CARRIER OUTLOOK SURVEY 2019

STILL SEEING THE POSITIVES

APRIL 2019

FREIGHTWAVES FREIGHTINTEL RESEARCH

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Key Highlights of the FreightWaves Carrier Sentiment Survey and Outlook for 2019

Small fleets still optimistic for 2019

Forty percent of **small fleets (defined in this whitepaper as running between four and 50 trucks in their fleets)** still believe 2019 line-haul rates will surpass those seen in the second half of 2018, while another 20 percent expect rates to be comparable to those in 2018. This may be the very definition of optimism as the DAT national van rate is down 24.5 percent from May 2018 and 62 percent off its 2018 high (hit in late June).

Small fleets are also optimistic freight volumes will increase again in 2019. The data does support this optimism a bit better than rates because the national index of outbound tenders (OTVI.USA) is only 20 basis points lower compared to April 2018.

If freight volumes are in line with 2018, why are rates in free fall?

Smaller fleets were busy adding capacity in 2018 to take advantage of the spike in rates. According to the FreightWaves survey, 48.5 percent of small fleets added at least one truck to their fleet in the past 12 months. Another 34 percent of fleets held tractor counts steady, leaving only 15 percent that shed any assets at all.

This influx of capacity has created a supply/demand imbalance in the freight markets. This will not go on forever; equipment sitting in yards is expensive. FreightWaves expects that smaller fleets will shed unproductive assets sooner rather than later.

Diesel prices are expected to climb above 2018 levels

Fuel is also on the minds of small fleets as line-haul rates continue to slide in the second quarter of 2019. Fifty percent of carriers expect diesel prices to move at least slightly higher from here, while another 21 percent are bracing for a significant increase at the pump.

An equal number (21 percent) think diesel will be unchanged from 2018, leaving less than 10 percent of fleets expecting to find some relief at the pump.

There is cause for some concern – West Texas Intermediate crude oil (WTI.USA) is up 43 percent from its lows of under $45 per barrel to begin 2019. With concerns over Iranian exports and civil unrest still going strong in Venezuela, the risks that oil will increase in price is pronounced.

Considering the risks in the oil markets, diesel at the first of May 2019 is $0.05 above its retail price (DTSI.USA) of one year ago.

Five trends to watch for in 2019

Shippers are looking to claw back contract price increases they desperately agreed to late 2018 and early 2019 in order to secure any capacity available.

As spot market rates drop, diesel prices will continue to squeeze smaller fleets' margins. Without a stronger spot market small fleets will continue to get squeezed from both sides if diesel rises as it is likely to do as IMO 2020 approaches.

New Class 8 truck orders have collapsed and used truck values will likely follow suit in the second half of 2019. With excess truck capacity drowning the market right now it is only a matter of time before fleets are forced to sell off unused equipment.

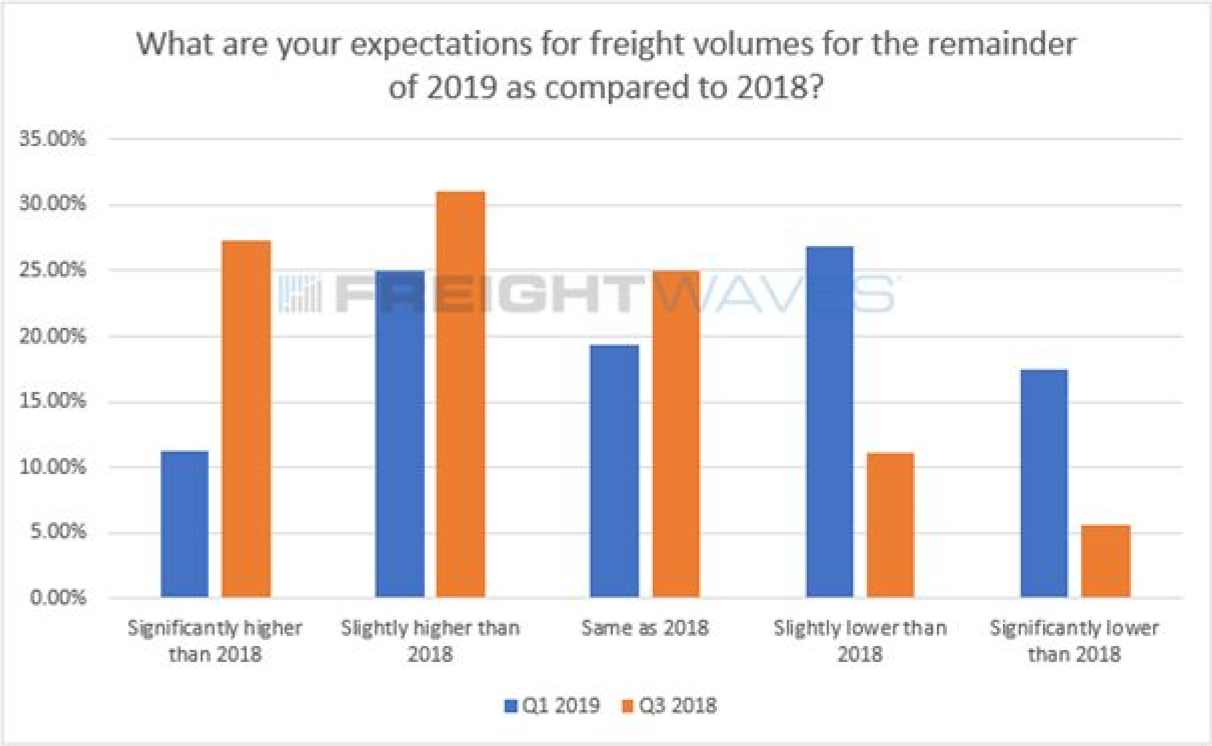
A major headwind to the economy is the build-up in inventory of Chinese imports on the West Coast that happened during the fourth quarter of 2018 to beat the tariff deadline. However, moving this inventory out into the country should help trucking in the short-term.

Will there be even more pull-forward demand and inventory build-ups? If so, then this is a negative for the economy. Inventories will have to be worked through, which will put a drag on new orders and production for the remainder of the year.

