

MARKET CONDITIONS UPDATE

WEEK OF NOVEMBER 4th – 10th, 2024





FLATBED



VAN



REEFER



FUEL



RATE AND CAPACITY TRENDS

CAPACITY UPDATES

As we approach the upcoming **holiday season**, Beemac Logistics is closely monitoring market conditions across all modes of transportation—Flatbed, Van, and Reefer. Historical trends and current data indicate that we are entering a period of increased demand and tightening capacity as consumer demand for goods ramps up in anticipation of Christmas and the end-of-year rush. This update provides an overview of the key trends to expect in each market and how they may impact capacity and freight rates.

FLATBED



- **Capacity Constraints:** The seasonal drop in driver availability, combined with heightened demand for flatbed services, typically results in tighter capacity. This trend begins in early November and peaks just before Christmas, extending into the early weeks of the new year as businesses continue to fulfill post-holiday orders.
- **Freight Rates:** With fewer drivers and tightening capacity, flatbed rates typically see an increase of 5-7% during this period. The rate hikes are driven by higher demand for available trucks and the urgency of getting time-sensitive loads delivered before the holiday break.

VAN



- **Capacity Constraints:** Historical trends indicate that van capacity tightens as early as November, with a significant peak around Black Friday and Cyber Monday. Retailers tend to build up inventory in anticipation of this period, which can place a strain on available truckload capacity.
- **Freight Rates:** With the increase in load volumes and the strain on available capacity, freight rates are expected to increase, potentially by 8-10% over typical rates. The most significant rate jumps are expected in key retail corridors as shippers rush to meet delivery deadlines for holiday orders.

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- **Capacity Pressure:** Given the perishable nature of these products, reefer shipments are especially time-sensitive, leading to greater competition for available equipment. Beemac expects tighter capacity starting in late November, peaking just before Christmas, and extending through the first few weeks of the new year as demand for post-holiday food deliveries remains high.
- **Freight Rates:** As with the flatbed and van markets, the reefer sector will see freight rate increases, potentially reaching 10-15% higher than normal, especially as capacity becomes increasingly strained. Rates for key lanes serving grocery distribution centers, e-commerce fulfillment centers, and holiday-specific shipments will likely see the most significant increases.

WEEKLY INSIGHTS

- Capacity loosened across all modes last week
- Spot load posts decreased 18% last week; while Spot truck posts decreased 12% over the same period.
- Overall, capacity continues to outweigh the demand keeping rates suppressed across all modes.
- Holiday season is approaching leading to spikes in Van and Reefer rates

FLATBED



- Load to Truck Ratio decreased 10% from the prior week resulting in more available capacity.
- Flatbed spot rates were flat from the prior week but are up 3% from last year at this time.

VAN



- Load to Truck Ratio decreased 8% from the prior week resulting in more available capacity.
- Van spot rates were up .5% from the prior week and are up .5% from last year at this time.

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- Load to Truck Ratio increased 1% from the prior week resulting in less available capacity
- Reefer spot rates are flat from the prior week but are down 2% from last year at this time.

FUEL



- Fuel prices are flat from the prior week but are down 17% from last year at this time.

WEEK OF NOVEMBER 4 – NOVEMBER 10, 2024

DAT

TRENDLINES

National Spot Rates

Spot rates continue steady climb



VAN



FLATBED

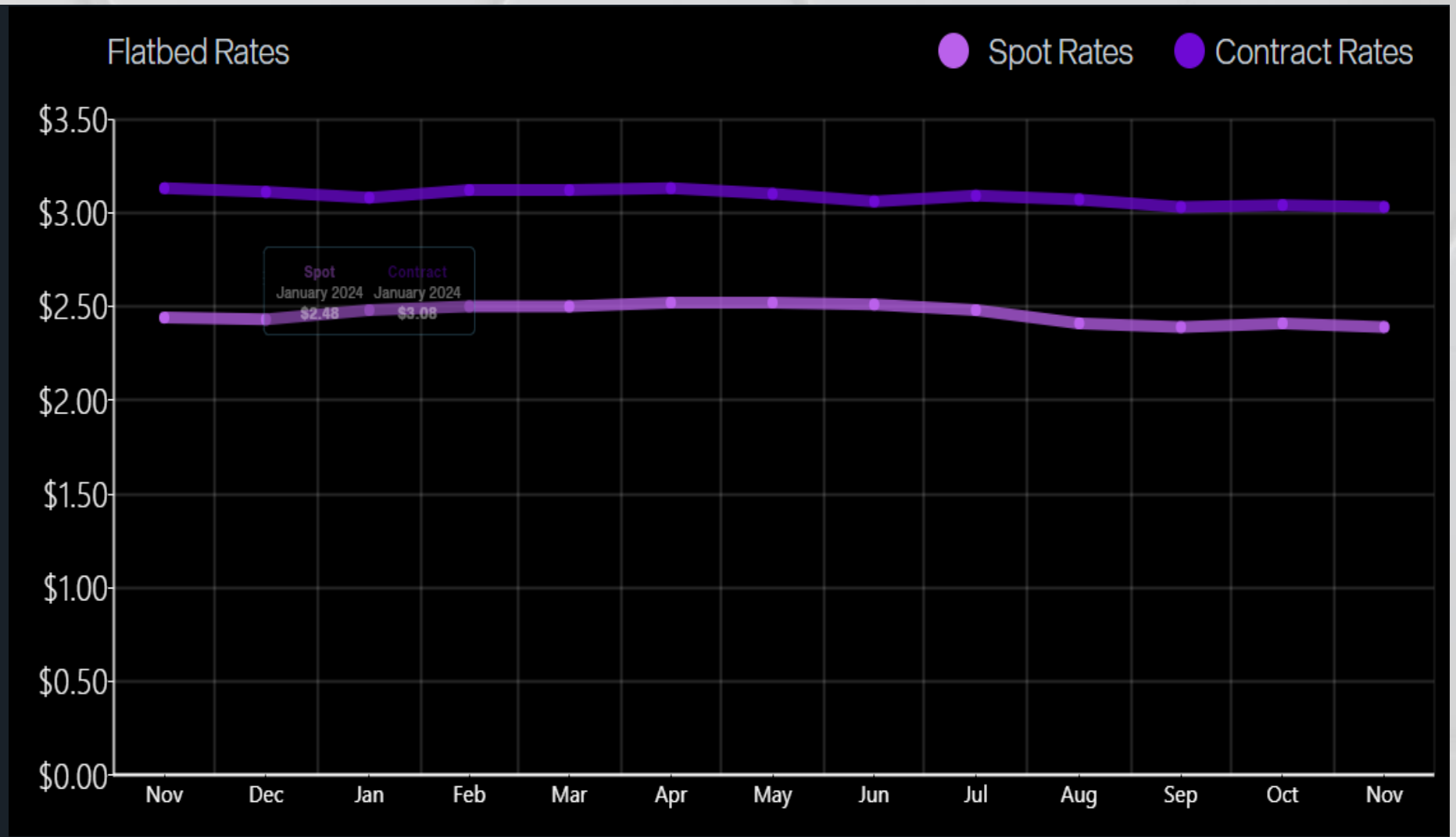
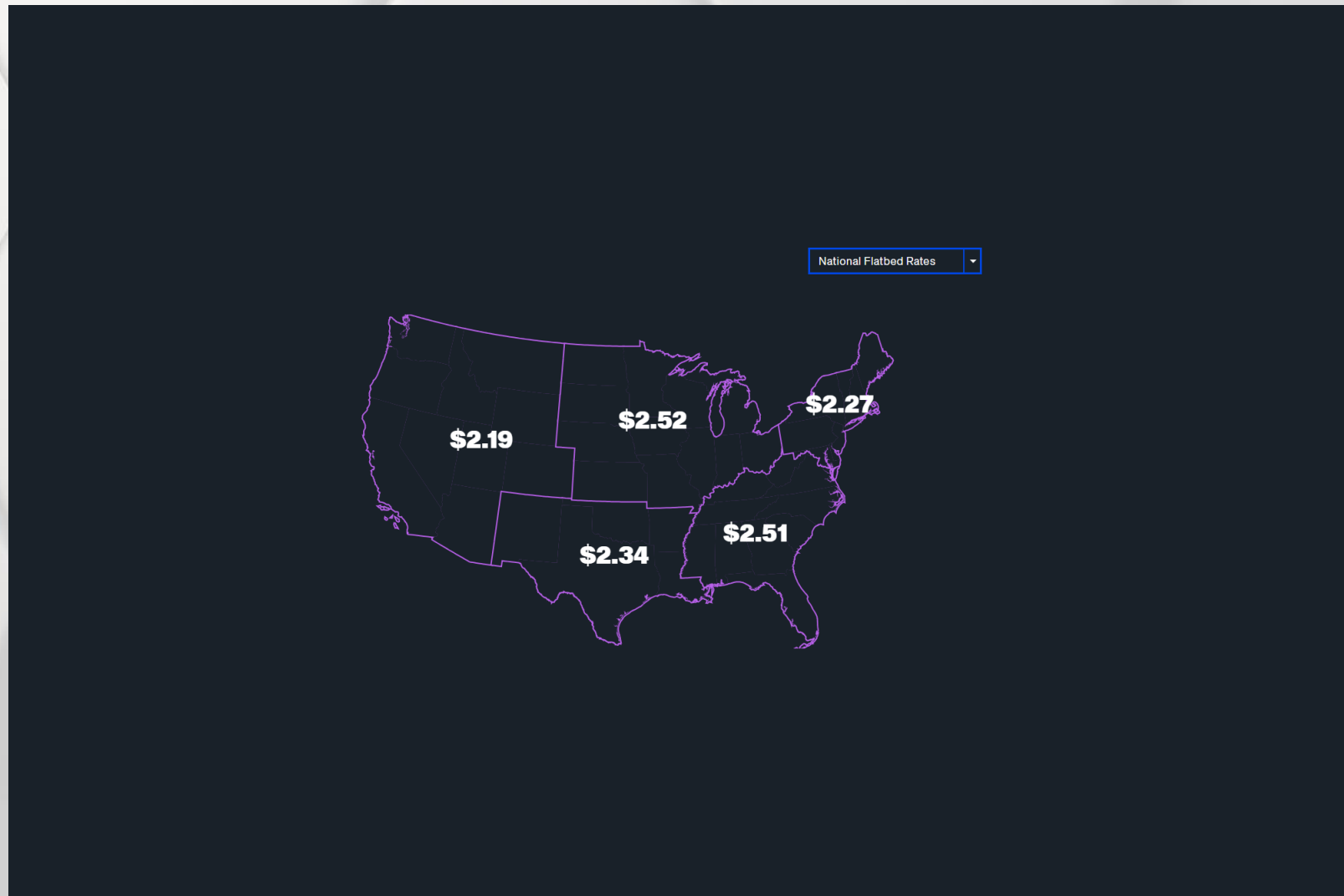


