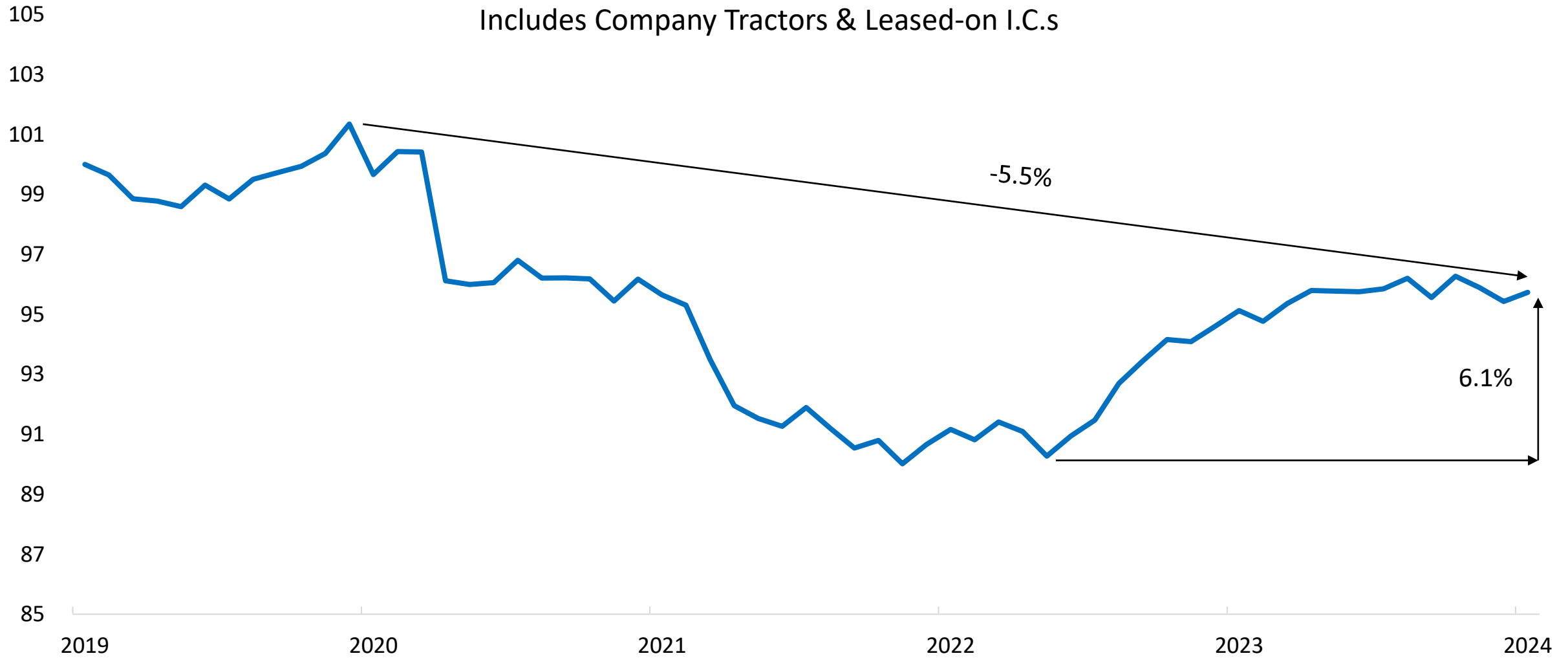




# Truckload Tractor Counts

(Index; January 2019 = 100)