Survey Methodology

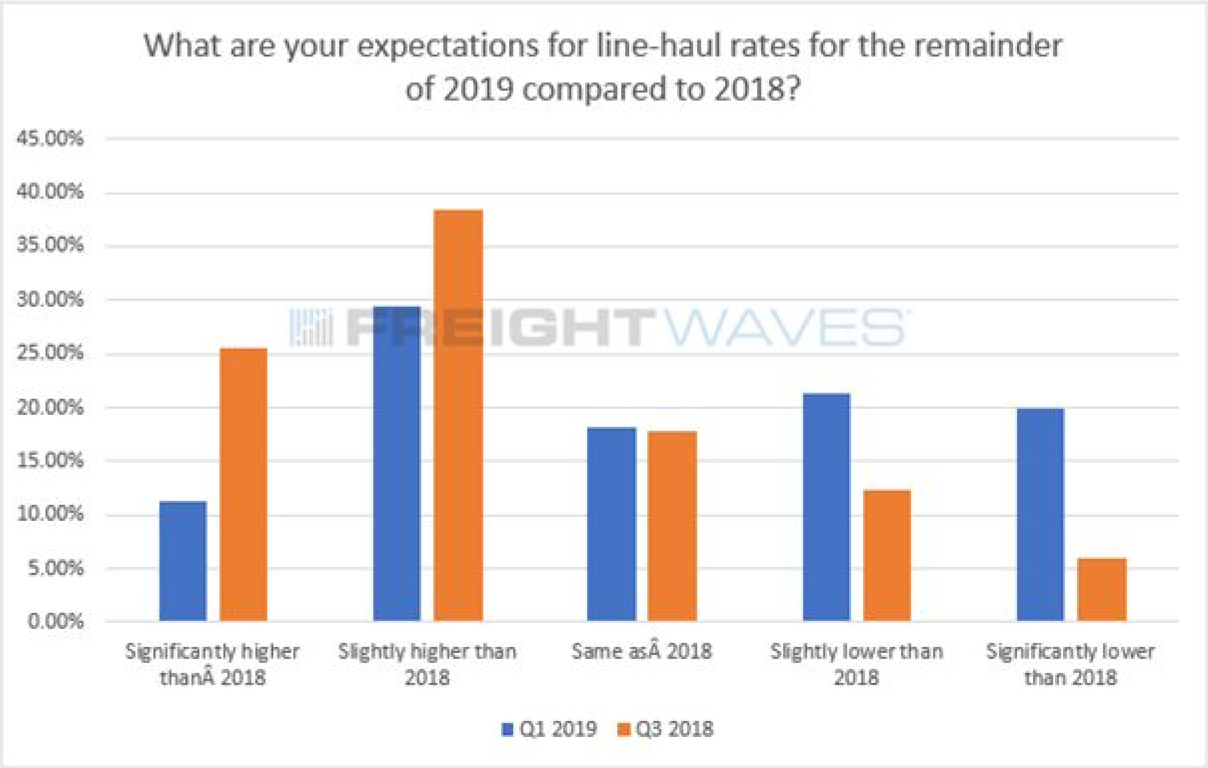
In April 2019 FreightWaves surveyed 160 small trucking fleets **(defined in this whitepaper as running between four and 50 trucks in their fleets)** to gauge their current sentiment on a number of market conditions compared to those experienced in 2018. A similar survey was conducted in September 2018 that highlights carriers' changing attitudes over the past six months.

Figure 1 – Carrier Expectations for Freight Volumes



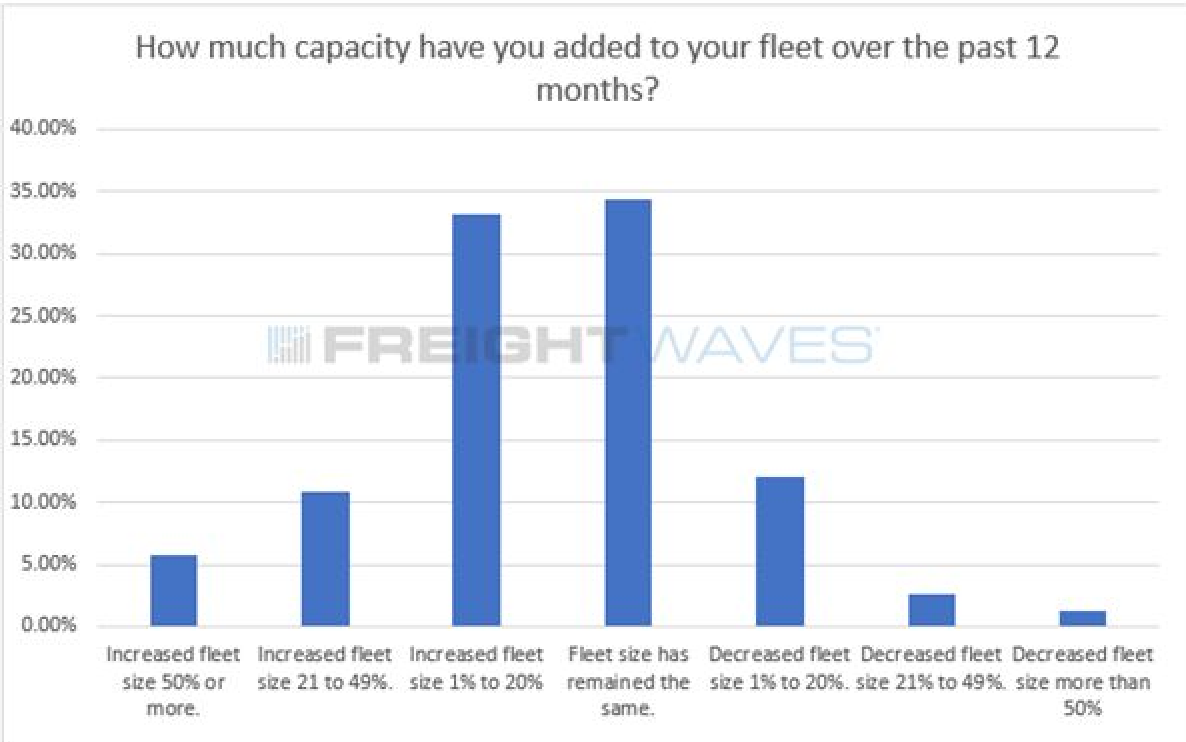
*Data Source: FreightWaves Carrier Sentiment Survey

Figure 2 – Carrier Expectations for Line-Haul Rates



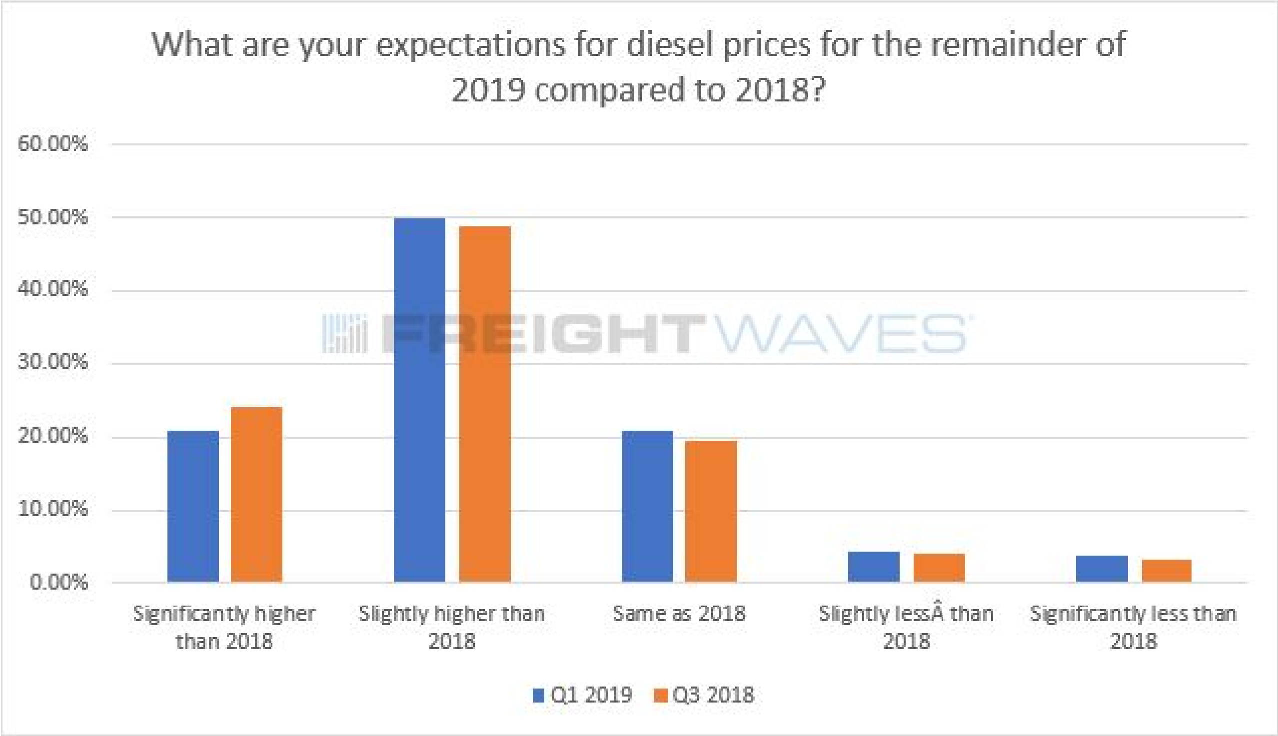
*Data Source: FreightWaves Carrier Sentiment Survey

