



Market Updates

Bulk:

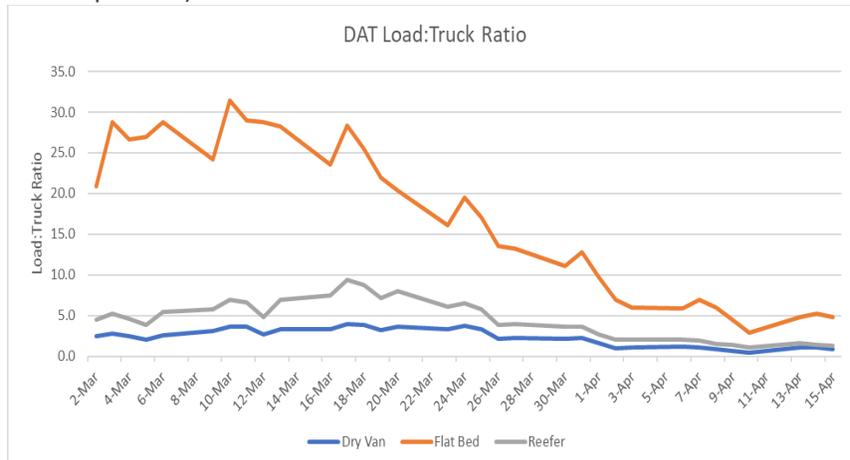
- No reports of any widespread disruptions in service. Local areas may see challenges but in general the bulk network is open for business as usual.
- There have been no new reports this week of staffing issues at some tank washes causing congestion and slower operations.

LTL:

- In general, LTL carriers are operating normally. No reports of widespread driver illness. Local terminals will be the best source of area operating restrictions.
- LTL carriers continue to recommend confirming consignees are open for business prior to shipping any freight – to avoid returns and associated charges.
- Many LTL/parcel companies (YRC, UPS, FedEx) have suspended service guarantees or are not offering refunds if delivery dates are not met. Many have waived signature at delivery requirements.

Truckload Dry Van/Reefer/Flatbed:

- The trend of decreasing spot market activity as reported by DAT continues, as we appear to be well past the temporary surge and demand for many non-essential products has cratered.
- Given enough lead time, spot market pricing should not be necessary for most shippers now.
- Spot market activity decreased 41.7% overall last week in comparison to the prior week, per DAT.
- Van shipment load to truck ratio decreased by 44.4% last week.
- Reefer shipment load to truck ratio decreased by 42.3% last week.
- Flatbed shipment load to truck ratio decreased by 42.9% last week.
- The table below is the latest load to truck ratio from DAT (US shipments)



Source: DAT Solutions, LLC.

Shelter in Place Directives	
State	Effective Date
California	3/19/2020
Pennsylvania	3/19/2020
Oregon	3/20/2020
Illinois	3/21/2020
New Jersey	3/21/2020
New York	3/22/2020
Connecticut	3/23/2020
Kentucky	3/23/2020
Louisiana	3/23/2020
Maryland	3/23/2020
Ohio	3/23/2020
Washington	3/23/2020
Delaware	3/24/2020
Massachusetts	3/24/2020
Michigan	3/24/2020
New Mexico	3/24/2020
West Virginia	3/24/2020
Hawaii	3/25/2020
Idaho	3/25/2020
Indiana	3/25/2020
Nevada	3/25/2020
Vermont	3/25/2020
Virginia	3/25/2020
Wisconsin	3/25/2020
Colorado	3/26/2020
New Hampshire	3/27/2020
Alaska	3/27/2020
Rhode Island	3/28/2020
Minnesota	3/28/2020
Montana	3/28/2020
Kansas	3/30/2020
North Carolina	3/30/2020
Arizona	3/31/2020
Washington DC	4/1/2020
Tennessee	4/1/2020
Maine	4/2/2020
Florida	4/3/2020
Georgia	4/3/2020
Mississippi	4/3/2020
Alabama	4/4/2020
Missouri	4/6/2020
South Carolina	4/7/2020



Export/Import/Ocean:

