



Economics & Statistics Group TRUCKING ACTIVITY REPORT

MARCH 2008

Volume 16 Issue 3

In this issue...

| | | | |
|---------------------|-------|----------------------------|-----|
| Truckload | p.1-3 | Equipment | p.6 |
| Less-Than-Truckload | p.4 | Driver Turnover Q4 07 | p.7 |
| Index Series Table | p.5 | Diesel & Oil Market Review | p.8 |

TRUCKLOAD TRAFFIC REPORT

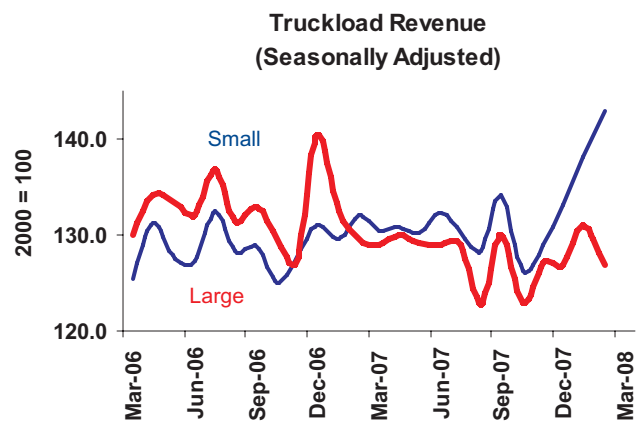
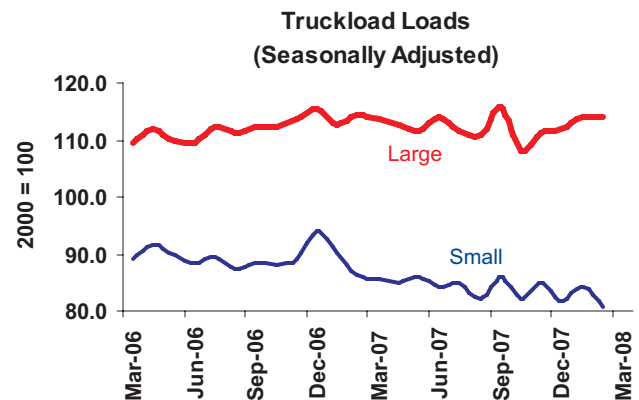
Truckload freight volumes started off 2008 very mixed as some groups experienced solid gains, while the number of seasonally adjusted (SA) loads fell for others. Specifically, the overall SA TL loads index increased 2.0 percent from December, which was the third consecutive month-to-month gain. The not seasonally adjusted (NSA) loads index jumped 8.1 percent during the one-month period.

Motor carriers should benchmark their own monthly changes against the NSA data, while the SA data should be used to better assess general business activity, since it accounts for typical seasonal patterns.

Compared with a year earlier, the overall SA loads index rose 1.1 percent, which was the first year-over-year increase since September 2007. For all of 2007, total TL loads grew just 0.1 percent from 2006.

In January, both large and small carriers witnessed gains in their SA volume indexes, increasing 1.9 percent and 3.1 percent, respectively, from December. Since April 2007, the small carrier index has exhibited a seesaw pattern (falling one month and increasing the next). Both groups of carriers reported gains in the number of NSA loads hauled in January.

Unlike the aforementioned groups, both short and medium haul SA loads contracted from December, falling 1.6 percent and 2.2 percent, respectively. Both carrier groups reported increases in their NSA loads.



Large - carriers who earn over \$30 Million in annual revenue
Small - carriers who earn less than \$30 Million in annual revenue

Long-haul SA loads surged 3.1 percent from December and 10.3 percent from a year earlier. In 2007, long-haul loads contracted 4.4 percent.

SA total TL revenue improved 3.8 percent from December as the NSA index jumped 8.9 percent. The large carrier SA revenue index grew by the same magnitude as the overall index, while small carrier revenue rose 3.2 percent over December.

PERFORMANCE: December 2007 - January 2008

(Seasonally Adjusted)

| TRUCKLOAD CARRIERS | Total Loads | Total Revenue | Total Mileage | Avg. Rev. per Load | Avg. Rev. per Mile | Avg. Miles per Load |
|---------------------------|-------------|---------------|---------------|--------------------|--------------------|---------------------|
| 0 - 500 miles per load | -1.6% | 6.0% | 2.2% | 4.8% | 0.8% | 3.4% |
| 500 - 1000 miles per load | -2.2% | 2.7% | -0.4% | 2.3% | 3.7% | -0.7% |
| 1000+ miles per load | 3.1% | 5.0% | 4.3% | 4.3% | 2.4% | 0.9% |
| TOTAL TRUCKLOAD | 2.0% | 3.8% | 1.4% | 2.0% | 2.8% | -0.7% |

© 2008 American Trucking Associations, Inc. All rights reserved. Reproduction of any part of this work by any manner or any means without written permission of the American Trucking Associations, Inc. is prohibited.

TRUCKING ACTIVITY REPORT

DRY VAN

After falling 1.1 percent in December, seasonally adjusted (SA) dry van volumes jumped 2.3 percent in January. The SA increase was the result of a 7.6 percent gain in not seasonally adjusted (NSA) loads. To be sure, dry van loads have been fairly volatile over the last six months.

Compared with a year earlier, the loads index grew 2.8 percent. This followed a 1.0 percent contraction in December and was the largest year-over-year gain since September 2007. For all of 2007, dry van freight edged 0.6 percent higher over 2006's level.