Includes Company Tractors & Leased-on I.C.s

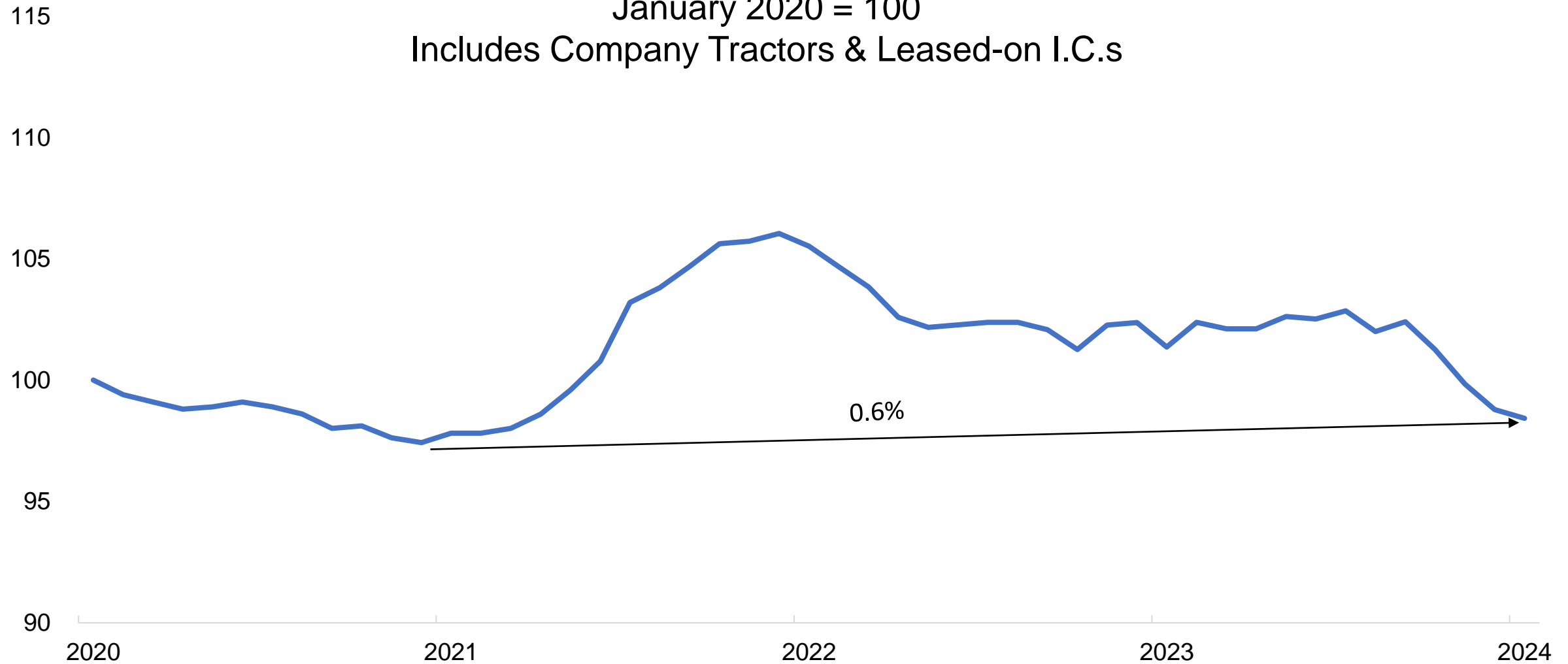




# LTL Tractor Counts

January 2020 = 100

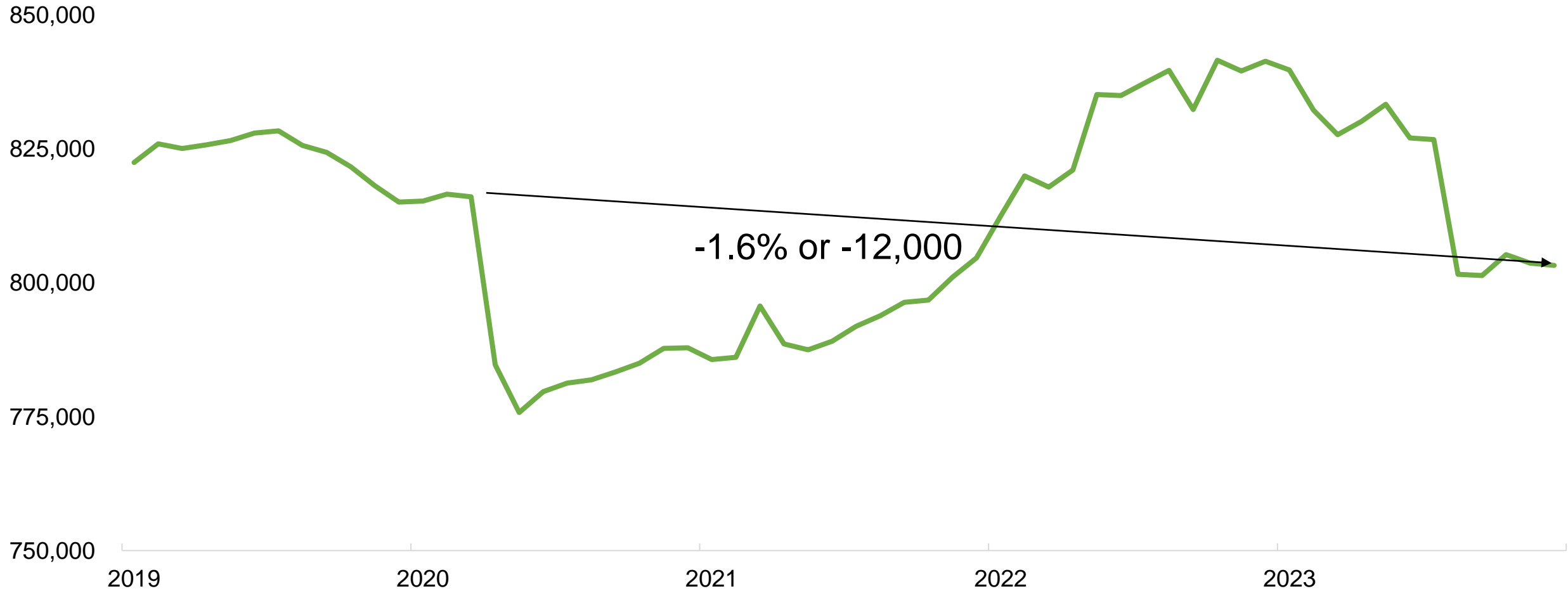
Includes Company Tractors & Leased-on I.C.s