Figure 3 – Percentage of Fleets That Have Added Capacity Over the Past 12 months



*Data Source: FreightWaves Carrier Sentiment Survey

Figure 4 – Carrier Expectations for Diesel Prices



*Data Source: FreightWaves Carrier Sentiment Survey

2018 – A Tale of Two Markets

The wild trucking bull market began in the aftermath of dual hurricanes in Houston and Miami in September 2017. The aggressive response from FEMA sucked up excess capacity in the truck market as emergency supplies headed south.

As capacity began to disappear, the next wave of panic swept across the market. The cause? None other than those dreaded electronic logging devices (ELDs).

As carriers lost hope for a last-minute reprieve from yet another extension to the ELD mandate, the mad rush to buy, install and most importantly train drivers to use ELDs moved to a frenetic pace. It's estimated by CarrierLists that only 75 percent of small fleets were compliant by the "soft" enforcement deadline in December 2017.

This severely hit carrier productivity in the first quarter of 2018. It's estimated that ELDs trimmed, on average, 50 miles per day from driver productivity. This wreaked havoc in the tweener lanes (400 to 600 miles). This also created several shockwaves during the first quarter of 2018.

Many thought the ELD "hard" enforcement deadline in April 2018 would cause another wave of panic. In preparation for this, along with current constraints on capacity (OTRI.USA was still at 25 percent), shippers came to the table to accept rate increases. Double digit increases were more the norm than an outlier.

The April 2018 ELD deadline came and went without a whimper though. True capacity tightened again as summer began, but cooled considerably by August. The second quarter of 2018 was volatile, but with lower highs and lower lows. By the end of July OTRI.USA had dropped to 17 percent.

During the third quarter of 2018 the extreme volatility of the markets subsided and leveled off. Going into the fourth quarter, the only story line in the market was the threat of extreme 25 percent tariffs on Chinese imports. The market did respond to these threats – shippers imported as much inventory as they could to avoid the extra duties.

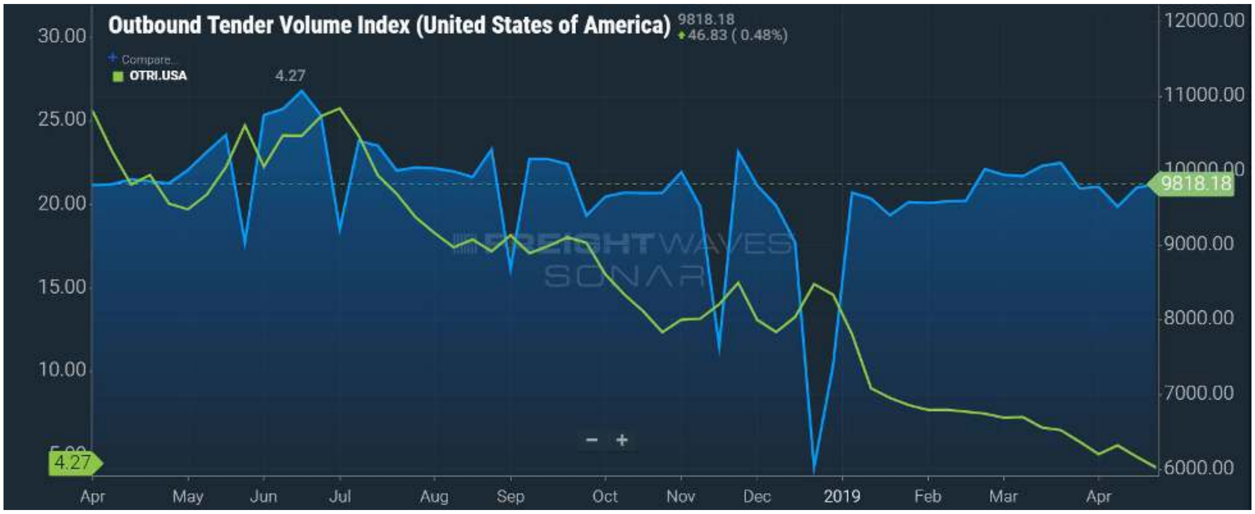
The deadline for the tariffs was initially pushed back to March 1, 2019. This changed during the first part of May when 25 percent tariffs were announced and put into action on May 10, 2019.

This has left the West Coast stocked with inventory that will eventually have to be sold through, most likely at liquidation prices.

Changes in Carrier Sentiment from October 2018

Since FreightWaves' first carrier sentiment survey in late September 2018, tender rejections have collapsed 67 percent, while tender volumes have seen a modest increase of 48 basis points.

Figure 5 – National Outbound Tender Volumes and Carrier Tender Rejection Rates



**SONAR Tickers: - OTVI.USA compared with OTRI.USA*

These market conditions are reflective in the changes in carrier sentiment over the past six months. Carrier sentiment has dropped by one-third since the third quarter of 2018. Forty percent of carriers now believe line-haul rates will surpass those seen in 2018 compared to 64 percent in the first FreightWaves survey.

For those carriers that decided to add trucks or trailers to their fleets at the height of the bull market, the day of reckoning is now approaching. If these assets are not being fully utilized, then they quickly become very expensive and large monuments to days gone by in the truck yard.

Barring a shock to the system or an exceptional summer season, it is likely that some carriers will be selling assets to survive. If this happens, then the last to liquidate can expect a steep devaluation in the used truck market.

Small Fleets – Hiding in Plain Sight

Fleets operating under 100 trucks are notoriously difficult to research as little to no public information is available on their operations.

Most, if not all, research conducted by associations and the investment industry focuses on large fleets. This makes sense because there are only 427 registered fleets operating over 500 trucks. The performance of those that are private can be modeled based on public competitors that publish quarterly operational and financial reports.

Smaller fleets, often behave much differently than owner operators and their larger competitors. There are many reasons why, though the most common include creatively overcoming the following constraints – capital, scalability, operational processes, visibility to the markets, and of course, various technologies.

Table 1 – North American Tractor Counts as of February 2019

Total Tractors by Fleet Size Q2 2018 to Q2 2019

Fleet Ranges	Tractors
1 Tractor	90,923
2 to 3 Tractors	82,941
4 to 20 Tractors	256,657
21 to 55 Tractors	212,566
56 to 100 Tractors	126,894
101 to 550 Tractors	293,049
551 to 4999 Tractors	282,938
5000+ Tractors	254,154
Feb 2019 Totals	**1,600,122**

*Data Source: SaferWatch
Active Interstate Carriers as of Feb 2019

While small fleets only represent 25 percent of total motor carrier numbers, they do represent 37 percent of all for-hire interstate trucks on the road today, according to data obtained from SaferWatch.

