



Trucker Success

By OOFI • Sep 21, 2022

Smart Brevity® count: 2.5 mins... 673 words

Welcome back to Trucker Success. Today we'll focus on:

- OOFI's trucking market update for August
- Spot rates actually tick upward slightly
- Hot Topics
- Truck to Success

1 big thing: August Trucking Market Update

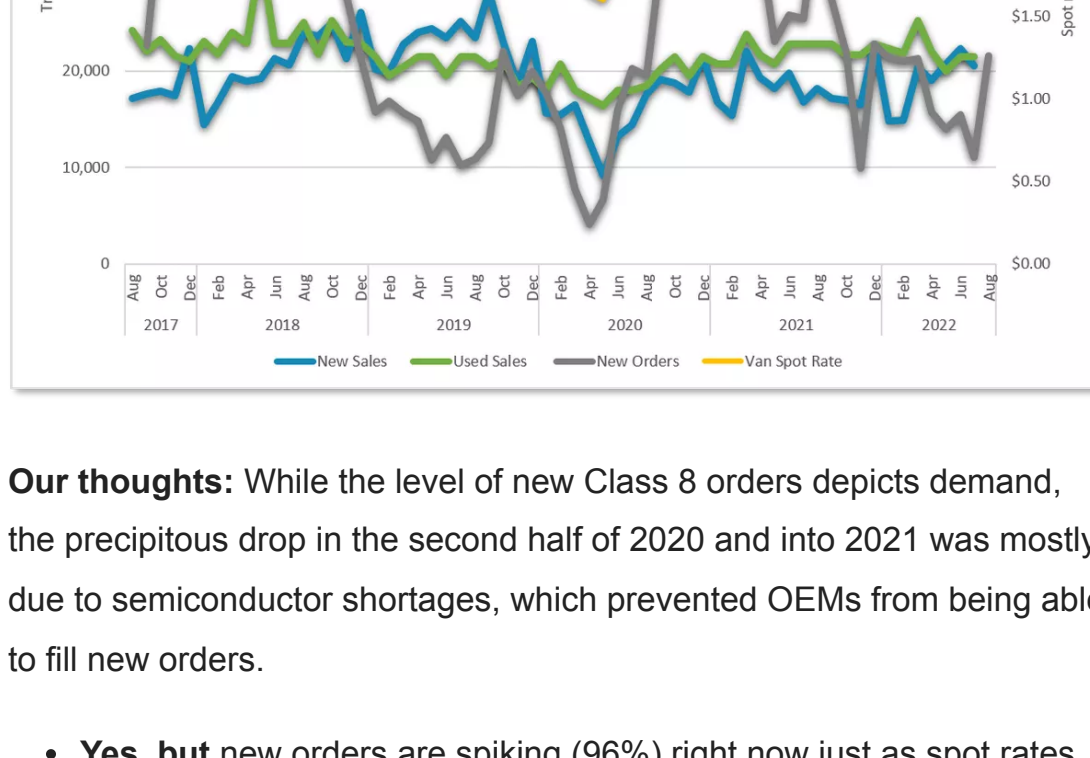


The big picture: The Cass Shipments Index, which shows monthly shipment volumes across 400 companies and manufacturers, increased 5.5% in August, and remains 7% above the 5-year average.

Why it matters: This index shows us that there's still plenty of freight to go around even though rates have been on the decline.

- The primary reason behind the drop of rates isn't inflation as some market analysts have suggested, but an increase in capacity.

For example, let's examine the class 8 orders and sales data from ACT Research over the past 5 years with DAT Trendlines' spot rate for van trailers.



Our thoughts: While the level of new Class 8 orders depicts demand, the precipitous drop in the second half of 2020 and into 2021 was mostly due to semiconductor shortages, which prevented OEMs from being able to fill new orders.

- **Yes, but** new orders are spiking (96%) right now just as spot rates are trending downward (-4.2%), and as new sales are beginning to eclipse used sales, which is a sign that capacity is loosening.

The bottom line: New orders tend to increase because of increased demand, and thereby rates. However, this current increase is more due to carriers replacing the older trucks in their fleet, which they were unable to do during the pandemic.

- This indicates that capacity, which is already loosening, might loosen even further as we continue into the 3rd quarter. This will impact rates as well as the price of used trucks.