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View Trends

INDUSTRY TRENDS	WEEK	MONTH	YEAR
	NOV 04 - NOV 10 VS OCT 28 - NOV 03	OCT 2024 VS SEP 2024	OCT 2024 VS OCT 2023
Spot Load Posts	-17.5%	+26.6%	+19.9%
Spot Truck Posts	-12.4%	+8.0%	-16.3%
Van Load to Truck	-7.7%	+18.1%	+37.3%
Van Spot Rates	+0.5%	+0.0%	+0.5%
Flatbed Load to Truck	-10.4%	+18.5%	+62.8%
Flatbed Spot Rates	+0.0%	-0.4%	+3.2%
Reefer Load to Truck	+0.8%	+16.6%	+30.3%
Reefer Spot Rates	+0.4%	+0.0%	-2.1%
Fuel Prices	-0.6%	-1.7%	-16.9%

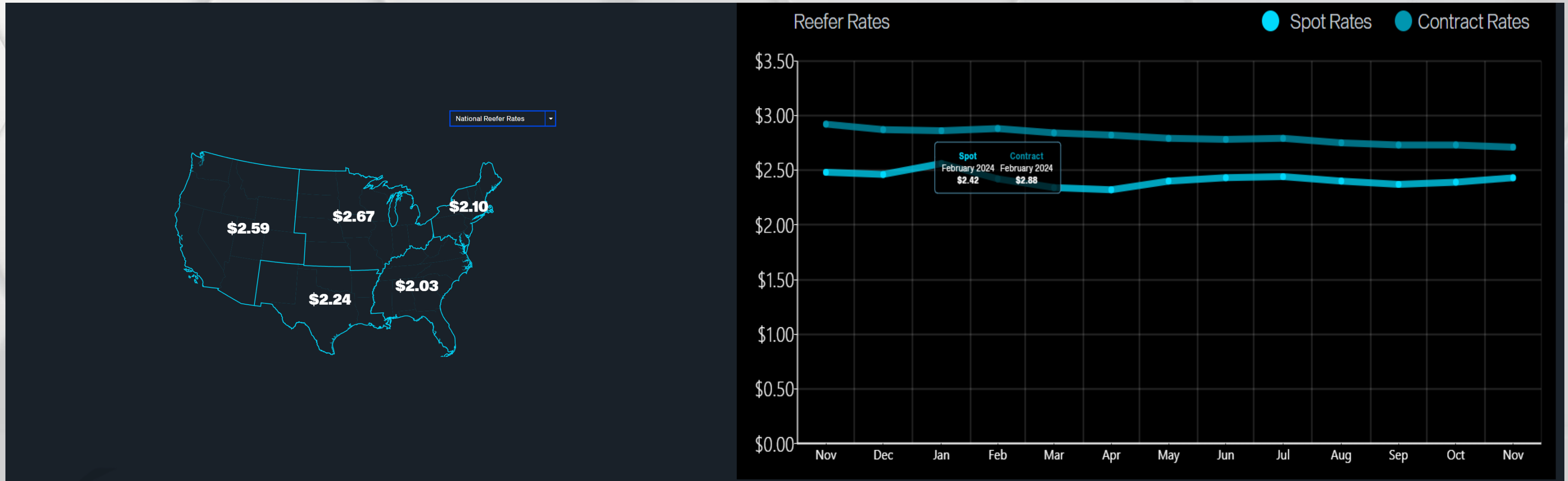
DAT FLATBED TRENDLINES



DAT VAN TRENDLINES



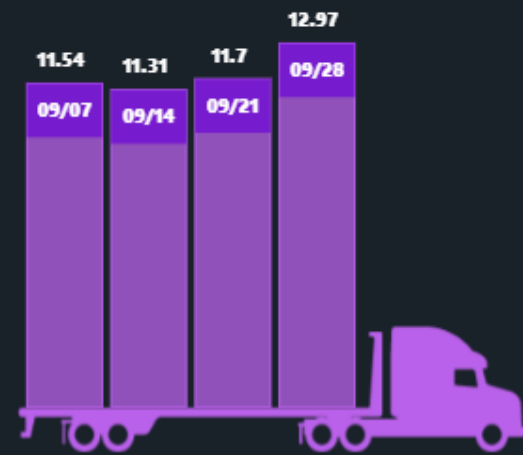
DAT REEFER TRENDLINES



DAT FLATBED LTT TRENDLINES



National Load-To-Truck Ratio



Flatbed Load-to-Truck Ratio



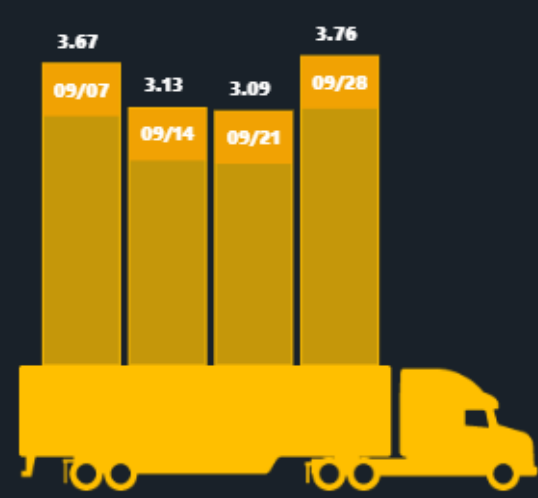
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VAN LTT

TRENDLINES



National Load-To-Truck Ratio



Van Load-to-Truck Ratio

● 2024 ● 2023 ● 2022



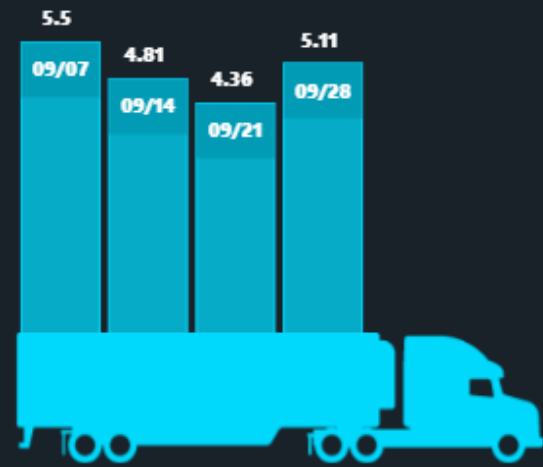
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REEFER LTT