NSA dry van revenue jumped 7.7 percent in January, which pushed the SA index 3.7 percent higher. This marked the third consecutive increase in SA revenue. Compared with a year earlier, SA revenue grew significantly, likely the cause of some carriers not excluding fuel surcharges in their data. Nevertheless, it is likely that dry van revenue would have notched a decent gain over January 2007 as the number of loads hauled also increased from its year-earlier level. For all of 2007, revenue grew 3.0 percent.

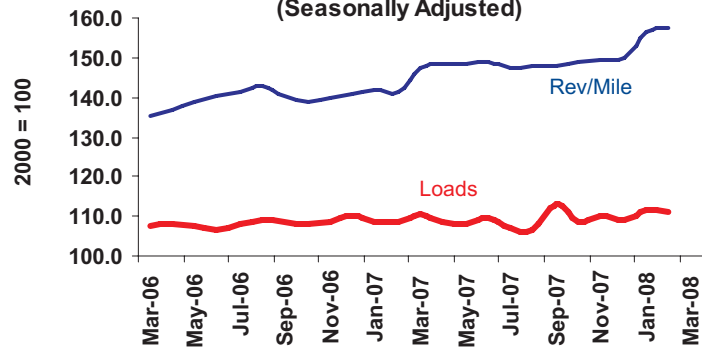
FLATBED

After a very tough 2007, when the number of flatbed loads plummeted 5.7 percent, this group was not treated kindly in January 2008. The SA loads index fell 0.9 percent from December despite the fact that NSA volumes jumped 22.9 percent during the same period.

Compared with a year earlier, SA loads were down 9.8 percent, which was preceded by a 17.1 percent year-over-year freefall in December 2007. Unfortunately for this group, the near-term outlook doesn't look bright. Most economists think the housing correction will continue for most, if not all, of 2008. So, while we are forecasting a better second half for the overall industry, the flatbed sector may not participate in that modest improvement.

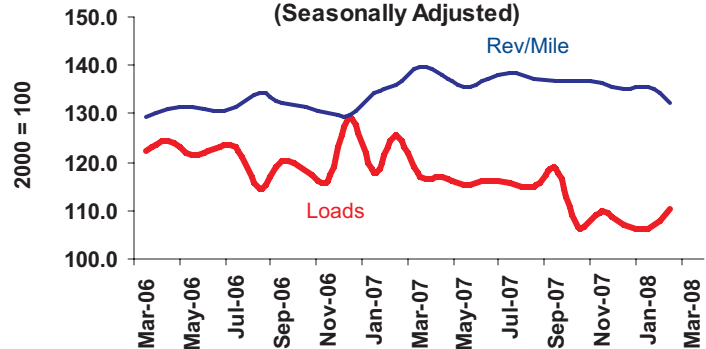
This group saw SA revenue contract 4.5 percent from December even though NSA revenue grew more than 19 percent. Compared with January 2007, revenue fell 9.3 percent after falling a total of 3.1 percent during 2007.

Dry Van
Loads Vs. Revenue/Mile
(Seasonally Adjusted)



| December - January 2007 2008 | Seasonally Adjusted | Not Seasonally Adjusted |
|---------------------------------|------------------------|----------------------------|
| Loads | 2.3% | 7.6% |
| Revenue | 3.7% | 7.7% |
| Miles | 2.1% | 6.1% |
| Avg. Rev/Load | 2.2% | 0.2% |
| Avg. Rev/Mile | 4.2% | 1.6% |

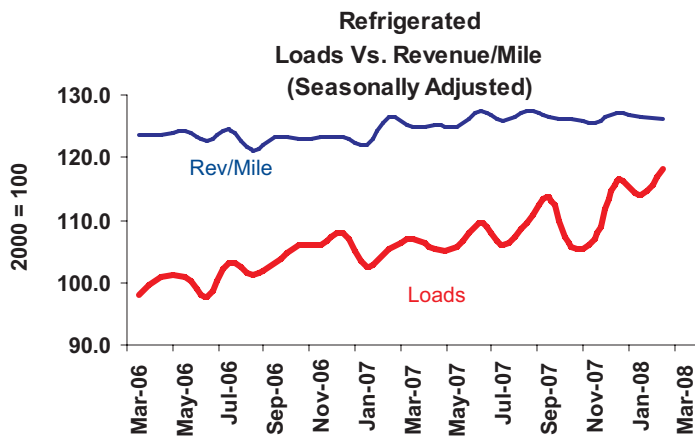
Flatbed
Loads Vs. Revenue/Mile
(Seasonally Adjusted)



| December - January 2007 2008 | Seasonally Adjusted | Not Seasonally Adjusted |
|---------------------------------|------------------------|----------------------------|
| Loads | -0.9% | 22.9% |
| Revenue | -4.5% | 19.5% |
| Miles | -0.4% | 20.9% |
| Avg. Rev/Load | -0.2% | -2.7% |
| Avg. Rev/Mile | 0.2% | -1.2% |

© 2008 American Trucking Associations, Inc. All rights reserved. Reproduction of any part of this work by any manner or any means without written permission of the American Trucking Associations, Inc. is prohibited.

TRUCKING ACTIVITY REPORT



REFRIGERATED

Despite experiencing solid growth in 2007, refrigerated freight started 2008 down as seasonally adjusted (SA) volumes fell 2.0 percent from December. January's drop in the loads index followed an 8.6 percent surge in the previous month. The not seasonally adjusted (NSA) loads index increased 3.7 percent in January.

Compared with January 2007, the SA loads index was up a robust 11.2 percent, despite the month-to-month contraction. For all of 2007, the reefer loads index grew 6.3 percent.

The average length-of-haul for this group jumped 4.1 percent in January after increasing 2.4 percent in December. Still, compared with a year earlier, the SA miles per load index was down 7.3 percent.

