

Transport Tracker

Issue #1116, week ending Mar. 13, 2024;
BofA Industrials Conf; Port labor focus

Industry Overview

Hoexter's Thought of the Week

2024 BofA Global Industrials Conference next week

We are hosting our 2024 BofA Global Industrials Conference in London next week (Mar. 19-21) with 75 companies and 660 investors set to attend. Within North American Transports, Canadian National Railway (CFO Ghislain Houle and IR Stacy Alderson) and Wabtec (CFO John Olin and new IR Kyra Yates) are hosting meetings. We expect CN to focus on its ability to recapture lost volumes after weather-related service suspensions in 2024. 1Q-to-date, Revenue-Ton-Miles (RTM) fell 2.3% year-year, slightly worse than our -1.6% (and carloads are down 3.3% y-y, below our -1.0% estimate). This lags its full-year vol target of mid-single-digit RTM growth (we are at +4.4%) as storm-related impacts defer carloads. The carrier expects a back-half-weighted volume recovery as demand improves. It had highlighted \$200 million in 2024 cost headwinds, half due to increased depreciation and the rest due to incentive compensation and pension costs. We expect a 2024 Operating Ratio of 59.9%, a 90 bps improvement year-year, as we see increased volumes and positive earnings leverage to more than offset its cost headwind.

For Wabtec, the company targets 2024 EPS of \$6.50-\$6.90 (we're at \$6.80), supported by revenue growth of 6% at its midpoint (\$10.05-\$10.35 billion, we are at \$10.15b) and margin expansion at both Freight (BofAe 20.4%, up 40 bps y-y) and Transit segments (BofAe 13.8%, up 90 bps y-y). CFO Olin expects revenue and margins to be stronger in 1H vs. 2H, with slight mix headwinds on stronger y-y growth in equipment revenues. CEO Santana noted demand for products and solutions has created the best pipeline in years. Following its Analyst Day 2 weeks ago, we should hear more about plans to divest low margin \$110 mil of revenues (1 pt of rev growth; split between Freight and Transit), and other opportunities to refine its base. Also look for details on its ability to convert its \$7.5 billion 12-month backlog (highest in 6 years) as rail equipment demand remains high given the cost efficiency gains (20% better fuel efficiency, 15-20% better reliability thus lower maintenance). Non-US market sales (~40% of Total Revenues) are expected to be a driver of growth. Increased mix of modernizations and digital sales could also lead to improved margins (it sees potential for 3-4x unit price in aftermarket revenues).

East Coast Ports labor action narrative escalating

Contract negotiations between East Coast/Gulf ports (US Maritime Alliance (USMX)) and 45,000 port workers represented by the International Longshoremen Association (ILA), remains ongoing, increasing risk of job action after the contract expires after Sep. 2024. Negotiations began Feb 2023, yet stalled due to debate on port automation and wage hikes. This follows the 11-month West Coast port negotiations last year which included a 24-hr work stoppage in April 2023 as talks lasted well past the July '22 contract expiry. Service uncertainty in 2023 led West Coast share of imports falling to 40% from 50%. The East Coast ILA took the stance of no service without an active contract, unlike West Coast port unions. Uncertain conditions of fluidity, record low Panama Canal water levels, and a new 2022-2028 West Coast port contract could lead share repatriation back to West Coast as shippers shift lane exposures. This could benefit West Coast rails Union Pacific and BNSF, if volumes shift back ahead of the Oct. Deadline.

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Key Data This Week:

- Week 10 Rail Carloads: Up 1.9% Y-Y vs Week 9: +2.1% Y-Y
(Sixth consecutive uptick)

- Dry Van spot rates ex-fuel = \$1.30/mile vs \$1.32 last week,
down 8% from \$1.41 on Dec 31, 2023. Spot rates with fuel were \$1.81 vs. \$1.82 last week, and down 5% from \$1.91 on Dec. 31, 2023.

- DAT Load to Truck Ratio – 1.20 for the week of Mar. 10, up 6% seq. from 1.13 last week.