TRENDLINES



National Load-To-Truck Ratio

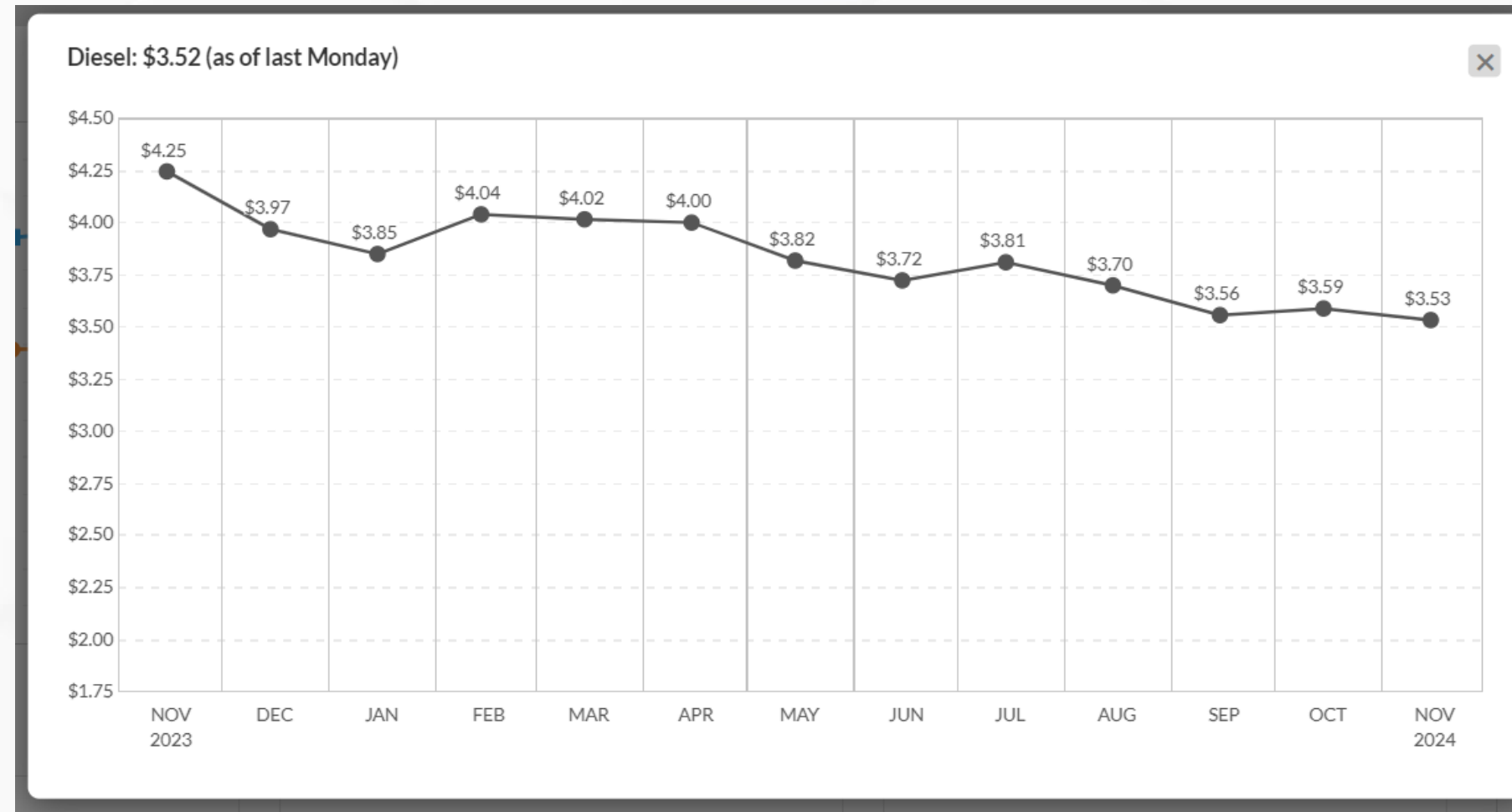


Reefer Load-to-Truck Ratio

2024 2023 2022



DIESEL PRICES



Fuel Prices

Current national diesel fuel price average



FUEL PRICE/GALLON

\$3.52

WEEKLY PERCENT CHANGE

-0.56%



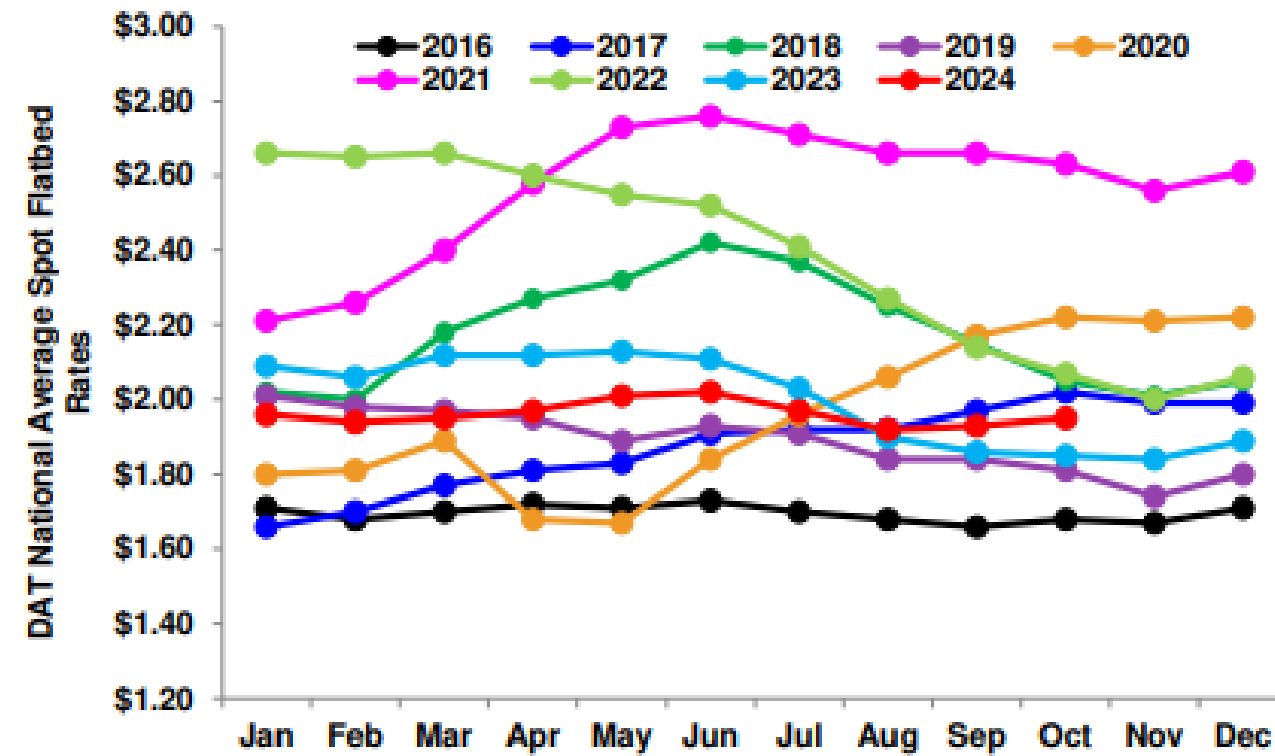
FLATBED

CONTRACT AND SPOT
RATE UPDATE



Exhibit31: National Average Spot Flatbed Rates ex. Fuel

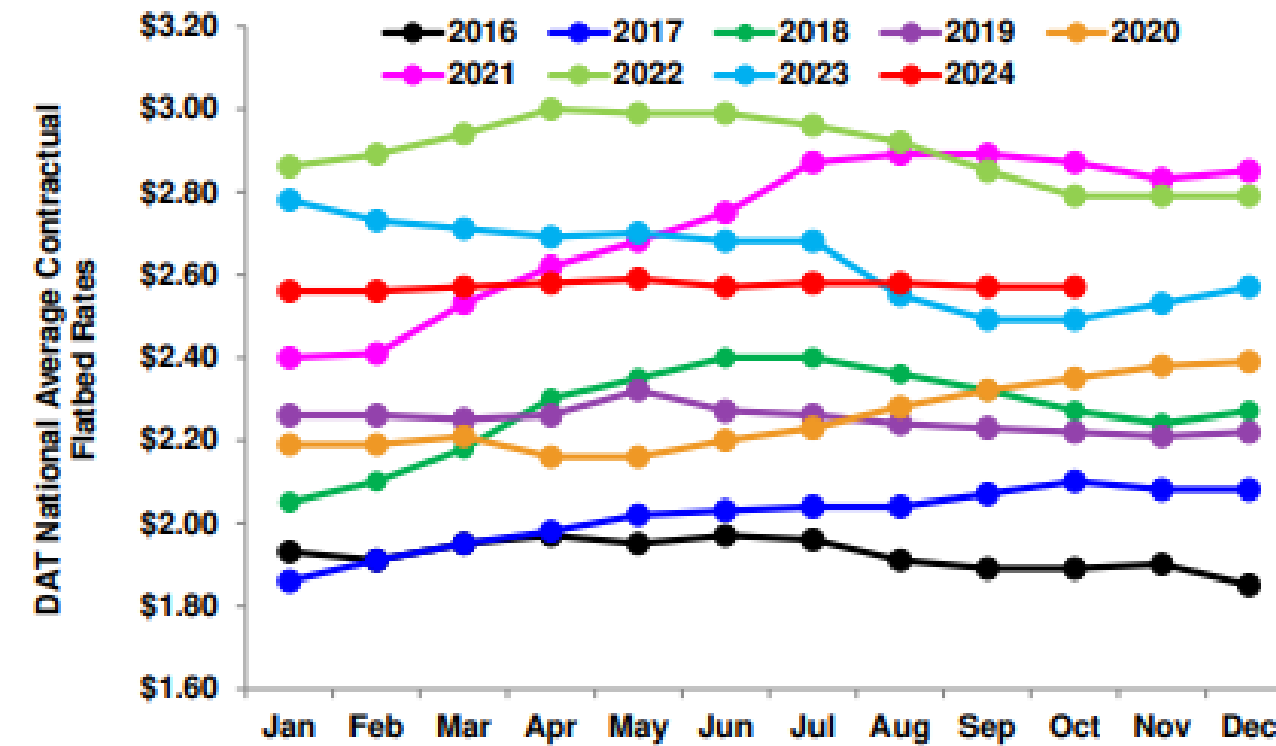
Surcharge