SA reefer revenue edged 0.9 percent higher in January, in spite of volumes falling 2.0 percent. The NSA revenue index increased 7.8 percent from December. The SA average revenue per mile index fell 0.4 percent from December, but grew 3.8 percent from a year earlier.

BULK/TANK

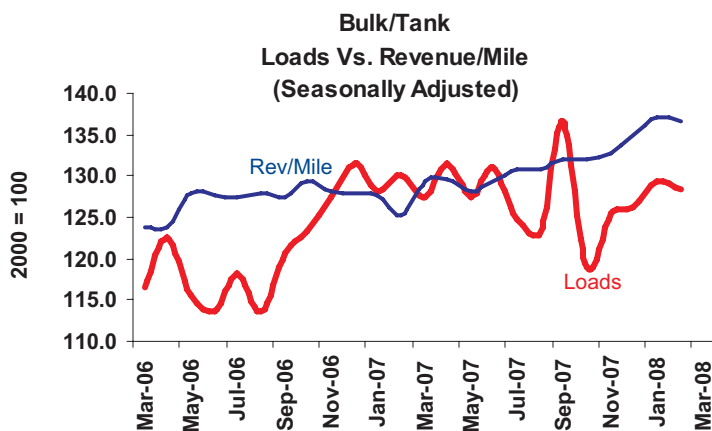
SA bulk and tank freight continued to grow in January, increasing 2.6 percent from December, which was the third consecutive month-to-month gain, totaling 8.8 percent. The NSA index jumped 10.2 percent during the latest one-month period.

Compared with a year earlier, the SA index increased 0.9 percent. For all of 2007, bulk and tank volumes grew 6.0 percent over 2006.

Despite a 10.5 percent gain in the NSA revenue index, the SA index contracted 5.3 percent from December. The index did manage to grow 0.4 percent over a year ago.

The SA average revenue per mile grew 1.6 percent from December, which was the third consecutive month-to-month gain. Compared with a year earlier, the same index was up 7.4 percent, the largest gain since August 2006.

| <u>December - January</u> 2007 2008 | <u>Seasonally Adjusted</u> | <u>Not Seasonally Adjusted</u> |
|---|----------------------------|--------------------------------|
| Loads | -2.0% | 3.7% |
| Revenue | 0.9% | 7.8% |
| Miles | 0.4% | 8.9% |
| Avg. Rev/Load | 3.6% | 4.0% |
| Avg. Rev/Mile | -0.4% | -1.0% |



| <u>December - January</u> 2007 2008 | <u>Seasonally Adjusted</u> | <u>Not Seasonally Adjusted</u> |
|---|----------------------------|--------------------------------|
| Loads | 2.6% | 10.2% |
| Revenue | -5.3% | 10.5% |
| Miles | -4.7% | 10.4% |
| Avg. Rev/Load | -5.1% | 0.3% |
| Avg. Rev/Mile | 1.6% | 0.1% |

TRUCKING ACTIVITY REPORT

LESS-THAN-TRUCKLOAD TRAFFIC REPORT

Large less-than-truckload carriers and the overall LTL industry started off 2008 on solid footing as shipments, tonnage, and revenue all increased from December. The small LTLs had more of a mixed month.

The not seasonally adjusted (NSA) shipments index for the entire industry jumped 18.3 percent in January, which resulted in a 4.2 percent gain in the seasonally adjusted (SA) index. The SA improvement was the first gain since September 2007 and the largest increase since January 2005.

Motor carriers should benchmark their own monthly changes against the NSA data, while the SA data should be used to better assess general business activity, since it accounts for typical seasonal patterns.

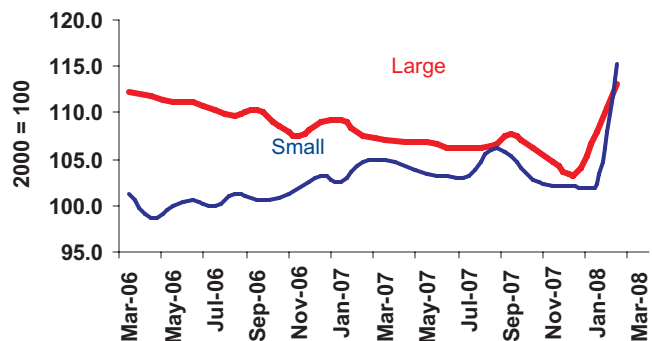
The large and small SA shipments indexes increased 4.4 percent and 0.2 percent, respectively, during the latest one-month period. Despite the monthly improvements, both indexes contracted from a year earlier. The small shipments index fell 0.3 percent from January 2007 after growing 2.9 percent during all of 2007. The large carrier index fell 1.3 percent from a year earlier, marking the thirteenth consecutive year-over-year drop. The same measure fell a total of 3.6 percent in 2007.

The large LTL SA tonnage index grew 3.2 percent from December, but still contracted 0.9 percent from January 2007, which was the sixteenth straight year-over-year decrease. Tonnage for this group fell 3.7 percent from 2006 to 2007.

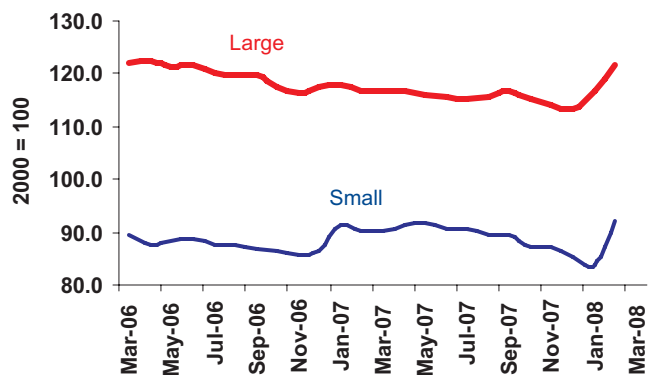
The small carrier SA tonnage index contracted 1.7 percent from December after falling 2.0 percent the previous month. Compared with a year earlier, the index was down 7.9 percent, the second consecutive year-over-year drop and the largest decrease since December 2006. For all of 2007, tonnage grew 1.6 percent.

