

Roadmap to Recovery: Navigating Trucking's Economic Future with Bob Costello

Meet Your Speakers



Bob Costello

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American Trucking Associations



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Founder
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Real Gross Domestic Product

Annual Percent Change

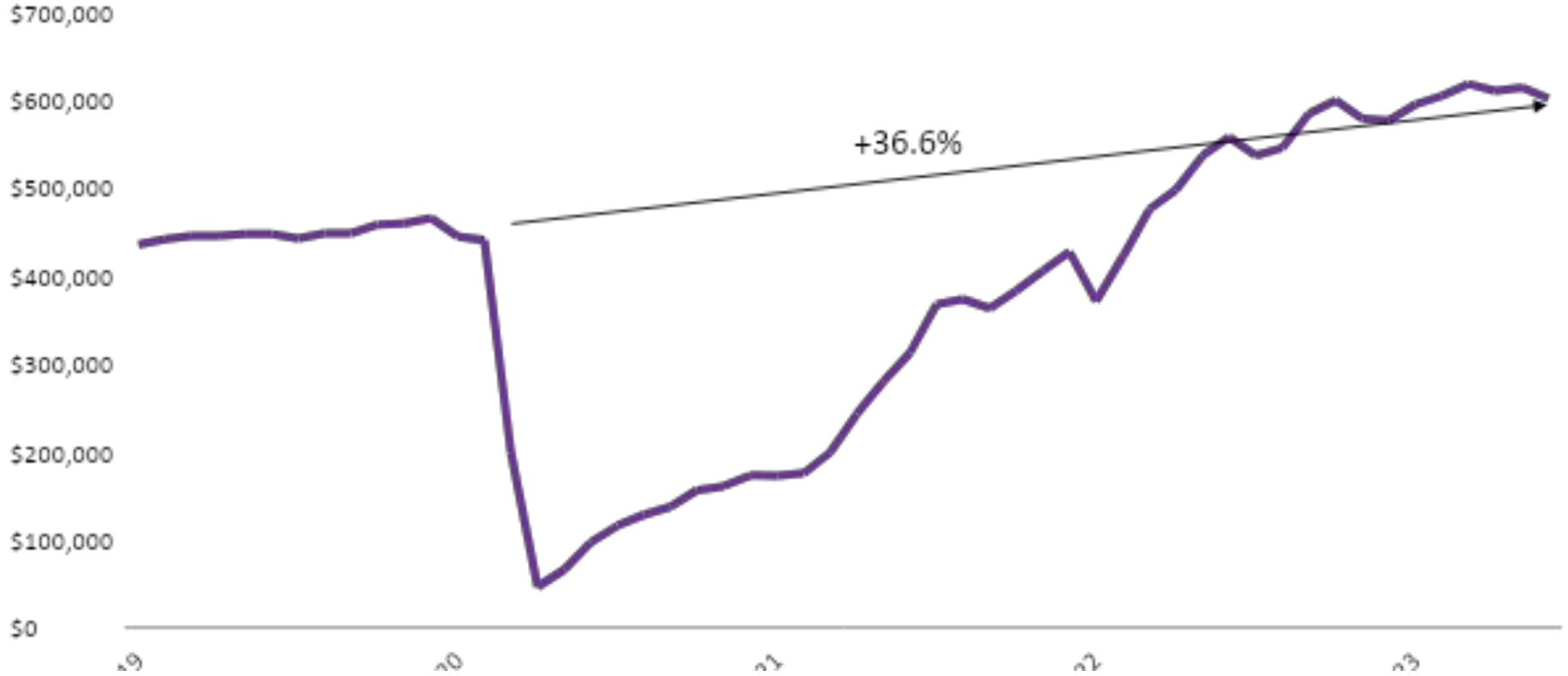


Sources: BEA, ATA, S&P Markit



