

## Erica Krauss

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**From:** CHRUpdates <CHRUpdates@chrobinson.com>  
**Sent:** Monday, March 30, 2020 3:37 PM  
**Subject:** C.H. Robinson - Coronavirus and Transportation Market Update 3.30  
**Attachments:** Market Insights Update 3.30.pdf

Good Afternoon,

I am certain that everyone personally and professionally are facing challenges beyond their imagination right now. I came across a quote I wanted to share, "Find happiness in ordinary things. And keep your sense of humor" – Boyd K. Packer. Please continue to let C.H. Robinson know if there is anything we can do to offer our support.

NEW items as of 3.30

- Highest tension outbound markets are surrounding Los Angeles, San Francisco, Houston and East of I-35 with NYC being most notable. The most change in terms of destination markets would be the increase tension in the Boston area.
  - As of today, Monday the 30<sup>th</sup>, are starting to see demand slower as a result of the many state-at-home orders throughout the country.
- Route guide depth has been updated. Most route guides are performing well, but there are some pockets across the U.S. that are seeing some increased challenges.
- Mexico's health secretary recommended a 30 day shelter in place for all citizens on Friday
  - The State of Sonora formally issues a shelter in place.
- We added a North America truckload demand week over week trends by industry vertical.

For additional client advisories, please review our [Client Advisories page](#).

Take care!

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### 3.26

Attached you will see our updated CHR Insights. You will notice on the attachment that any topic of interest that has NEW listed on the left hand side is one of the daily insights that has been adjusted since the prior notification.

A few quick cliff notes.

- More states are issuing state-at-home orders. C.H. Robinson of course is an essential business in all circumstances and as mentioned many times, are staffed and ready to assist!
- The largest concern for truckload services are shipments inbound to NYC. Our tension map on the attachment indicates that cities throughout the northeast and NYC areas, several spots in California and a handful of destinations across the Midwest are experiencing the highest tension (which again is CHR's view of market stress based on cost per mile adjustments and shipment demand).
- We added an insight around route guide depth on truckload data from shippers working with TMC, a division of C.H. Robinson. This benchmark is a representative of the broader committed market, not the spot market.
  - In general, route guides are performing well, but several states are trending higher over the last 2 weeks (PA, MI, MN, SC, OR, OK and NE).
- LTL and IMDL services are still running well with capacity available.
- Cross border insights
  - Mexico – Commercial activity remains open, capacity is tightening northbound to the U.S. and volumes remain strong.

- Canada- Commercial activity remains open, capacity is challenging both directions over the border and wait times at the border are extending due to increased scrutiny.
- We added Robinson Fresh comments for produce supply chain insights.

WE ARE IN THIS TOGETHER. Please let us know if there is anything you need!

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### 3.24

We have compiled a freight and economic insight that C.H. Robinson will update weekly. There will be daily changes to a few insights and the plan will continue to be for us to send this update out every other day. We hope that all of your loved ones have remained healthy and positive during this challenging time and of course, please let us know if there is any further information we can provide at this time.

The largest change over the last couple days has been the increased amount of state closures for all non-essential business. We have attached the latest list, as of late yesterday. This, as you are all know and are living, has severely complicated situations and we are working very hard alongside of you to manage these daily changes.

Some comments related to the CHR Market Insights attached.

#### Truckload

- Most truckload providers are not reporting any material driver constraints due to illness or limited interest.
- Weekly route patterns and profitability management is becoming increasingly more challenging with the rapid changing closures.
- Spot market has increased in demand and cost over the last week.
- Included on the attachment is a visual representing CH Robinson's view of market stress based on a blend of change in cost per mile and shipment demand.

#### LTL

- In general, LTL services are running as well as can be expected.
- Service standards are being impacted but the level of severity depends on the region of the country and really the circumstances of all parties involved.
- As more businesses are closed, freight is stacking up at terminals which is impacting on time performance, but also will likely have a profound impact once demand picks back up.

Additional comments regarding intermodal, ocean and air can be found on the attachment. We have also provided insight around industry vertical growth week over week.

Please take care and let us know how we can help!

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### 3.20

C.H. Robinson continues to have majority of our workforce remote but remains 100% operational across the Globe. Our central operations teams including our after-hour staff have seen 2-3 times the activity but also staffed to support. We plan to staff additionally through the weekend including SUNDAY to meet the needs of our customers and carriers. We understand that right now there are many unknowns but as plans come into place or need to adjust, we will be ready to execute!

