



Trucker Success

By OOFI • Dec 28, 2022

Smart Brevity® count: 2 mins... 500 words

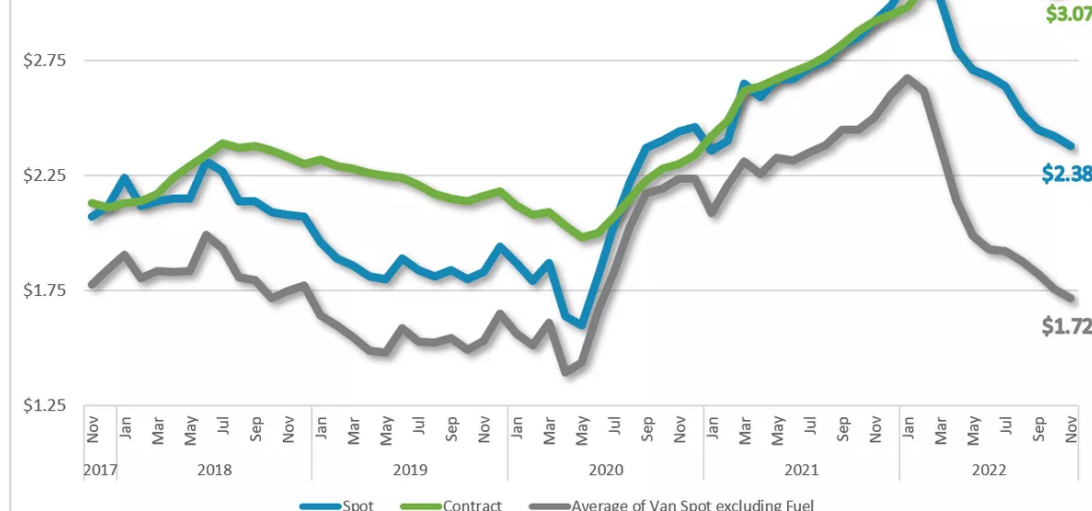
Welcome back. This newsletter highlights information and tools that will assist you on the road to success.

1 big thing: Monthly Trucking Market Update



The big picture: Load-to-truck ratios continue to decline for vans, flatbeds, and reefers, but there are some promising signs that we are starting to see the bottom.

- **Yes, but** we're still looking for contract rates to dip closer to, or below, spot rates. Contract rates are \$0.69 per mile higher than spot.



The bottom line: DAT expects rates to tick upward in early January for each of the three trailer types before declining in mid-January, which is typically the slowest month of the year.

Go deeper: Find this months full [trucking market update here](#).

2. Trendlines: National spot rates for van, flatbed, reefer

Industry Trends	WEEK Dec 19-25 vs. Dec 12-18	MONTH Nov 2022 VS. Oct 2022	YEAR Nov 2022 VS. Nov 2021
Spot Load Posts	-2.8%	-13.3%	-53.8%
Spot Truck Posts	-25.2%	-0.2%	+15.4%
Van Load-To-Truck	+22.6%	-7.8%	-48.2%
Van Spot Rates	+3.1%	-1.6%	-18.5%
Flatbed Load-To-Truck	+13.5%	-25.3%	-75.2%
Flatbed Spot Rates	+2.2%	-1.6%	-7.8%
Reefer Load-To-Truck	+69.3%	-3.4%	-58.6%
Reefer Spot Rates	+5.1%	+0.1%	-19.0%
Fuel Prices	-3.3%	+0.8%	+41.0%

Source | DAT Trendlines

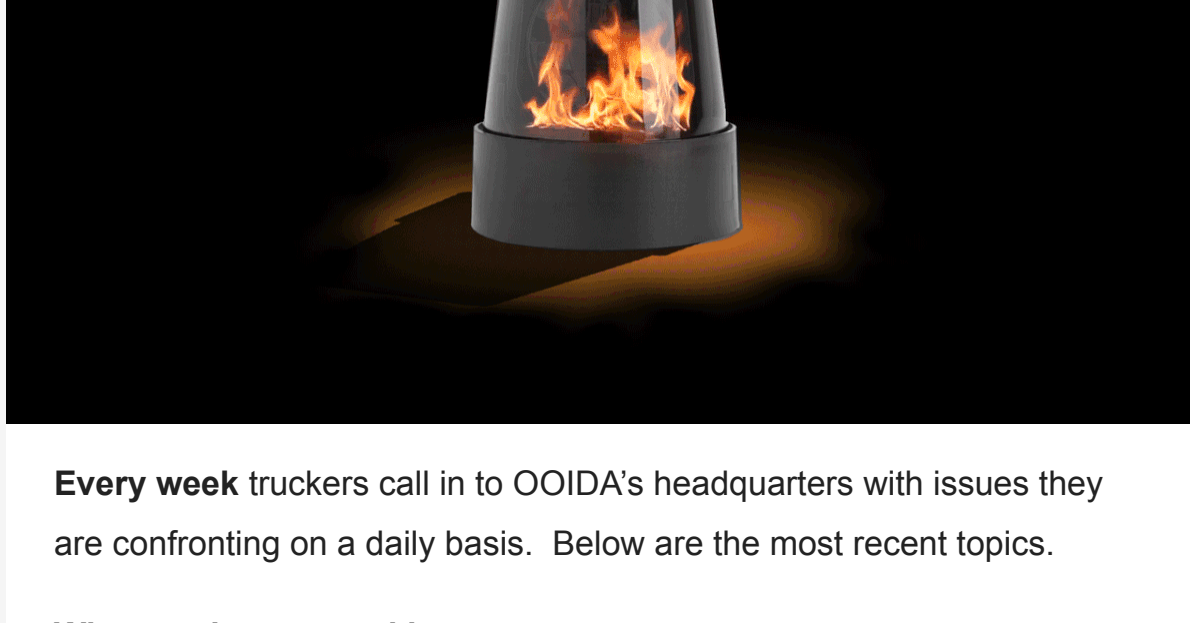
The bottom line: Dec 19-25, spot rates decline following one-week surge.