Source: DAT Solutions, Morgan Stanley Research

Exhibit32: National Average Contract Flatbed Rates ex. Fuel

Surcharge



Source: DAT Solutions, Morgan Stanley Research

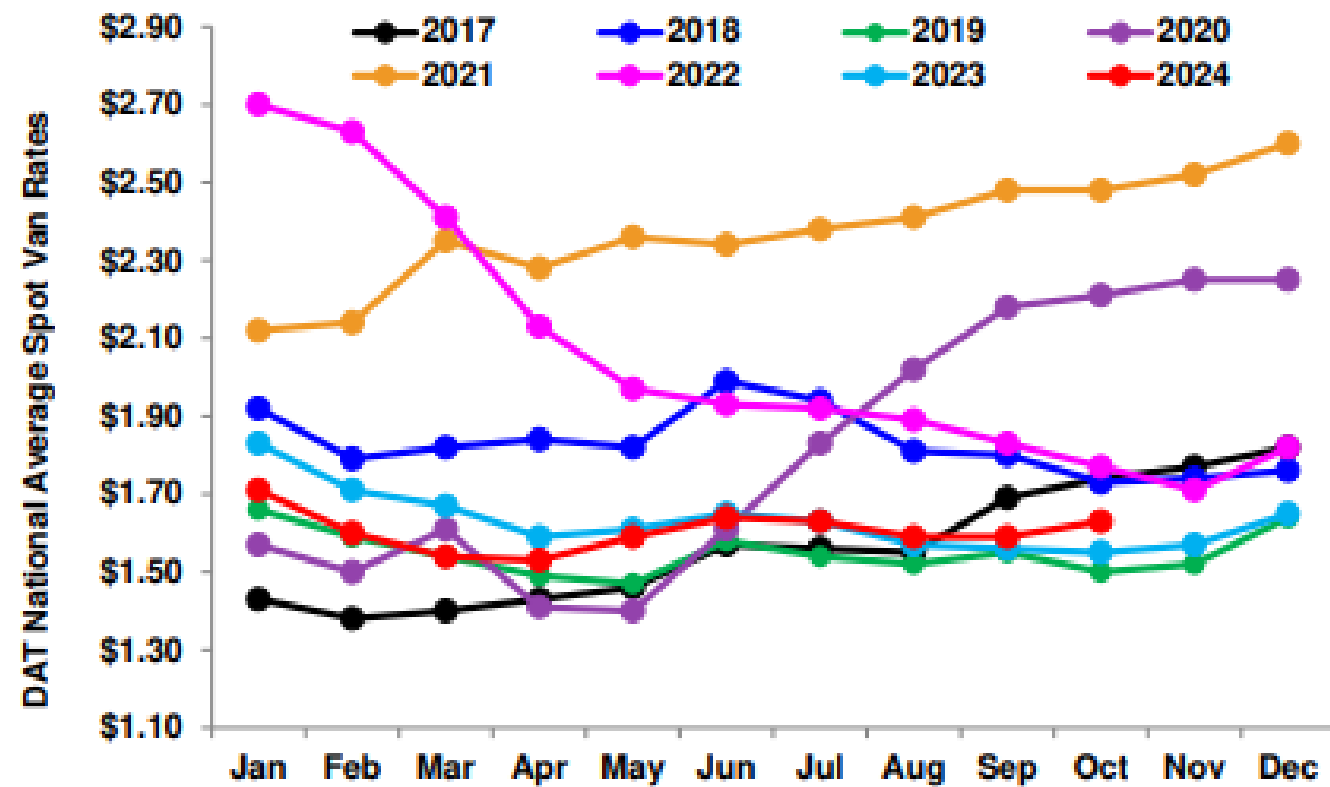


VAN

CONTRACT AND SPOT RATE UPDATE

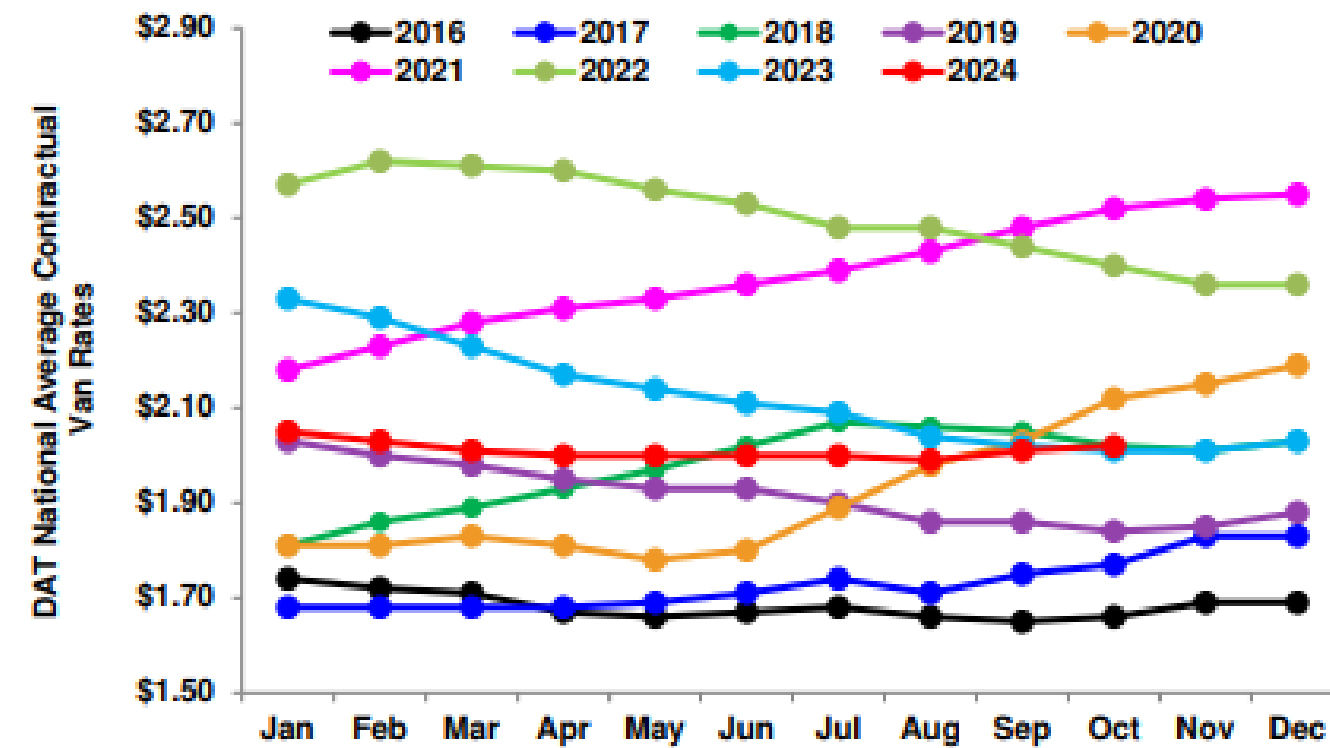


Exhibit27: National Average Spot Van Rates ex. Fuel Surcharge



Source: Morgan Stanley Research, DAT Solutions (www.dat.com/resources/trendlines); Note: DAT sources from over \$24 B in transactions and 65k lanes.