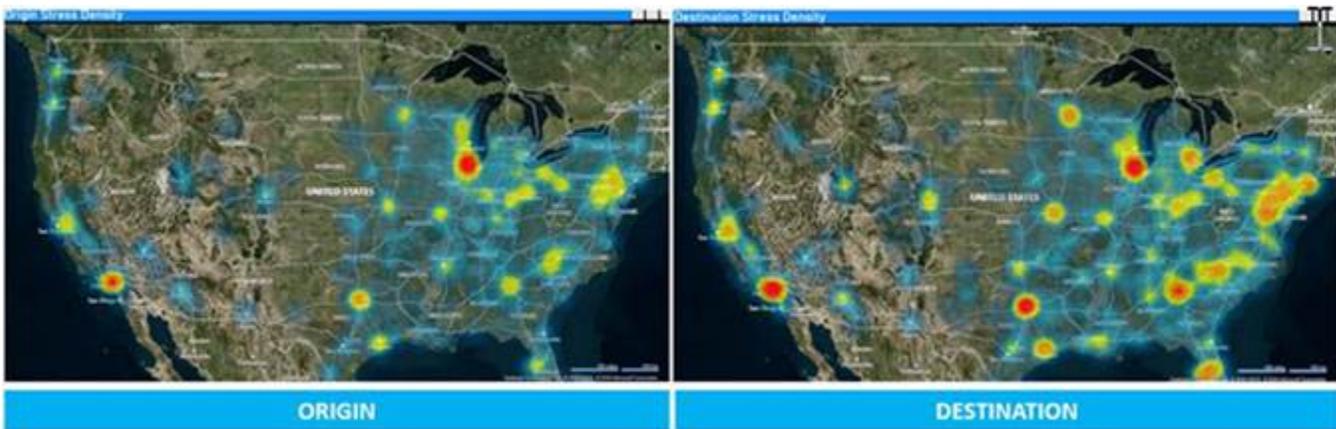
New updates to Covid-19 impacts for Friday, March 20<sup>th</sup>.

- An increasingly amount of large cities and states are moving toward (or have announced) a mandatory shut down for all non-essential business. CA, NY and PA being the major states and there are several cities across the U.S. that are in similar positions. We believe Chicago and other major cities like Atlanta **could** follow suite.
  - Businesses are often able to “make a case” to the Governor as to why they should remain open and those exceptions are being made on a case by case level. Some operations are being allowed to staff only to receive product through the weekend but must stop production.
- Essential business – There seems to be a couple different interpretations of this. In many cases, essential businesses include any healthcare related business, grocery stores, businesses that provide food, shelter or social services, media, gas stations including auto-repair, banks, hardware stores and childcare facilities.
- A lot of challenges around maintain social distancing for shippers and receivers. Including screening, handling of paperwork, facilities, etc. This is prolonging dwell time and causing some disruption to carriers reaching their next pick up successfully.
- Canadian border remains open for commerce only. All healthy drivers can cross the border, but the length of time to cross has increased due to the extra screening.
- Mexico and US border suspending any nonessential travel. CHR customs and border crossing activity remains operational, but available capacity is restricting more each day.

Impact by service/mode:

Truckload

- We continue to experience a disruption to freight flows across the country. Many essential industries of course have experienced a strong up tick in demand, while other industries impacted by closures are seeing the opposite.
- Below is a snapshot of CHR’s spot quote activity from middle of the week. You can see what regions across the U.S. are experiencing increased challenges and where shippers are looking for transactional support from CHR.
  - CHR is operating with a 96% acceptance rate across our customers.
- Increased flexibility and understanding is critical to keeping cost impact as low as possible.



LTL

- LTL carriers are operating as normal as possible. There are workforce declines as expected, but with demand being lower in many industries that ship through the LTL service, like retail, we are still seeing capacity remain available.
- Most carriers are declining any inside pick ups or deliveries
- There are current embargo’s to many cities across CA, PA, NY and likely soon to be more.
- We are seeing many LTL shipments needing to be re-directed as closures continue to change daily.

Air

- Below is a snapshot of the current air marked both inbound and outbound from the U.S. C.H. Robinson remains ready to support and work through all possibilities to keep your supply chains moving!

| Market Status |       |           |          |         |          |         |       |
|---------------|-------|-----------|----------|---------|----------|---------|-------|
|               | China | Hong Kong | Europe   | SE Asia | India    | Oceania | LATAM |
| NA Outbound   | ✈️    | ✈️        | ✈️       | ✈️      | ✈️       | ✈️      | ✈️    |
| NA Inbound    | ✈️    | ✈️        | ✈️       | ✈️      | ✈️       | ✈️      | ✈️    |
|               |       | Stable    | Stressed |         | Critical |         |       |

Please continue to stay safe and let us know if there is anything we can help with!

### 3.18.20

Below is an update to our information from Monday March 16<sup>th</sup>. Please let us know at any time if there is specific information or questions you have and we will do our best to get them answered. I have attached our most recent client advisory from this morning 3.18.20.