Large LTL SA revenue grew 5.3 percent in January as the NSA index jumped 14.9 percent. Compared with a year earlier, the index increased 3.3 percent after falling 1.5 percent for all of last year. The NSA small LTL revenue index increased 12.8 percent, although the SA index fell 4.5 percent from December and 4.7 percent from January 2007. During all of 2007, small LTL revenue grew 3.6 percent.

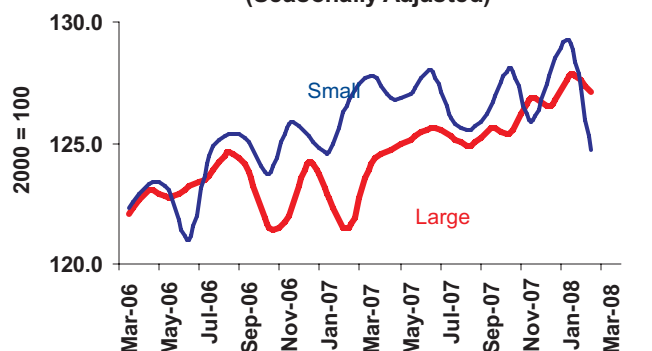
Less-than-Truckload Shipments
(Seasonally Adjusted)



Less-than-Truckload Tonnage
(Seasonally Adjusted)



Less-than-Truckload
Revenue-per-Ton
(Seasonally Adjusted)



Large - carriers who earn over \$300 Million in annual revenue
Small - carriers who earn less than \$300 Million in annual revenue

