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# Trucking market insights Considerations for 2022 and 2023 planning



**Steve Raetz**  
Director, Research and  
Market Intelligence

## → Global Suite of Services™

Delivering an average of over 3 services per top 500 customer



**Truckload**



**LTL**



**Intermodal**



**Last Mile**



**Ocean**



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**Customs &  
Compliance**



**Consolidation**



**Managed Services**



**Sourcing**



**Consulting**



Move the  
**most truckload  
freight**  
of any company  
in the world



**#1 Asset-free**  
provider (NVOCC) from  
China to U.S.



**Largest LTL  
network**  
in North America



**A global  
managed TMS  
provider**  
powering the  
most complex supply  
chains in the world

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## 2021 FMCSA Data

### → U.S. Truckload Capacity is Highly Fragmented

**66%** of carriers in the U.S. are owner/operator capacity



U.S. truckload  
2021 totals:

**404,185** for hire motor carriers  
**1,734,680** truck tractors



#### 1-5 TRUCKS

363,078 carriers  
**89.8%**

527,461 units  
**30.4%**

↑ 101,731 carriers  
↑ 127,948 units

#### 6-50 TRUCKS

37,249 carriers  
**9.2%**

527,146 units  
**30.4%**

↑ 4,573 carriers  
↑ 46,877 units

#### 51-399 TRUCKS

3,682 carriers  
**0.9%**

413,271 units  
**23.8%**

↑ 78 carriers  
↑ 13,851 units

#### 400-3,999 TRUCKS

163 carriers  
**0.0%**

154,302 units  
**8.9%**

↓ 24 carriers  
↓ 6,594 units

#### 4,000+ TRUCKS

13 carriers  
**0.0%**

112,500 units  
**6.5%**

↓ 1 carrier  
↓ 2,785 units

Change since 2020

(1) MCMS Motor Carrier Master Information System. Federal Motor Carrier Safety Administration's (FMCSA) dataset of carrier registrations. Carriers included: For Hire, USA 48 state, active status. Carriers Excluded: Bus companies, LTL carriers, parcel, government vehicles, private, interstate only operating authority, waste haulers, forwarders and brokers (audit performed on carriers of 400 tractors and greater) © 2022 C.H. Robinson Worldwide, Inc. All Rights Reserved