C.H. Robinson's contingency plans are in full effect. Majority of our workforce is remote but remain 100% effective and committed to getting our customers through this difficult time!

What has happened in the last 48 hours?

- There has been an increase in short term demand, particularly in essential items and increase closures across the U.S. We expect in other industries, however, for demand to take a sharp decline, leaving some overall uncertainty on the overall impact on supply and demand.
- We have seen Amazon and others restrict the movement of any non-essential material into their warehouses. Amazon also announced the goal of hiring 100k employees to support the needs of the consumers around this country.
- We are still experiencing winter weather patterns, particularly this week, that could add complexity to the situation in areas throughout the upper Midwest. Next week appears to be warmer, so hopefully this is the last of a winter weather update!  
<https://weather.com/storms/winter/news/2020-03-14-snow-wind-west-plains-upper-midwest-strong-system>
- PA and other areas throughout the country are shutting down rest stops and parking which will impose challenges to drivers.  
<https://www.freightwaves.com/news/pennsylvania-shuts-its-rest-stops-to-all-activity-including-parking>
- We have seen manufacturers begin to limit the amount of workers in the plant at a given time causing lost productivity from a shipping/receiving operational standpoint. In addition, at times pre-screen agreements are being asked to be completed by drivers prior to coming into contact with the location.
  - Major Automotive plants as of today are closing in the U.S.
    - <https://www.businessinsider.com/gm-ford-fiat-chrysler-shutting-us-factories-coronavirus-2020-3>
- Many of our customers that serve industries that are currently shut down have been challenged to reassign product back to their plants causing supply chain disruptions.

### Truckload

- Supply and Demand ratios rose higher this week in every region outside of the pacific Northwest when compared to the previous week. The expectation is that there will continue to be a profound impact on freight flows.
  - Dry Van ratios up 31%
  - Flatbed ratios up 7.5%
  - Spot loads posted rose 18%

- Attached is a breakdown of the state notices related to the COVID-19. Many states have relaxed intra-state rules related to essential supplies.

LTL

- In general, due to the halt of retail and other non-essential items, capacity remains readily available.
- Many LTL carriers are not allowing for inside delivery or pick-ups at residents (there are some exceptions to commercial inside deliveries).
- FedEx announced embargo's in Philly and San Francisco for any non-essential deliveries. Philly was lifted today, but San Francisco remains.
- There are some facilities that are not letting driver's on-site causing some delivery disruptions.

Below is a list of essential delivery locations that would apply to exceptions.

- Supermarkets and grocery stores
- Big box stores
- Pharmacies
- Discount stores, mini-markets, and non-specialized food stores
- Daycare centers
- Hardware stores
- Gas stations
- Banks
- Post Offices
- Laundromats and dry cleaners
- Veterinary clinics for domestic pets and pet stores

**Ocean/air:** There is still slow demand as companies/countries are not running at 100%. We believe Chinese factories are at about 80% output at this time. We are seeing some container shortages because ocean containers are coming into ports as frequently due to the blank sailings. To put it into perspective, there have been twice as many vessels cancelled due to the Coronavirus, than during the peak of the trade war. Regarding air shipments, we have seen importers trying to get product quicker, but due to travel restrictions and aircrafts not coming in as frequent, this has caused delays in cargo movement. C.H. Robinson is working on our own charters with our customer's freight to help allow availability to more options, but this is a work in progress.

**3.16.2020**

First and foremost, we hope everyone is staying safe and healthy across the country. The health of our customers, carriers and employees remain the most critical mission. We also know that supply chains throughout the world play a vital role in reaching consumers during times of need and C.H. Robinson is prepared to step up in any way we can!

During times of crisis it is important that we all understand each other's goals and communicate potential challenges, therefore we want to provide a transportation update regarding the Coronavirus and the potential impacts to the transportation market. Please share this information internally and with key suppliers and customers as you see fit. C.H. Robinson will certainly do our part in communicating with your partners as we come in communication with them. Sorry for the lengthy email, but it is ALL IMPORTANT.

What do we know right now?

- There is going to be disruption. As of today, Monday the 16<sup>th</sup>, we are already seeing excess demand across our network relative to the available supply. We are still unsure how much disruption will occur throughout the U.S. but we can be sure that with spring demand picking up along with supply decreasing that there will capacity constraints and it will likely get worse before it begins to improve. It will be vital to plan for additional days on inbound material or outbound customer deliveries.

- There is Federal response attached (and details below). The challenge with this situation versus a hurricane for example, is that we are currently unsure where the disruption will occur and what potential lanes /suppliers will be most impacted.
- WHO experts are saying the most vulnerable to the virus are unfortunately boxes that many drivers check off. There will be drivers who will shut down because of this or are temporarily off the road.
- This could potentially push struggling carriers into bankruptcy.