TRUCKING ACTIVITY REPORT

| TRUCKING ACTIVITY INDEX SERIES | Seasonally Adjusted 2000 = 100 | | | Percent Change | | | Not Seasonally Adjusted 2000 = 100 | | | Percent Change | |
|---|-----------------------------------|---------|--------------|----------------|--------------|---------------|---------------------------------------|---------|--------------|----------------|--------------|
| | 2007 | 2007 | 2008 | Jan | Jan | Year to | 2007 | 2007 | 2008 | Jan | Jan |
| | Nov (r) | Dec (r) | Jan (p) | Jan | 2008/ Jan | Date | Nov (r) | Dec (r) | Jan (p) | Jan | 2008/ Jan |
| | | | | Jan | 2007 | 2008/ 2007 | | | | Jan | 2007 |
| Total Truckload | | | | | | | | | | | |
| Loads | 108.8 | 109.3 | 111.5 | 2.0% | 1.1% | 1.1% | 106.8 | 101.1 | 109.3 | 8.1% | 0.4% |
| Revenue | 129.0 | 133.1 | 138.1 | 3.8% | 6.7% | 6.7% | 129.7 | 121.8 | 132.6 | 8.9% | 6.0% |
| Mileage | 89.6 | 90.4 | 91.7 | 1.4% | -1.3% | -1.3% | 89.2 | 83.9 | 90.7 | 8.1% | -2.6% |
| Revenue per Mile | 143.5 | 143.9 | 148.0 | 2.8% | 8.8% | 8.8% | 144.5 | 144.3 | 145.4 | 0.7% | 8.8% |
| Large Truckload ⁽¹⁾ | | | | | | | | | | | |
| Loads | 111.3 | 112.0 | 114.2 | 1.9% | 1.3% | 1.3% | 109.3 | 103.6 | 111.7 | 7.8% | 0.6% |
| Revenue | 128.9 | 133.2 | 138.2 | 3.8% | 6.7% | 6.7% | 129.7 | 122.0 | 132.6 | 8.7% | 6.1% |
| Mileage | 90.1 | 90.9 | 92.3 | 1.6% | -1.3% | -1.3% | 89.8 | 84.6 | 91.2 | 7.9% | -2.6% |
| Revenue per Mile | 142.4 | 142.8 | 147.0 | 2.9% | 8.9% | 8.9% | 143.3 | 143.2 | 144.3 | 0.8% | 8.9% |
| Percent Average Empty | | | | | | | 21.9% | 22.0% | 22.0% | 0.0% | 3.8% |
| Small Truckload ⁽¹⁾ | | | | | | | | | | | |
| Loads | 84.9 | 81.8 | 84.3 | 3.1% | -6.3% | -6.3% | 83.3 | 73.2 | 85.6 | 17.0% | -6.4% |
| Revenue | 127.1 | 126.9 | 131.0 | 3.2% | -1.1% | -1.1% | 127.5 | 111.1 | 131.9 | 18.8% | -1.9% |
| Mileage | 100.3 | 96.9 | 102.2 | 5.5% | 0.5% | 0.5% | 98.7 | 86.9 | 104.8 | 20.5% | -0.3% |
| Revenue per Mile | 127.2 | 127.7 | 126.9 | -0.6% | -1.6% | -1.6% | 128.7 | 127.2 | 125.4 | -1.5% | -1.5% |
| Percent Average Empty | | | | | | | 30.2% | 30.6% | 29.6% | -1.0% | 4.3% |
| Truckload: Dry Van | | | | | | | | | | | |
| Loads | 110.3 | 109.0 | 111.5 | 2.3% | 2.8% | 2.8% | 109.4 | 101.4 | 109.0 | 7.6% | 2.2% |
| Revenue | 128.8 | 131.9 | 136.9 | 3.7% | 9.2% | 9.2% | 130.9 | 121.6 | 131.0 | 7.7% | 9.3% |
| Mileage | 87.0 | 86.4 | 88.3 | 2.1% | 0.9% | 0.9% | 86.9 | 81.5 | 86.4 | 6.1% | -0.6% |
| Revenue per Mile | 149.5 | 150.0 | 156.4 | 4.2% | 10.1% | 10.1% | 151.5 | 150.0 | 152.4 | 1.6% | 10.0% |
| Truckload: Flatbed | | | | | | | | | | | |
| Loads | 109.8 | 107.2 | 106.2 | -0.9% | -9.8% | -9.8% | 104.3 | 87.9 | 108.0 | 22.9% | -10.6% |
| Revenue | 147.5 | 153.6 | 146.7 | -4.5% | -9.3% | -9.3% | 143.2 | 123.4 | 147.5 | 19.5% | -11.1% |
| Mileage | 108.8 | 109.3 | 108.9 | -0.4% | -10.4% | -10.4% | 103.5 | 90.7 | 109.7 | 20.9% | -11.6% |
| Revenue per Mile | 136.5 | 135.1 | 135.4 | 0.2% | 0.9% | 0.9% | 137.2 | 134.9 | 133.3 | -1.2% | 0.6% |
| Truckload: Refrigerated | | | | | | | | | | | |
| Loads | 107.1 | 116.2 | 113.9 | -2.0% | 11.2% | 11.2% | 106.3 | 109.0 | 113.0 | 3.7% | 10.9% |
| Revenue | 100.7 | 114.2 | 115.3 | 0.9% | 8.2% | 8.2% | 99.6 | 105.3 | 113.5 | 7.8% | 7.0% |
| Mileage | 79.0 | 88.6 | 89.0 | 0.4% | 4.4% | 4.4% | 78.3 | 82.0 | 89.3 | 8.9% | 3.2% |
| Revenue per Mile | 125.4 | 127.2 | 126.6 | -0.4% | 3.8% | 3.8% | 125.2 | 126.5 | 125.2 | -1.0% | 3.7% |
| Truckload: Bulk/Tank | | | | | | | | | | | |
| Loads | 125.4 | 126.1 | 129.4 | 2.6% | 0.9% | 0.9% | 122.0 | 119.1 | 131.2 | 10.2% | 1.9% |
| Revenue | 165.4 | 174.8 | 165.5 | -5.3% | 0.4% | 0.4% | 160.7 | 153.6 | 169.8 | 10.5% | 0.9% |
| Mileage | 123.9 | 125.8 | 119.8 | -4.7% | -7.3% | -7.3% | 119.4 | 112.7 | 124.4 | 10.4% | -6.0% |
| Revenue per Mile | 132.8 | 135.0 | 137.1 | 1.6% | 7.4% | 7.4% | 133.1 | 134.7 | 134.9 | 0.1% | 7.4% |
| Short-Haul Loads | 90.1 | 91.9 | 90.5 | -1.6% | -8.1% | -8.1% | 88.2 | 86.7 | 89.8 | 3.6% | -8.1% |
| Medium-Haul Loads | 142.4 | 145.8 | 142.6 | -2.2% | 3.6% | 3.6% | 141.0 | 129.8 | 139.7 | 7.6% | 2.4% |
| Long-Haul Loads | 77.7 | 82.1 | 84.6 | 3.1% | 10.3% | 10.3% | 77.3 | 74.4 | 82.7 | 11.1% | 9.0% |
| Total Less-than-Truckload | | | | | | | | | | | |
| Shipments | 104.6 | 103.2 | 107.5 | 4.2% | -1.3% | -1.3% | 103.1 | 88.5 | 104.7 | 18.3% | -1.1% |
| Tonnage | 108.4 | 107.9 | 111.2 | 3.1% | -1.4% | -1.4% | 108.5 | 94.6 | 108.2 | 14.4% | -1.2% |
| Revenue | 144.0 | 142.8 | 149.7 | 4.8% | 3.1% | 3.1% | 145.7 | 125.4 | 143.9 | 14.7% | 3.3% |
| Revenue per Ton | 132.2 | 132.3 | 134.1 | 1.3% | 4.5% | 4.5% | 133.5 | 131.9 | 132.3 | 0.3% | 4.5% |
| Large Less-than-Truckload ⁽²⁾ | | | | | | | | | | | |
| Shipments | 104.6 | 103.3 | 107.9 | 4.4% | -1.3% | -1.3% | 103.3 | 88.6 | 104.7 | 18.2% | -1.1% |
| Tonnage | 114.2 | 113.2 | 116.8 | 3.2% | -0.9% | -0.9% | 113.3 | 98.8 | 113.2 | 14.5% | -0.6% |
| Revenue | 146.3 | 145.1 | 152.8 | 5.3% | 3.3% | 3.3% | 148.4 | 127.5 | 146.5 | 14.9% | 3.6% |
| Revenue per Ton | 126.9 | 126.5 | 127.9 | 1.1% | 4.2% | 4.2% | 128.2 | 126.2 | 126.6 | 0.3% | 4.2% |
| Percent Average Empty | | | | | | | 9.7% | 9.4% | 9.9% | 0.5% | 0.3% |
| Small Less-than-Truckload ⁽²⁾ | | | | | | | | | | | |
| Shipments | 102.0 | 102.0 | 102.3 | 0.2% | -0.3% | -0.3% | 100.9 | 86.5 | 105.0 | 21.4% | -0.4% |
| Tonnage | 87.2 | 85.5 | 84.0 | -1.7% | -7.9% | -7.9% | 86.9 | 74.6 | 85.0 | 13.9% | -8.1% |
| Revenue | 109.4 | 110.3 | 105.3 | -4.5% | -4.7% | -4.7% | 107.9 | 94.8 | 106.9 | 12.8% | -4.8% |
| Revenue per Ton | 125.9 | 128.0 | 129.1 | 0.9% | 3.6% | 3.6% | 125.7 | 128.6 | 127.3 | -1.0% | 3.6% |
| Percent Average Empty | | | | | | | 14.3% | 14.2% | 14.5% | 0.3% | 0.7% |