# Production & Nonsupervisory Employees: General Freight & Specialized Long-Distance TL & LTL

Excludes Independent Contractors





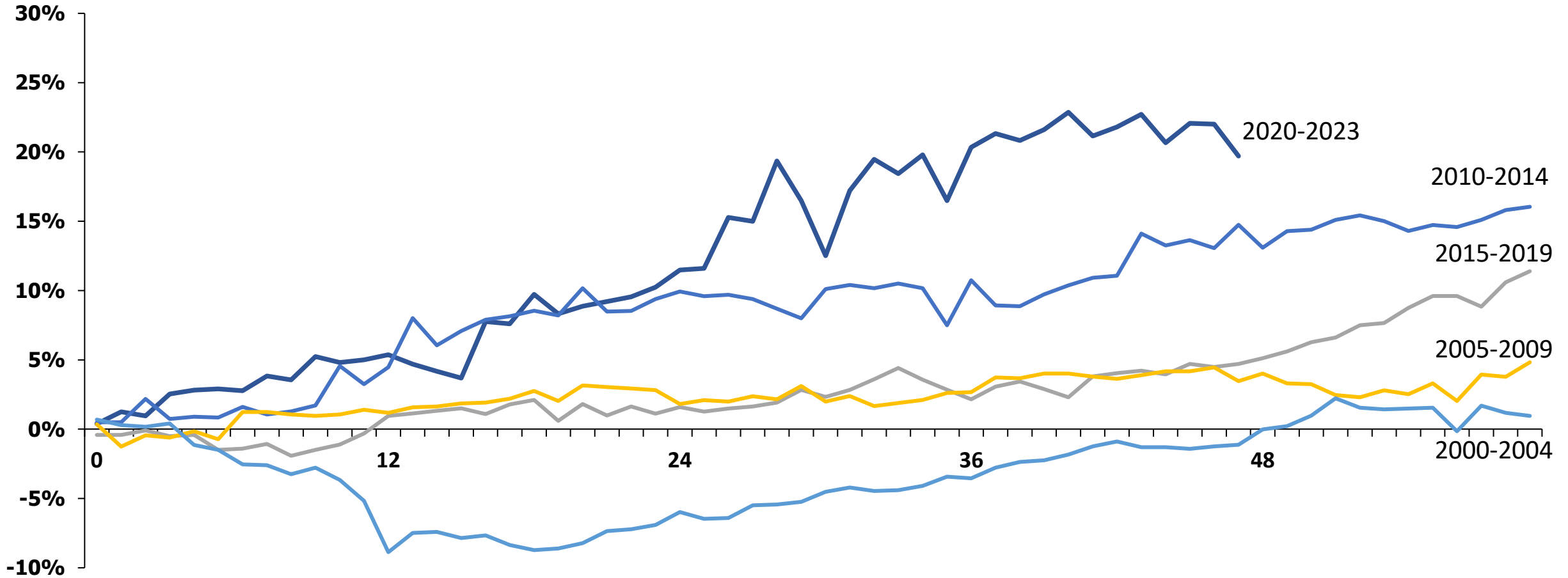
# Cost Pressures Continue



# Average Hourly Earnings

Production & Non-Supervisory Workers in the General Freight, Long-Distance For-Hire Trucking Industry