Despite lower truck posts than a week ago, prices still dropped due to excess capacity

- **By the numbers:** Spot load posts were down 13.3% month-over-month and 53.8% year-over-year, while truck posts were up 15.4% compared to last November.

Go deeper

3. Hot Topics



Every week truckers call in to OOIDA's headquarters with issues they are confronting on a daily basis. Below are the most recent topics.

What truckers are asking:

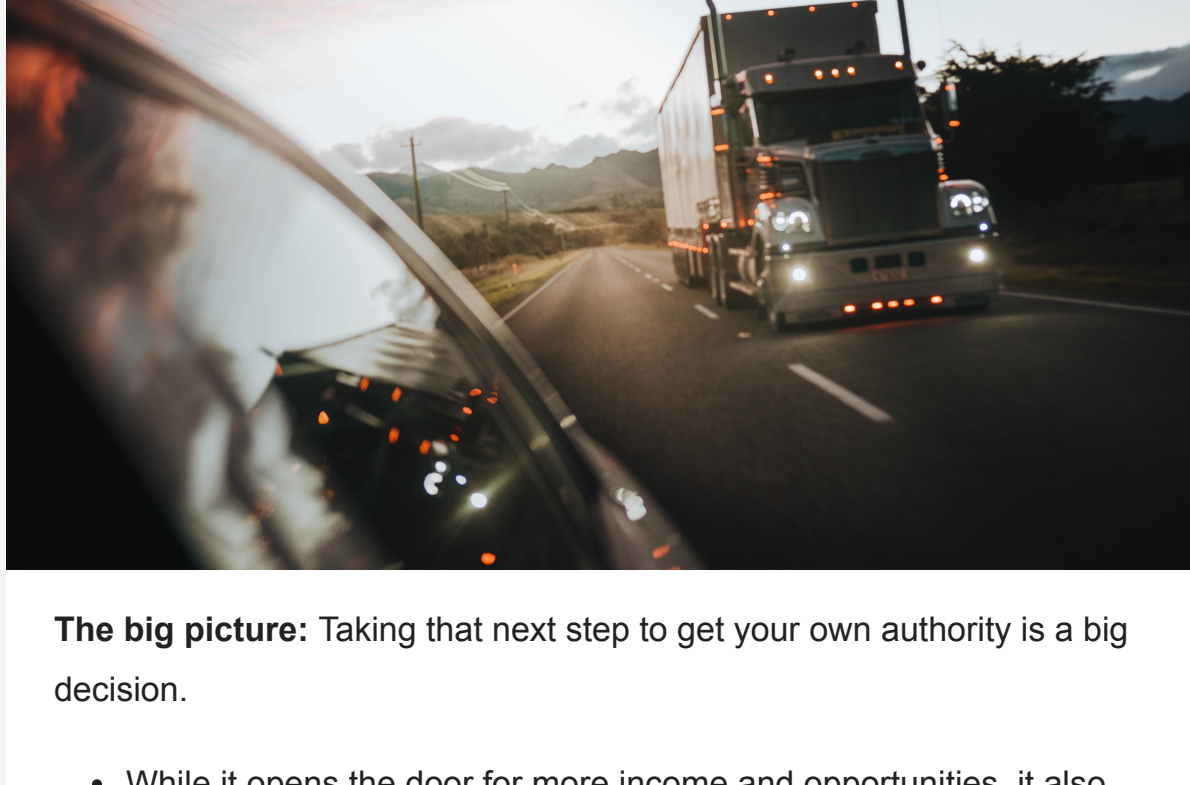
- What are the snow chain laws?
- What is the Connecticut HVUT tax and do I have to sign up?

What truckers are seeing:

- Scammers brokering loads and then not paying the carrier.

What's next: If you are experiencing any of these situations or have additional ones, contact OOIDA's Business Services Department at BusinessAssistance@ooida.com

4. Education: Getting your own authority, Permits



The big picture: Taking that next step to get your own authority is a big decision.

- While it opens the door for more income and opportunities, it also presents a greater risk for potential failure.

Bottom line: Getting your own authority is a big risk, as 25% of new trucking companies fail in their first year.