1: Large Truckload - carriers who earn over \$30 Million in annual revenue; Small Truckload - carriers who earn less than \$30 Million in annual revenue

2: Large Less-than-Truckload - carriers who earn over \$300 Million in annual revenue; Small Less-than-Truckload - carriers who earn less than \$300 Million in annual revenue

(p) - preliminary; (r) - revised

© 2008 American Trucking Associations, Inc. All rights reserved. Reproduction of any part of this work by any manner or any means without written permission of the American Trucking Associations, Inc. is prohibited.

TRUCKING ACTIVITY REPORT

Equipment Trends: January 2008

Monthly Changes

In January, the large TL truck fleet contracted 0.3 percent, while the small TL truck fleet jumped 1.8 percent. Large TL carriers have reduced their truck fleet in three consecutive months. New orders for the group were up 0.5 percent in January. The main reason behind January's increase in the small TL fleet was a 2.3 percent surge in owner-operator use. As a result of increased owner-operator use and gains in short-term leased units, the small TL truck fleet has expanded in three of the last four months.

The large TL trailer lot decreased for the first time in three months, slipping 0.2 percent in January. During the same one month period, the small TL group reported little to no change in its trailer lot. In the large TL trailer category, new orders rose 0.2 percent, while on the small TL trailer side, new orders jumped 1.9 percent.

The LTL truck fleet fell 0.3 percent on the month, following a 0.1 percent contraction in December. Similarly, the single trailer fleet contracted 0.4 percent in January, marking its fourth consecutive reduction. The LTL double trailer lot decreased 0.8 percent in the first month of 2008, its fifth sequential drop.

Year-Over-Year (y-o-y) Changes

In January, the large TL truck fleet decreased 3.3 percent from a year ago, extending its streak of y-o-y reductions to seven months. The trailer lot for the large carriers fell 0.7 percent from the same time a year earlier, which was the ninth consecutive contraction.

The small TL trailer lot slipped 0.6 percent from January 2007, which was slightly larger than December's 0.1 percent y-o-y dip. The small TL truck fleet also dropped on a y-o-y basis, falling 2.0 percent in January (the eighth straight reduction).

The LTL truck fleet grew 1.9 percent from January 2007, up from December's year-over-year gain of 1.6 percent. In January, the single trailer lot rose 1.4 percent from a year earlier, matching the previous month's year-over-year increase. Conversely, the double trailer lot fell 1.6 percent during that same period, its fourth consecutive year-over-year drop.

Truckload Fleet Utilization

| January | Avg. Down Days per Truck: | 0.55 | Avg. Rev. per Tractor: | -6.9% | Avg. Miles per Tractor: | -6.2% |
|----------|---------------------------|------|------------------------|-------|-------------------------|-------|
| December | Avg. Down Days per Truck: | 0.52 | Avg. Rev. per Tractor: | -5.6% | Avg. Miles per Tractor: | -5.0% |

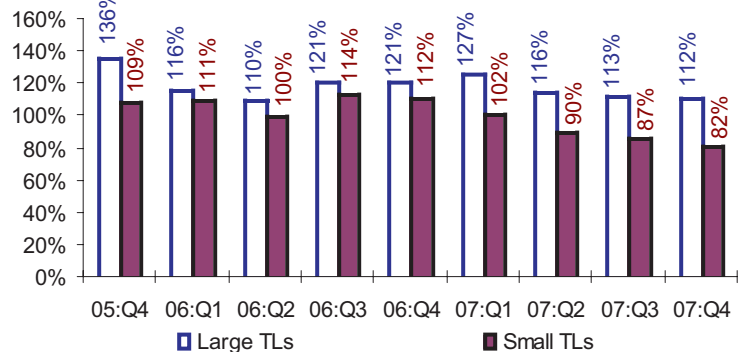
| Changes In Fleet Size | Start of the Month | Units Bought | Leased Short Term | Leased Long Term | Removed from Fleet | Owner-Operators | End of the Month | New Orders |
|-----------------------|--------------------|--------------|-------------------|------------------|--------------------|-----------------|------------------|------------|
| LTL Carriers | | | | | | | | |
| Truck & Tractor Total | 100.0% | 0.4% | 0.0% | 0.0% | 0.6% | 0.0% | 99.7% | 0.0% |
| Truck & Tractor Avg. | 100.0% | 0.6% | 0.0% | 0.0% | 0.5% | 0.0% | 100.0% | 0.0% |
| Double Trailer Total | 100.0% | 0.2% | 0.0% | 0.0% | 1.0% | 0.0% | 99.2% | 0.0% |
| Double Trailer Avg. | 100.0% | 0.4% | 0.0% | 0.0% | 1.0% | 0.0% | 99.4% | 0.0% |
| Single Trailer Total | 100.0% | 0.4% | 0.0% | 0.0% | 0.8% | 0.0% | 99.6% | 0.1% |
| Single Trailer Avg. | 100.0% | 0.5% | 0.0% | 0.0% | 0.3% | 0.0% | 100.2% | 1.0% |
| Large TLs | | | | | | | | |
| Tractor Total | 100.0% | 0.3% | 0.0% | 0.0% | 0.6% | 0.0% | 99.7% | 0.5% |
| Tractor Avg. | 100.0% | 0.3% | 0.0% | 0.0% | 0.9% | -0.2% | 99.2% | 1.4% |
| Trailer Total | 100.0% | 0.5% | 0.0% | 0.0% | 0.7% | 0.0% | 99.8% | 0.2% |
| Trailer Avg. | 100.0% | 0.3% | 0.0% | 0.0% | 1.2% | 0.0% | 99.2% | 0.7% |
| Small TLs | | | | | | | | |
| Tractor Total | 100.0% | 0.0% | 0.6% | 0.0% | 1.2% | 2.3% | 101.8% | 0.0% |
| Tractor Avg. | 100.0% | 0.0% | 0.6% | 0.0% | 1.1% | 5.3% | 104.8% | 0.0% |
| Trailer Total | 100.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 100.0% | 1.9% |
| Trailer Avg. | 100.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 100.0% | 1.2% |