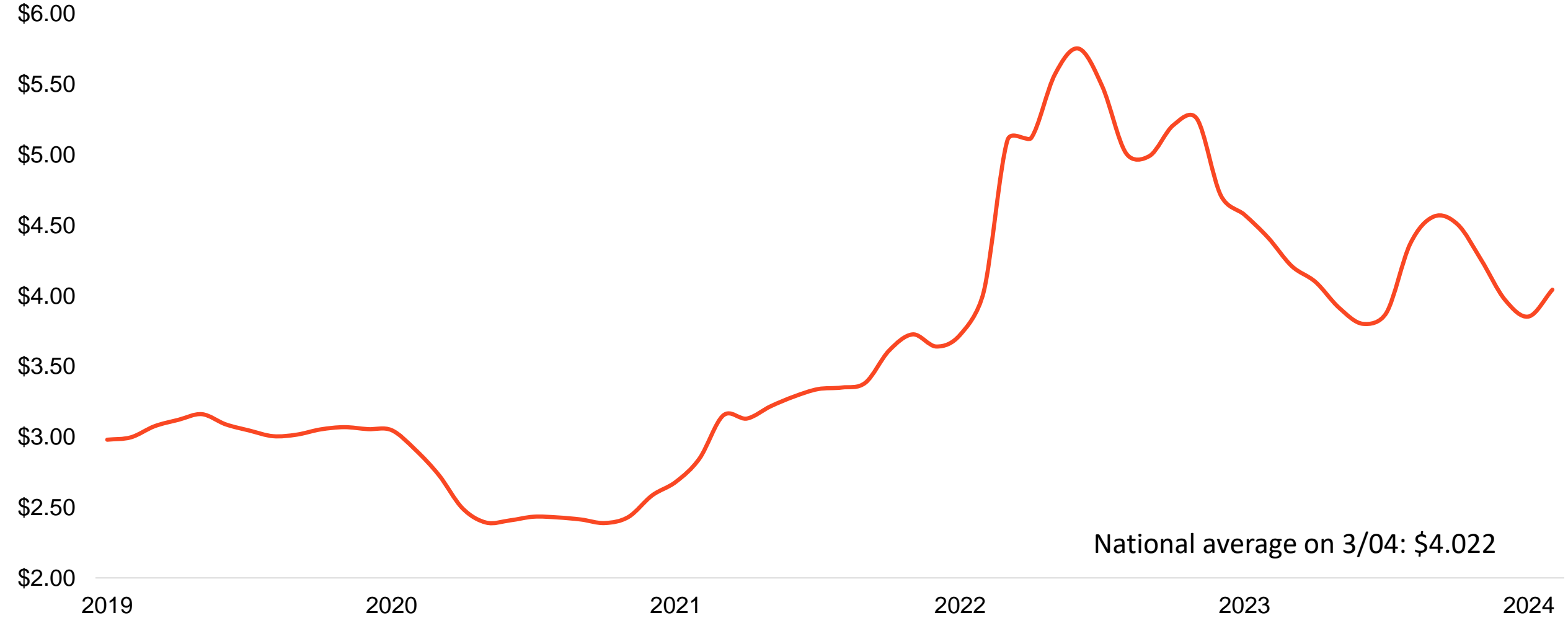
Cumulative Percent Change





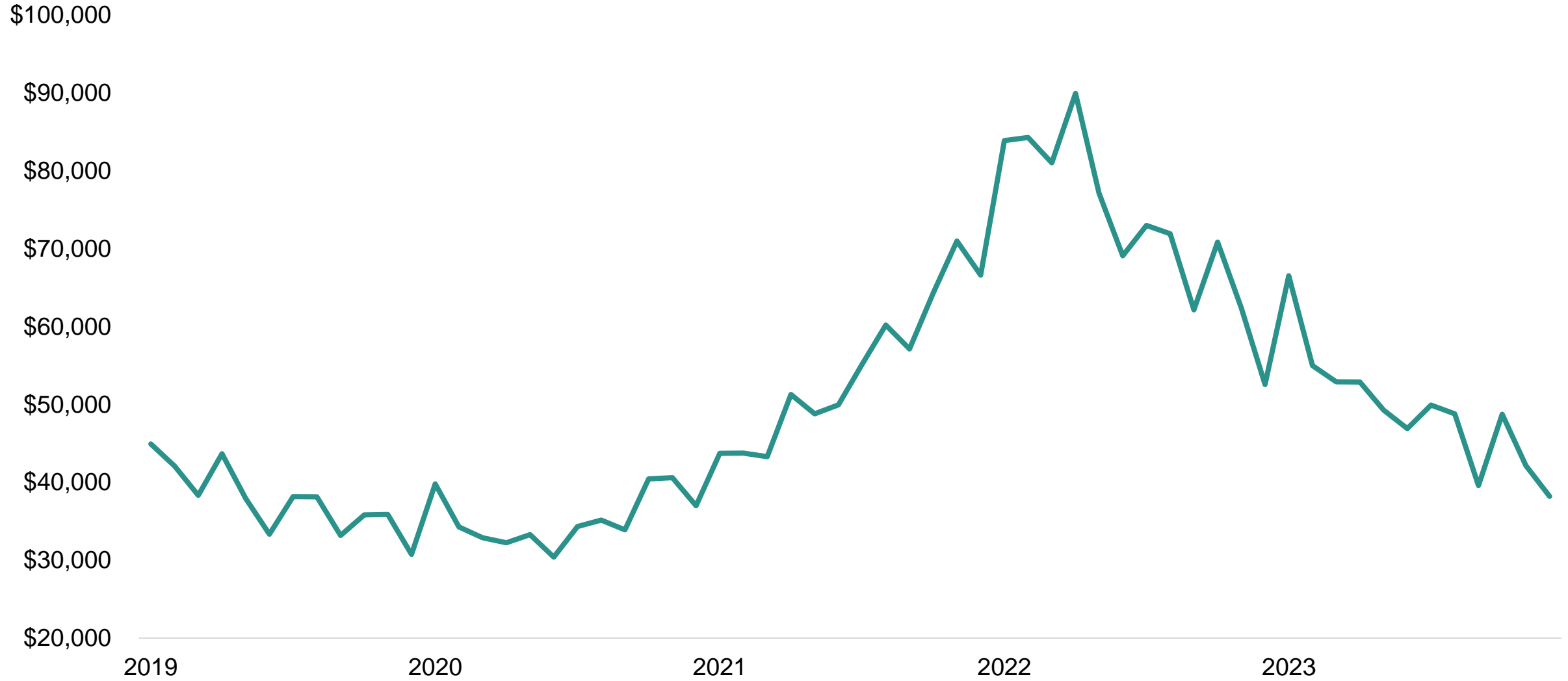
# Retail Diesel Prices

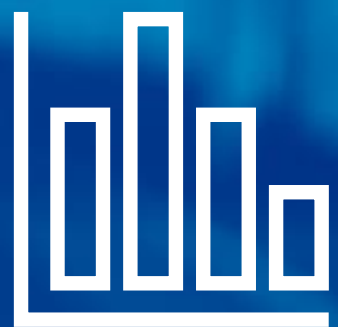