Personal Consumption Expenditures of Travel

Millions of Dollars; Annualized Rate



Inflation Adjusted Personal Consumption Expenditures of Goods

\$6,500

Billions of Dollars; Annualized Rate

\$6,000

\$5,500

\$5,000

\$4,500

\$4,000

'19

'20

'21

'22

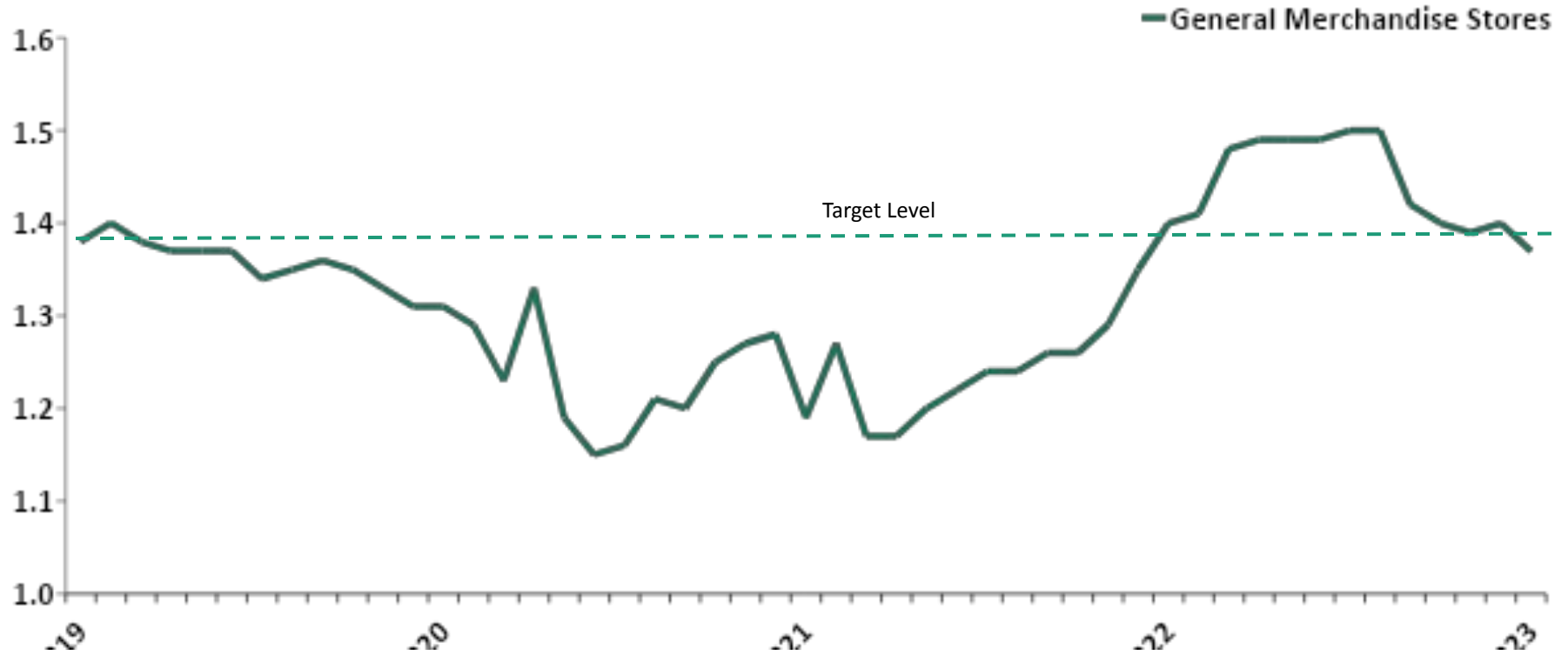
'23

Annual Growth

2019	3.1%
2020	5.2%
2021	12.2%
2022	-0.5%
2023	1.6%
2024	1.2%

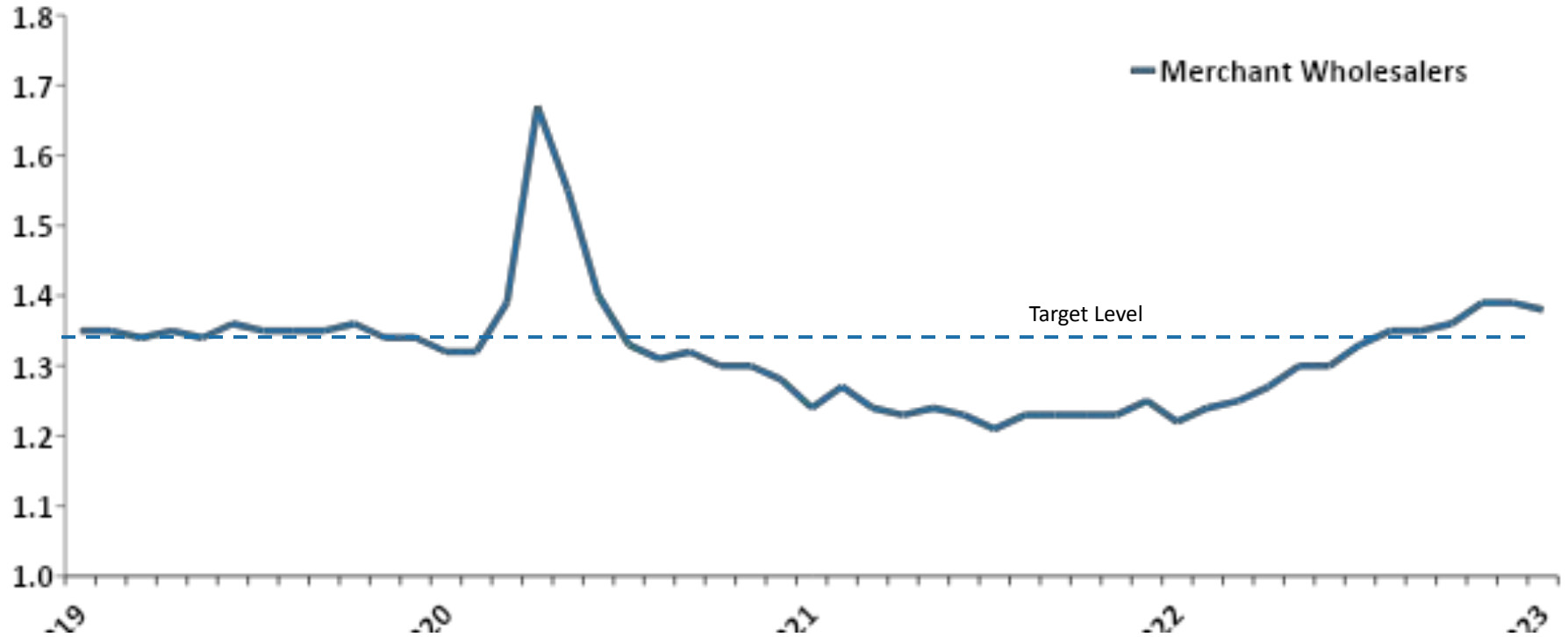
Inventories to Sales Ratios