- January Truck Tonnage: -4.5% Y-Y, -3.2% M-M vs December's -0.8% Y-Y, +1.2% M-M

- Top 10 Ports in Jan: +6.4% Y-Y, LA/LB +16% Y-Y vs Dec +8.1% Y-Y

- February's Cass Freight Index: -4.5% Y-Y, +7.3% M-M vs January's -7.6% Y-Y, -3.5% M-M

Exhibit 1: Airfreight & Surface Transportation

Rails, Trucks, Airfreight, Other Transports Summary Valuation Table

Rating	Company	Price	Mkt	P/E	1-Wk	Price
Rails:		03/13/24	Cap. (\$ bil.)	'24e EPS	Perf	Perf YTD %
B-2-7	Canadian National Railway (CNI)	130.36	83.7	21.9x	3%	4%
B-1-7	Canadian Pacific Kansas City (CP)	91.39	85.2	28.6x	4%	16%
B-1-7	CSX Corp. (CSX)	37.78	74.0	18.9x	-1%	9%
RSTR	Norfolk Southern Corp. (NSC)	263.13	59.4	--	3%	11%
B-1-7	Union Pacific Corp. (UNP)	249.25	152.0	22.4x	-1%	1%
NR	Grupo México Trans (GMXT*MM)(3)	MXN 37.75	9.9	--	1%	-1%
Rail Avg (ex GMXT for P/E)						
				22.9x	2%	8%
Intermodal / Container Lessors:						
B-1-7	J.B. Hunt Transport Svcs (JBHT)	201.47	20.8	24.7x	1%	1%
NR	Hub Group (HUBG)	42.28	2.7	19.1x	-1%	-8%
NR	Textainer (TGH)	49.99	2.1	--	0%	2%
Intermodal Average						
				21.9x	0%	-2%
Less-than-Truckload (LTL) Carriers:						
C-3-7	ArcBest Corp. (ARCB)	134.03	3.2	12.9x	-3%	11%
B-2-7	Old Dominion Freight Line (ODFL)	433.82	47.2	34.6x	0%	7%
B-1-9	Saia Inc. (SAIA)	592.81	15.8	35.9x	-2%	35%
B-2-7	TFI International (TFII)	150.57	12.7	19.5x	0%	11%
C-1-9	XPO, Inc. (XPO)	122.75	14.3	33.2x	-2%	40%
LTL Average						
				25.7x	-1%	21%
Truckload (TL) Carriers:						
B-1-7	Knight-Swift Transportation (KNX)	56.13	9.1	22.5x	2%	-3%
B-2-7	Schneider National (SNDR)	23.04	4.1	20.9x	2%	-9%
B-3-7	Werner Enterprises (WERN)	38.93	2.5	19.0x	3%	-8%
NR	Covenant Logistics (CVLG)	45.28	0.6	10.7x	-2%	-2%
NR	Heartland Express (HTLD)	12.13	1.0	130.4x	0%	-15%
NR	Marten Transport (MRTN)	18.99	1.5	21.8x	3%	-9%
NR	P.A.M. Transport (PTSI)	16.25	0.4	--	-3%	-22%
NR	Universal Logistics Holdings (ULH)	35.43	0.9	--	3%	26%
TL Average						
				37.6x	1%	-5%
Autonomous trucks						
NR	Aurora Innovation (AUR)	2.22	3.4	--	-3%	-49%
Autonomous trucks Average						
				--	-3%	-49%
Airfreight Companies:						
B-1-7	FedEx Corp. (FDX)	255.22	63.8	14.4x	3%	1%
B-2-7	UPS (UPS)	154.76	132.0	18.4x	1%	-2%
NR	Deutsche Post (DHL GY) (2)	€ 38.85	52.7	--	-1%	-13%
Airfreight Average						
				16.4x	1%	-5%
Freight Forwarders / Logistics:						
B-3-7	C.H. Robinson Worldwide (CHRW)	75.31	8.8	26.9x	5%	-13%
C-2-9	RXO (RXO)	20.70	2.4	96.3x	0%	-11%
NR	Landstar System (LSTR)	186.25	6.7	28.0x	2%	-4%
NR	Expeditors International (EXPD)	121.41	17.5	25.7x	0%	-5%
B-2-8	Kuehne + Nagel Int'l (KHNGF) (2)	CHF 244.50	34.2	27.1x	-2%	-16%
B-1-7	DSV Panalpina A/S (DSV DC) (2)	DKK 1,072.0	34.0	2.6x	0%	-10%
NR	Forward Air Corp. (FWRD)	29.50	0.8	9.9x	-4%	-53%
NR	Ryder System, Inc. (R)	113.64	5.0	9.7x	0%	-1%
NR	Air Transport Services Group (ATSG)	12.86	0.8	18.3x	-3%	-27%
NR	Fortress Transportation (FTAI)	58.33	5.8	25.8x	0%	26%
B-3-7	World Kinect (WKC)	24.90	1.5	18.3x	4%	9%
Freight Forwarder Avg.						
				26.2x	0%	-9%
Rail Equipment:						
C-3-7	The Greenbrier Companies (GBX)	49.38	1.5	13.2x	-3%	12%
NR	Freightcar America Inc. (RAIL)	3.13	0.1	62.6x	4%	16%
NR	GATX Corporation (GATX)	132.71	4.7	17.6x	1%	10%
NR	Koppers Holdings Inc. (KOP)	53.43	1.1	11.5x	0%	4%
NR	Trinity Industries Inc. (TRN)	26.00	2.1	18.3x	2%	-2%
B-1-7	Wabtec Corp. (WAB)	142.31	25.2	21.1x	1%	12%
Rail Equipment Avg.(ex-RAIL)						
				16.3x	0%	7%
Transport Mkt Cap /Transport Avg						
			1,007.0		0%	0%
S&P 500						
		5,163.27		23.9x	1%	8%