### FEDERAL Response Summary

On March 13, the Federal Motor Carrier Administration issued an emergency declaration that impacts Hours of Service rules regulating the trucking industry. While it is common for FMCSA to issue these declarations for loads involved with disaster response (just like in hurricanes and fire response), this declaration may be the most broad declaration they have ever issued. Here is a [link](#) to that declaration.

### **Current rules are:**

- Drivers can work a 14 hour day, 11 hours of which can be drive time under most circumstances.
- Drivers are required to rest for 10 consecutive hours in order to rest their daily clocks, with a few exceptions.
- Once per week drivers need to take a 34 hour restart where they are off duty. (It's actually every 60 or 70 hours per week but think of it as once per week)

### **Emergency Suspension Details:**

- There are six situations covered by the exemption:
  - (1) medical supplies and equipment related to the testing, diagnosis and treatment of COVID-19
  - (2) supplies and equipment necessary for community safety, sanitation, and prevention of community transmission of COVID-19 such as masks, gloves, hand sanitizer, soap and disinfectants
  - (3) food for emergency restocking of stores
  - (4) equipment, supplies and persons necessary to establish and manage temporary housing, quarantine, and isolation facilities related to COVID-19
  - (5) persons designated by Federal, State or local authorities for medical, isolation, or quarantine purposes; and
  - (6) persons necessary to provide other medical or emergency services, the supply of which may be affected by the COVID-19 response.
- The exemption specifically does **NOT** apply to mixed loads that may include covered and non-covered items.
- The exemption specifically **EXCLUDES** "routine commercial deliveries"
- The suspension of HOS rules does **NOT** allow drivers to drive in a condition that endangers the public and they must continue to drive safely and rest when needed.
- It is up to the driver and their company to determine if they are covered by this emergency relief designation. It is our responsibility to properly describe the freight and other aspects of the load that would help in any determination.

### Potential Impact by service/mode:

**Truckload/flatbed:** Could see drivers being pulled out of service. We have also heard that some companies are hesitant to send drivers across country OR to areas that have a higher report of cases (West, Northwest, NY). Additionally, we have had some reports of drivers getting "stuck" at receivers as they closed for Covid-19 and therefore are missing their next pick-ups scheduled.

**LTL:** So far, throughout our LTL carrier discussions last week, most carriers are trying to operate business as usual. Sales people for LTL carriers have been pulled off the street, and we will likely see some decrease in personnel which could lead to slower processing times. It will be important for us to work closely with terminals to devise plans to best service the needs of customers through LTL networks.

**Ocean/air:** There is still slow demand as companies/countries are not running at 100%. We are seeing some container shortages because ocean containers are coming into ports as frequently due to the blank sailings. Regarding air shipments, we have seen importers trying to get product quicker, but due to travel restrictions and aircrafts not coming in as frequent, this has caused delays in cargo movement. C.H. Robinson is working on our own charters with our customer's freight to help allow availability to more options, but this is a work in progress.

C.H. Robinson employees will likely be a mix of in office support as well as remote but we are fully staffed and ready to support!

Links to additional resources:

<https://www.cdc.gov/>

<https://www.who.int/emergencies/diseases/novel-coronavirus-2019>

[John Hopkins University Global Cases Tracker](#)

**PLEASE LET CHR KNOW IF THERE ARE SPECIFIC PLANS TO CHANGE OPERATIONS OR HOURS AT ANY OF YOUR LOCATIONS SO WE CAN BEST PREPARE ALONGSIDE YOU.**

Please stay safe and let us know if there is anything we can help with!



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# FREIGHT AND ECONOMIC MARKET INSIGHTS

March 30, 2020—North America

In an effort to help everyone understand the supply chain impacts from COVID-19, we have compiled a selection of current insights from the marketplace. These have been assembled by our experts with our global view of supply chain data.

NEW

Indicates new/updated content from the previous edition

## STAY-AT-HOME ORDERS:

Globally, stay-at-home orders are growing with some relaxation starting in China. As a result, North America will start receiving vessels of imported goods and be working to store those goods that may be in low demand due to the stay-at-home orders and move higher demand goods further into supply chains. Goods will continue to flow as transportation and logistics continue to fall under CRITICAL INFRASTRUCTURE DURING COVID-19, [Read it here](#), and that executive orders are often similar to this guidance.