This is triple the size of owner operators and micro-fleets that are on the radar of dozens of freight matching apps and brokers seeking daily capacity for their loads.

Small fleets do move the trucking market. In fact, these small fleets have moved the trucking market over the past 12 months by increasing their fleet size to take advantage of rates. This is evident not only with FreightWaves' recent survey data, but is also clear in the SaferWatch fleet counts of interstate for-hire carriers.

According to SaferWatch, fleets have increased their size by 9.5 percent from the first quarter of 2018 to the second quarter of 2019. While carriers of all sizes – from owner operators to the mega-fleets – have added tractors, the largest fleets seem to have expanded the most at 27.3 percent.

This represents the addition of approximately 54,528 tractors, or about 3.41 percent of all new capacity on the road for carriers running 5,000 or more tractors.

Table 2 – North American Tractor Counts from Q2 2018 to Q2 2019

Total Tractors by Fleet Size Q2 2018 to Q2 2019

Fleet Ranges	2018 Q2	2018 Q3	2018 Q4	2019 Q1	2019 Q2	% Change
1 Tractor	84,034	86,224	89,330	90,649	90,923	9.3%
2 to 3 Tractors	76,626	78,464	79,960	82,743	82,941	9.6%
4 to 20 Tractors	243,717	248,242	250,886	256,262	256,657	7.2%
21 to 55 Tractors	201,152	203,547	206,588	211,010	212,566	6.0%
56 to 100 Tractors	123,395	123,534	124,116	126,914	126,894	3.8%
101 to 550 Tractor	280,354	283,490	286,661	290,432	293,049	5.3%
551 to 4999 Tractc	273,723	271,246	274,458	282,825	282,938	7.8%
5000+ Tractors	188,850	193,510	211,709	196,115	254,154	27.3%
Feb 2019 Totals	**1,471,851**	**1,488,257**	**1,523,708**	**1,536,950**	**1,600,122**	**9.5%**

*Data Source: SaferWatch

If fleets running under 100 tractors are isolated, there is still a robust growth rate of 6.8 percent for small fleets. This represents 48,843 trucks, or 3.05 percent of all new capacity.

Table 3 – North American Tractor Counts for Fleets Operating 1 to 100 Tractors from Q2 2018 to Q2 2019

Total Tractors by Fleet Size Q2 2018 to Q2 2019

Fleet Ranges	2018 Q2	2018 Q3	2018 Q4	2019 Q1	2019 Q2	% Change
1 Tractor	84,034	86,224	89,330	90,649	90,923	9.3%
2 to 3 Tractors	76,626	78,464	79,960	82,743	82,941	9.6%
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21 to 55 Tractors	201,152	203,547	206,588	211,010	212,566	6.0%
56 to 100 Tractors	123,395	123,534	124,116	126,914	126,894	3.8%
Feb 2019 Totals	**728,924**	**740,011**	**750,880**	**767,578**	**769,981**	**6.8%**

*Data Source: SaferWatch
Active Interstate Carriers as of Feb 2019

With over 100,000 new for-hire units hitting the road in 2018, it is little wonder why capacity loosened considerably in the second half of 2018.

The entire dataset, along with definitions of active interstate carriers, can be found in Appendix A.

Five Trends to Watch for in 2019

While it is difficult to lay out a scenario where rates climb back up to 2018 levels, FreightWaves does lay out trends to look for in 2019. These include contracted rates, diesel prices, inventory to sales ratios, along with imports and tariffs.

All data sets presented can be accessed via SONAR.

Trend #1 – Shippers Are Looking to Claw Back Contract Price Increases from 2018

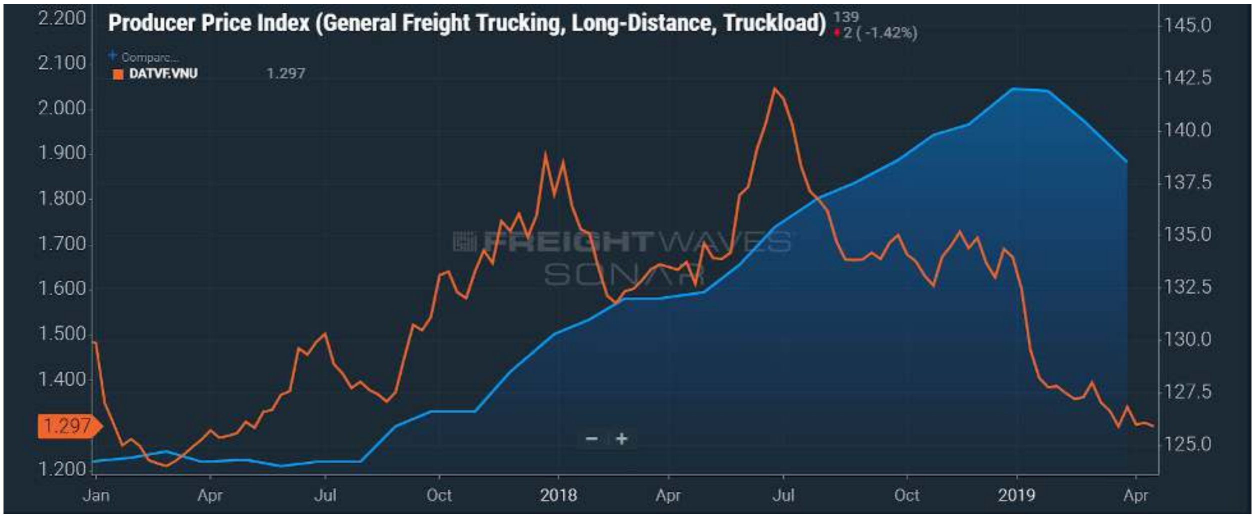
Based on conversations with several third-party logistics providers (3PLs), shippers that accepted rate hikes in 2018 (many that were double digit hikes) are expecting reductions in 2019.

One Chicago-based 3PL told FreightWaves, “some shippers are doing this strategically with lanes and relationships in mind, while a minority are coming in and aggressively cutting costs across the board. With spot market rates this low, bidding for some is a race to the bottom.”

Another Arkansas-based carrier/freight broker told FreightWaves it all depends on the length and quality of customer relationships. “We’re holding firm on our end. The trucks, drivers and overhead still costs the same as it did last year. On the brokerage side, our customers aren’t willing to pay more this year over last year. We’ve found they are rolling out of their routing guides quickly, or even throwing them out for some lanes to buy directly from the spot market.”

FreightWaves was also told that price competition is heating up as freight brokerages try to aggressively underbid each other in an attempt to gain market share and premier shippers.

Figure 6 – Comparison of Contract vs. Spot Pricing – January 2018 to April 2019



**SONAR Tickers: – PPI - Long-Distance Truckload (PPI.LDTL), DAT Van National (DATVF.VNU)*

Keep this chart above in your monthly rotation to keep a tab on the spread between contract and spot rates.

The Producer Price Index (General Freight Trucking, Long-Distance, Truckload) is an excellent proxy to use for contract rate pricing. From the fourth quarter of 2017 throughout 2018, contract rates steadily increased in response to spikes in the spot market (in orange).