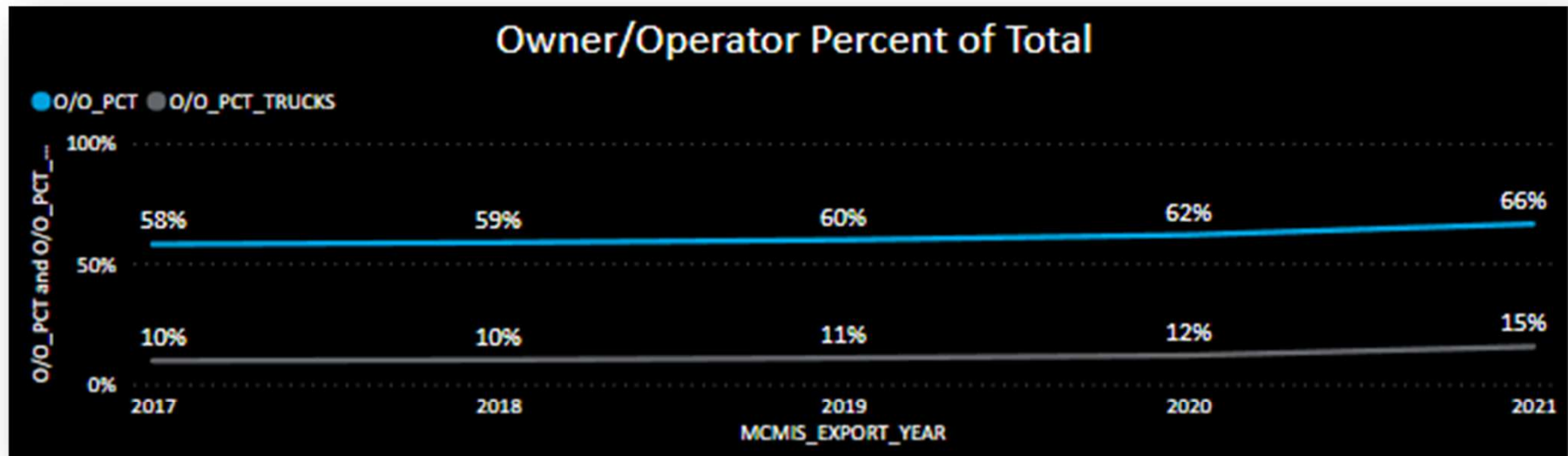


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## Owner Operator percent of carrier count

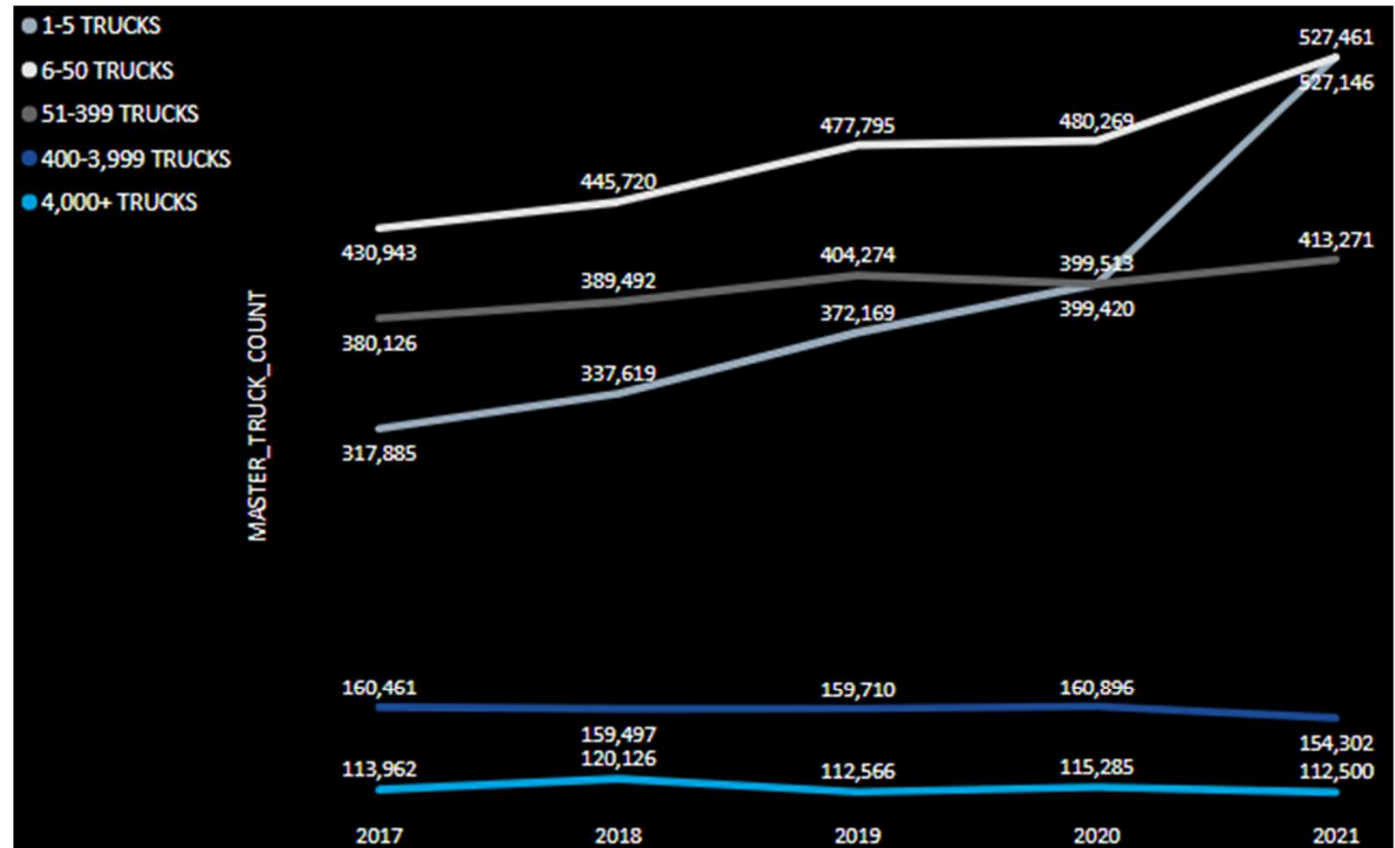
- Long term trend of small carrier segments fleet growth
- 2021 was largest expansion at just over 100,000 new companies and 128,000 tractors



