



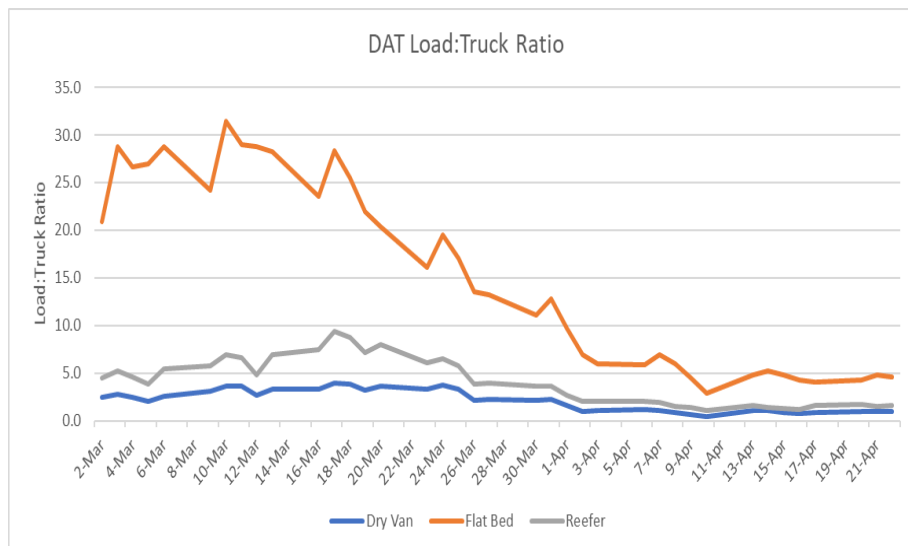
Market Updates

Bulk, LTL & Truckload (Van/Reefer/Flatbed):

- As has been the case for the past several weeks, we are not hearing reports of any widespread disruptions in service due to driver illness across any of the modes.
- It continues to be sound advice to confirm your customers are open for deliveries prior to shipping to ensure carriers are not returning freight at shipper expense due to closed consignees.
- Many carriers have implemented virus/social distancing protocols including enhanced cleaning of trucks and terminals and waiving delivery signature requirements on paperwork.

Trends info for Dry Van/Reefer/Flatbed:

- Given enough lead time, spot market pricing should not be necessary for most shippers now. The consumer products surge has decreased substantially, and capacity availability has improved versus a month ago. More on this in the tender position summary on the last page.
- Spot market activity decreased 11.7% overall last week in comparison to the prior week, per DAT.
- Van shipment load to truck ratio increased by 8.7% last week.
- Reefer shipment load to truck ratio decreased by 11.6% last week.
- Flatbed shipment load to truck ratio decreased by 13.4% 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:

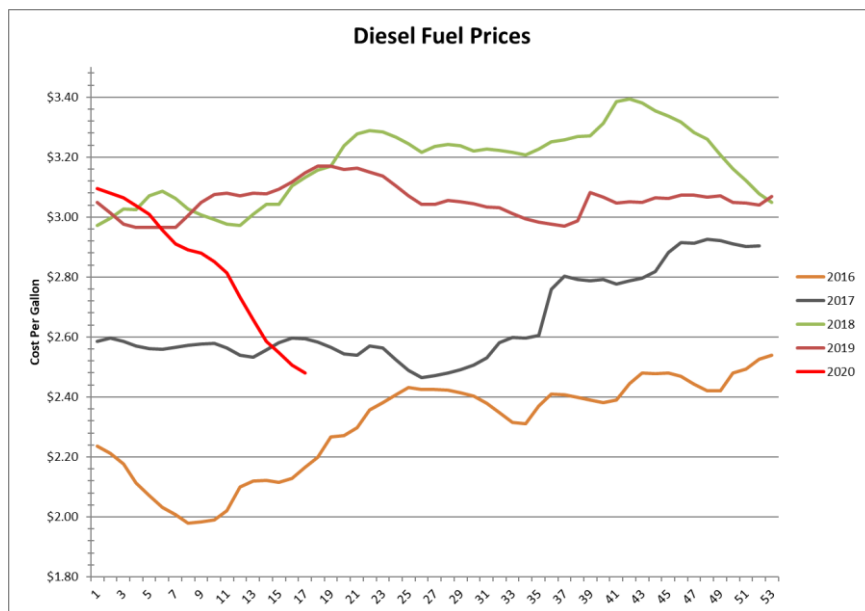
- Container shortages continue in the Midwest and Plains States due to blank sailings from Asia hampering the supply of equipment moving outside of major port cities. Rail hubs in Chicago and Kansas City are even seeing a decrease in available equipment. Shippers in some parts of the country are having to book with ocean carriers as much as two months in advance to secure space, but then there is still no guarantee for equipment once the loading dates come up.
- CMA-CGM postponed their planned GRI for Exports to Asia/Far East from May 1st to May 15th.
- Likewise, CMA-CGM also postponed their GRI for exports from All US ports to India, Pakistan, Sri Lanka, Bangladesh, Middle East Gulf and Red Sea ports of discharge or inland point via said ports) from May 1st to May 20th.