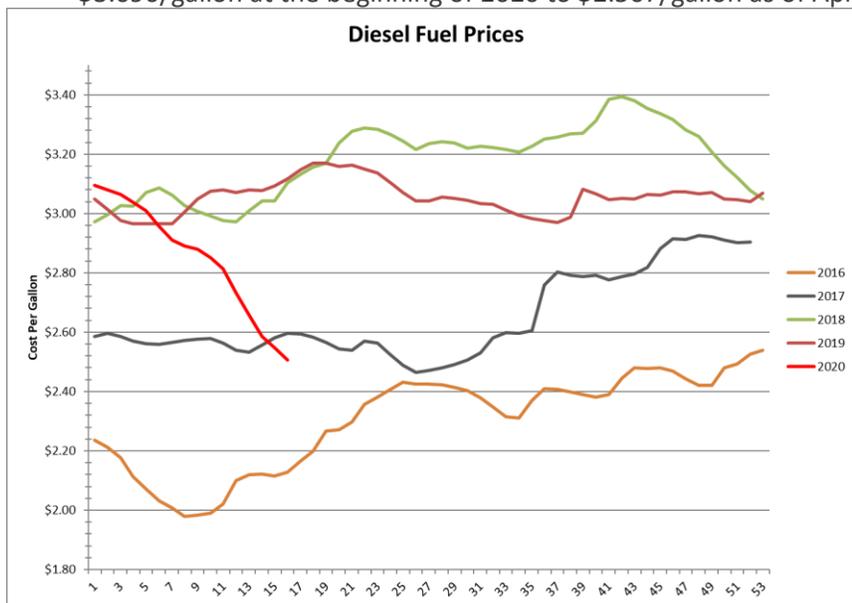
- The Port of Los Angeles reported a year-over-year March volume drop of 30.9%. March imports decreased 25.9%, exports decreased 23.8%, empty containers declined 44.5%.
- India extends country-wide shut-down through May 3rd. Was originally scheduled to end April 14.
- According to a report in the JOC, ocean carriers are expecting US Imports from Asia to “crater” in the next two months due to blank sailings and a steep decline in consumer demand for summer-related goods and back-to-school merchandise.
- All US and Canada terminals for all major steamship lines remain open and working, albeit some with abbreviated hours on some days at smaller ports.
- In just three weeks, United Airlines has already operated 270 cargo-only flights carrying more than 9.2 million pounds of goods on repurposed Boeing 777 and 787 jets.

Rail:

- The North American rail network remains stable. All Class I railroads reporting no issues due to Covid-19.
- The [Association of American Railroads](#) has reported that US weekly traffic is down 21.9% as compared to the same week last year.

Fuel:

- Diesel fuel continues to drop. The national average cost per gallon fell another four cents this week and has declined from a peak of \$3.096/gallon at the beginning of 2020 to \$2.507/gallon as of April 13th.



Source: U.S. Energy Information Administration

Social Distancing Techniques for Transportation

As shipper and consignee locations define social distancing procedures, keep in mind that masks are in short supply, and may be difficult for drivers to obtain.

In lieu of a mask requirement consider the following options:

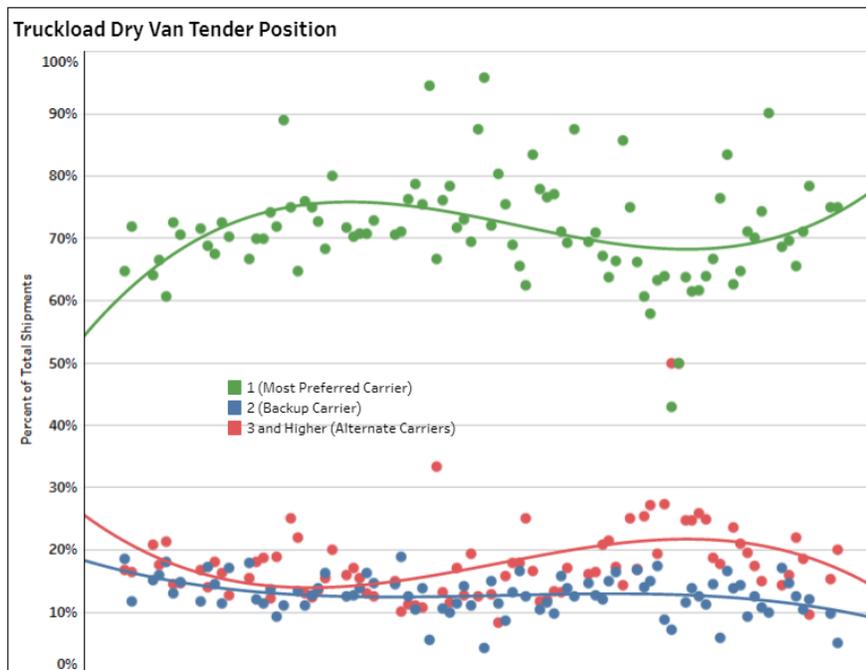
- Contactless pickups and deliveries – drivers remain in their trucks and communicate via cellphones with shipping, receiving, and security.
- Permit drivers to sign ‘for you’ by providing names for driver to add to paperwork so consignee facility employees do not have to touch the paperwork.
- Alternatively, signed paperwork can be left in the back of the driver’s trailer for van/reefer shipments.