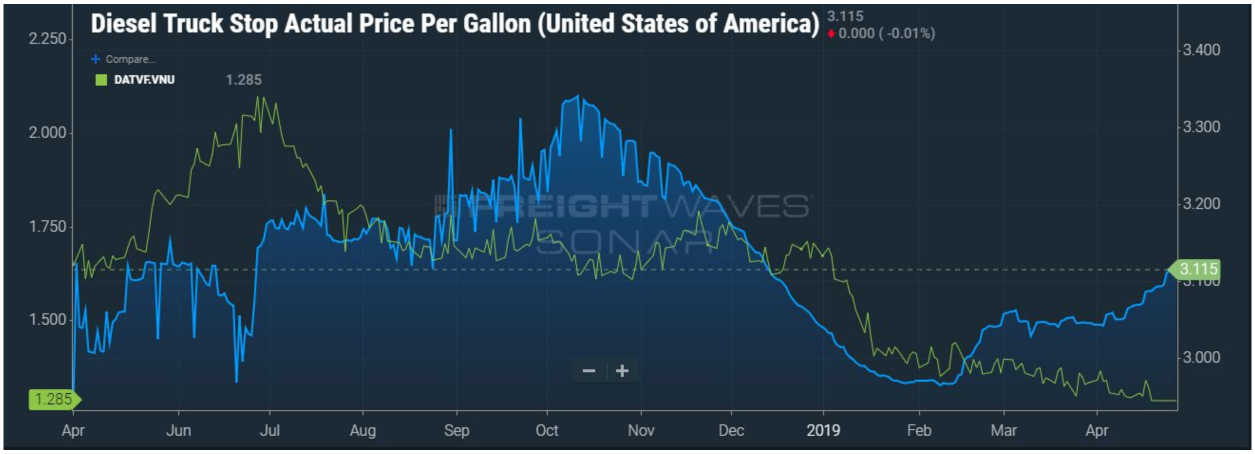
It appears that the high in contract rates has been reached for this cycle. Contract and spot spreads should begin to narrow as shippers shift to the spot market to take advantage of depressed rates. As volume is added, the spread between the two should narrow as both readjust to new market dynamics.

Trend #2 – Diesel Prices Are Set to Squeeze Margins

Carriers are always pessimistic about diesel prices and FreightWaves found no surprises in its latest survey. Of the total, 71 percent of carriers believe higher diesel prices will appear later this year compared to 2018.

Compared to April 1, 2018, diesel at the pump was $0.031 more in April 2019. There is cause for concern among carriers as the spread between line-haul spot prices and diesel are widening again.

Figure 7 – Retail Diesel Prices Compared to Spot Prices



**SONAR Tickers: – Actual Truck Stop Price Per Gallon (DTS.USA) compared to DAT Van National (DATVF.VNU)*

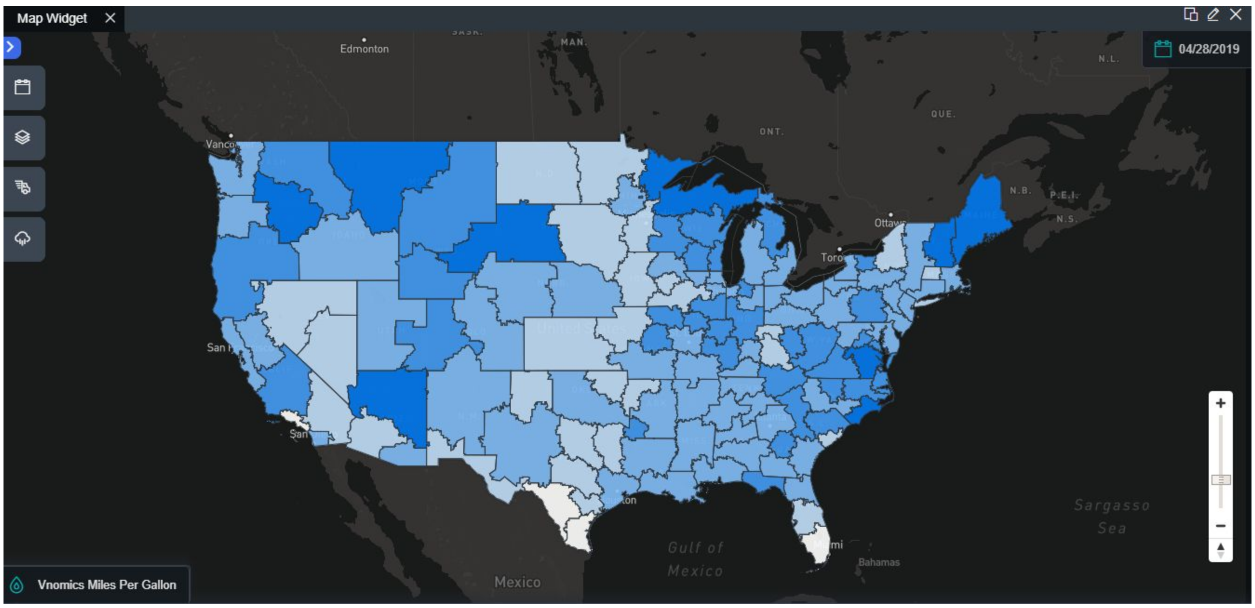
While DAT spot rates do not include fuel surcharges, most transactions made by smaller carriers in the spot market are based on all-in rates. This removes the cost per mile and fuel surcharge (FSC) that are the basis of contracted rates.

This method leaves smaller fleets vulnerable to a squeeze on margins when spot rates are falling. As one smaller carrier told FreightWaves, “it seems like we are in a race to the bottom right now, and we’re getting squeezed from both sides.”
Keep this in mind when negotiating all-in rates. Carriers will be on the defensive in 2019 regarding diesel prices as brokers will continue to be under pressure to reduce rates.

All parties should also keep in mind congestion, terrain and weather in origin and destination markets to maximize negotiating stance. By doing this you will be able to frame your freight in a way that will allow you to offset the negative impacts of diesel costs.

Here's a current snapshot of miles per gallon (MPG) for the U.S. to give an idea of how to visualize everything. The darker the blue is, the higher the fuel efficiency is.

Figure 8 – Fuel Efficiency for Class 8 Tractors by Market



**SONAR Tickers: – Vnomics MPG.USA*

Trend #3 – Used Tractor Prices in the Second Half of 2019

New Class 8 tractor sales in 2018 trounced a 14-year record. The latest sales estimate is approximately 490,000 new units were ordered by fleets last year.

What goes up must come down and new orders have fallen back down to earth in 2019. During each of the first four months of the year, orders have averaged approximately one-third of 2018 orders.

Figure 9 – New Class 8 Tractor Orders

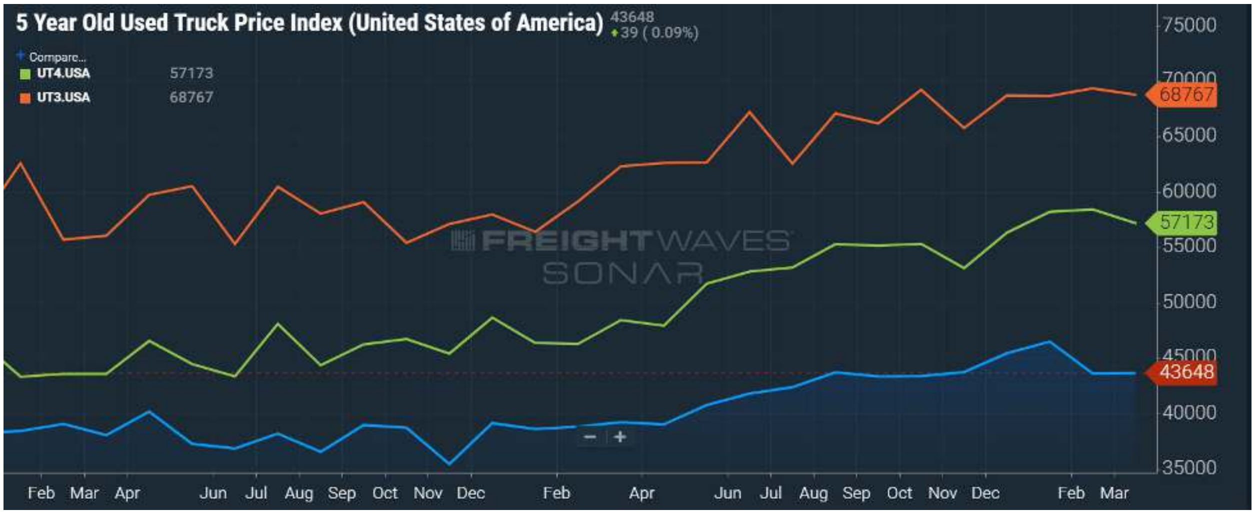
**SONAR Tickers: – ORDERS.CL8 compared to DAT Van National (DATVF.VNU)*