Source: BofA Global Research estimates, Bloomberg, and First Call Estimates (for stocks not covered by BofA Global Research).

Covered by: (2) Muneeba Kayani, (3) Carlos Peyrelongue - NR: Not Rated.

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Exhibit 2: Marine Matters

Crude, Product, Container, Dry Bulk, LNG, Jones Act Summary Valuation Table

Rating	Company	Price	Mkt	P/E	1-Wk	Price
Marine Matters		03/13/24	Cap. (\$ bil.)	'24e EPS or Yield	Perf	Perf YTD
Tanker Companies						
C-1-7	Teekay Tankers, Ltd. (TNK)	53.88	1.8	0.0%	0%	8%
NR	Teekay Shipping Corp. (TK)	7.18	0.7	--	0%	0%
NR	Euronav (EURN)	€ 16.25	3.9	6.2%	0%	2%
NR	DHT Maritime (DHT)	10.81	1.7	14.6%	-3%	10%
NR	Frontline Ltd. (FRO)	23.34	5.2	12.1%	0%	16%
NR	Tsakos Energy Navigation (TNP)	24.42	0.7	--	3%	10%
NR	Nordic American Tanker (NAT)	4.02	0.8	10.5%	-1%	-4%
NR	Ship Finance Limited (SFL)	13.43	1.7	8.1%	-1%	19%
NR	KNOT Offshore Partners (KNOP)	5.27	0.2	--	-1%	-9%
Tanker Average						
				8.6%	0%	6%
Product Tankers						
C-2-7	Scorpio Tankers (STNG)	71.33	3.8	2.7%	4%	17%
NR	Capital Products (CPLP)	18.43	1.0	3.3%	3%	30%
NR	Ardmore Shipping (ASC)	16.33	0.7	6.6%	3%	16%
Product Tankers Average						
				4.2%	3%	21%
LNG / LPG						
NR	Golar LNG (GLNG)	23.66	2.5	--	11%	3%
NR	Dynagas LNG Partners (DLNG)	2.82	0.1	14.2%	-2%	1%
NR	StealthGas (GASS)	6.14	0.2	--	-1%	-5%
LNG / LPG Average						
				14.2%	3%	0%
Container Ship Lessors						
NR	Costamare (CMRE)	11.42	1.3	4.0%	0%	10%
NR	Danaos (DAC)	70.81	1.4	4.5%	-1%	-4%
NR	Global Ship Lease (GSL)	20.24	0.7	7.4%	2%	2%
Container Average						
				5.3%	0%	2%
Dry Bulk						
NR	Navios Maritime LP. (NMM)	42.50	1.3	4.1x	17%	52%
NR	Safe Bulkers, Inc. (SB)	5.00	0.6	6.8x	6%	27%
NR	Diana Shipping (DSX)	3.00	0.3	6.0x	3%	1%
NR	Eagle Bulk Shipping (EGLE)	63.20	0.7	11.2x	2%	14%
NR	Golden Ocean Group (GOGL)	13.16	2.6	12.4x	0%	35%
C-1-7	Pacific Basin Shipping (PCFBF)(1)	HKD 2.48	1.7	6.6x	1%	-4%
U.S. Dry Bulk Average						
				7.8x	5%	21%
Jones Act Carrier/Other						
B-1-9	Kirby Corp. (KEX)	88.16	5.2	18.0x	-1%	12%
NR	Matson Inc. (MATX)	106.74	3.7	12.7x	-1%	-3%
NR	Tidewater Inc. (TDW)	86.26	4.5	16.1x	9%	20%
Jones Act Carrier/Other Average						
				15.6x	2%	10%
Container Shipping / Diversified Companies						
B-2-8	AP Moeller-Maersk (AMKBF) (2)	DKK 9,558	24.3	--	2%	-21%
B-1-8	COSCO Shipping Holding Co (CICOF)(1)	HK\$8.44	8.1	--	0%	8%
C-3-8	K-Line (KAKKF)(1)	¥6,431.00	10.4	11.4x	-9%	6%
B-3-8	Mitsui O.S.K. Lines (MSLOF)(1)	¥4,672.00	11.5	6.7x	-6%	3%
B-3-8	NYK Line (NYUKF)(1)	¥4,290.00	14.8	8.9x	-7%	-2%
NR	Wan Hai Lines (WHILF)	TWD 49.00	4.4	--	-1%	-11%
NR	Yang Ming Marine (YMGXF)	TWD 48.70	5.4	--	0%	-5%
C-2-8	Evergreen Marine Corp (EVGQF)(2)	TWD 191.00	13.0	1.7x	10%	33%
NR	Hapag Lyond ADR (HLG GY) (2)	€ 134.30	25.9	37.5x	2%	-1%
C-3-9	ZIM Integrated Shipping Svcs (ZIM)	10.07	1.2	--	-10%	2%
Container & Diversified Average						
				9.0x	-3%	1%
Shipping Mkt Cap / Shipping Avg						
			124.1		1%	8%
S&P 500						
		5,163.27		23.9x	1%	8%