Retail I/S Ratio Through June 2023



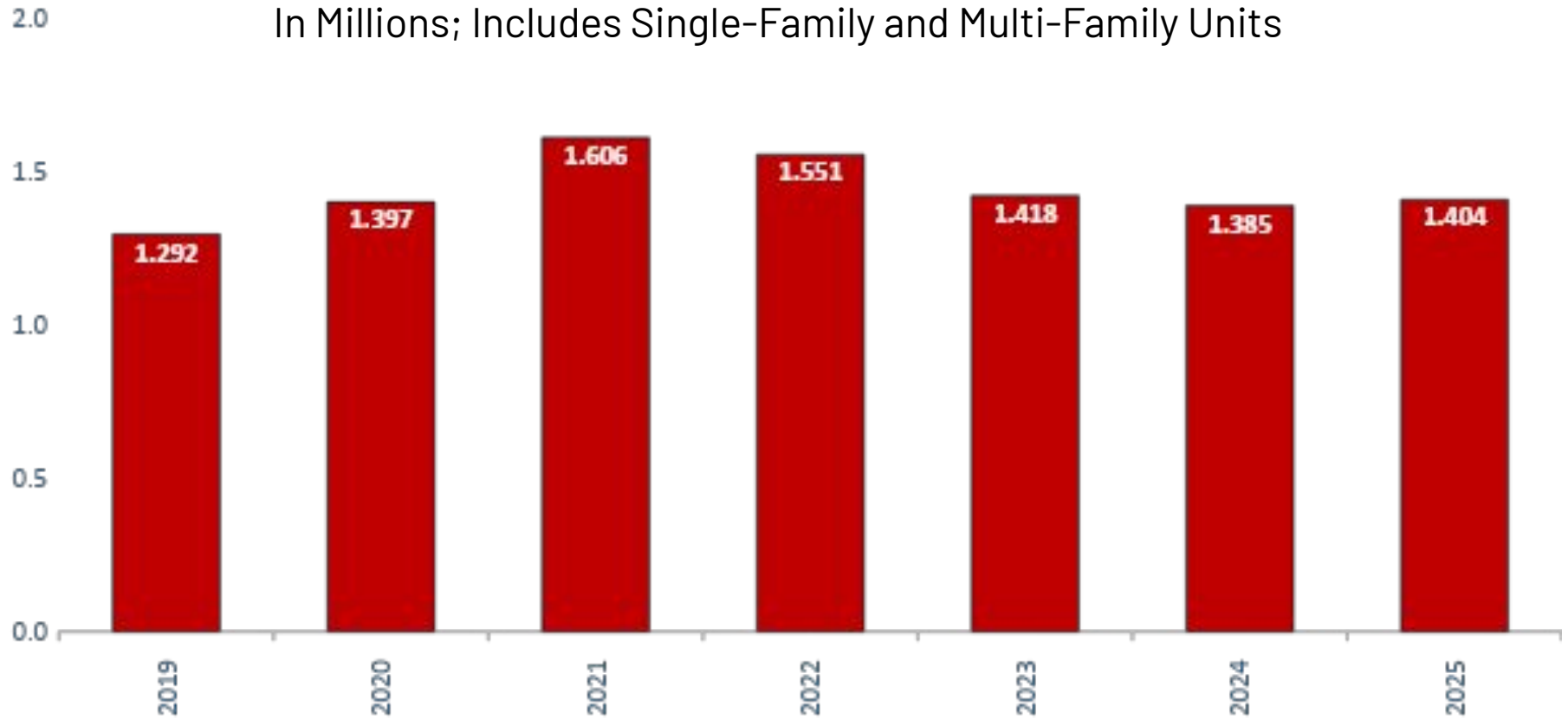
Inventories to Sales Ratios

Wholesale I/S Ratio Through June 2023



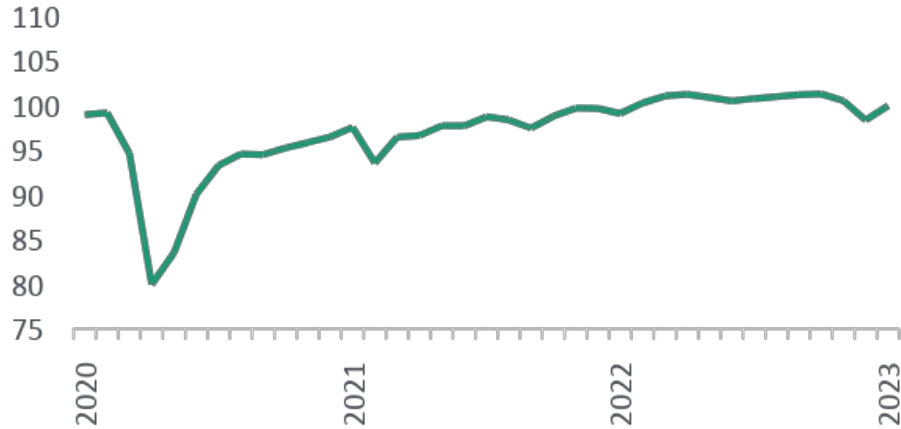
Housing Starts

In Millions; Includes Single-Family and Multi-Family Units



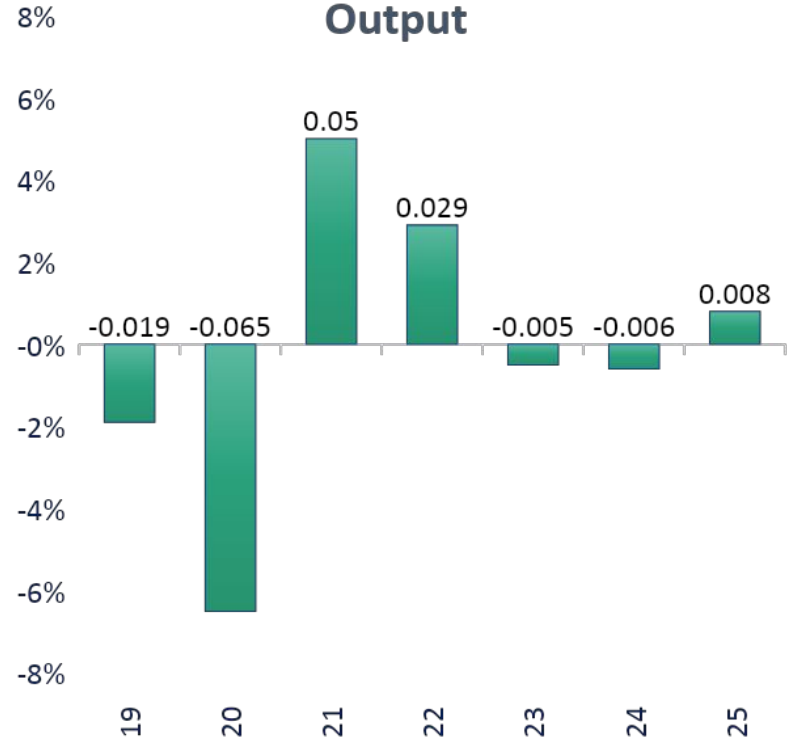
Factory Output

Level of Output (Index)



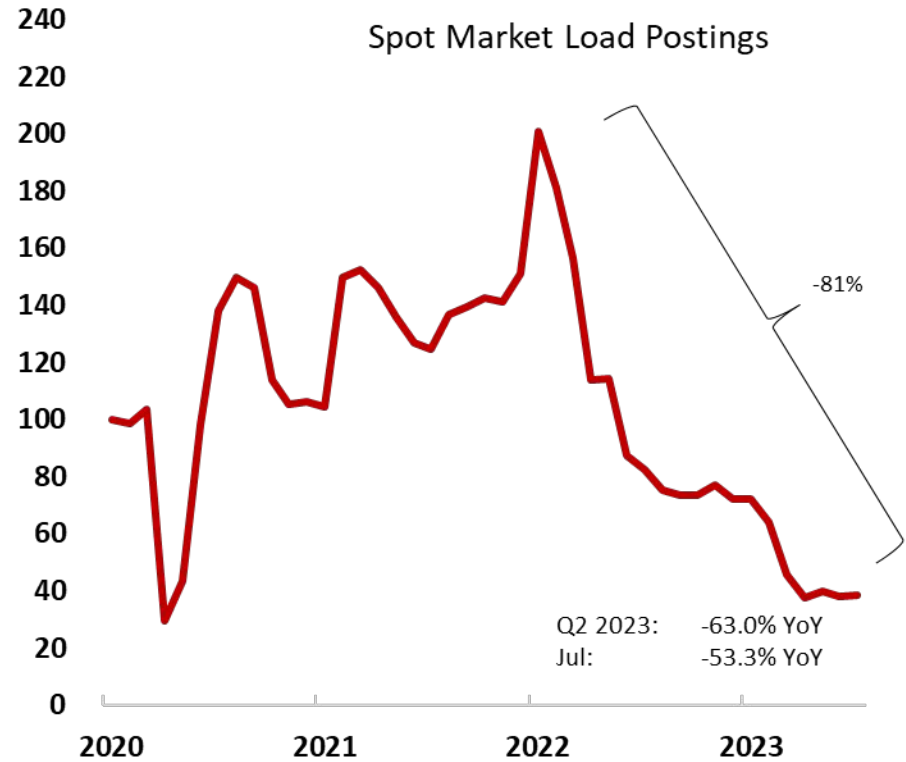
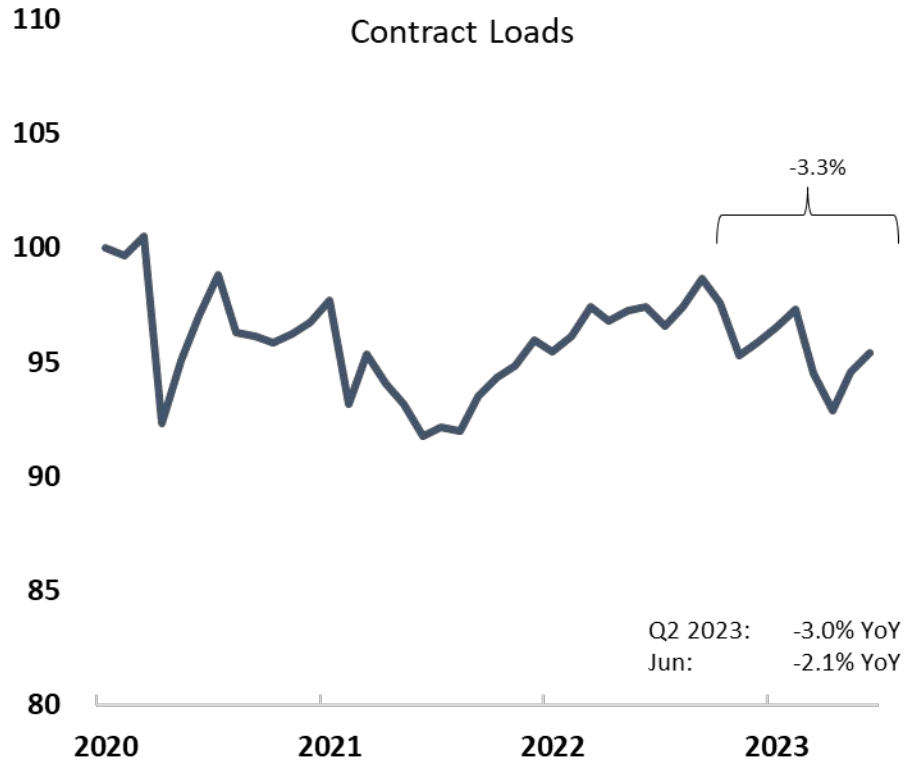
Q2 2023: -0.4% YoY
Jul: -0.6% YoY