This should not come as much of a surprise to anyone by now. As pointed out earlier in this report, for-hire trucking fleets have added almost 10 percent more capacity over the past year.

So where does the market go from here? If freight volumes stay steady and capacity remains loose, fleets may be selling off tractors in the second half of this year. As noted earlier, idle equipment is expensive.

The beginnings of a downturn in the used truck markets may be at hand (see below). While it is far from certain, the price indexes for three-, four- and five-year old used Class 8 trucks have all plateaued and look like they might start falling.

Figure 10 – Values for 3-, 4- and 5-Year Old Class 8 Tractors. *Data Source: SONAR



SONAR Tickers: UT3.USA, UT4.USA, UT5.USA

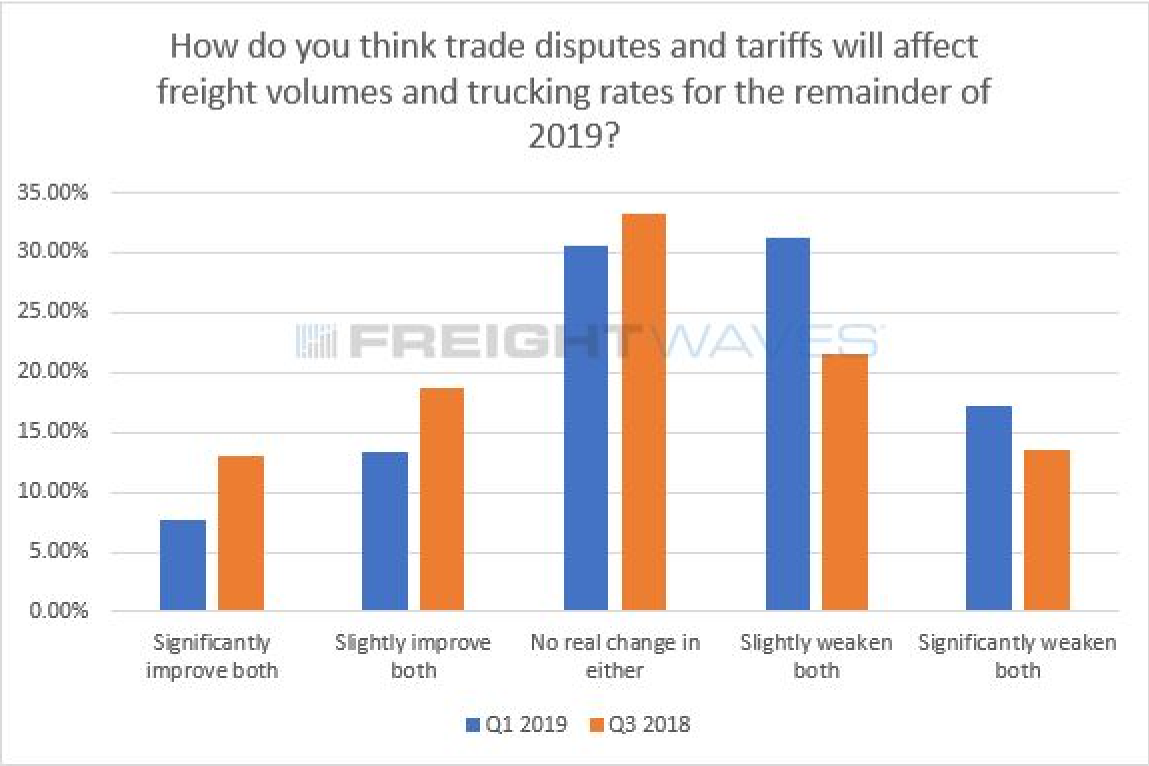
Once the selling starts it is likely to pick up steam as carriers will want to get as much value as they can. You never want to be at the back of this line if you need to shed assets because it means you will probably lose thousands of dollars in value per tractor.

While sell-offs are always unfortunate there is a silver lining. Only when excess capacity is removed from the market can rates start climbing up again.

Trend #4 – Tariffs and Trade Agreements

Carriers are growing increasingly worried about how trade agreements and threats of tariffs will impact trucking. FreightWaves survey in the first quarter of 2019 showed 48.5 percent of carriers now think those factors will negatively impact trucking, compared with 35 percent in the third quarter of 2017.

Figure 11 – Carrier Sentiment on How Tariffs Will Affect Freight and Volumes



*Data Source: FreightWaves Carrier Sentiment Survey

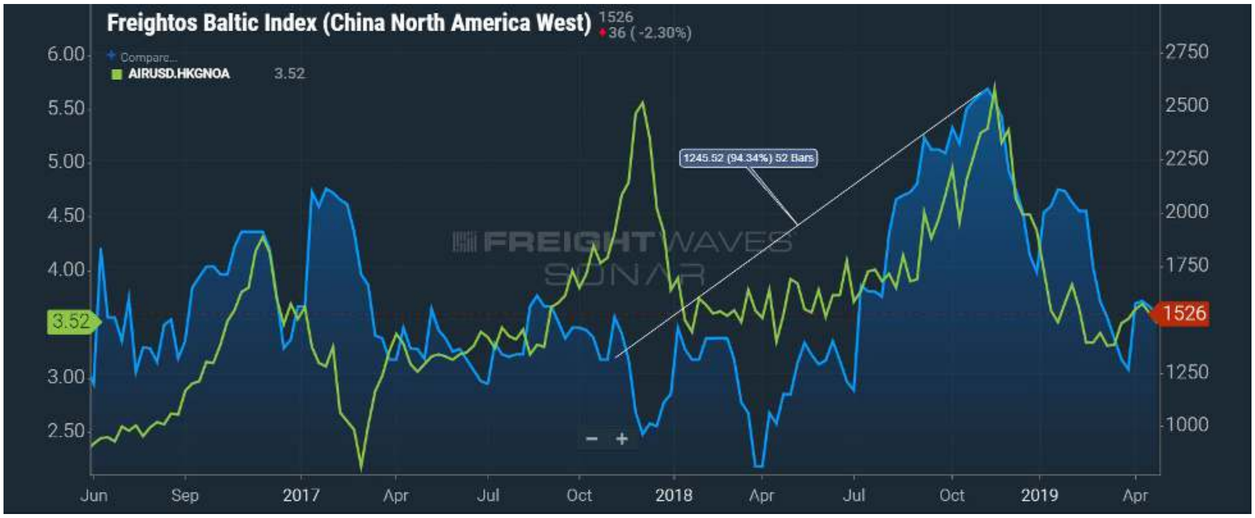
A major headwind to the economy is the build-up in inventory of Chinese imports on the West Coast that happened during the fourth quarter of 2018 to beat the tariff deadline.