## Monthly Averages





# Used Class 8 Truck Prices





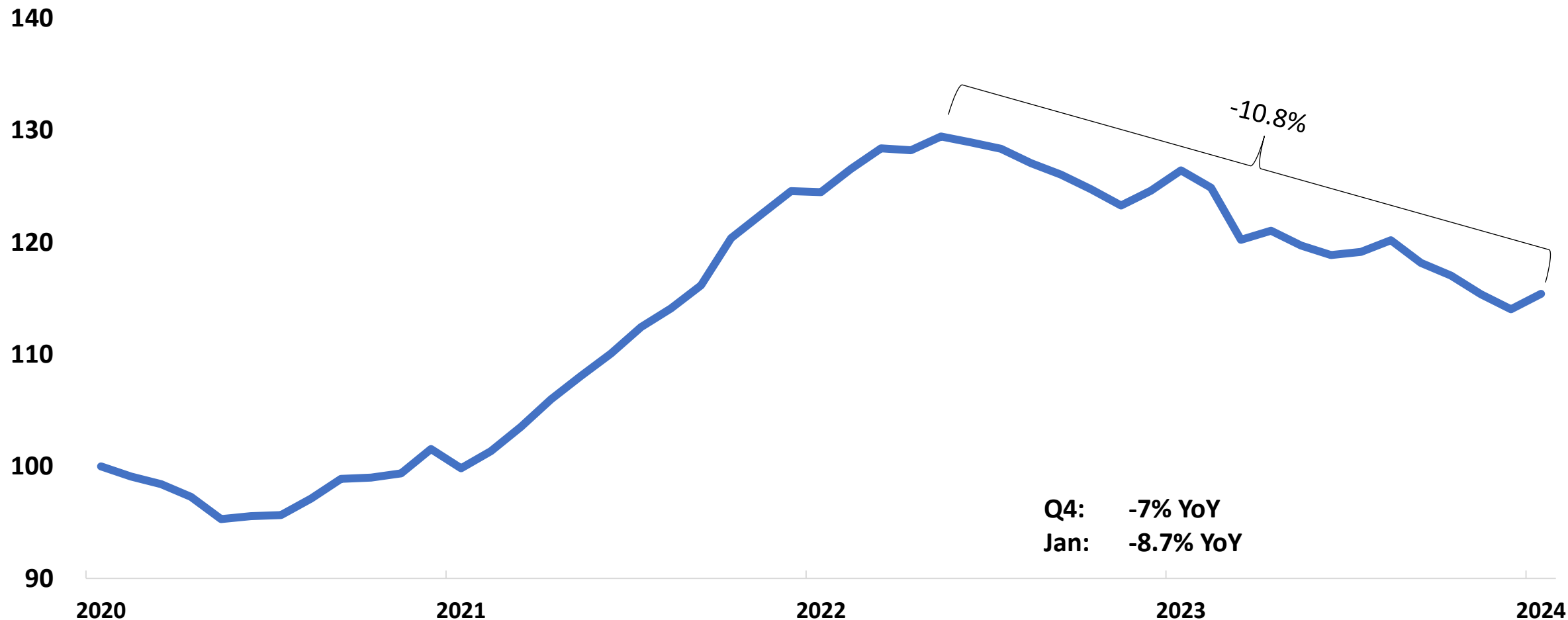
# Market/Shipper Pressures Continue





# Contract Truckload Average Revenue per Mile

(Index; January 2020 = 100)