- Depending on where you operate and what you haul, you will be required to obtain the appropriate permits. For example, a few states require that carriers pay an additional tax beyond their IFTA and 2290, called a Weight Distance Tax, for operating on their roads.

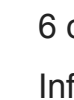
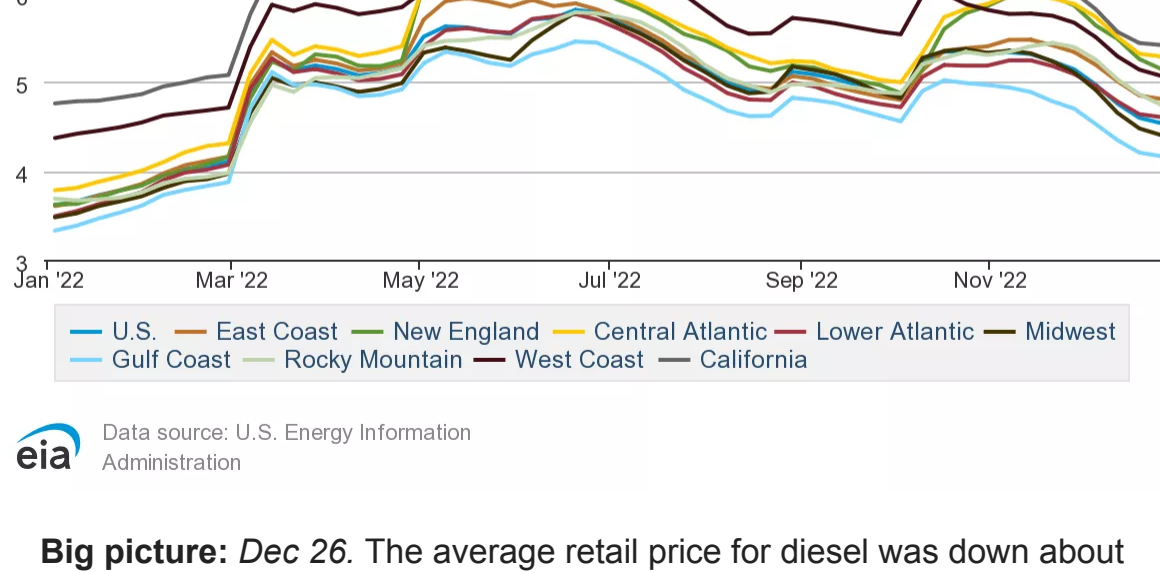
Go deeper: Check out our short video on the [Truck Permits](#).

What's next: If you have any questions regarding your authority, contact OOIDA's Permits and Licensing Department at Permits&Licensing@ooida.com

5. Diesel Prices

On-Highway Diesel Fuel Prices

(dollars per gallon)

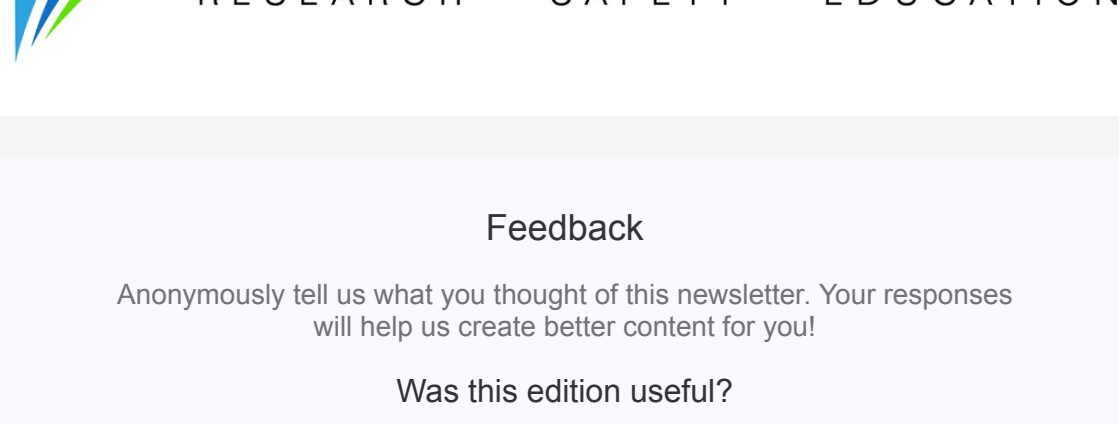


Data source: U.S. Energy Information Administration

Big picture: Dec 26. The average retail price for diesel was down about 6 cents per gallon compared to last week according to the Energy Information Administration's most recent report.

- **Week-to-week:** the national average price per gallon of diesel is now \$4.537, down 5.9 cents from last week.
- **That national average** is \$0.92 higher than it was one year ago.
- This week's lowest average price per gallon is \$5.164 (Gulf Coast), down 4.1 cents, and the highest is \$5.415 (California), down 2.2 cents.

The OOIDA Foundation thanks you for all that you do! You truly drive the nation's economy.



Feedback

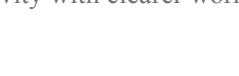
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