Market Tender Position:

The charts below show the daily carrier tender acceptance performance within the CLX US carrier network in 2020 and accounts for shipments that are sequentially tendered. The information is updated daily. Acceptance by primary carriers is denoted by the green dots/trendline. Blue dots/trendline represents the backup carrier and the red dots/trendline represents alternate carriers (third and higher in routing guide sequence).

Tender acceptance by primary carriers (sequentially tendered shipments) has continued to improve from last several weeks charts as overall volumes have declined as we are beyond the peak surge.



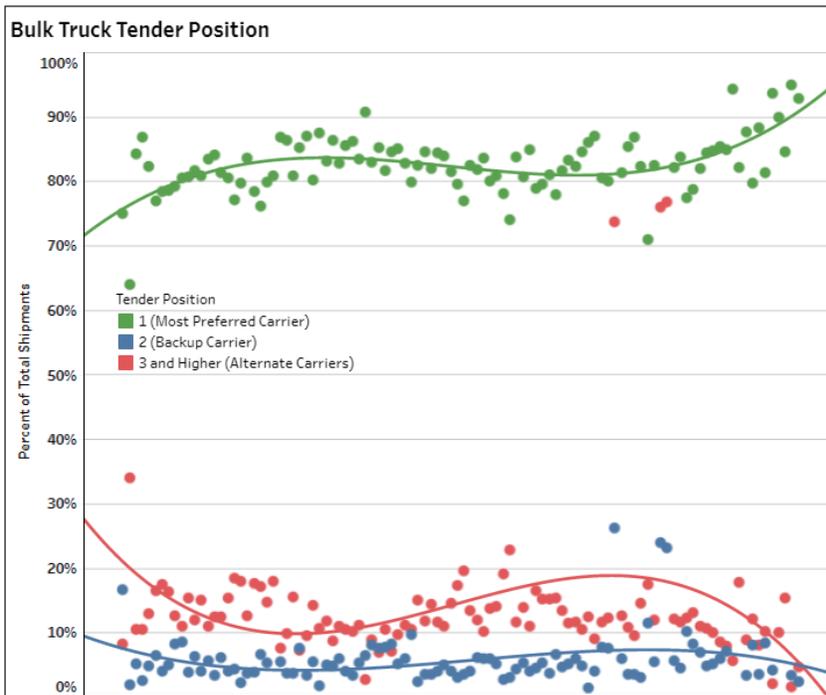
Source: CLX Logistics US carrier network. YTD April 2020. Customer pickup and return shipments excluded.

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Market Tender Position: (continued)

Bulk tender acceptance by primary carriers has continued to trend up over the past week for sequentially tendered shipments. The market is adjusting capacity from sectors which have slowed to those which have increased due to the Covid-19 changes.



Source: CLX Logistics US carrier network. YTD April 2020. Customer pickup and return shipments excluded.

Thank a trucker/transportation professional!

- During the outbreak of the Covid-19 virus, America's truckers have continued to supply the medicines, medical equipment, food, fuel, and other critical goods that we all depend upon each day.
- CLX would like to recognize and provide a small token of thanks those individuals who have remained out on the 'frontlines' performing these critical tasks while most non-essential activities have been stopped as America shelters in place.
- Please send any nominations for someone in the trucking industry (drivers, terminal employees, or dispatchers) that has provided exception service during this time to ICT@clxlogistics.com

Work from Home Tips:

- **Set a schedule** – define when you are working and when you are not.
- **Start your day** – something as simple as changing clothes, brushing teeth, etc. Don't just roll out of bed and log on to your work computer.
- **Create a "work" space** – establish a dedicated working area, if possible. Whether that is a home office, or spare corner of a room. That is your indicator that you are 'at work'.
- **Mute your phone during conference calls when not speaking** – helps cut down on background noise so other participants can hear the entire conversation.
- **Take breaks** – get up periodically and move around. Don't forget to eat as you normally would in the office.
- **Stay connected** – as the saying goes, *we are isolating not isolated*. To combat that, perhaps setup a 'lunch chat' with co-workers or friends. Use your conferencing capabilities to eat together virtually.