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 23.3% as compared to the same week last year.

Fuel:

- Diesel fuel continues to decrease. The price for a barrel of oil went negative earlier this week, so the petroleum market is in a state of flux as storage capacity is running out, and consumption is dropping. The national average price per gallon this week is \$2.480.



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:

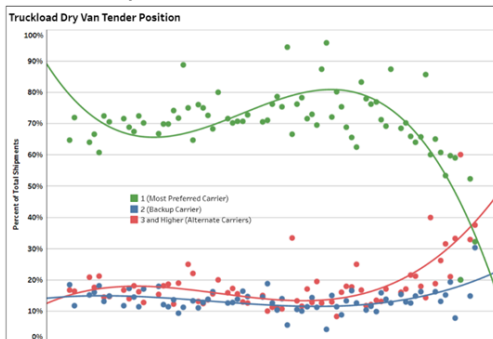
- Contactless pickups and deliveries – drivers remain in their trucks and communicate via cellphones with shipping, receiving, and security.
- Permit drivers to sign ‘for you’ by providing names for driver to add to paperwork so consignee facility employees do not have to touch the paperwork.
- Alternatively,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



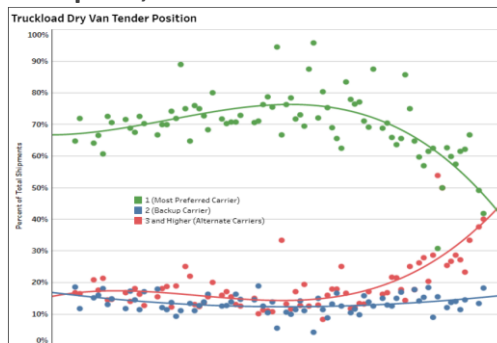
Market Tender Position – Surge recap:

- If you've been reading our weekly updates, we've ended each of the past several editions with snapshots of tender acceptance as noted by the CLX carrier network for sequential tenders.
- As things have reached some level of equilibrium, we thought it would be interesting to show the truckload charts from the past month in one summary page. You can see the surge's impact on load tender acceptance, and the subsequent improvement as the surge passed.
- Green dots/line represents the primary carrier, blue represents the backup carrier, red represents other alternate carrier options.

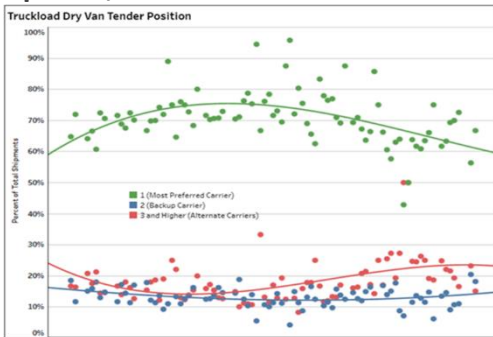
March 26, 2020



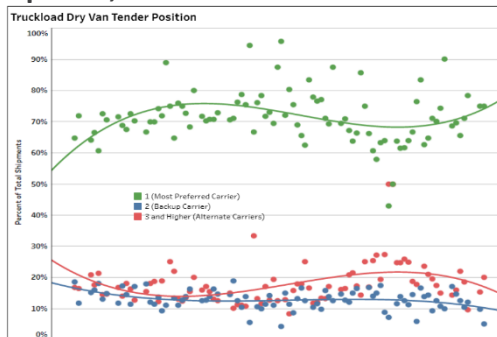
April 3, 2020



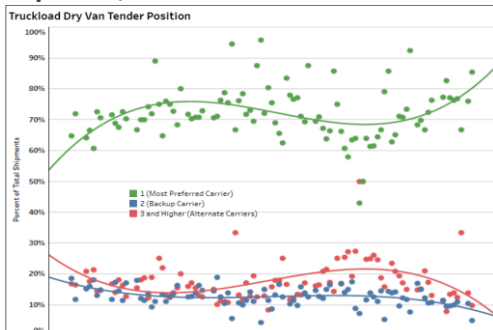
April 10, 2020



April 17, 2020



April 24, 2020



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