Annual Percent Change in Output



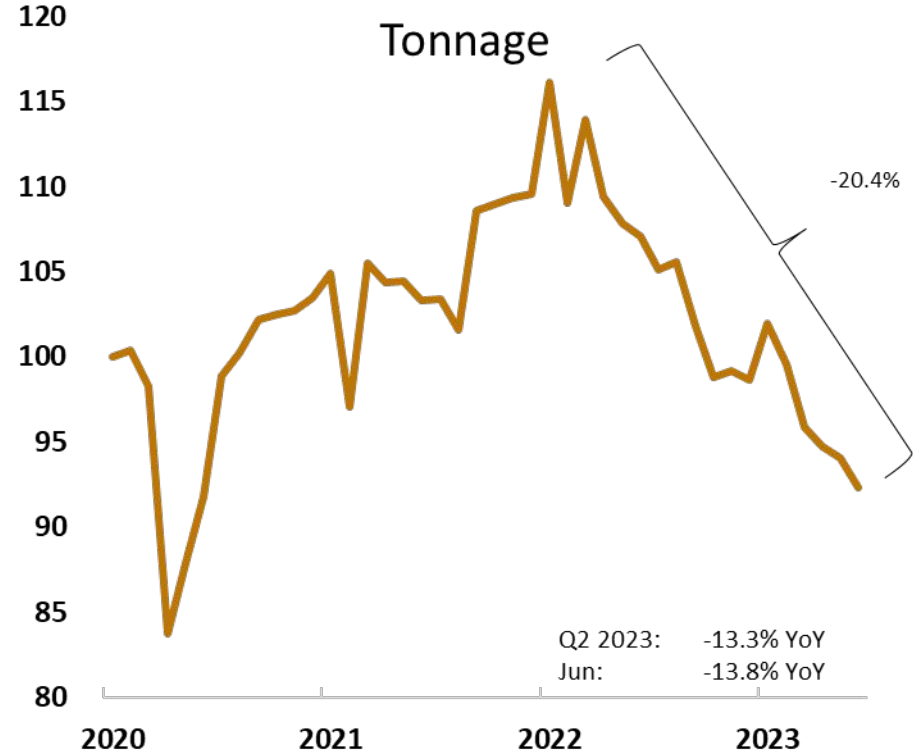
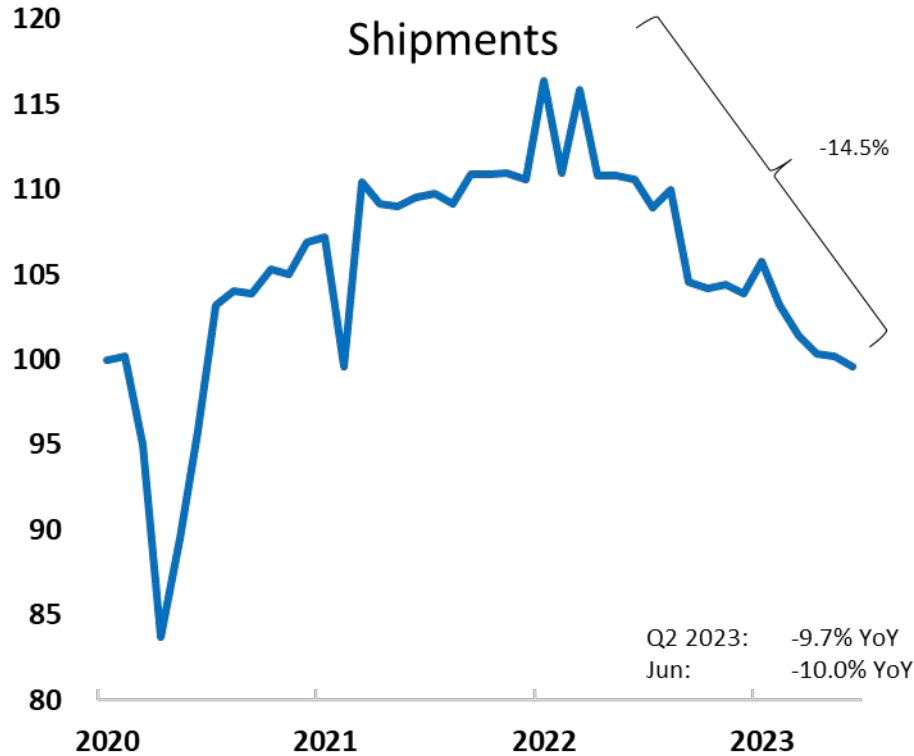
Truckload Loads

(Index; January 2020 = 100)