TRUCKING ACTIVITY REPORT

Employee Turnover and Workforce Changes: Q4 2007

Not surprisingly, all three trucking groups, large truckload, small TL and less-than-truckload, reduced their number of employees during the fourth quarter of 2007, which marked the third straight quarter that all three groups lowered employment. Large TLs and LTLs have been decreasing employment even longer - five quarters for the large TLs and four quarters for the LTLs. The fourth quarter reductions were slight for the large TLs and LTLs, less than 1 percent, but the small TLs shed 3 percent of its total workforce. ATA's employment data coincides with U.S. Department of Labor statistics that showed for-hire trucking employment fell by more than 26,000 in 2007. The small TLs decreased their line-haul driver force by 3.8 percent during the quarter, while the large TLs reduced the same category by just 0.4 percent. The small TLs significantly reduced their sales force and their number of mechanics as well. The biggest decreases for the large TL fleets were local drivers and administrative staff. The number of mechanics for this group actually increased during the quarter. The LTL carriers reported reductions in all groups except dispatchers, which edged 0.5 percent higher.

Truckload Line-haul Driver Turnover
Quarterly Annualized Rates



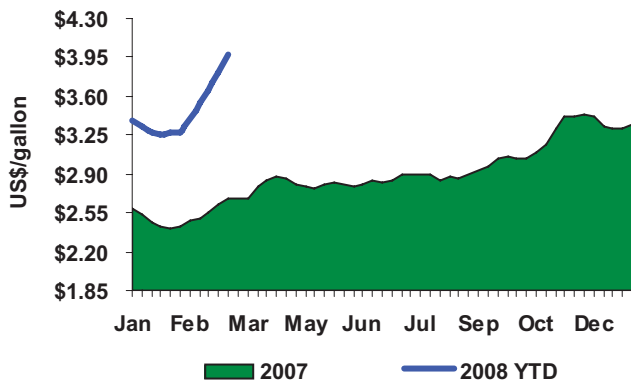
Annualized line-haul driver turnover rates decreased during the quarter for both large and small TLs, but rose for the LTLs. Specifically, the large TLs experienced a one-percentage point reduction from the third quarter of 2007 to 112 percent, making it the lowest annualized rate since the second quarter of 2006. The small TLs' annualized driver turnover rate fell five percentage points to 82 percent, the lowest rate since the second quarter of 2005. The LTL line-haul driver turnover rate rose from 9 percent in the third quarter to 15 percent in the final quarter of 2007.

| Small TL Carriers (<\$30 Mil/yr) | Beginning of Qtr. | New Hires | Terminations | End of Qtr. |
|-------------------------------------|-------------------|--------------|--------------|--------------|
| Administrative & General | 100.0% | 3.5% | 4.1% | 99.4% |
| Sales | 100.0% | 6.3% | 12.5% | 93.8% |
| Dispatchers | 100.0% | 4.8% | 5.0% | 99.8% |
| Drivers: Local | 100.0% | 3.4% | 3.8% | 99.6% |
| Drivers: Line-haul | 100.0% | 16.3% | 20.1% | 96.2% |
| Mechanics | 100.0% | 6.8% | 11.4% | 95.4% |
| Total | 100.0% | 12.1% | 15.1% | 97.0% |
| Large TL Carriers (>\$30 Mil/yr) | Beginning of Qtr. | New Hires | Terminations | End of Qtr. |
| Administrative & General | 100.0% | 5.7% | 8.7% | 97.0% |
| Sales | 100.0% | 5.2% | 4.1% | 101.1% |
| Dispatchers | 100.0% | 6.2% | 6.0% | 100.2% |
| Drivers: Local | 100.0% | 7.5% | 11.3% | 96.2% |
| Drivers: Line-haul | 100.0% | 27.5% | 27.9% | 99.6% |
| Mechanics | 100.0% | 8.0% | 6.0% | 102.0% |
| Total | 100.0% | 21.0% | 21.9% | 99.1% |
| LTL Carriers | Beginning of Qtr. | New Hires | Terminations | End of Qtr. |
| Administrative & General | 100.0% | 2.2% | 3.5% | 98.7% |
| Sales | 100.0% | 2.7% | 4.9% | 97.8% |
| Dispatchers | 100.0% | 4.1% | 3.6% | 100.5% |
| Drivers: Local | 100.0% | 4.1% | 4.2% | 99.9% |
| Drivers: Line-haul | 100.0% | 2.0% | 3.6% | 98.4% |
| Mechanics | 100.0% | 2.7% | 3.7% | 99.0% |
| Freight Handlers | 100.0% | 4.3% | 5.8% | 98.5% |
| Total | 100.0% | 3.2% | 4.1% | 99.1% |