## USA TRUCKLOAD (TL)

- Thus far, truckload providers and trucking associations are not reporting any material driver constraints due to illness or limited interest.
- Weekly route and yield plans are increasingly difficult as demand patterns evolve rapidly. Changing and ‘broken’ networks are requiring carriers to plan daily vs. multi-leg, thus impacting empty miles and increasing operating costs.
- The spot market has increased in both demand and cost over the past 5 days as demand patterns shift and carrier networks evolve. This is not unlike a major weather event, but far more widespread in impact. We’re seeing disparate impacts in local geographies.
- Route guides adherence is beginning to deteriorate as network patterns evolve.
- Private fleets serving non-essential verticals are increasingly using their for-hire status in an effort to put revenue against assets and drivers.
- Truck stop operators continue to serve trucklines with some augmented food service approaches. Rest areas are largely open for truck drivers.
- State of RI travel restrictions exit NYC do not effect trucking according RI state patrol.
- CDC Statement on Self-Quarantine Guidance for Greater New York City Transportation and Delivery Workers confirm commercial traffic continues and offers guidance. [Posted March 27, 2020](#)

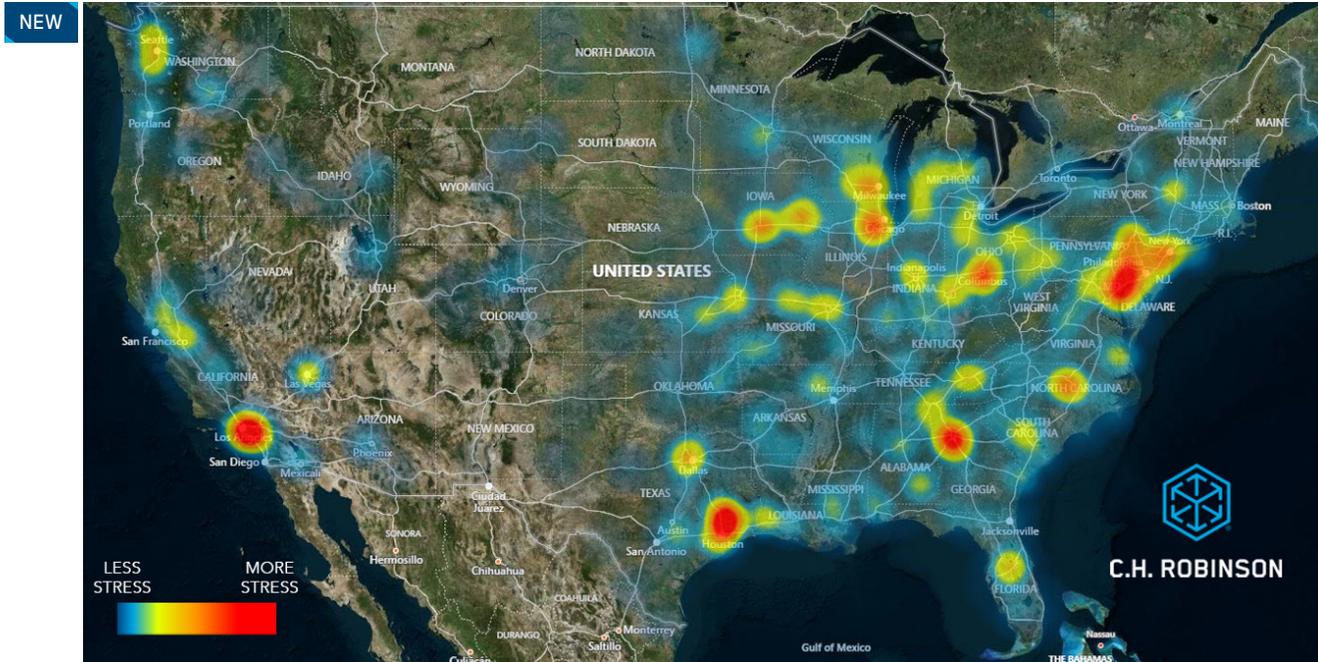
**Market Stress Indicators:** : The maps on the next page represent C.H. Robinson’s view of North American market stress based on the impact of daily changes in transportation costs, supply, and demand.

For the past week the most consistent points of highest tension have been Los Angeles, San Francisco, Chicago region, Northern Ohio and Philadelphia to NYC. See our heat maps below. This first map shows origin city stress growth with increased pressure from the previous day.