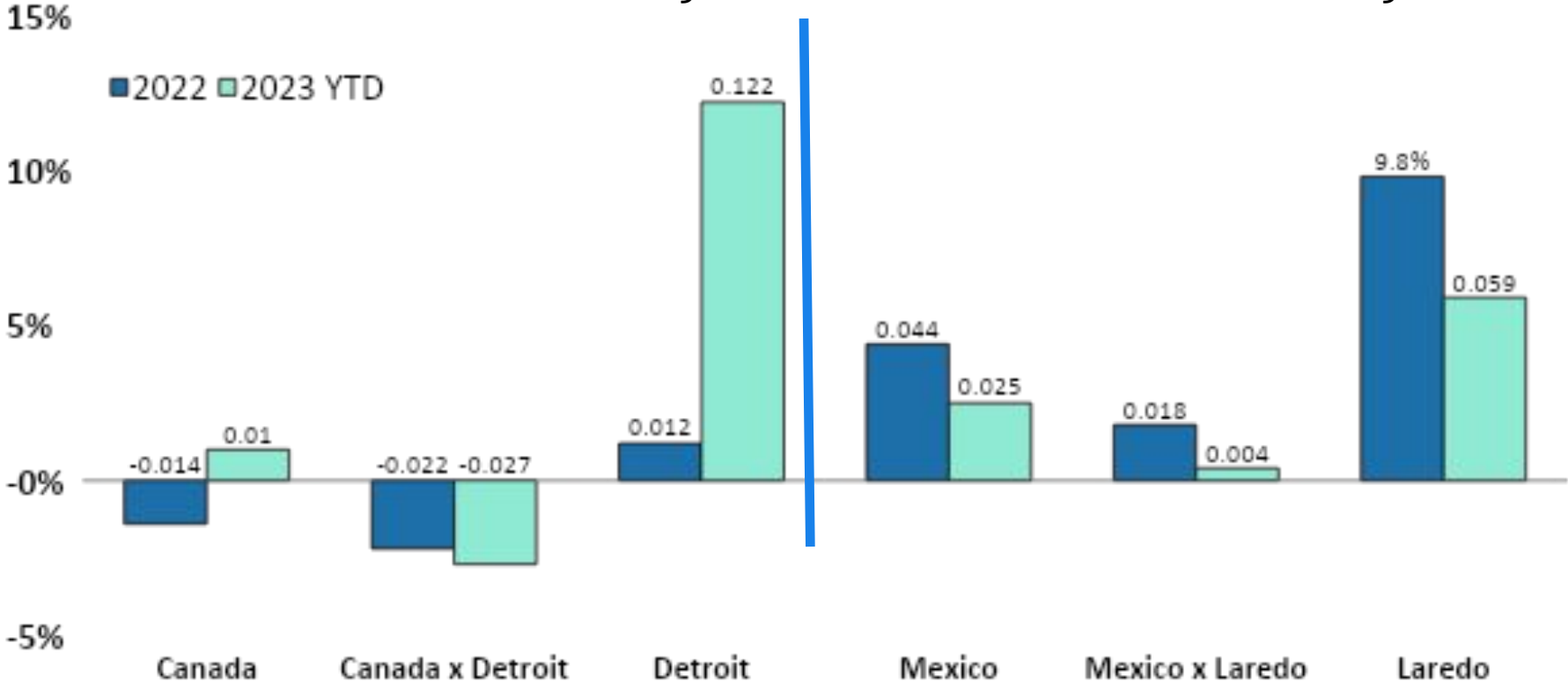
LTL Shipments and Tonnage

(Index; January 2020 = 100)



Cross-Border Truck Volumes

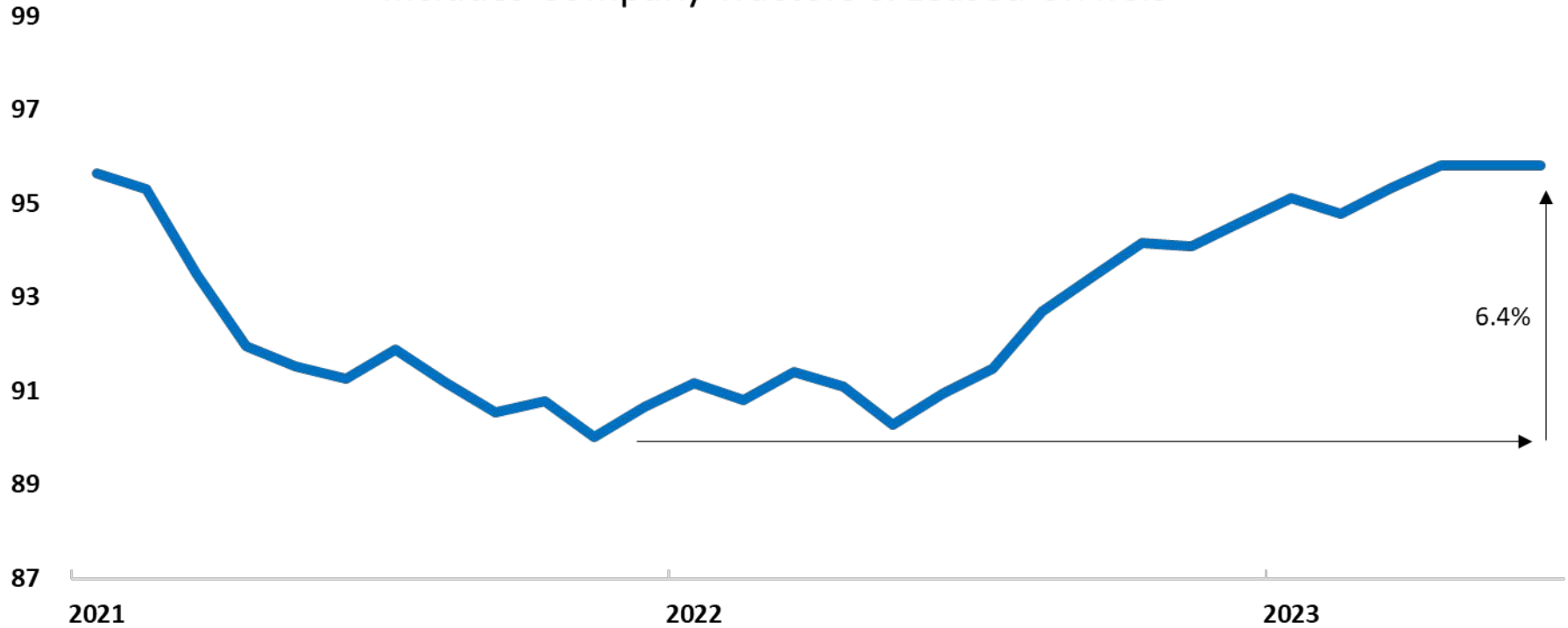
Year-over-Year Percent Change in Number of Inbound Truck Crossings



Truckload Tractor Counts

(Index; January 2019 = 100)