The first round of 10 percent tariffs on $250 billion of Chinese imports went into effect on September 24, 2018. The lead time was relatively short and companies did not have time to react. A proposed second round of tariffs were set to raise rates from 10 percent to 25 percent starting January 1, 2019.

This second round was ultimately pushed back to March 1, 2019, and then delayed again until finally applied on May 10, 2019. Another round of tariffs have now been proposed on yet another $300 billion of imports.

While these new tariffs and the threat of even more tariffs have not moved China to make a new trade deal, it did create a panic to import as much inventory as possible to beat the tariff deadline on January 1, 2019. This can easily be seen in ocean rates from China to the West Coast in the fourth quarter of 2018, when freight normally takes a downturn after holiday products are delivered into Long Beach.

Figure 12 – Ocean Rates from China to the U.S. West Coast



SONAR Tickers: – FBX.CNAW and AIRUSD.HKGNOA

The chart above highlights the tight correlation between ocean and air cargo rates. As mentioned, in a normal year ocean imports slow considerably going into the fourth quarter as most holiday merchandise arrives in time to be distributed to stores and retail distribution centers. Air cargo, on the other hand, is for last-minute restockings throughout the holidays.

This scenario is evident in 2017, which was the typical fourth quarter cycle. However, 2018 was a different story. Ocean rates almost doubled as strong demand continued until January 1, 2019.

This artificial pull in demand has left warehouses along the West Coast at near 100 percent capacity. These conditions aren't optimal for the economy as these inventories will have to be worked down before new goods are ordered.

However, this could boost trucking load volumes as companies continue to work down inventories in 2019.

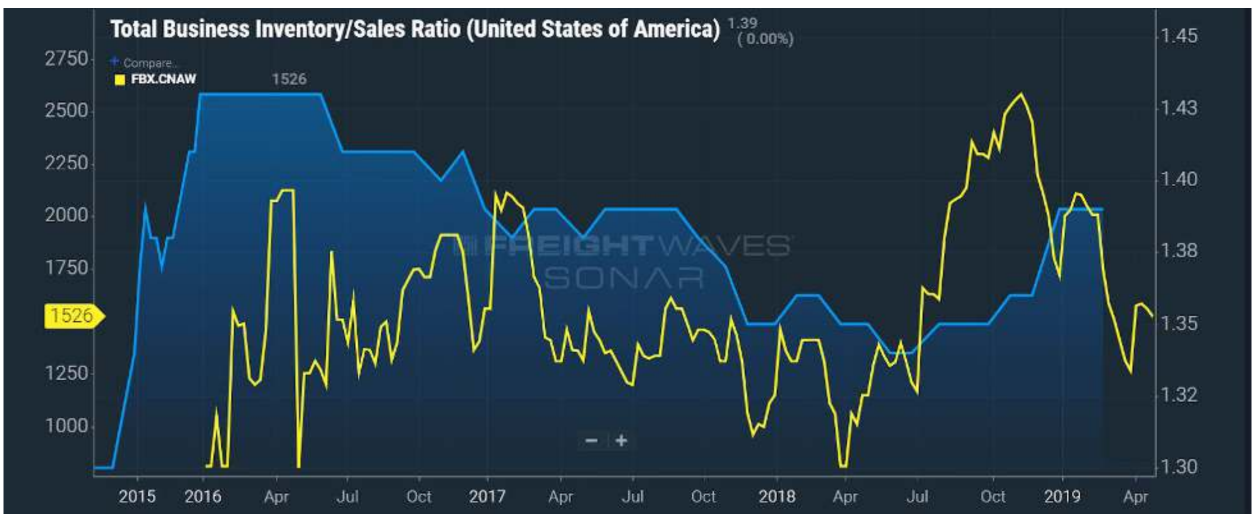
Trend #5 – Inventory Levels and Sales

In regard to inventory levels, the ratio between business inventories and sales is always a key metric to keep in mind. When inventory levels rise relative to sales it means industrial production and imports will start slowing down as companies reduce new orders to focus on lowering current inventories.

The reverse is true when inventory levels drop near or below the ratio of 1. It is then time to order inventory to replenish stocks.

Comparing ocean rates from China to the Western U.S. to the national Inventory/Sales ratio shows an almost perfect correlation between the rise in ocean rates from China with a steep rise in inventory levels well through the fourth quarter of 2018. From there ocean rates fell off of a cliff, while inventory levels plateaued.

Figure 13 – U.S. Inventory to Sales Ratio Compared to Ocean Rates



**SONAR Tickers: – TBIS.USA compared to FBX.CNAW*

We can also see how the headhaul index over the past few months shows the heavy activity on the West Coast as compared to the other major ports in Houston, Savannah, New Jersey and Miami. This means inventory buildup is most pronounced on the West Coast.

Figure 14 – Headhaul Index of Major Port Markets – Los Angeles, Houston, Savannah and Norfolk

SONAR Tickers: – HAUL.LAX, HAUL.HOU, HAUL.SAV, HAUL.ORF

Isolating the West Coast markets of Ontario, Los Angeles and Stockton shows each of these markets more than doubled over the past 12 months.

Figure 15 – Headhaul markets on the West Coast

SONAR Tickers: – HAUL.ONT, HAUL.LAX, HAUL.SCK

Keeping monthly tabs on the ratio between inventory and sales will give an indication of how the freight markets and economy will perform for the remainder of 2019.

If inventory levels fall from 1.39, then demand for imports and new industrial production should pick up. If retail sales stall and inventory levels continue to climb or hold steady at 1.39 then the economy will most likely slow down as companies begin discounting to work off excess inventories.

This isn't good news for the overall economy. However, it may give freight volumes and rates a temporary boost as more product moves from warehouses downstream to wholesalers and retailers.

Conclusion

FreightWaves feels carrier optimism is still inflated compared to the economic and industry data presented above. This is not to say conditions will worsen from here in 2019. FreightWaves staff do believe there are numerous tailwinds ahead. It is a stretch though to believe rates and capacity will somehow replicate or surpass 2018. The only likely scenario to get to this conclusion is an unpredictable and extreme external shock to the system.

The most likely scenarios are listed below:

Tailwinds:

- A small increase in freight volumes would likely drive up spot rates from lows not seen since the first quarter of 2017.
- Excess inventory from the West Coast starts moving eastward.
- Commercial and residential construction are better than expected.
- Energy picks up steam with rising oil and gas prices.

Headwinds:

- Excess truck capacity remains in the market.
- Trade disputes and tariffs linger throughout 2019.
- Shippers continue to claw back rate increases.
- Driver pay drops, creating friction between drivers and carriers.

Watch for FreightWaves' next carrier sentiment survey in October 2019 as FreightWaves collects carriers' predictions for 2020.

Appendix A - Carrier and Truck Counts

Below are the full data sets from SaferWatch for carrier and truck counts.

The source data for the carriers counts is from the FMCSA census file which is published monthly. From there we use the following criteria to isolate active interstate for-hire carriers.

- Carrier status is Active.
- Carrier has minimum insurance on file.
- Carrier has authority for property or household.
- Carrier has for-hire classification.
- Carrier does not have private property classification.