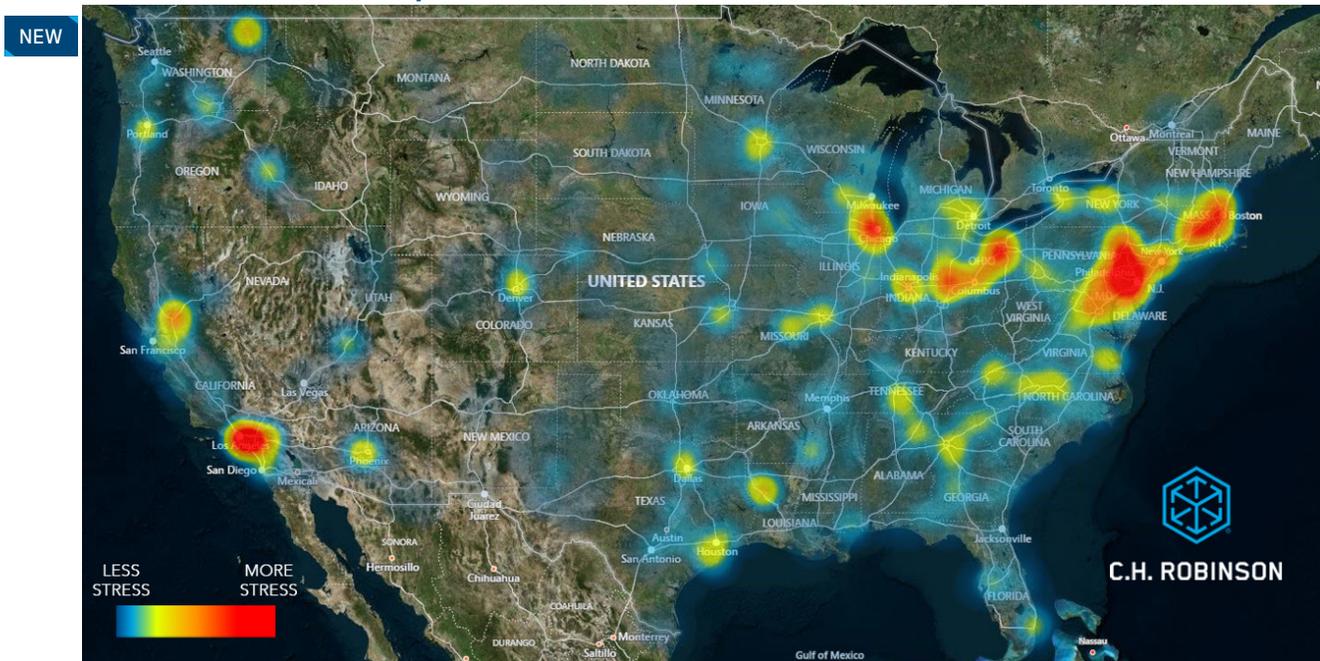
**NEW TRUCKLOAD.** This first map shows origin stress growth from the previous day and for the past week the most consistent points of highest tension continue to be Los Angeles, San Francisco, Houston and East of I-35 with New York City being notable.

**Origin City - Market Stress Indicator - Week over Week**



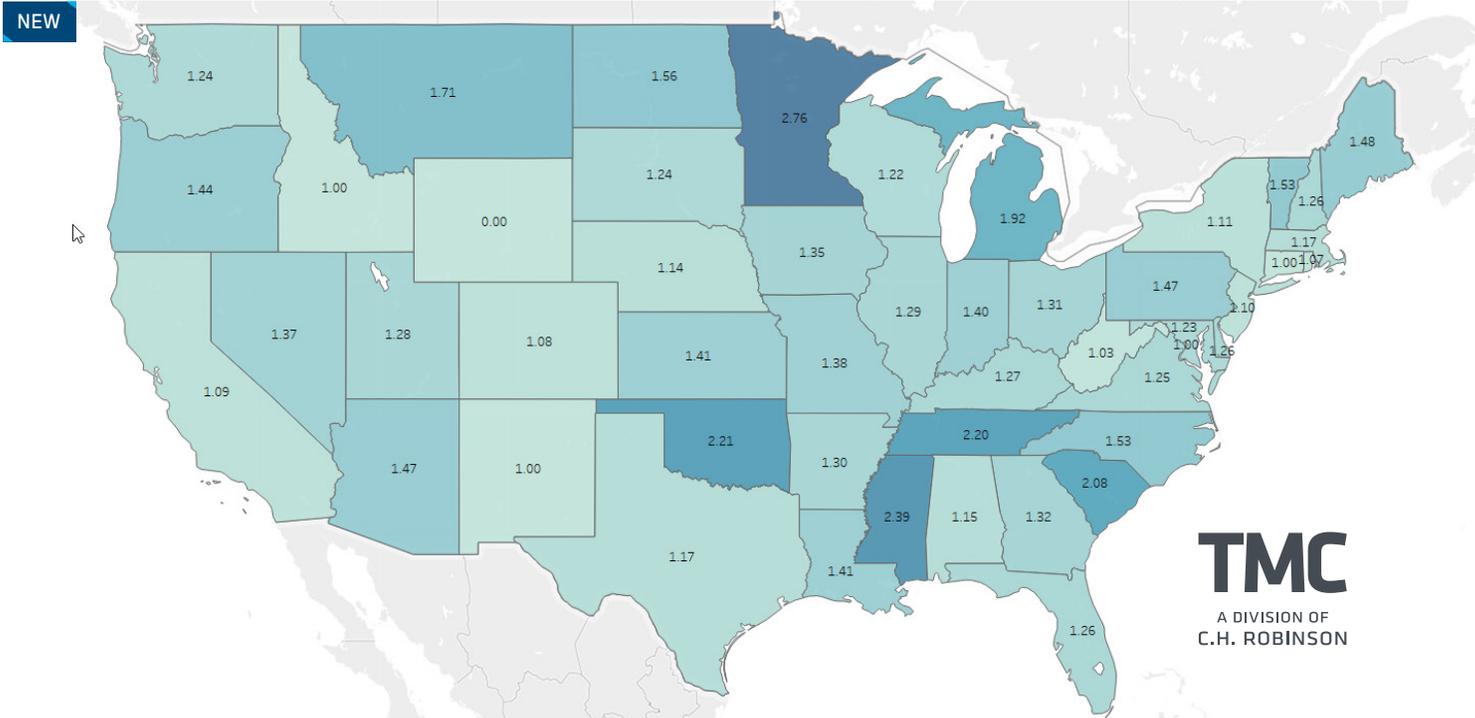
**NEW** The second map is showing destination city stress few changes from the previous day. Today's map is basically unchanged from Friday with most notable change being Boston.