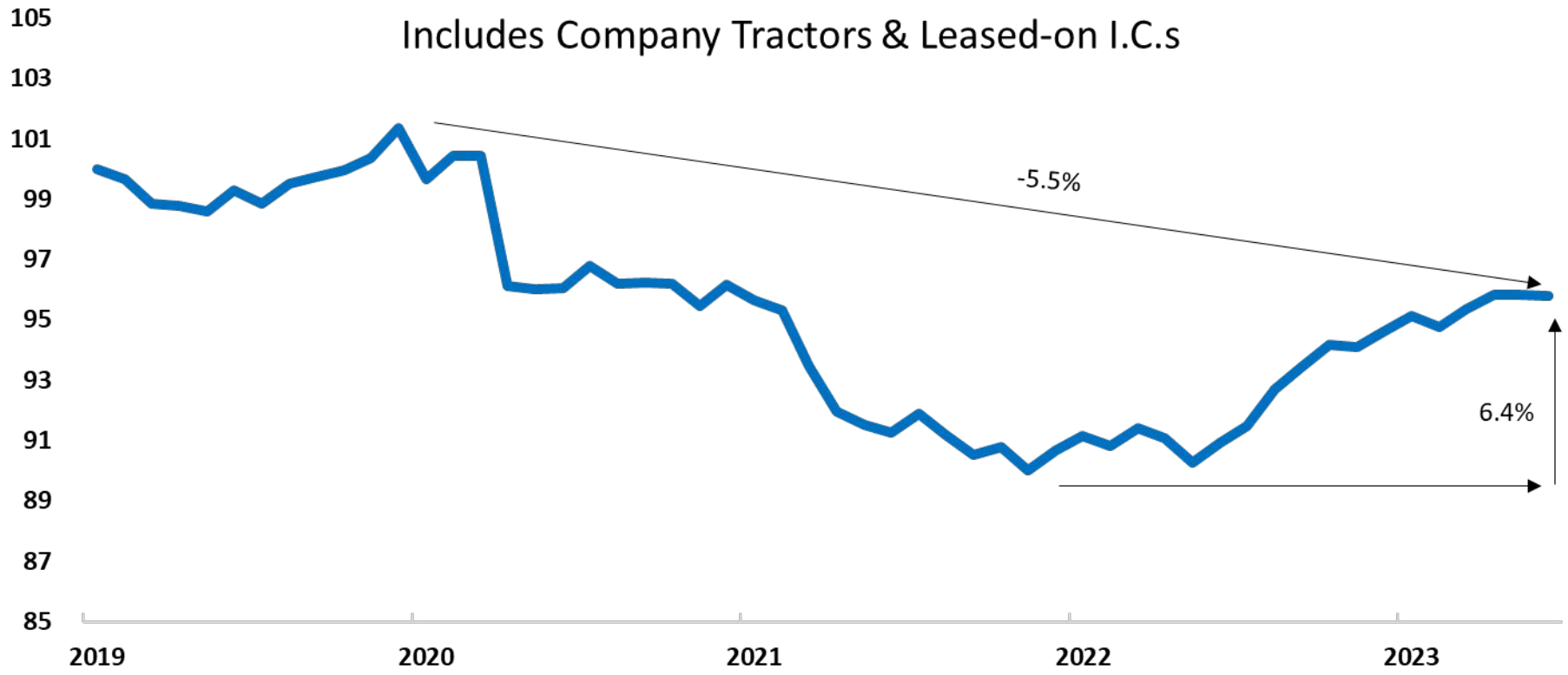
Includes Company Tractors & Leased-on I.C.s



Truckload Tractor Counts

(Index; January 2019 = 100)

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



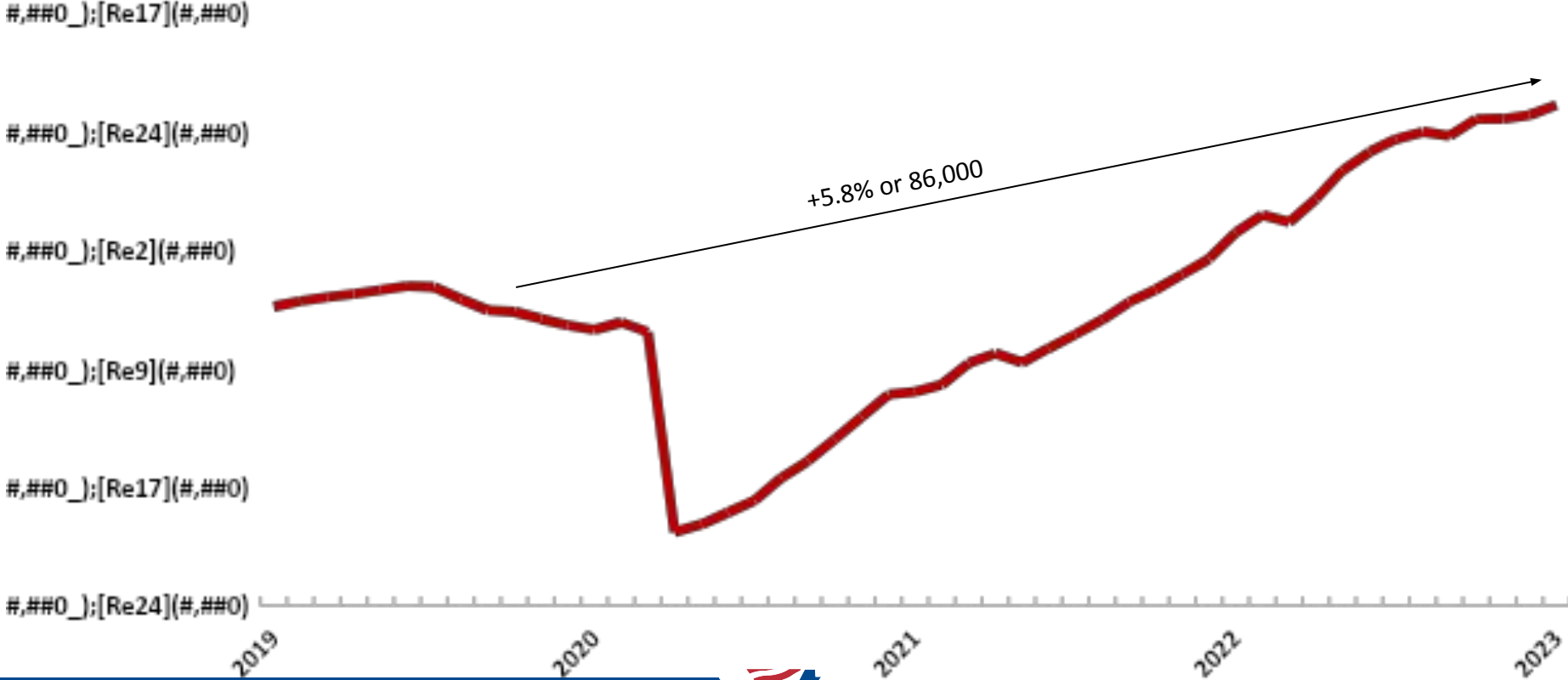
LTL Tractor Counts

(Index; January 2020 = 100)

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



For-Hire Trucking Employment



Sources: Department of Labor



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

###0_);[Re22](#,#0)

Employees –
Not Independent Contractors

###0_);[Re21](#,#0)

###0_);[Re16](#,#0)

+3% or 24,200

###0_);[Re13](#,#0)

-10,600

###0_);[Re10](#,#0)

###0_);[Re8](#,#0)

###0_);[Re5](#,#0)