This search returns 214,956 interstate carriers out of 275,915 monitored interstate for-hire carriers. This segment represents carriers that have the highest probability of being commercial carriers that are currently operating.

While this estimate is the most accurate for identifying active for-hire carriers in the FMCSA census file, it has been our experience this number is still inflated.

It has been our research with calling carriers using the FMCSA census file that at least 20 percent of carriers counted in this data have disconnected phone numbers, are no longer in operation or have never answered a telephone call.

Table 4 – Full Count of Carriers by Fleet Size from Q1 2017 to Q2 2019

Carrier Counts by Fleet Size Q1 2017 to Q2 2019

Fleet Size	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q1	2018 Q2	2018 Q3	2018 Q4	2019 Q1	2019 Q2
1 Tractor	95,903	96,306	99,162	100,394	102,370	103,322	106,254	110,321	112,413	112,916
2 to 3 Tractors	40,754	41,142	41,738	42,042	42,834	43,301	44,343	45,181	46,625	46,812
4 to 6 Tractors	19,469	19,773	19,930	20,227	20,581	20,985	21,279	21,550	22,118	22,188
7 to 8 trucks	5,852	5,874	5,978	6,000	6,208	6,283	6,437	6,513	6,642	6,596
9 to 11 trucks	5,723	5,770	5,842	5,929	6,005	6,000	6,172	6,308	6,437	6,521
12 to 14 trucks	3,501	3,527	3,560	3,555	3,555	3,666	3,694	3,714	3,762	3,747
15 to 17 trucks	2,436	2,421	2,463	2,512	2,542	2,589	2,653	2,673	2,715	2,730
18 to 20 trucks	1,294	1,332	1,310	1,323	1,309	1,339	1,353	1,333	1,334	1,347
21 to 23 trucks	1,947	1,957	1,997	2,001	1,998	1,970	1,993	2,038	2,117	2,187
24 to 28 trucks	1,579	1,640	1,617	1,634	1,689	1,682	1,685	1,713	1,773	1,794
29 to 32 trucks	998	972	976	992	1,011	1,005	1,019	1,024	1,073	1,067
33 to 38 trucks	1,056	1,054	1,064	1,050	1,065	1,080	1,090	1,104	1,143	1,148
39 to 44 trucks	824	833	838	836	863	858	881	889	852	848
45 to 55 trucks	1,054	1,055	1,054	1,070	1,082	1,102	1,122	1,147	1,173	1,189
56 to 75 trucks	1,040	1,047	1,058	1,053	1,074	1,097	1,088	1,083	1,102	1,132
76 to 100 trucks	787	825	814	824	829	836	844	849	875	849
101 to 200 trucks	910	907	914	920	928	927	927	957	968	984
201 to 300 trucks	309	298	297	300	317	321	328	319	323	330
301 to 400 trucks	141	160	158	159	157	154	155	156	167	170
401 to 550 trucks	123	131	129	123	120	126	129	132	135	132
551 to 999 trucks	114	111	114	120	116	117	119	114	120	125
1k to 2k trucks	68	72	71	70	68	69	69	70	70	68
2K to 3K trucks	27	30	27	26	27	26	28	31	32	34
3K to 4K trucks	6	6	7	7	6	8	7	7	6	4
4K to 5K trucks	6	7	7	6	7	9	8	8	9	10
5000+ trucks	22	24	23	25	25	24	24	25	25	28
Grand Total	**185,943**	**187,274**	**191,148**	**193,198**	**196,786**	**198,896**	**203,701**	**209,259**	**214,009**	**214,956**

*Data Source: SaferWatch
Active Interstate Carriers as of Feb 2019

*Data Source: SaferWatch

Table 5 – Full Count of Tractors by Fleet Size from Q1 2017 to Q2 2019

Total Tractor Counts by Fleet Size

Trucks	2017 Q1	2017 Q2	2017 Q3	2017 Q4	2018 Q1	2018 Q2	2018 Q3	2018 Q4	2019 Q1	2019 Q2
1 Tractor	78,310	78,740	80,877	81,752	83,209	84,034	86,224	89,330	90,649	90,923
2 to 3 Tractors	72,365	72,809	73,606	74,168	75,707	76,626	78,464	79,960	82,743	82,941
4 to 6 Tractors	70,162	71,298	71,651	72,499	73,935	75,596	76,787	77,512	79,822	80,005
7 to 8 trucks	32,746	32,640	33,102	33,433	34,694	35,271	36,239	36,702	37,450	37,208
9 to 11 trucks	42,895	43,157	43,658	44,293	44,885	45,034	46,121	47,243	48,296	48,847
12 to 14 trucks	34,791	34,974	35,311	35,322	35,259	36,295	36,412	36,642	37,338	37,008
15 to 17 trucks	30,423	30,134	30,524	31,123	31,679	32,105	32,870	33,217	33,640	33,781
18 to 20 trucks	18,627	19,041	18,710	18,941	18,962	19,416	19,813	19,570	19,716	19,808
21 to 23 trucks	32,999	32,973	33,690	33,745	33,506	32,992	33,727	34,385	35,197	35,986
24 to 28 trucks	33,485	34,720	33,985	34,330	35,294	35,301	35,185	35,763	37,208	37,481
29 to 32 trucks	25,035	24,099	24,205	24,733	25,179	25,187	25,412	25,447	26,656	26,473
33 to 38 trucks	32,139	32,016	32,090	31,717	32,136	32,525	32,596	32,693	33,706	34,032
39 to 44 trucks	28,758	28,999	29,290	29,119	29,884	29,607	30,297	30,508	28,948	28,671
45 to 55 trucks	43,409	43,424	43,522	44,049	44,571	45,540	46,330	47,792	49,295	49,923
56 to 75 trucks	56,784	56,711	57,757	57,108	58,746	59,788	59,115	58,774	59,863	62,040
76 to 100 trucks	60,227	62,695	62,188	63,275	63,492	63,607	64,419	65,342	67,051	64,854
101 to 200 trucks	112,278	112,495	113,715	114,694	115,284	115,554	115,325	118,841	119,835	121,427
201 to 300 trucks	66,850	64,433	63,656	64,118	67,601	68,521	69,661	67,677	67,885	69,146
301 to 400 trucks	40,468	45,942	45,972	45,657	44,731	43,875	44,385	45,645	48,046	49,185
401 to 550 trucks	51,826	55,490	54,095	52,019	50,599	52,404	54,119	54,498	54,666	53,291
551 to 999 trucks	78,059	75,091	76,633	80,319	78,956	78,762	79,184	74,747	78,881	80,712
1k to 2k trucks	77,667	80,943	81,215	82,089	77,370	78,446	78,860	80,139	80,269	77,589
2K to 3K trucks	55,645	62,497	54,777	52,881	55,636	52,276	56,630	63,642	67,263	70,507
3K to 4K trucks	21,356	21,056	24,260	24,330	20,467	26,704	23,188	22,359	18,785	12,857
4K to 5K trucks	26,534	30,801	30,801	25,877	29,969	37,535	33,384	33,571	37,627	41,273
5000+ trucks	216,471	211,899	173,204	196,240	199,626	188,850	193,510	211,709	196,115	254,154
Grand Total	**1,440,309**	**1,459,077**	**1,422,494**	**1,447,831**	**1,461,377**	**1,471,851**	**1,488,257**	**1,523,708**	**1,536,950**	**1,600,122**

*Data Source: SaferWatch
Active Interstate Carriers as of Feb 2019

*Data Source: SaferWatch