TRUCKING ACTIVITY REPORT

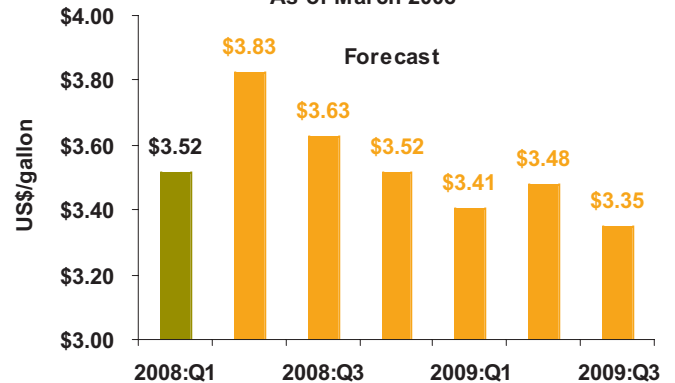
Diesel and Oil Market Review

Figure 1: National Average Retail Price On-Highway Diesel



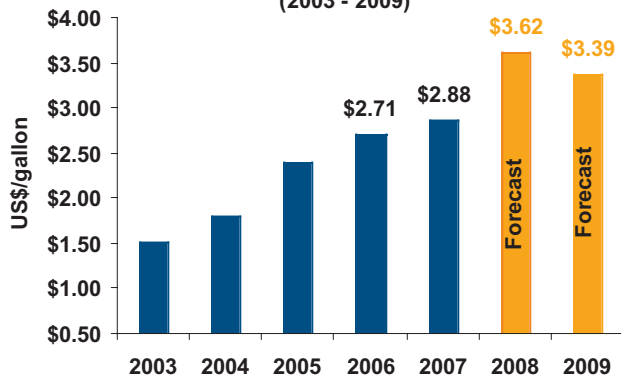
Source: Energy Information Administration, U.S. Department of Energy

Figure 2: Quarterly Diesel Price & Forecasts As of March 2008



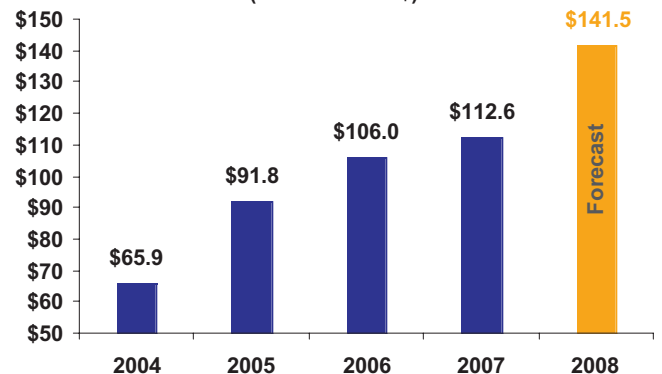
Source: Energy Information Administration, U.S. Department of Energy

Figure 3: Average Annual Retail Diesel Fuel Prices (2003 - 2009)



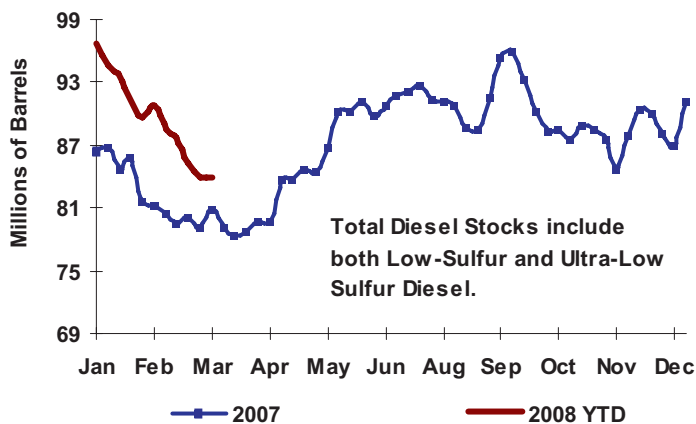
Source: Energy Information Administration, U.S. Department of Energy

Figure 4: Trucking's Annual Cost for Diesel (Billions of US\$)



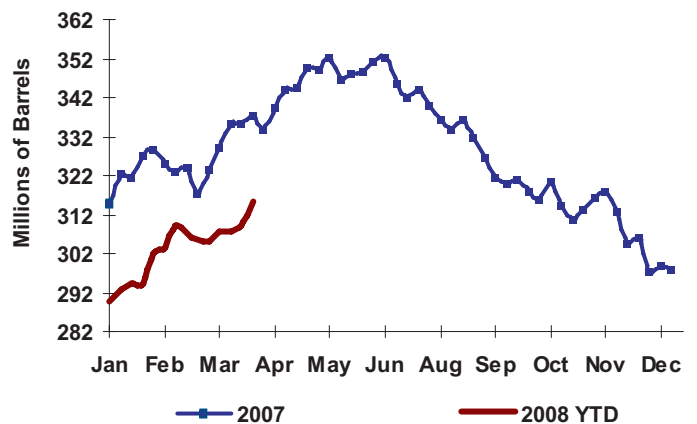
Source: Economics & Statistics Dept., ATA

Figure 5: Weekly Total Diesel Stocks



Source: American Petroleum Institute

Figure 6: Weekly Total Crude Oil Stocks



Source: American Petroleum Institute

© 2008 American Trucking Associations, Inc. All rights reserved. Reproduction of any part of this work by any manner or any means without written permission of the American Trucking Associations, Inc. is prohibited. The data collection, processing, and report production is handled by ATA's Economics & Statistics Group, Alexandria, VA. For information on methodology, contact Bob Costello, ATA's Chief Economist & Vice President, at (703) 838-1799. For historic databases questions, send emails to econdept@trucking.org. To subscribe, click here [Economics/Subscriptions](#) or call 1-800-ATA-LINE.