2019

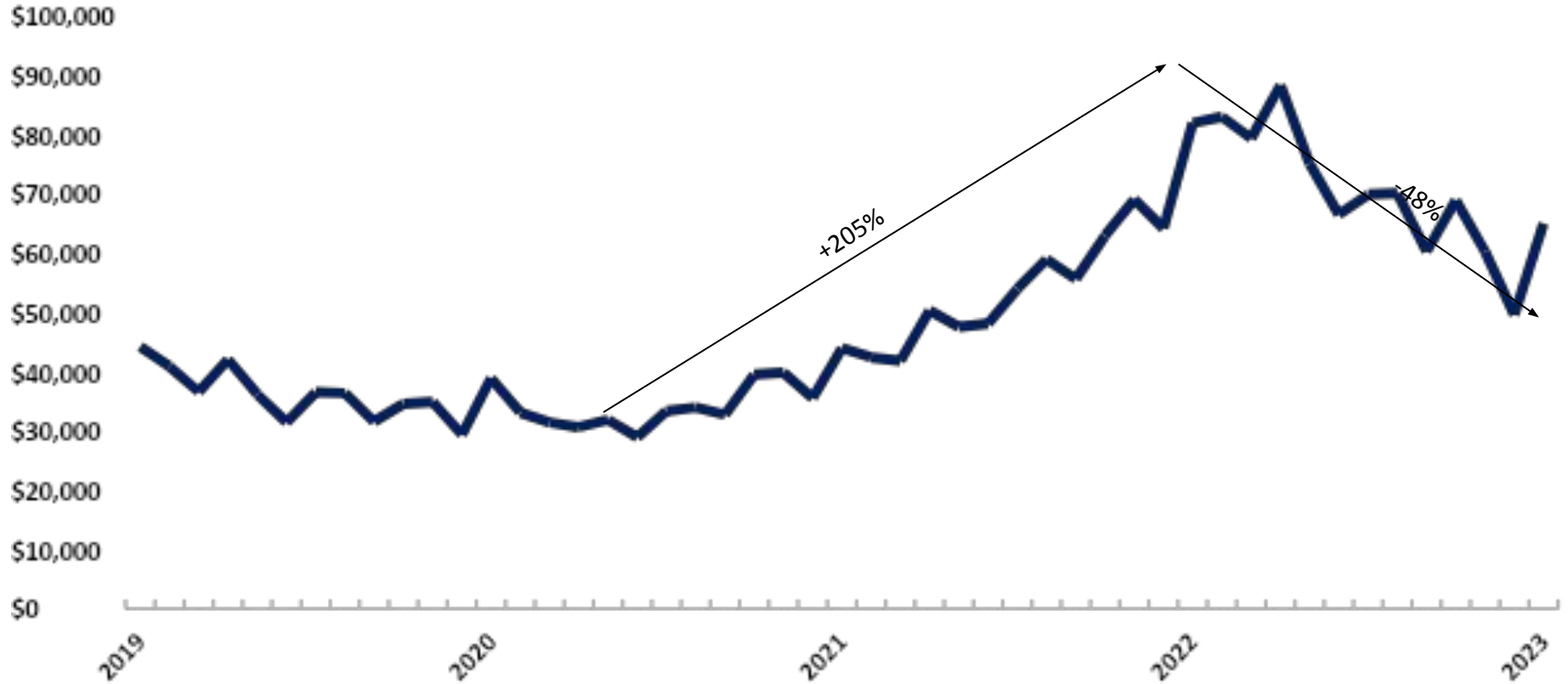
2020

2021

2022

2023

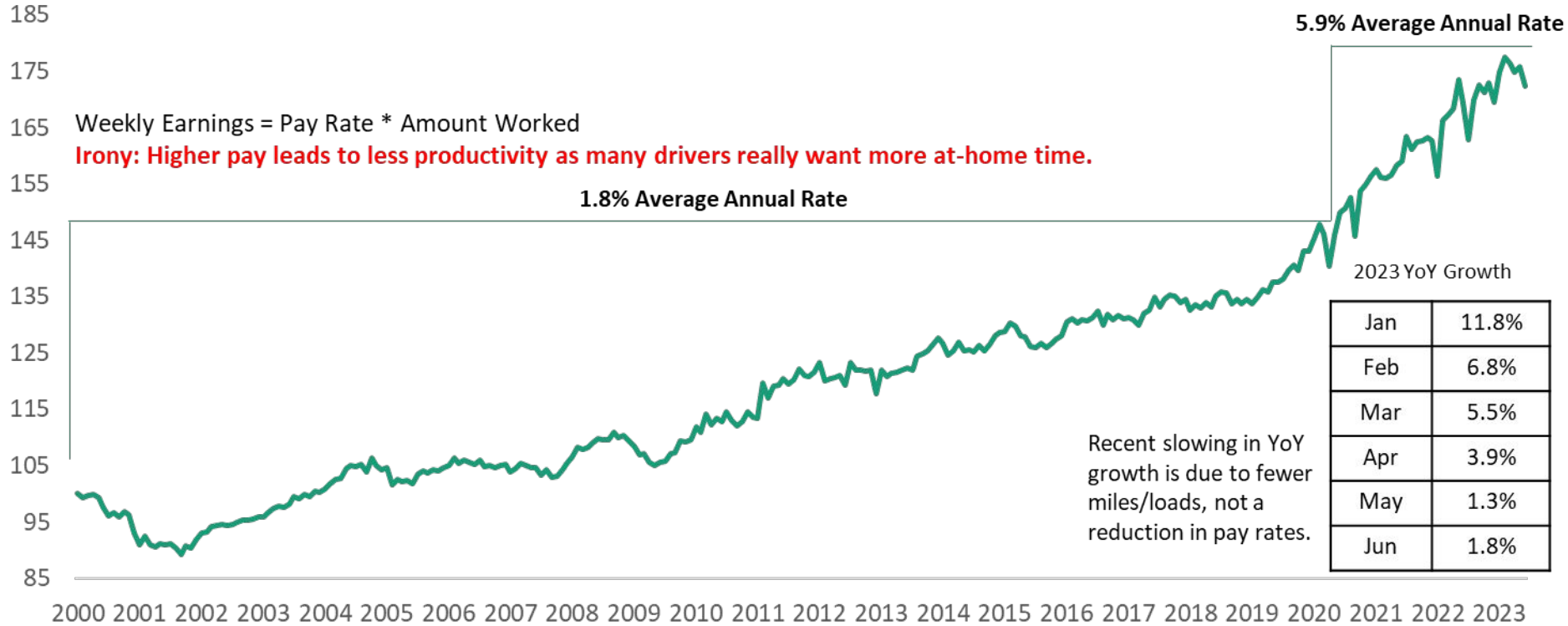
Used Class 8 Truck Prices



Source: ACT Research – average selling price



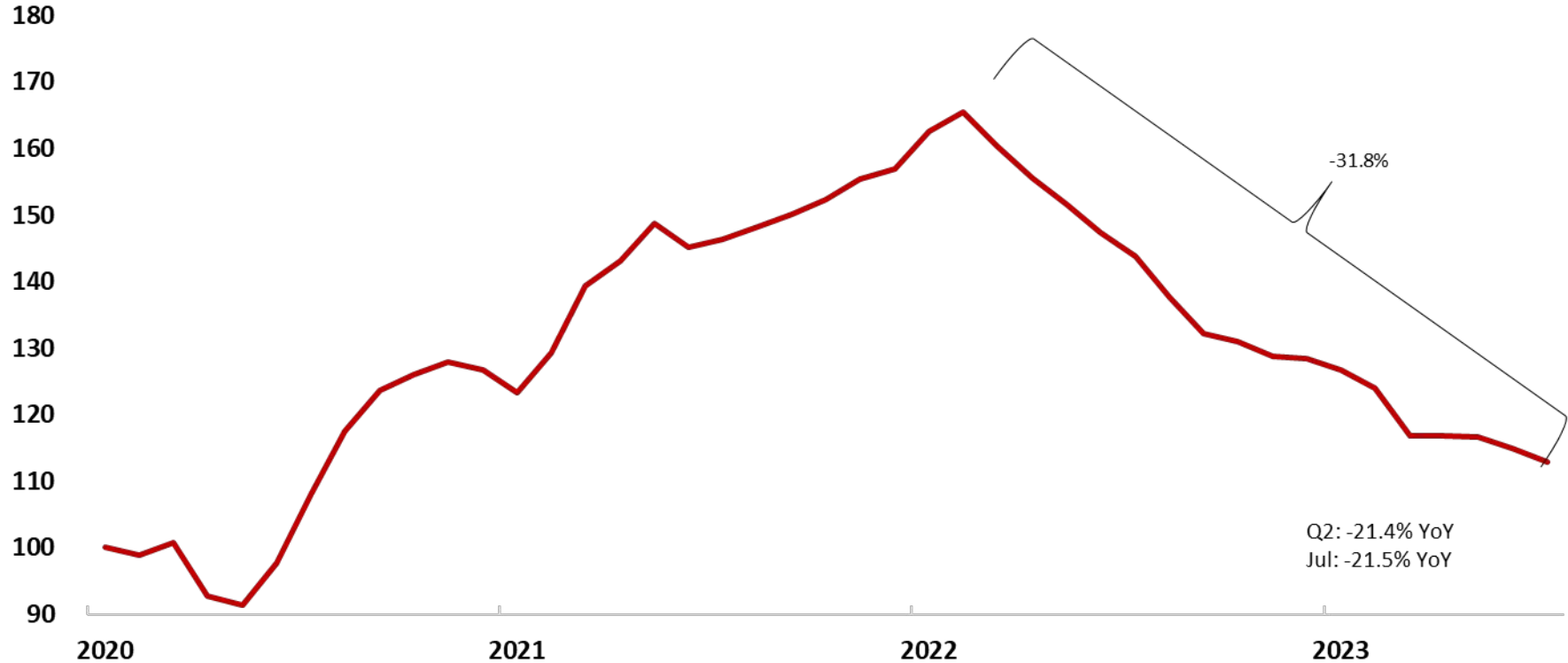
Index of Average Weekly Earnings for Production & Nonsupervisory Occupations in Long-Distance General Freight (January 2000 = 100) – Includes TL & LTL



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