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## For-hire tractors trend lines by size segments

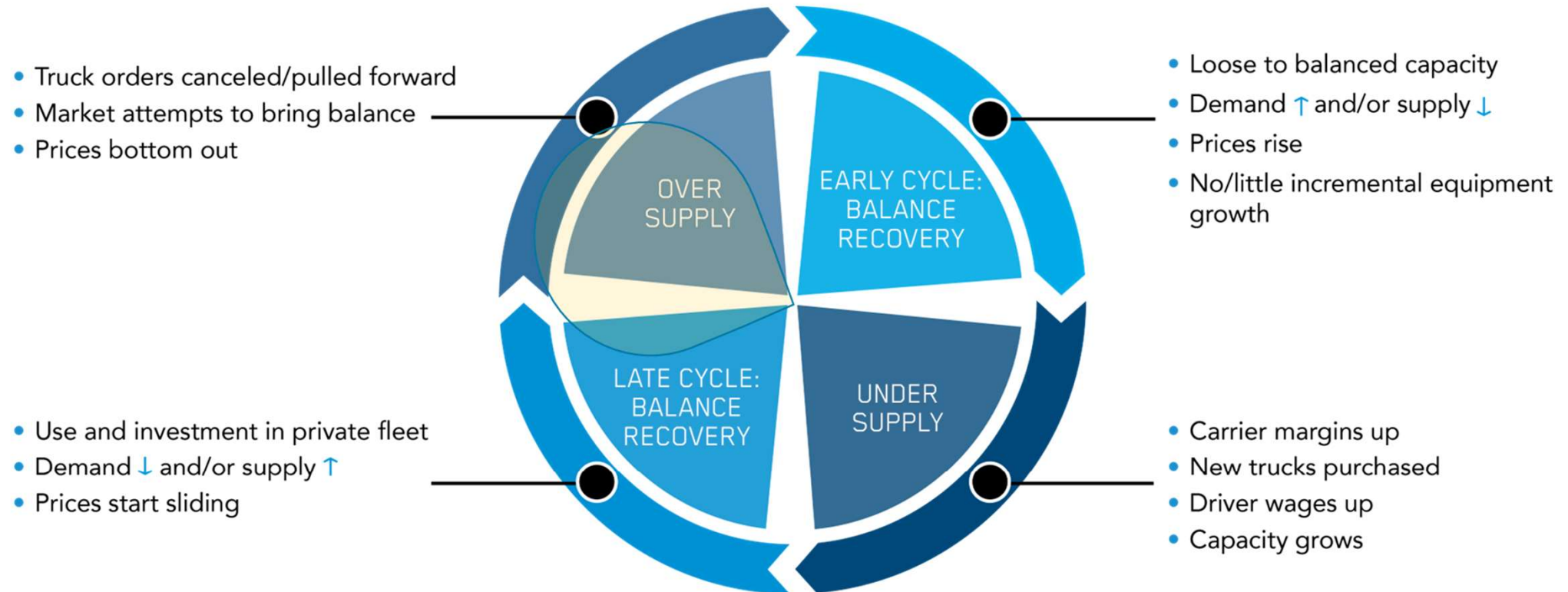
- Long term trend of tractor growth in the smallest segment
- 1-5 segment showed remarkable expansion in 2021
- 6-50 segment showed more increase in 2021 than previous years
- Two largest segments struggle with retention of size and growth