Source: BofA Global Research estimates, Bloomberg, (for stocks not covered by BofA Global Research)

Covered by: (1) Nathan Gee, (2) Muneeba Kayani

NR: Not Rated.

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Airfreight and Surface Transportation Weekly Movers

Best:	CHRW (+5%)	CP (+4%)	WKC (+4%)
Worst:	FWRD (-4%)	GBX (-3%)	AUR (-3%)

Marine Transportation Weekly Movers

Best:	NMM (+17%)	GLNG (+11%)	TDW (+9%)
Worst:	KAKKF (-9%)	NYUKF (-7%)	MSLOF (-6%)



Upcoming Calendar of Events

Mar 14	Aurora Analyst & Investor Day, Pittsburgh
Mar 19-21	BofA Global Industrials Conference (featuring CNI and WAB), London
Mar 26	UPS Investor & Analyst Day, Louisville
Apr 30-May 2	National Assoc of Rail Shippers (NARS) Ann Mtg, Chicago
May 14-16	BofA's 31st Annual Transport, Airline, & Industrials Conf, NYC

BofA Global Research Reports

Title: Subtitle	Primary Author	Date Published
ARCB: Mid 1Q24 Update: Board move shows value potential	Ken Hoexter	08 March 2024
Trucking: Survey: Demand ticks up, equals prior freight recession avgs;	Ken Hoexter	08 March 2024
2024 Rail Equipment Finance Conf: Orders coming off a bottom	Ken Hoexter	08 March 2024
Transport Tracker: Issue #1115, week ending Mar. 06, 2024	Ken Hoexter	06 March 2024

Company News

FedEx's Robert Carter will step down as EVP, FedEx Information Services and Chief Information Officer, effective June 30, 2024, and will retire from FedEx effective December 31, 2024. He will remain as EVP and Senior Advisor from July 1, 2024 through December 31, 2024. Concurrently, Sriram Krishnasamy will become EVP - Chief Digital and Information Officer-Elect and Chief Transformation Officer, effective March 11, 2024 and EVP - Chief Digital and Information Officer and Chief Transformation Officer effective July 1, 2024.

ArcBest posted its mid-1Q24 update. Less-than-Truckload (LTL) Tons/Day declined 14% year-year in Feb as it culled spot loads, moderating from -18% Jan, to avg down -16% QTD (BofAe -14%). Feb LTL all-in Rev/Hundredweight (CWT) was up 13% year-year, to average +13% QTD (BofAe +14.6%). LTL Revenue/Day declined 3% y-y in Feb to average -5% QTD (BofAe -1%). Additionally, the Board of Directors adjusted its bylaws, lowering the affirmative vote required for a corporate merger/consolidation, asset sale, and/or dissolution to a majority shareholder vote (50%+) from its prior requirement of a two-thirds affirmative vote (67%+). It lowered the approval threshold for board director elections and bylaw amendments to 50% from 75% previously.

Transfix, a digital freight marketplace, partnered with transportation provider Rocket Shipping to offer customers a new less-than-truckload booking feature instead of resorting to manual booking processes for their LTL shipments.

TBL Logistics, with headquarters in Appomattox, Virginia, filed for bankruptcy liquidation. The trucking carrier listed its assets and liabilities as between \$1 million and \$10 million and stated that it has up to 49 creditors.

TFI International acquired Hercules Forwarding, Inc, an LTL carrier with an emphasis on intra-US and US-to-Canada cross-border transportation, with US headquarters in Vernon, California and Canadian headquarters in New Westminster, BC. Hercules utilizes a 31-terminal network and operates more than 210 trucks, close to 600 trailers and approximately 75 containers. It generates annual revenues of more than \$100 million.

