



7 to 1

¹ Available Load to Truck Ratio



GUIDE TO BECOMING THE SHIPPER OF CHOICE IN A CARRIERS MARKET

THE TRUCKING CAPACITY SQUEEZE

REGULATION

Mandates: ELD law is here and strict enforcement is just starting. Emissions regulation = maintenance nightmares and unplanned tractor downtime. (DPF)

HIGHWAY HELL ²

Infrastructure engineers have graded our national roads with a "D". Predictable and unpredictable traffic delays for truckers are unprecedented.

EQUIPMENT AVAILABILITY ³

Tractor orders up 40% in 2018 vs 2017 but few are on the road. Most trucks ordered in February are not delivering until October. Backlog is at a 20 year high.

THE DRIVERS HOLD ALL THE CARDS

Drivers are hotly recruited at every turn. They understand the capacity crunch and see no new talent entering the field. They demand to be home and will not accept stressful dispatches with lengthy detention. They can now choose and do.

TRUCKING DEMAND



Strong U.S. economic growth has manufacturers scrambling to secure inbound and outbound logistics services. That sucking sound they hear? That's E-Commerce pulling more and more resources towards positioning and final mile delivery. These trends very unlikely to change. Did you shop online today?



HOW TO BECOME THE SHIPPER OF CHOICE?

TIMING IS NOT EVERYTHING

Avoid the spot quote market timing the purchasing of transportation. A deeper relationship with carrier will provide a platform to refine service and save you in the long run

EMBRACE SPOTTED EQUIPMENT

Spotted trailers for drop and hook scenarios are magic. Reduces shipper and receiver dock clutter, avoids detention costs, and preserves driver hours.

OPEN YOUR WINDOWS

Delivery appointment windows are like a breath of fresh air allowing carriers to adjust for unknowns without re-appointments and the stressful domino effect of a scrambling dispatch.

TRANSIT AND READY TIME REALITY

Drivers willing to perform consistent off hours pickups are becoming rare. It's also costly for carriers to hold a driver during the day preserving hours. ELDs have also made many one day points two day. Adjust to that reality

WALK IN A DRIVERS SHOES

When planning production and logistics that ultimately will determine a drivers task consider the life of a driver and that he has choices. Then work with a carrier that understands same and is "the carrier of choice" for drivers.

1. Van truck posts outpaced load posts in July, with truck posts up 11% and load posts down 18%, compared to June. That pushed the van load-to-truck ratio 26% lower, from a record-high 9.9 van loads per truck to 7.3 loads per truck. The July ratio was 41% higher than it was in July 2017 - <https://www.dat.com/industry-trends/trendlines/van/demand-and-capacity>

2. Road & Highway Construction Industry Trends for the Next 5 Years - <http://teamcoact.com/learn/news/blog/2018/05/construction-industry-trends/>

3. <https://www.foxbusiness.com/markets/truck-orders-surge-as-economy-heats-up>

4. <https://www.ccdigital.com/partner-solutions-article/penske1/four-ways-e-commerce-is-changing-the-trucking-industry/>