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# The classic cycle of the U.S. truckload market sector

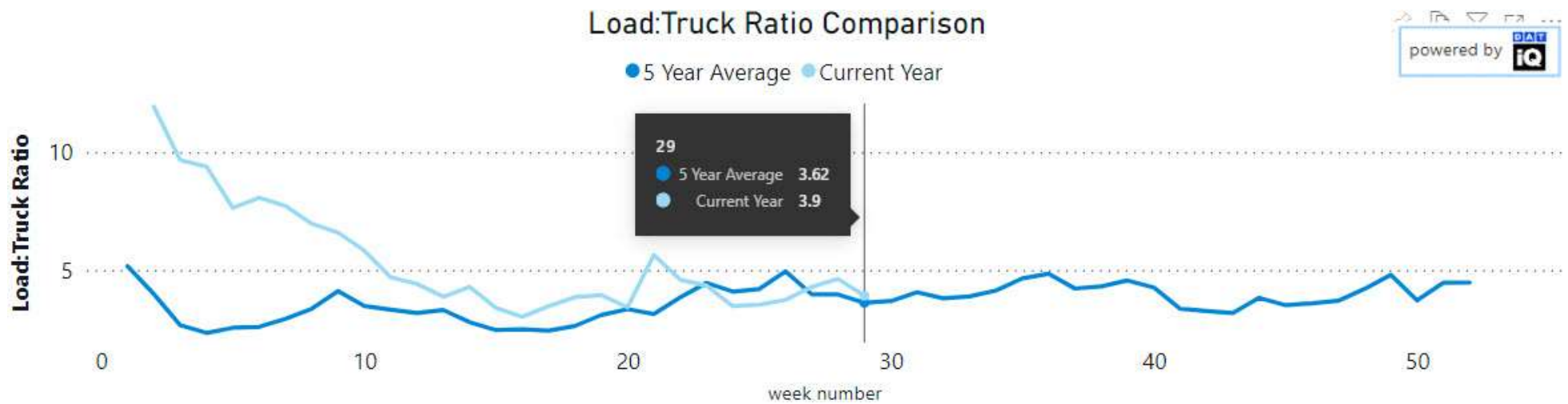
Insights to succeed in any market



# Truck Capacity winds

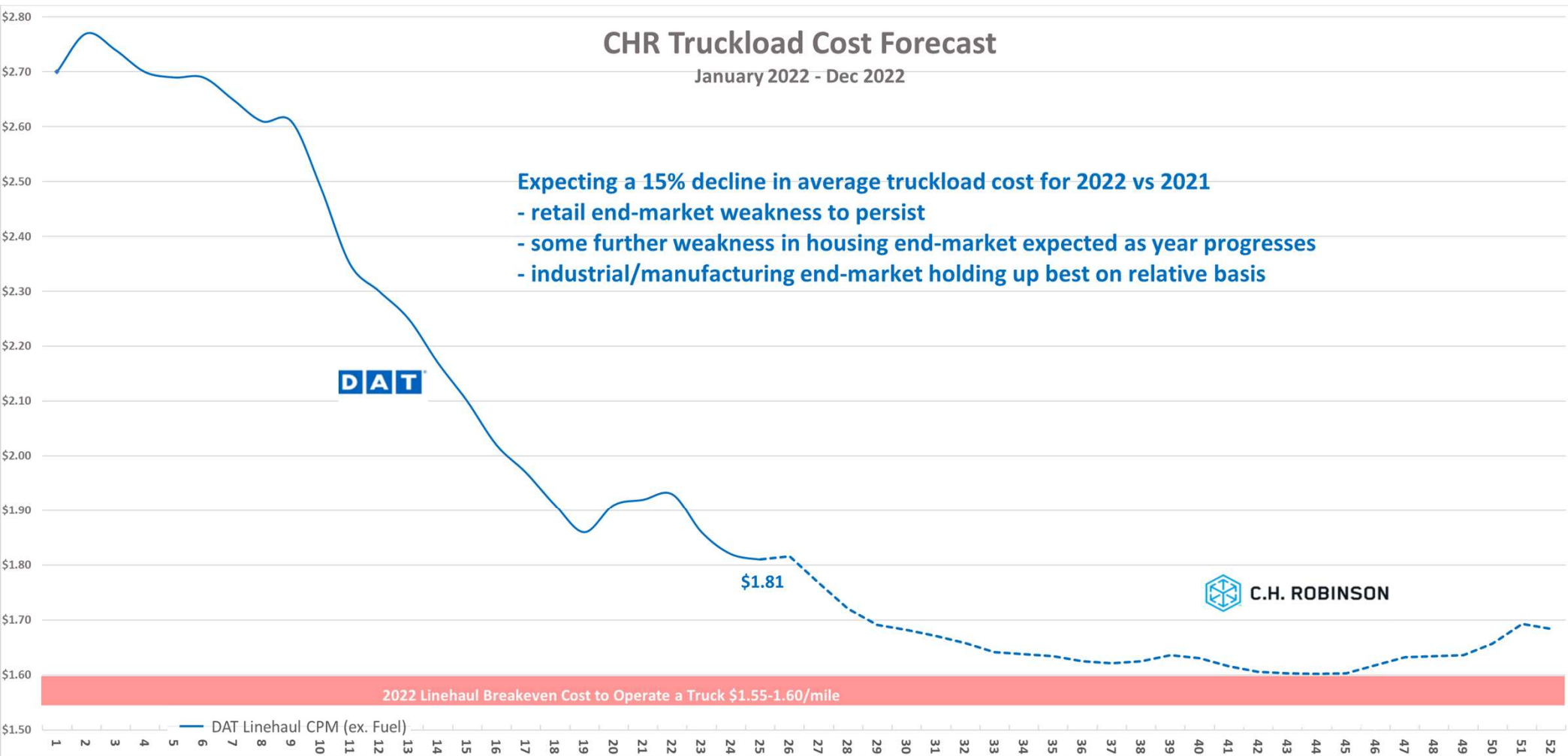
- May saw the largest growth in trucking employment... ever.
  - Reasonable thought: meaningful % is migration from self employed to employee
- Voluntary revocation of operating authority continued to increase in Q2
  - H1 2021 at 3% and by Q4 2021 at 6%
  - Q1 2022 at 6% and Q2 2022 at 8%
- TMC® Route guide performance much improved
  - FTA is in the mid to high 80's% from 80-81% for most/all of the pandemic period
  - RGD has improved to ~1.3... much improved from levels near or at 2
- Used truck pricing went down in April
  - Range of 0.9% to 11% depending on the age of vehicle (2017-2020)

# A market correction vs. collapse





# Truckload dry van spot market per mile forecast



# Recommendations to succeed in any market

## Global trade & tariffs

- Diversify suppliers and sourcing strategically
- Stay informed on new developments for cost savings opportunities
- Keep an eye on trade compliance
- Understand your supply chain in its entirety

## Truckload

- Segment freight portfolio
  - Contract
  - Spot market
- Maintain route guides
- Prioritize driver experience at origin and destination
- Pursue digitally enabled spot market strategy
- Be open to diversified modes
- Building strong relationships

## LTL

- Diversify your carrier portfolio
- Create a pick schedule that carriers value
- Be accurate on tender details
- Add time to carriers' published LTL transit times
- Understand how your freight mix fits with the market conditions

# Thank you !



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built by and for  
supply chain  
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**Information  
advantage  
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**People you can  
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