BNSF Railway eliminated several hundred management positions at its headquarters and across the system but it did not disclose how many jobs were affected. Earlier this month, the company furloughed 362 mechanical workers across the system.

C.H. Robinson announced that the Board has nominated new directors, former Chairman of PPG Industries Michael McGarry and Grainger executive Paige Robbins, to stand for election to the Board to replace retiring members Scott Anderson and Jim Stake at the company's 2024 annual meeting of stockholders.



Week 10 Rail Carload Data: Up 1.9% Y-Y

Key Takeaways – Up 1.9% (from +2.1% last week): Total carloads for Week 10 of 2024 were up 1.9% year-year, to 604,421 (BNSF has not reported yet), in line with last week's 2.1% increase (or 609,657 carloads). Carloads were up for the sixth consecutive week. Growth was above the past 10-week average of -1.0%, while the full 1Q24 Carloads compares against a 0.8% decrease in 1Q23 (BNSF not incl.). Coal was down (-10.3% year-year), flat with last week's 10.3% decrease. This was the ninth downtick for coal in ten weeks. Nat Gas prices were down (-12%) to \$1.71/MMBtu from \$1.96/MMBtu last week. Coal's absolute level of carloads were 52k, down from 55k last week, and the 10-week avg of 53k. Chemical volumes were down 0.5% year-year, reversing last week's 2.2% increase. Grain (-7.4%) was down, deteriorating from last week's 3.4% decrease. Petroleum (+3.4%) was up, improving from last week's 2.4% increase. This was the 21st uptick over the last 22 weeks for Petroleum. Intermodal (+7.7%) was up, improving from last week's 6.7% increase. Intermodal was up for the 14th time over the last 17 weeks, while absolute volumes were 279k, just below 280k last week, but above 259k past 10-week avg. Auto (+7.5%) was up, improving from last week's 6.4% increase. It was up for the sixth consecutive week.

Overall Carloads: Week 10 carloads were up 1.9% year-year, as increases at NS (+6.1%) and CSX (+5.3%) more than offset decreases at UP (-0.4%), CN (-0.7%), and CPKC (-1.4%). Quarter-to-date, carloads are down 1.1% year-year, as decreases at CPKC (-4.6%), CN (-3.3%), and UP (-2.0%) more than offset increases at CSX (+1.5%) and NS (+1.7%). The 1Q24 carload trend of -1.9% (NSC not incl.) is below our -0.7% full quarter target for the Class I rails on average. The avg. carrier is trending below our target (-140 bps), with UNP the best at -20 bps vs. our tgt. (-2.0% vs. our -1.9%), vs CPKC the worst at -280 bps (-4.6% vs. our -1.9%).

Revenue Ton Miles: Week 10 RTMs: CN's RTMs are down 2.3% y-y 1QTD. CPKC's RTM are up 1.0% y-y 1QTD.

Specifics: Intermodal carloads (46.3% of total) were up 7.7% year-year, as all rails increased, led by: NS (+11.9%), CSX (+9.8%), CN (+6.9%), UP (+5.2%), and CPKC (+1.8%).

Chemical carloads (9.5% of total) were down 0.5% year-year, as decreases at CPKC (-12.8%) and NS (-7.3%) more than offset increases at CSX (+1.2%), CN (+4.0%), and UP (+5.7%).

Coal carloads (8.8% of total) were down 10.3% year-year, as decreases at UP (-30.8%), CN (-24.1%), and CPKC (-11.7%) more than offset increases at NS (+9.3%) and CSX (+10.4%).

Auto carloads (5.5% of total) were up 7.5% year-year, as increases at CPKC (+13.9%), UP (+11.7%), CSX (+8.9%), and NS (+4.3%) more than offset a decreases a CN (-3.9%).

Grain carloads (3.9% of total) were down 7.4% year-year, as decreases at CSX (-21.9%), CN (-14.9%), UP (-12.0%), and NS (-2.4%) more than offset an increase at CPKC (+8.4%).

Petroleum carloads (3.7% of total) were up 3.4% year-year, as increases at UP (+22.0%), CSX (+14.1%), and CPKC (+2.1%) more than offset decreases at CN (-0.7%) and NS (-28.3%).