Exhibit28: National Average Contract Van Rates ex. Fuel Surcharge



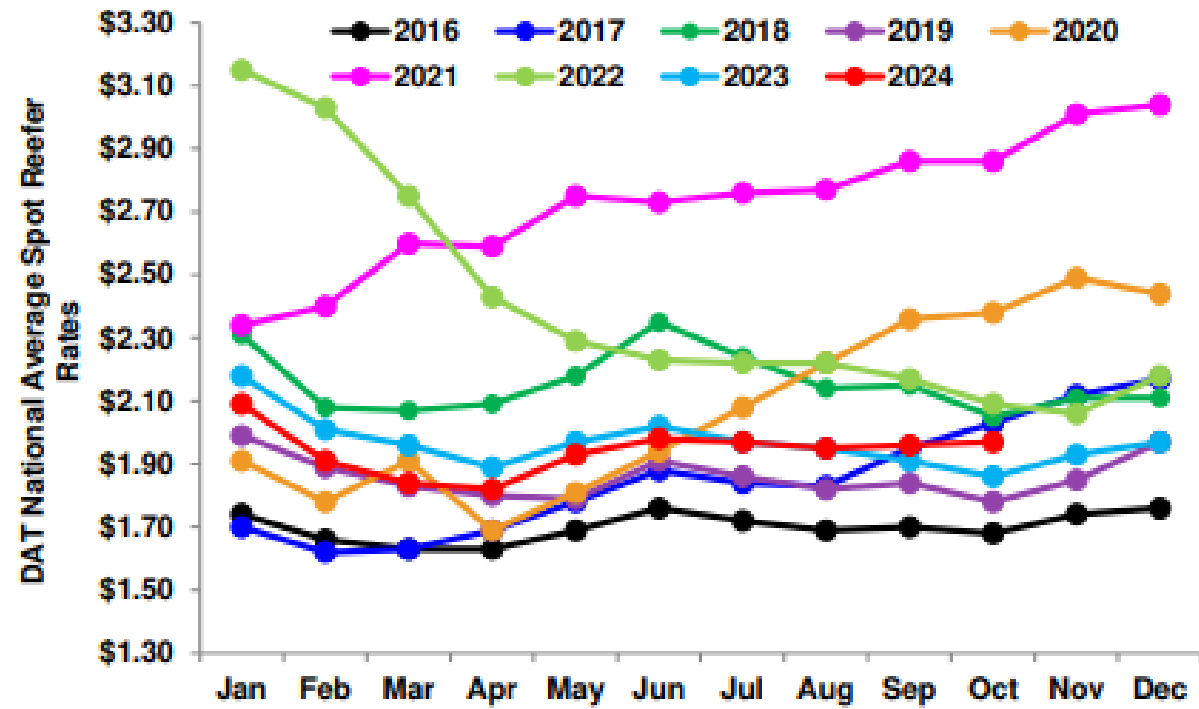
Source: DAT Solutions, Morgan Stanley Research