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

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

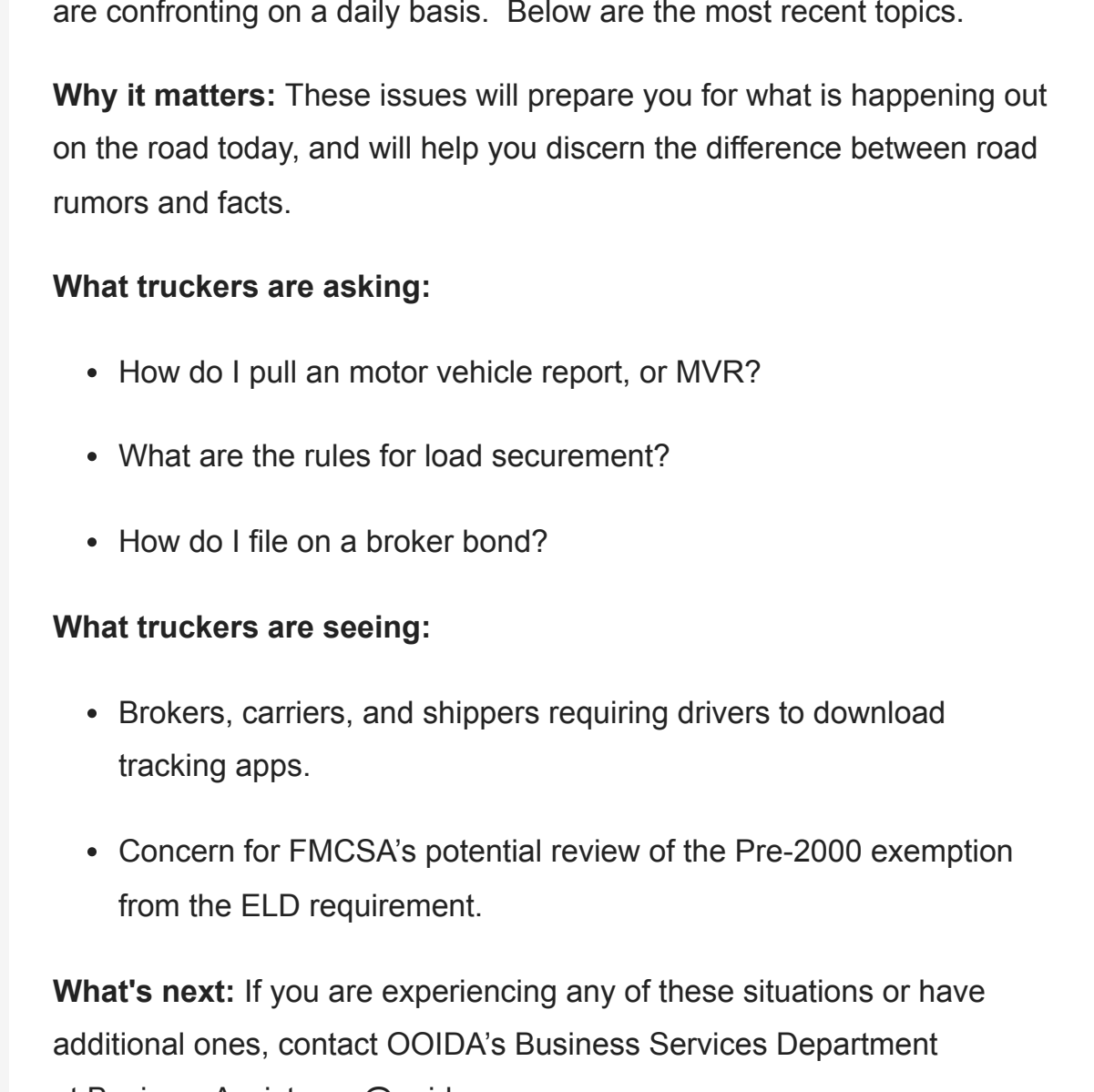
Industry Trends	WEEK SEP 12 - SEP 18 VS. SEP 05 - SEP 11	MONTH AUG 2022 VS. JUL 2022	YEAR AUG 2022 VS. AUG 2021
Spot Load Posts	+9.7%	-4.7%	-43.8%
Spot Truck Posts	+14.0%	+15.0%	+20.4%
Van Load-To-Truck	-1.1%	-7.9%	-45.2%
Van Spot Rates	-0.2%	-4.2%	-8.2%
Flatbed Load-To-Truck	-7.9%	-35.2%	-68.0%
Flatbed Spot Rates	-1.6%	-7.4%	-0.3%
Reefer Load-To-Truck	-5.2%	-2.2%	-52.5%
Reefer Spot Rates	-0.7%	-3.4%	-7.9%
Fuel Prices	-1.0%	-8.6%	+49.6%

The bottom line: *Aug 29-Sept 4*, spot market capacity tightened last week as shippers looked to move freight ahead of the holiday weekend.