Exhibit 3: Carloads Week 10 2024 vs. 2023 and 1QTD volumes

Week 10 Rail Carload Data: Up 1.9% Y-Y

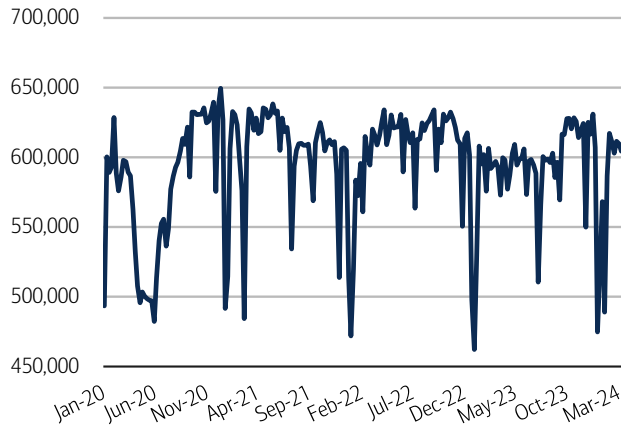
	% of total	2024 Wk 10	2023 Wk 10	% Δ	1Q24 QTD	% Δ
Intermodal	46.3%	279,623	259,557	7.7%	2,663,977	2.1%
Coal	8.8%	52,994	59,105	-10.3%	535,390	-10.2%
Chemicals	9.5%	57,671	57,976	-0.5%	558,640	1.4%
Auto	5.5%	33,279	30,961	7.5%	290,917	-0.5%
Grain	3.9%	23,730	25,624	-7.4%	246,040	-8.0%
Forest Prod.	3.5%	21,041	21,664	-2.9%	207,265	-1.5%
Petrol. Prod.	3.7%	22,660	21,913	3.4%	232,903	3.2%
Total Carloads		604,421	593,023	1.9%	5,824,095	-1.1%

Source: BofA Global Research and AAR.

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Exhibit 4: Total Weekly Carload Volumes

Total volumes were 604,421 for Week 10



Source: BofA Global Research and Association of American Railroads.

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Exhibit 5: Total Weekly Carload Growth Y-o-Y

Total volume growth was +1.9% y-y for Week 10



Source: BofA Global Research and Association of American Railroads.

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Exhibit 6: Total Quarterly Carload Growth Y-o-Y

Total Carloads Forecast Down 0.7% in 1Q24

	4Q19a	1Q20a	2Q20a	3Q20a	4Q20a	1Q21a	2Q21a	3Q21a	4Q21a	1Q22a	2Q22a	3Q22a	4Q22a	1Q23a	2Q23a	3Q23a	4Q23a	1Q24e
BNSF	-2.5%	-5.2%	-17.9%	-8.3%	2.6%	4.8%	24.5%	4.4%	-3.1%	-3.3%	-5.6%	-5.0%	-9.2%	-10.3%	-11.1%	-4.8%	3.8%	--
CNI	0.4%	-5.9%	-15.9%	-5.9%	7.1%	7.2%	13.5%	-0.9%	-10.0%	-5.9%	0.3%	2.9%	2.5%	0.5%	-7.1%	-9.7%	-1.4%	-1.0%
CPKC						-1.1%	19.6%	-0.5%	-5.7%	-4.0%	0.1%	10.1%	7.5%	5.7%	-2.3%	-4.9%	1.7%	-1.9%
CSX	-5.3%	-1.1%	-20.5%	-3.0%	3.9%	1.0%	26.6%	2.7%	-1.8%	-2.0%	0.2%	1.5%	-1.8%	-0.8%	-3.0%	-2.3%	1.2%	1.9%
NSC	-5.8%	-11.4%	-25.6%	-7.0%	-1.2%	2.9%	25.5%	-0.3%	-3.6%	-4.5%	-3.3%	-2.1%	-1.3%	-0.1%	-5.6%	-2.2%	7.0%	--
UNP	-8.1%	-7.0%	-19.6%	-4.0%	2.9%	-0.7%	21.9%	0.0%	-3.9%	4.1%	-1.4%	3.2%	0.8%	-1.4%	-1.8%	-2.7%	3.4%	-1.9%
Total	-4.1%	-1.2%	-16.2%	-1.9%	6.9%	2.5%	22.3%	1.2%	-4.4%	-2.4%	-2.1%	0.8%	-1.5%	-2.2%	-5.6%	-4.3%	2.9%	-0.7%

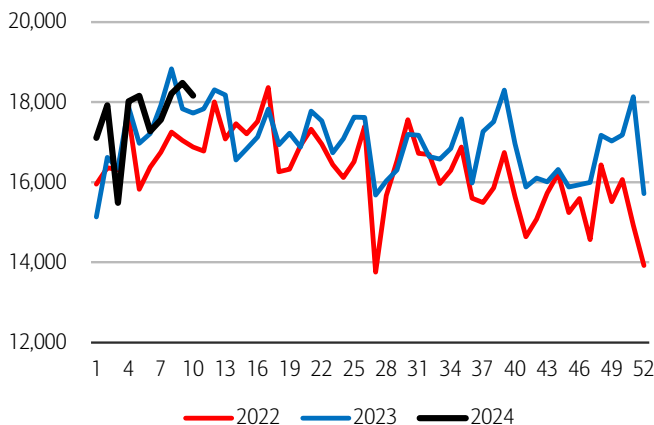
Source: BofA Global Research and Association of American Railroads.

