

Weekly Trucking Insight

March 23, 2022

Trailers Going High-Tech?



Overview

Job Board Searches and Clicks

- Last week, search activity rose by 6%, while click activity decreased by 7%.

Spot Freight Market

- Spot rates (including fuel) rose 3 cents from the previous week; excluding fuel, rates fell 12 cents.
- Total load postings fell 4%
- Overall truck availability declined 7%.

Story of the Week

- With orders for trailers backlogged through the end of the year, trucking companies are looking for new ways to increase trailer utilization.
- Trailer tracking systems allow fleet owners to boost productivity, improve asset utilization, reduce costs, and improve service to customers.
- Better trailer technology helps alleviate driver frustration and, therefore, driver turnover.

Numbers at a Glance

SPOT RATES (INCLUDING FUEL)

WoW:  Up 3¢ per mile

SPOT RATES BY SEGMENT (INCLUDING FUEL)

WoW: Dry Van  Flat

WoW: Refrigerated  Down 3¢ per mile

WoW: Flatbed  Up 6¢ per mile

LOAD POSTING VOLUME

WoW:  Down 4%

LOAD VOLUME BY SEGMENT

WoW: Dry Van  Down 5%

WoW: Refrigerated  Down 8%

WoW: Flatbed  Down 3%

TRUCK AVAILABILITY

WoW:  Down 7%

TRUCK DRIVER SEARCHES

WoW: Dry Van  Up 6%

MoM:  Up 11%

YoY:  Up 22%

CLICKS ON TRUCK DRIVER POSTINGS

WoW:  Down 7%

MoM:  Down 16%

YoY:  Up 67%

This Week in Job Board Searches & Clicks

Searches and Clicks on Job Aggregator Partner Network¹

TRUCK DRIVER SEARCHES

vs. 1 Week Ago:

↑ 6%

vs. 1 Month Ago:

↑ 11%

vs. 1 Year Ago:

↑ 22%

CLICKS ON TRUCK DRIVER POSTINGS

vs. 1 Week Ago:

↓ 7%

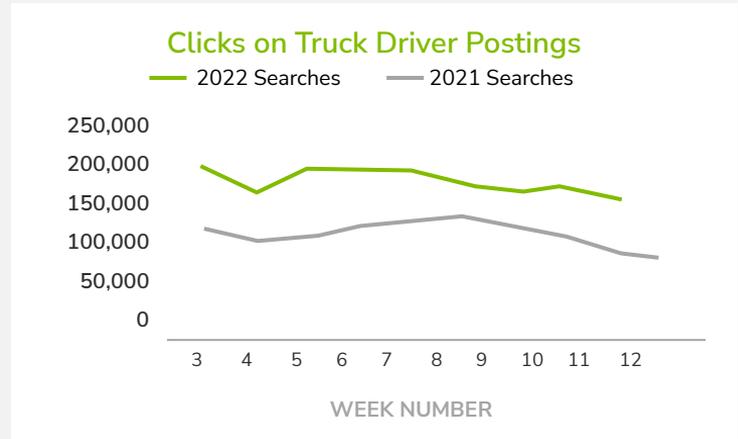
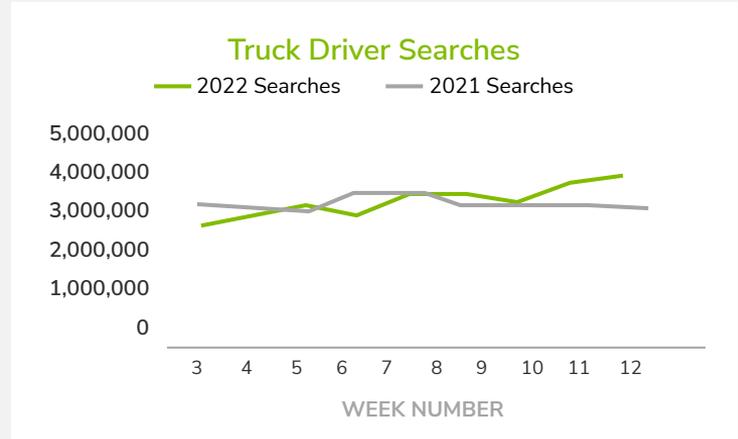
vs. 1 Month Ago:

↓ 16%

vs. 1 Year Ago:

↑ 67%

¹ Job board data is aggregated from many partners.



This Week in Spot Freight

Van segments' spot rates fall even as fuel prices surge.²

Spot rates (including fuel) rose 3 cents from the previous week.

- But spot rates excluding fuel fell 12 cents.
 - Carriers are paying the highest diesel prices ever.

SPOT RATE CHANGES BY SEGMENT, INCLUDING FUEL CHARGES:

Dry Van: Flat CPM | Refrigerated: -3¢ CPM | Flatbed: +6¢ CPM

SPOT RATE CHANGES BY SEGMENT, EXCLUDING FUEL CHARGES:

Dry Van: -15¢ CPM | Refrigerated: -18¢ CPM | Flatbed: -9¢ CPM

Total load postings fell 4% from the previous week

- The strongest load posting volume gain was on the West Coast; the Midwest, Northeast, and Mountain Central regions saw double-digit percentage drops.

Dry Van: -5% WoW | Refrigerated: -8% WoW | Flatbed: -3% WoW

Overall truck availability declined 7% from the previous week.

- The overall load-to-truck ratio increased slightly.
 - The load-to-truck ratio was higher for flatbed and lower for dry van and refrigerated.

² Data is taken from FTR via Truckstop. To read the full weekly report, [click here](#).



WoW Spot Freight

Spot Rates Including Fuel Charges

 **3¢ WoW**

Total Load Postings

 **4% WoW**

Overall Truck Availability

 **7% WoW**

Story of the Week

Telematics providers innovate trailer technology to improve uptime, driver retention.³

With orders for trailers backlogged through the end of the year, trucking companies are looking for new ways to increase trailer utilization.

- In the past, most companies had a high ratio of trailers to trucks to be able to move more freight rather than using their assets more efficiently.
- Companies like SkyBitz, Phillips Connect and BlackBerry Radar (among others) have developed trailer tracking systems to help carriers improve efficiency and increase driver retention.

Trailer tracking systems allow fleet owners to boost productivity, improve asset utilization, reduce costs, and improve service to customers.

- Some systems not only give near real-time data on location, whether it is loaded or empty etc., but they also provide visibility into trailer health.
 - They can monitor and diagnose tire anomalies, lighting outages, and brake pad conditions.

Better trailer technology helps alleviate driver frustration and, therefore, driver turnover.

- Accurate trailer statuses and real-time assessment of trailer health improves driver satisfaction by improving uptimes and catching potential issues before they become problems on the road.

³ Coker, Angel. ["Telematics providers innovate trailer technology to improve uptime, driver retention."](#) 18 Mar 2022, ccjdigital.com.



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