Why it matters: That pushed national averages up slightly for dry van and reefer loads.

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.

Why it matters: These issues will prepare you for what is happening out on the road today, and will help you discern the difference between road rumors and facts.

What truckers are asking:

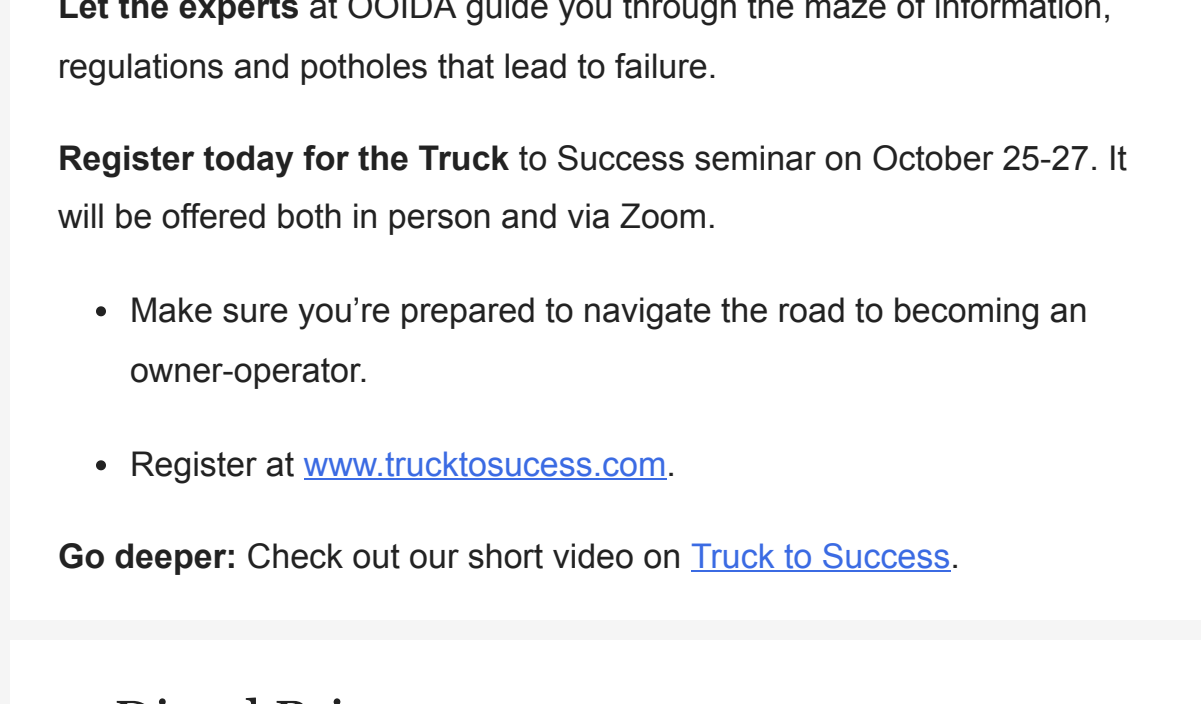
- How do I pull an motor vehicle report, or MVR?
- What are the rules for load securement?
- How do I file on a broker bond?

What truckers are seeing:

- Brokers, carriers, and shippers requiring drivers to download tracking apps.
- Concern for FMCSA's potential review of the Pre-2000 exemption from the ELD requirement.

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: Truck to Success



October 25-27, 2022

Okay, so you really want to become an owner-operator? You know how to drive a truck, but what do you know about running a business?

- Or do you know someone else who's interested in entering the industry.

Let the experts at OOIDA guide you through the maze of information, regulations and potholes that lead to failure.