REEFER

CONTRACT AND SPOT
RATE UPDATE

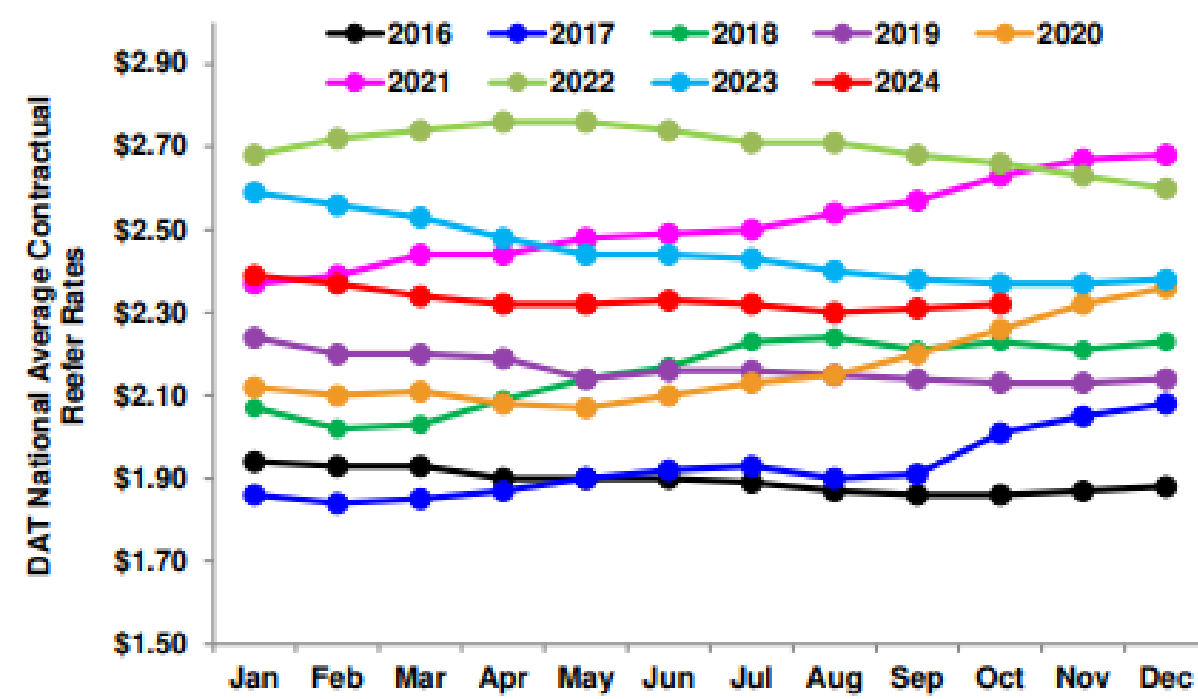


Exhibit29: National Average Spot Reefer Rates ex. Fuel Surcharge



Source: DAT Solutions, Morgan Stanley Research

Exhibit30: National Average Contract Reefer Rates ex. Fuel Surcharge



Source: DAT Solutions, Morgan Stanley Research

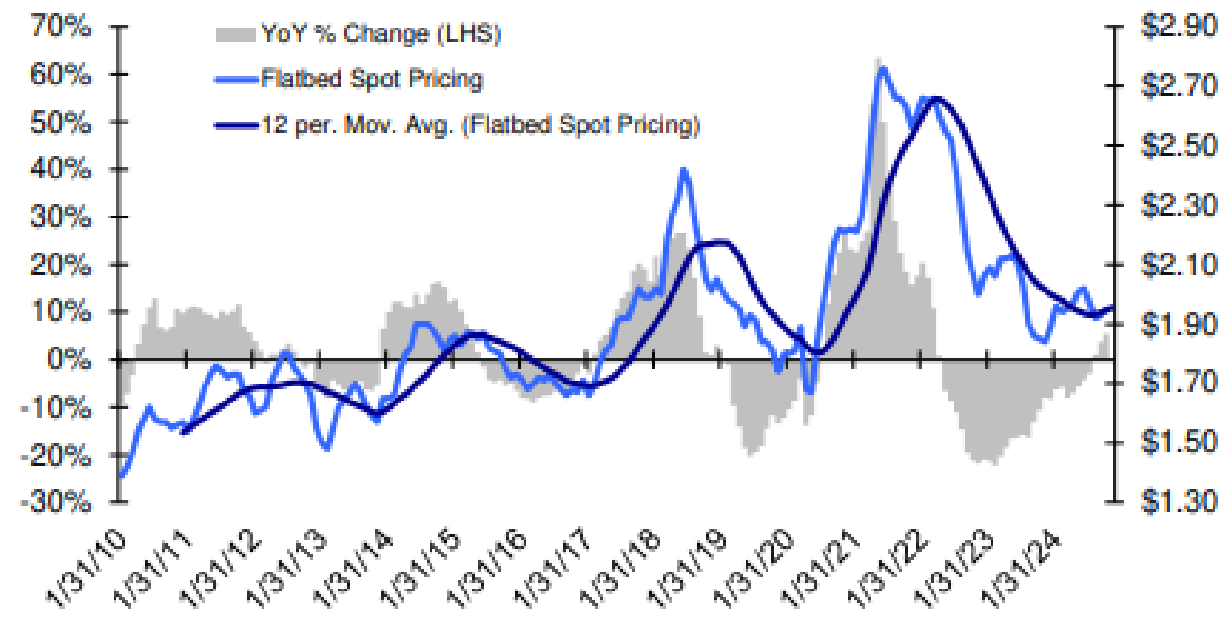


FLATBED