Spot Market Rates

(Index; January 2020 = 100)

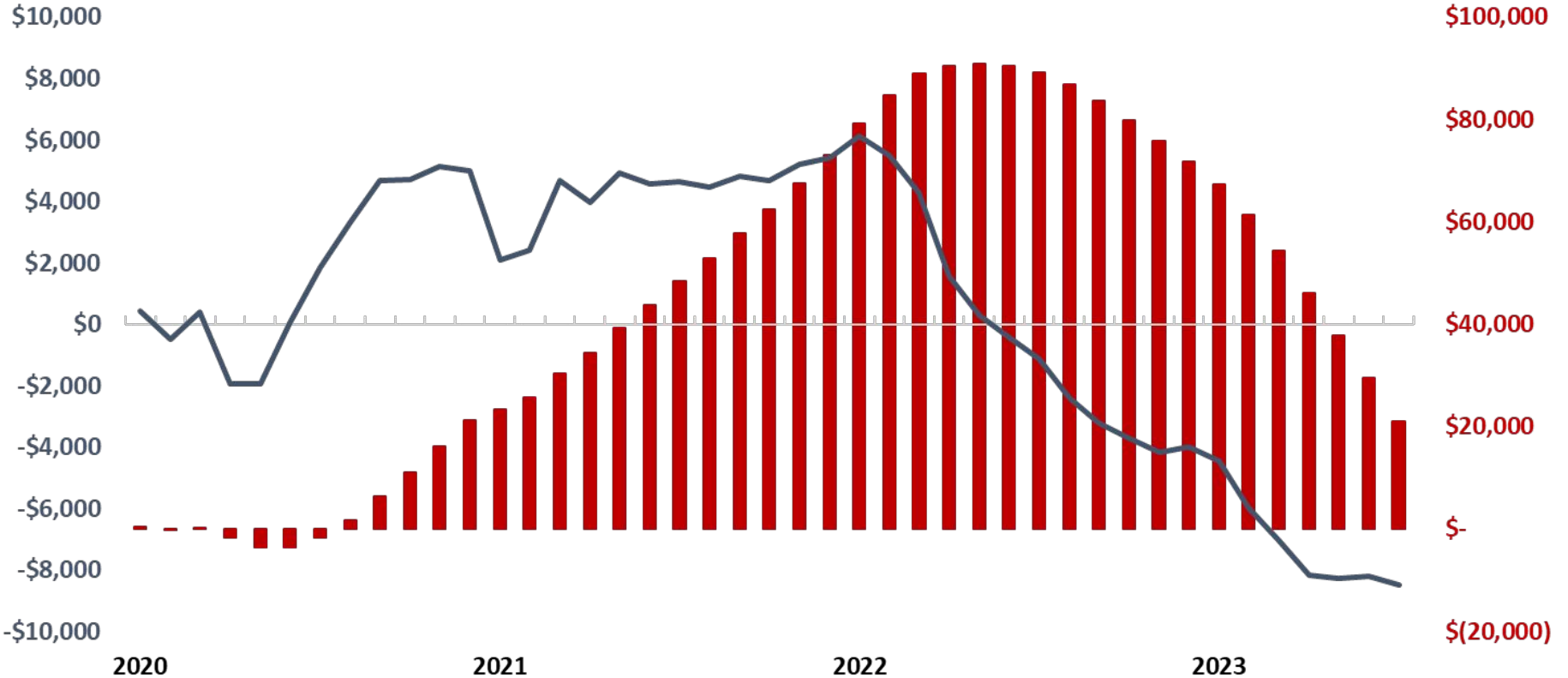


Those Primarily in the Spot Market are Under Tremendous Pressure

Monthly Profit/Loss

Independent Contractor "Best Case" Analysis

Cumulative Savings



Source: ATA using data from ATRI, Dat.com, and ATA
Note: This is a spot market per truck analysis.





Questions & Answers

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