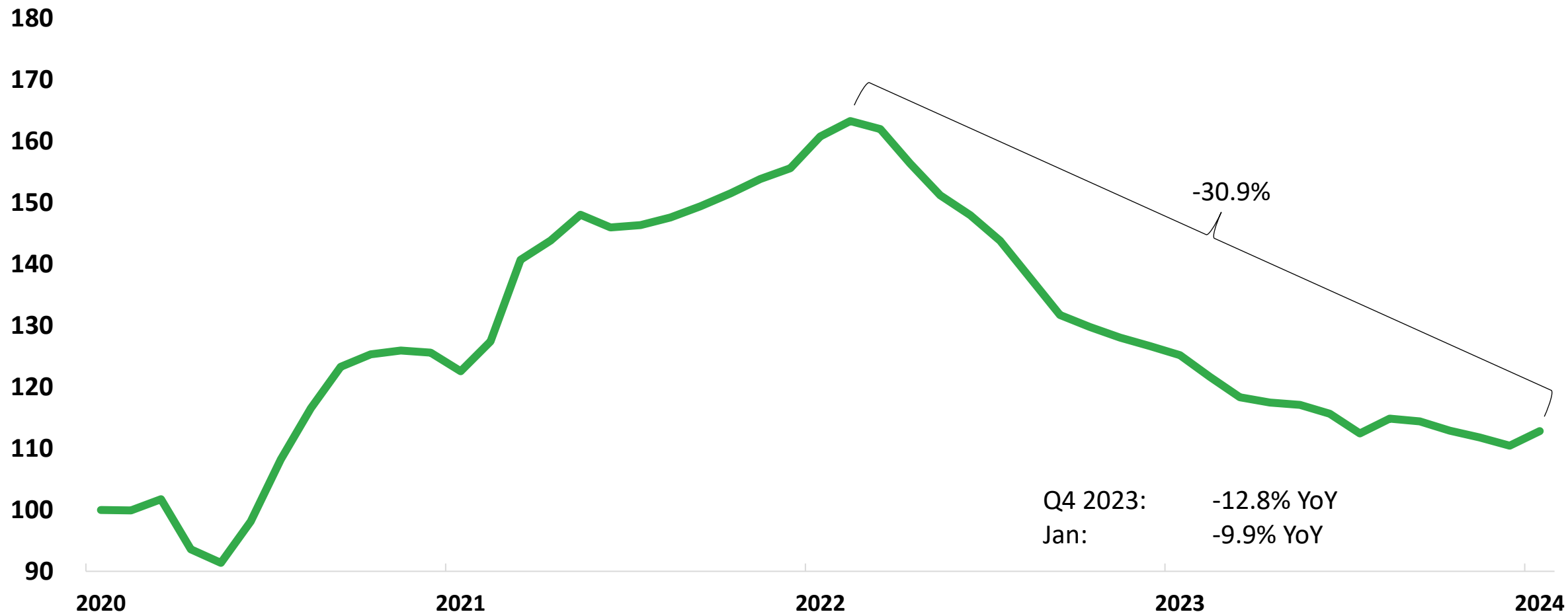
Q4: -7% YoY  
Jan: -8.7% YoY





# Spot Market Rates

(Index; January 2020 = 100)