LONGTERM
TRENDS

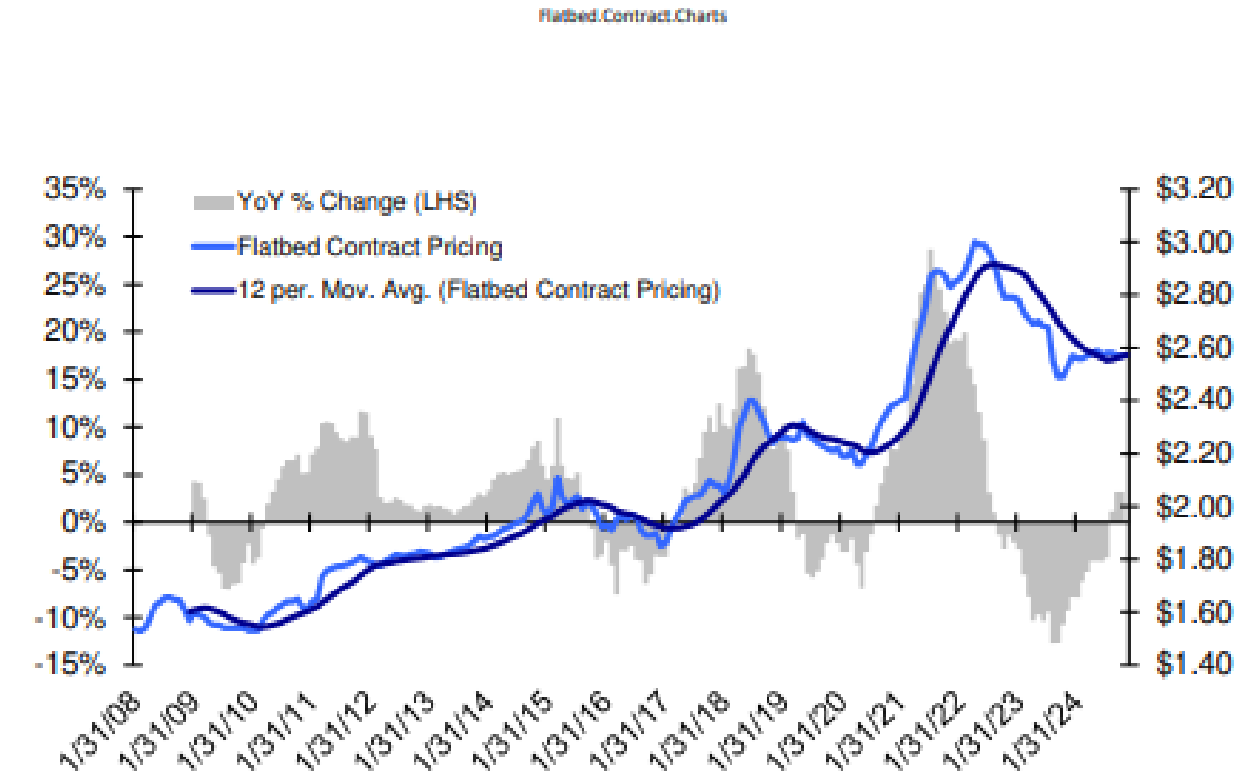


Exhibit40: Flatbed Spot Rate ex. FS Long-term Trend



Source: DAT Solutions, Morgan Stanley Research

Exhibit41: Flatbed Contract Rate ex. FS Long-term Trend



VAN

LONGTERM TRENDS



Exhibit36: Van Spot Rate ex. FS Long-term Trend

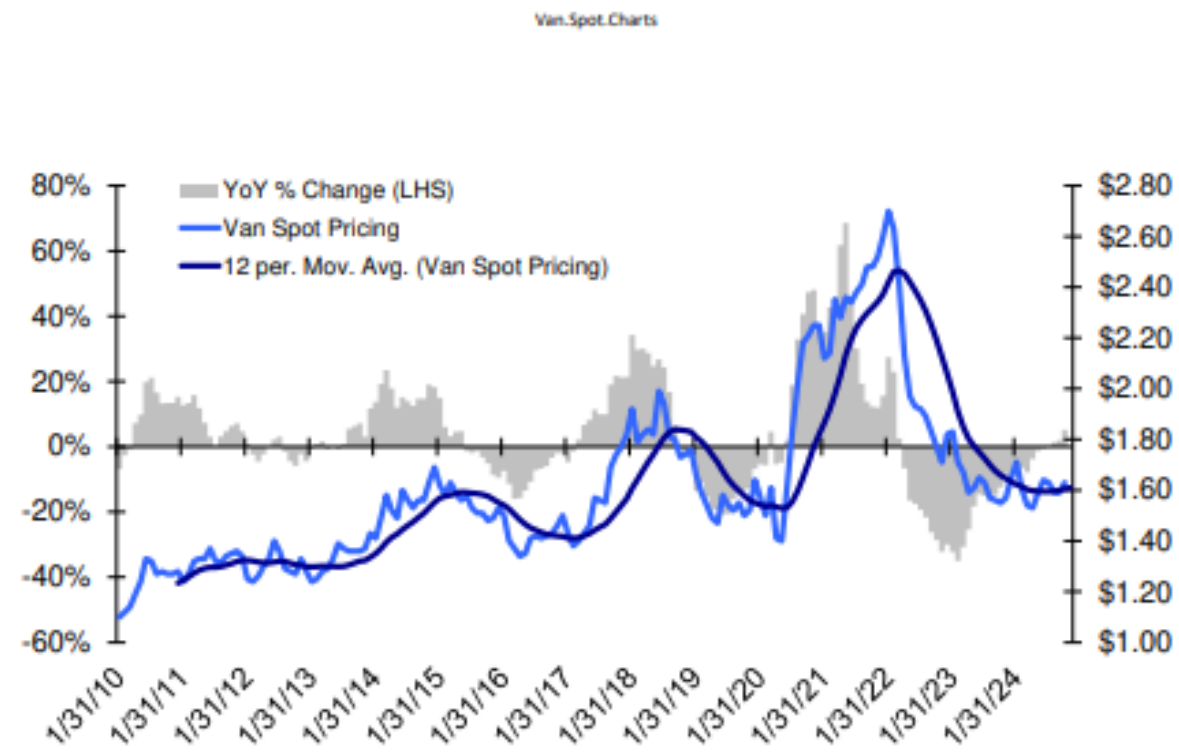
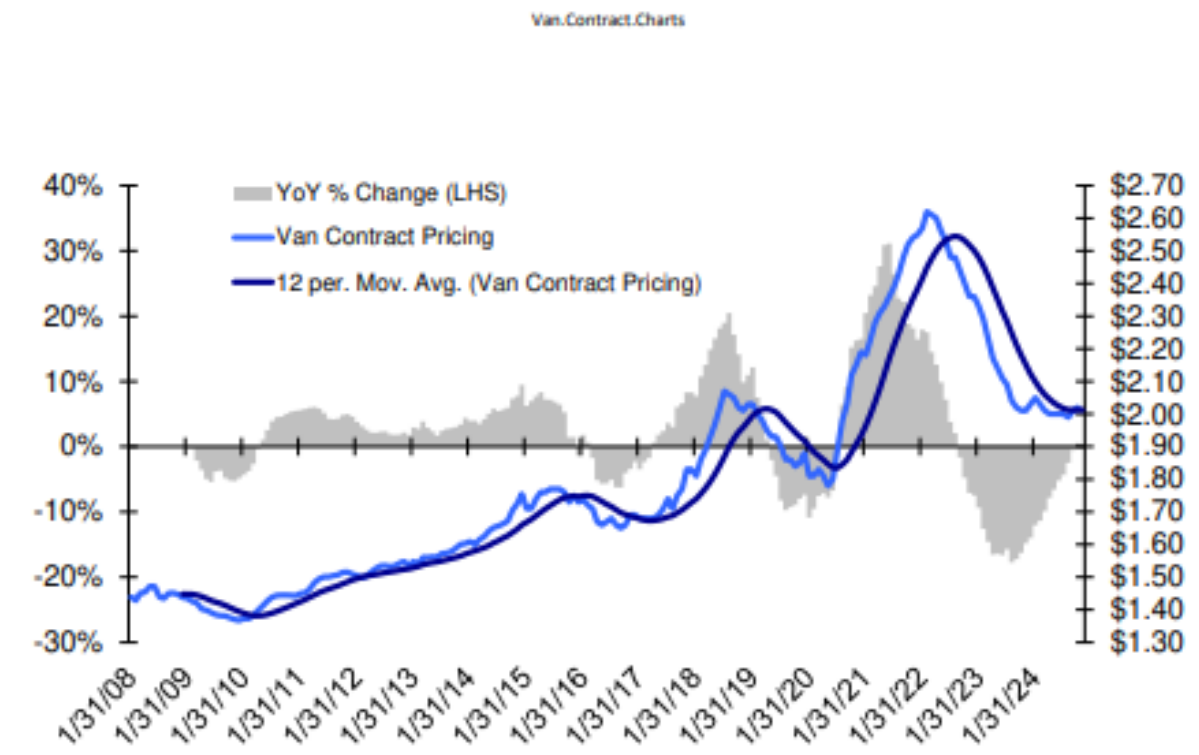