**Destination City - Market Stress Indicator - Week over Week**



**NEW** The below image is an origin state level route guide performance (seven-day aggregate view) benchmark based on truckload (TL) route guide data from shippers working with [TMC, a division of C.H. Robinson](#). These large and global shippers utilize automated route guides through our Navisphere platform. **This benchmark is representative of the broader committed market, not the spot market.** Today's summary: the route guides are performing well, with a handful of higher pressure origin states and the weekend route guide depth improving slightly against the week, but still averaged near the weekly aggregate average. The most current USA aggregate Route Guide Depth (RGD) continues to slip daily from 1.16 the week of Feb 16th to 1.38 for the week of March 22nd. This figure is a ratio of TL tenders to acceptances. For a 1.38 RGD, it currently takes about 13.8 tenders to cover 10 loads. Those 13.8 tenders include tenders to primary awarded service providers and rejected tenders that were sent to secondary providers

ROUTE GUIDE DEPTH OF TENDER BY STATE - CONTRACT FREIGHT



## USA LESS THAN LOAD (LTL)

- Channel checks reveal that core LTL carriers are operating their networks as normal. Shipment volumes are generally flat to down less than 5%.
- The challenge the carriers are facing is freight in their system that can't be delivered due to consignee being closed, this freight will eventually start "clogging" the network. Carrier requests confirmation from the shipper/customer/3PL that consignee is open.
- Carriers are beginning to restrict service offerings (guaranteed, expedited, money back guarantee, inside delivery, etc.). Shippers should confirm with carrier that the service is currently being offered and available prior to tender.
- In order to limit contact with drivers most BOLs are not being signed and signature on the delivery documents is generally not required.

## INTERMODAL (IMDL)

- IMDL container and dray capacity are readily available and we are helping clients with a TL and IMDL balance strategies to address speed and inventory builds in response to health and consumer needs related to COVID-19.
- IMDL planning is underway to address a planned Mid-April ramp up of container volume from China arriving at the ports.
- Railroads and drayage carriers report resiliency efforts in play to ensure operation and are working with CHR on lanes and commodities of priority to support health and consumer needs related to COVID-19.

## CROSS BORDER

### Mexico-USA border insights:

- NEW** • Mexico's health secretary made a comment on Friday recommending a 30 day shelter in place for all citizens and non-essential businesses
- NEW** • The State of Sonora: issued a formal shelter in place and there is ensuing process to determine what is essential and non-essential
  - Border operations remains intact north and southbound. Hours of operation are unchanged. Slight delays experienced on the northbound border crossing today, as every driver crossing was required to have his/her temperature taken prior to authorizing import to USA.
  - Volumes have softened that last couple days with automotive plants shutting down. However, this is partially offset with the increase of CPG, Medical and Food/Bev
  - Capacity moving from tight to more balanced market inside Mexico -- as automotive plants and non-essential commodities shut down or greatly reduce volume.

### Canada-USA border insights:

- Capacity is fluid with carrier strategies and driver preferences being varied
- Team drivers have largely chosen social distancing, greatly minimizing team capacity
- Drivers are starting to choose to stay home and declining longer hauls deep into the USA
- Driver reports of [challenges](#) to find food, parking, sleeping and bathing facilities
- Carriers shift from non-essential to essential goods clients
- Starting to hear larger carriers are parking some equipment
- Lagging effect of [rail blockades](#) is additive surge volume as shippers work to catch up
- Customs Entry are slowing to 4-5 hours. Drivers are encouraged to send paperwork immediately upon loading.