Note: The total for 1Q24 is an average of the estimates; CPKC Reinstated data from 2020

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Selected Segments Weekly Carloads**Exhibit 7: Metal Carloads**

Metal Carloads were 18,164 in Week 10, up 2.5% Y-Y

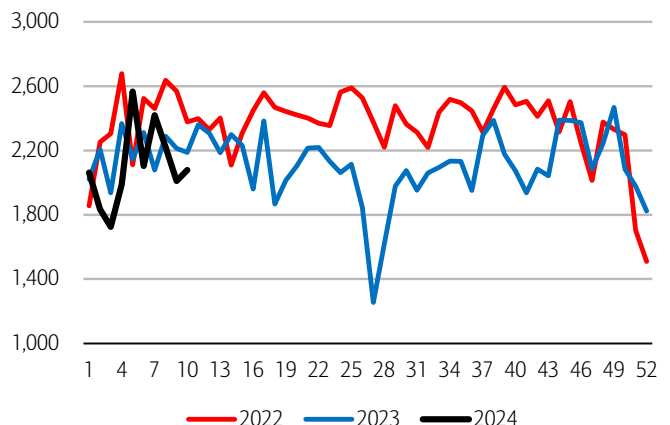


Source: BofA Global Research and Company data.

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Exhibit 8: Forest Product Carloads

Forest Product Carloads were 2,078 in Week 10, down 5% Y-Y



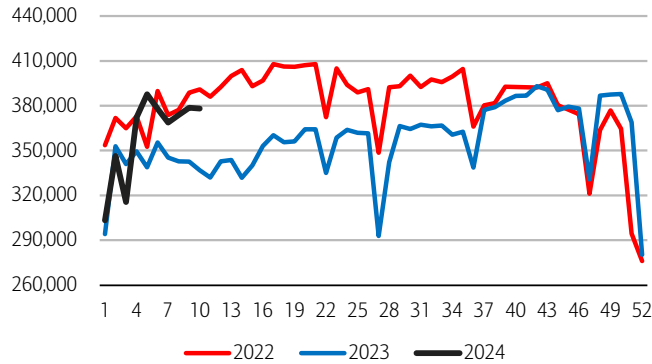
Source: BofA Global Research and Company data.

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Selected Segments Weekly Carloads

Exhibit 9: Intermodal Carloads

Intermodal Carloads were 378,013 in Week 10, up 12.2% Y-Y

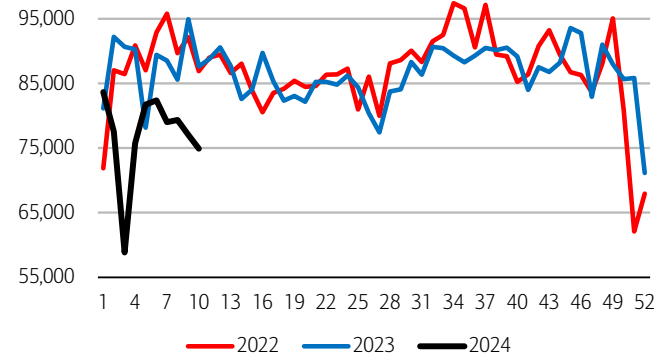


Source: BofA Global Research and Company data.

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Exhibit 10: Coal Carloads

Coal Carloads were 74,894 in Week 10, down 14.5% Y-Y

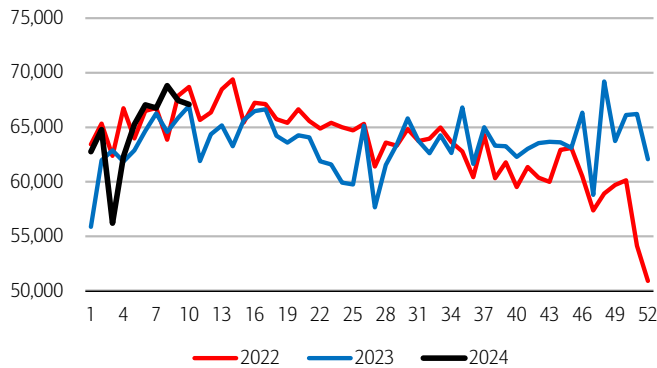


Source: BofA Global Research and Company data.