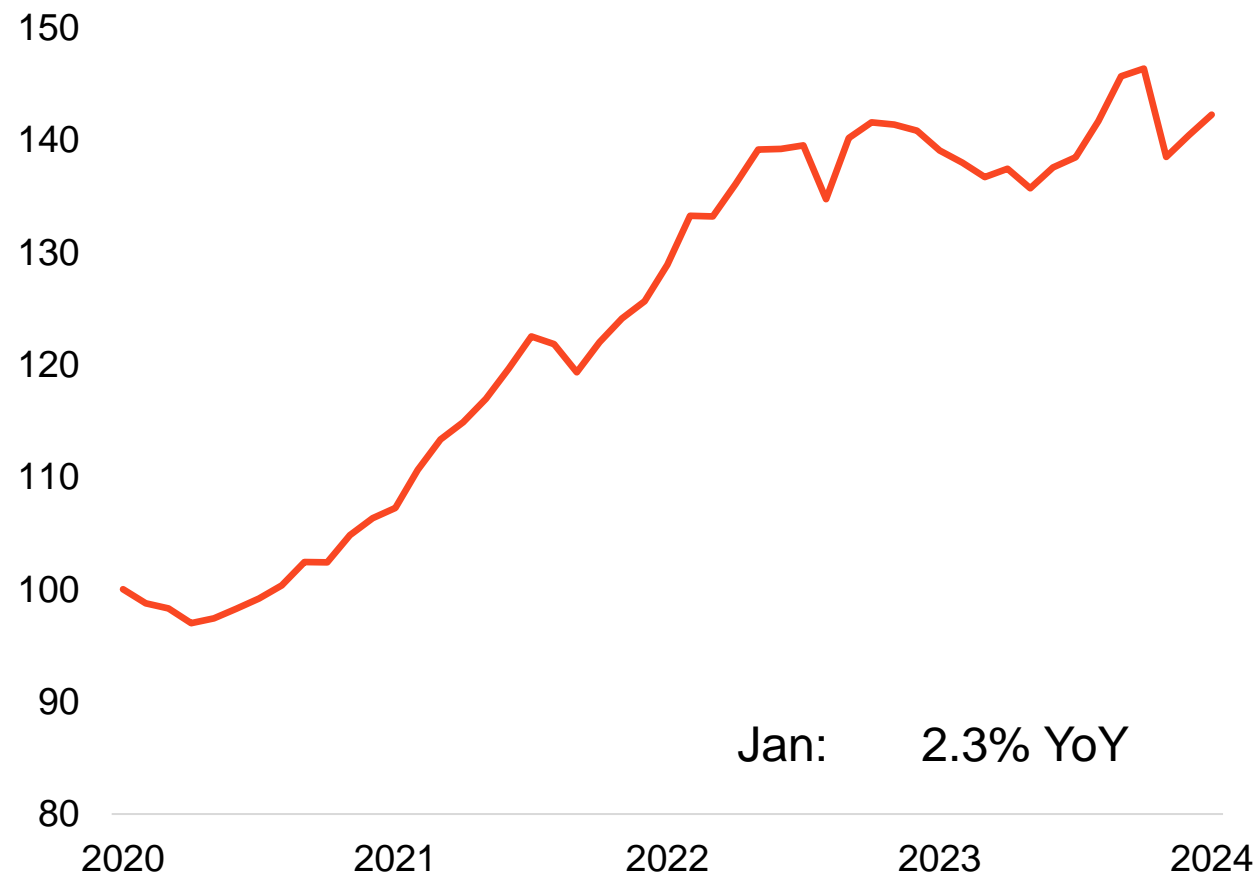




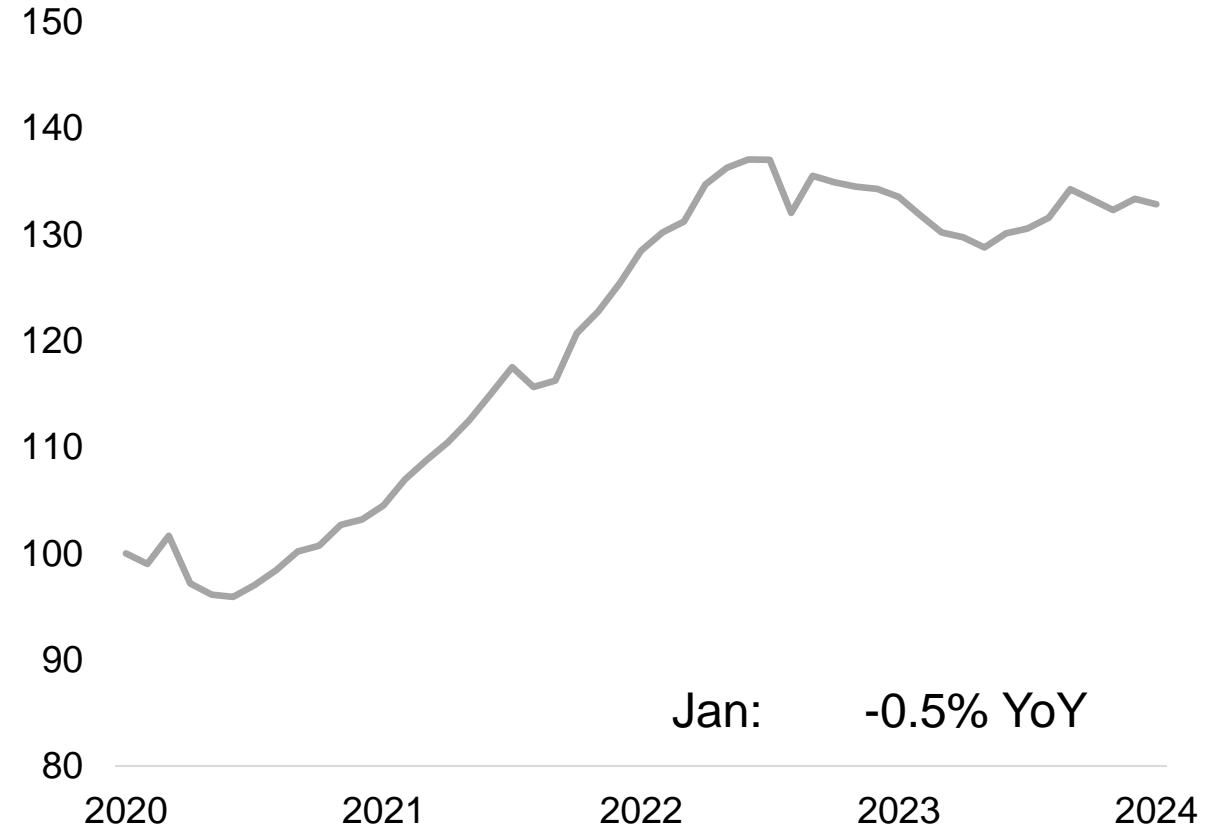
# LTL Pricing Proxy Metrics

Index, January 2020 = 100

## Revenue per Ton



## Revenue per Shipment



- **Currently, there is more industry capacity than freight demand.**
- **Unlikely to see significant enough headwinds in demand to right size the industry in 2024.**
- **Fleets in the spot market and those who bought expensive used equipment are under the most pressure.**
- **Carrier failures may bring supply and demand closer to balance in the quarters ahead.**

# 2024 Driver Compensation Study



**Calling All Motor Carriers!** Participate in ATA's newest Driver Compensation Survey to receive exclusive benefits and discounts.



LEARN MORE

ATA is now accepting submissions for its **2024 Driver Compensation Study!**

Participants are eligible for the following exclusive benefits:

- Full 2024 Driver Compensation Study for **\$100** (\$1,500 for non-participants).
- Free Advanced Executive Summary of the 2024 Study.
- Access to a participant-only webinar to discuss survey results and answer questions.

Don't wait! Survey submissions are due by **Friday, March 29<sup>th</sup>**.

To learn more, visit:

<https://www.trucking.org/driver-compensation-study>

# Thank You