## GLOBAL OCEAN AND AIR

- China to North America trade lane has seen 58 cancelled/blank sailings to the Pacific SW ports and 111 to No. America. For perspective, the USA-China trade war resulted in 33 cancelled/blank sailings to Pacific SW ports. Ocean volumes are picking up and No. American ports can expect to start seeing increased volumes next week through April.
- Air capacity from Europe and China to the USA is constrained with passenger flights curtailed. C.H. Robinson has chartered cargo planes and airlines like Delta are putting passenger planes back in service for cargo only. Generally, airfreight rates are volatile day by day at roughly four to five times normal rates.
- Reductions in passenger flights have material impact on cargo capacity in all markets globally.
- As more non-essential companies shut down temporarily, general demand for air cargo is down, but lack of capacity is keeping rates high.
- Demand for test kits and masks are driving significant demand out of Asia to make up for slowing demand on general cargo.
- China export shipping lines are reporting consistent bookings and strong utilization following China's return to production.
- Carriers will likely continue to consolidate their position through blank sailing and other rationalizing strategies that mitigate their risk of oversupply to a market that is changing week by week, day by day.

## ROBINSON FRESH-PRODUCE SUPPLY CHAIN INSIGHTS

Robinson Fresh [a division of C.H. Robinson](#), is experiencing higher-than average activity with retail customers, although movement is nearing normal rates as compared to the previous weeks' significant spikes in demand. We continue to provide solutions to customers on additional categories. Current areas being closely monitored by Robinson Fresh:

- Curfew hours in and around New Jersey and Delaware are shortening port hours which may interfere with the release of supply coming from Central and South America.
- Central and South American countries are starting to enact their own quarantine protocols; this will have an impact on our ability to source product. Peru is on mandatory quarantine for the next 2 weeks. The Chilean government announced a 90-day state of catastrophe, but currently we are still picking and packing.
- The U.S. Food and Drug Administration (FDA) has released a COVID-19 daily round-up release for March 24 to help share the agency's on-going response effort to the outbreak. Please see [here](#) for the news release
- The biggest restriction that may negatively impact the produce industry is the H2A visa processing suspension in place. The current estimate is if only 'returning workers' will be processed, H2A employers may face a reduction of up to half of H2A workers if the COVID-19 reactions/changes remain in place for too long. United Fresh is seeking regulatory relief to expedite the processing of applicants as we believe they are essential workers, especially as spring and summer approach, having enough farm labor will be something to keep an eye on.

VERTICALS

- Today's vertical view is updated from Friday by including week 13. By vertical one can get a sense of the demand trends. Week 9 is when North American demand started to rise as consumers/families prepared for being home for three meals a day and 7 days per week. The arrows present generalized views of week over week growth, stable or declining demand.

NEW

## NAST Truckload Demand Week Over Week Trends

| Industry Vertical     | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 |
|-----------------------|---|---|---|---|---|---|---|----|----|----|----|
| Auto; Industrial      | ● | ● | ● | ● | ● | ● | ● | ●  | ●  | ●  | ●  |
| Chemicals             | ● | ● | ● | ● | ● | ● | ● | ●  | ●  | ●  | ●  |
| Energy, Utilities     | ● | ● | ● | ● | ● | ● | ● | ●  | ●  | ●  | ●  |
| Food & Beverage       | ● | ● | ● | ● | ● | ● | ● | ●  | ●  | ●  | ●  |
| Government; Education | ● | ● | ● | ● | ● | ● | ● | ●  | ●  | ●  | ●  |
| Healthcare            | ● | ● | ● | ● | ● | ● | ● | ●  | ●  | ●  | ●  |
| Manufacturing         | ● | ● | ● | ● | ● | ● | ● | ●  | ●  | ●  | ●  |
| Paper; Packing        | ● | ● | ● | ● | ● | ● | ● | ●  | ●  | ●  | ●  |
| Professional Services | ● | ● | ● | ● | ● | ● | ● | ●  | ●  | ●  | ●  |
| Retail                | ● | ● | ● | ● | ● | ● | ● | ●  | ●  | ●  | ●  |
| Techology             | ● | ● | ● | ● | ● | ● | ● | ●  | ●  | ●  | ●  |
| Transport             | ● | ● | ● | ● | ● | ● | ● | ●  | ●  | ●  | ●  |

● > +2%

● +/- 2%

● <- 2%

Acceptance rate per week in the quarter

At this time we're continuing daily market insight publications by 11AM in an effort to keep you informed through this dynamic freight environment. For other client advisories, please review our [Client Advisory page](#).

Thank you for being a valued customer. If you have any questions, please do not hesitate to contact your C.H. Robinson or TMC commercial representative for further information.