Freight Trends

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NABE Holiday Sales Outlook
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Goods demand

- Private final demand for goods focuses on the components of GDP that relate to the goods side of the economy.
- Growth has decelerated below 2%, with only consumer spending driving growth.

**Key Highlights**

**US Private Final Goods Demand**

**Y/Y % Growth**

Source: Bureau of Economic Analysis
Inventory overhang

Tariffs concerns and disappointing sales have caused strong inventory growth.

Particularly true among wholesalers and manufacturers.

Reduces demand for manufacturing, imports.

Key Highlights
Freight performance

Truck Tonnage
Y/Y % growth, 3-mo MA

Key Highlights

- Truck tonnage data fell in September but has been generally strong prior to holiday season
- ATA tonnage data is skewed to contract freight, overstating trucking strength
- Falling trucking rates have also helped the industry
Freight performance

Key Highlights

- Tender volume measures the number of truckloads offered by shippers
- Year-over-year growth was solid Aug-Oct, suggesting healthy trucking activity
- Tougher comps have pushed growth negative
Freight performance

Key Highlights

- Cass freight provides a view of all for-hire freight
- Year-over-year growth negative throughout 2019
- Ignores expansion of private fleets, likely overstates 2019 freight weakness
Peak duration

Key Highlights

- 2019 calendar has late Thanksgiving, shortened peak
- Similar to 2013 peak season
- Pressure on parcel companies to deliver in a compressed timeframe
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