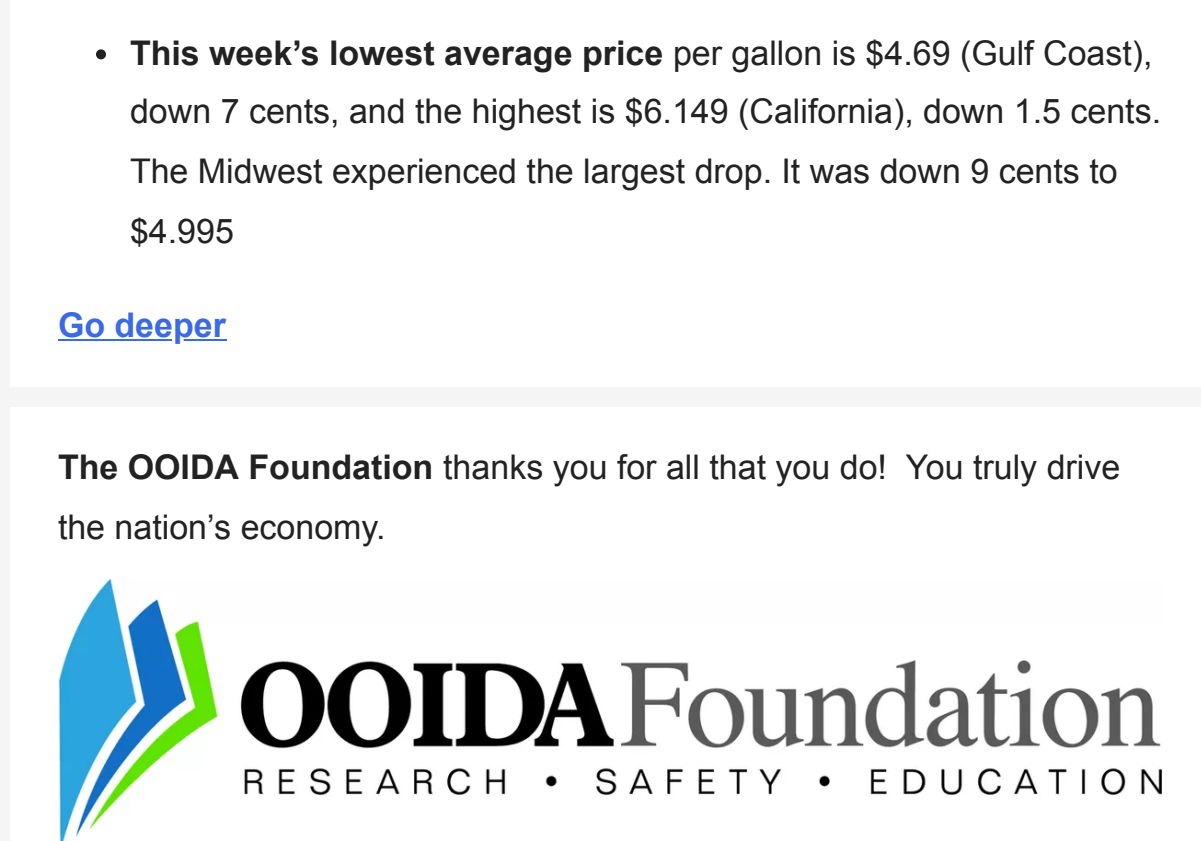
Register today for the Truck to Success seminar on October 25-27. It will be offered both in person and via Zoom.

- Make sure you're prepared to navigate the road to becoming an owner-operator.

- Register at www.trucktosuccess.com.

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

5. Diesel Prices

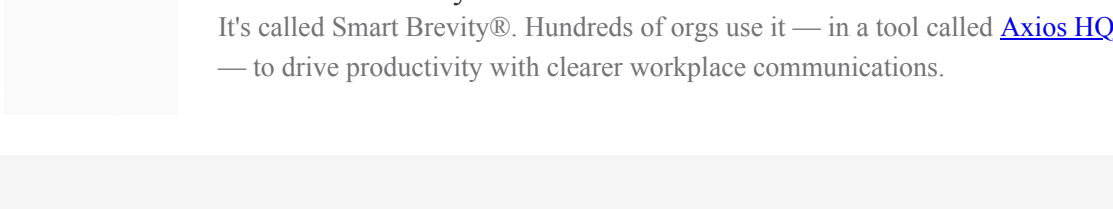


Big picture: *Sept 20*. The national average retail price for diesel fell below \$5 a gallon according to the Energy Information Administration's most recent report.

- **Week-to-week:** the national average price per gallon of diesel is now \$4.964, down 6.9 cents from last week.
- **That national average** is \$1.579 higher than it was one year ago.
- **This week's lowest average price** per gallon is \$4.69 (Gulf Coast), down 7 cents, and the highest is \$6.149 (California), down 1.5 cents. The Midwest experienced the largest drop. It was down 9 cents to \$4.995

Go deeper

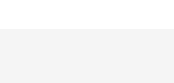
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Feedback

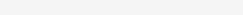
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