Exhibit37: Van Contract Rate ex. FS Long-term Trend

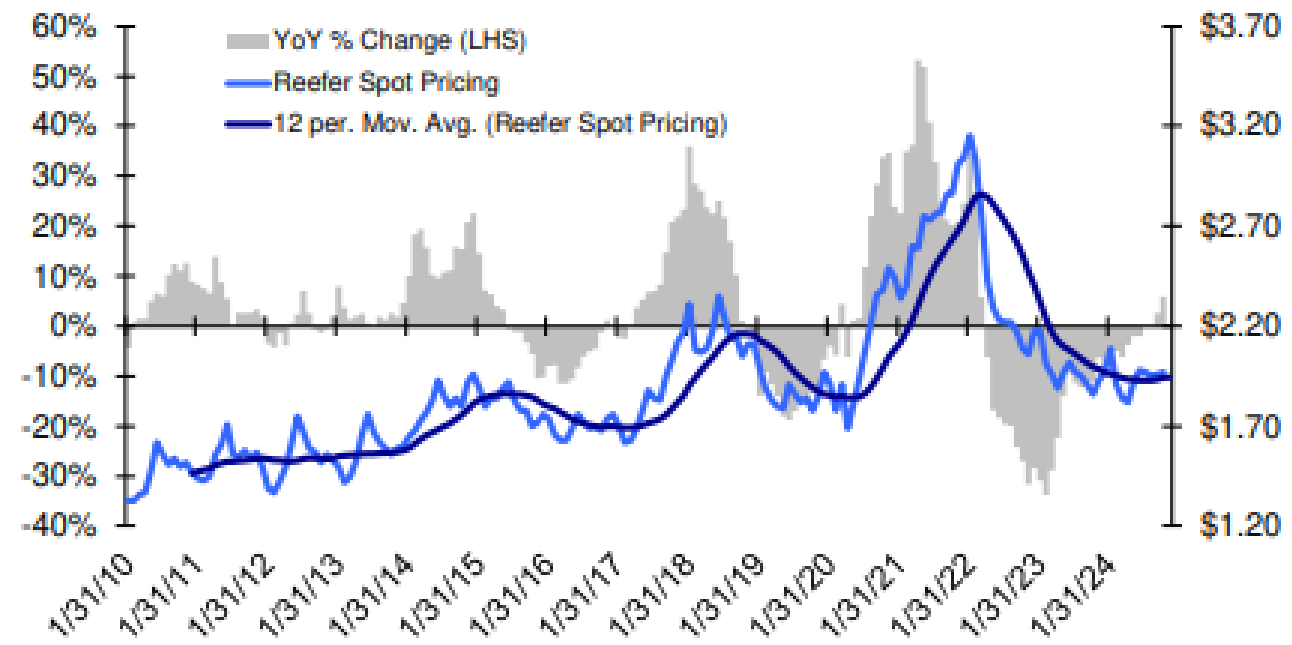


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LONGTERM TRENDS

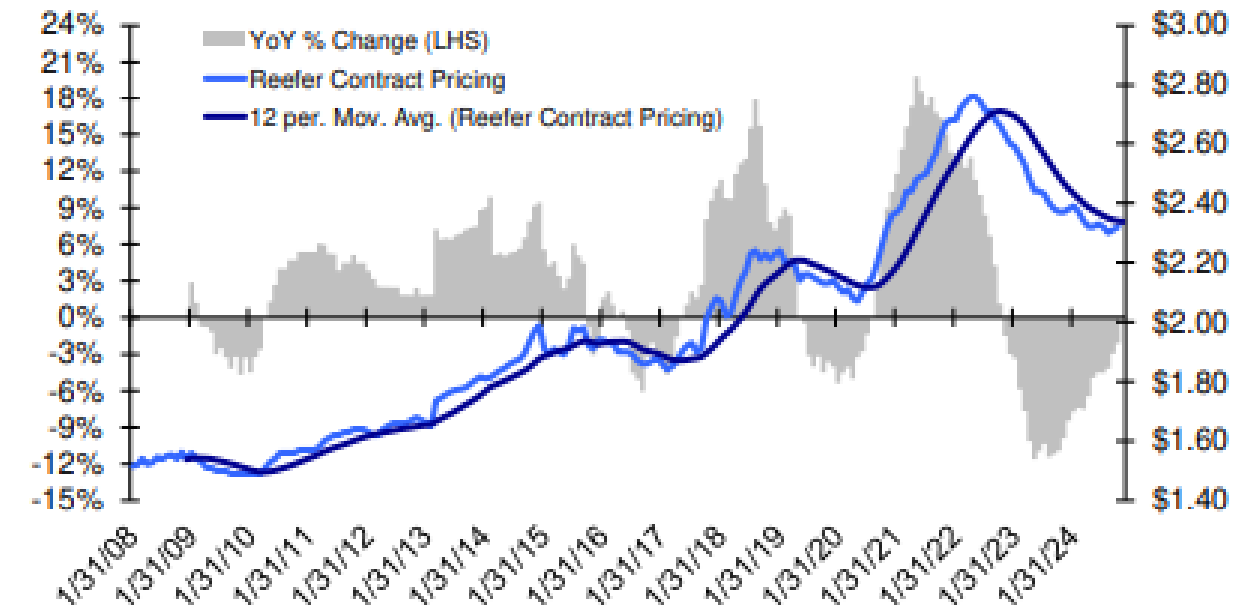


Exhibit38: Reefer Spot Rate ex. FS Long-term Trend



Source: DAT Solutions, Morgan Stanley Research

Exhibit39: Reefer Contract Rate ex. FS Long-term Trend



Source: DAT Solutions, Morgan Stanley Research

THANK YOU



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