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Exhibit 11: Chemical Carloads

Chemical Carloads were 67,105 in Week 10, up 0.2% Y-Y

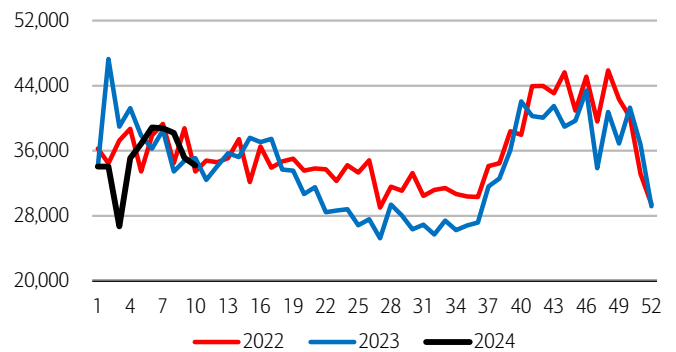


Source: BofA Global Research and Company data.

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Exhibit 12: Grain Carloads

Grain Carloads were 34,197 in Week 10, down 2.5% Y-Y

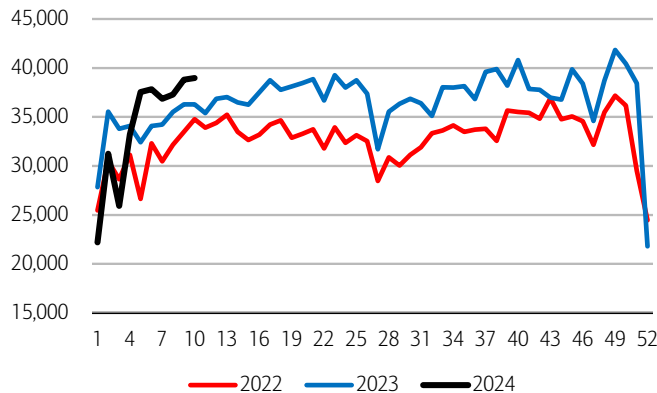


Source: BofA Global Research and Company data.

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Exhibit 13: Auto Carloads

Auto Carloads were 38,982 in Week 10, up 7.4% Y-Y

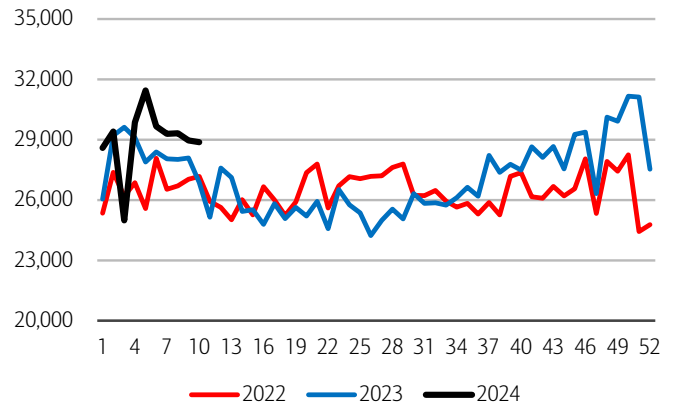


Source: BofA Global Research and Company data.

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Exhibit 14: Petroleum Products Carloads

Petroleum Products Carloads were 28,873 in Week 10, up 7.4% Y-Y



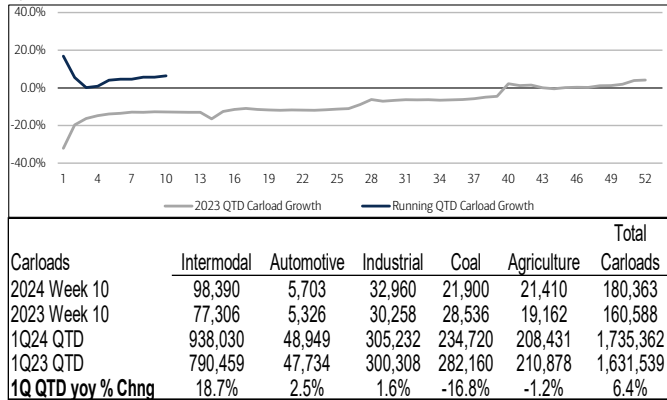
Source: BofA Global Research and Company data.

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Selected Segments Weekly Carloads

Exhibit 15: BNSF Carloads

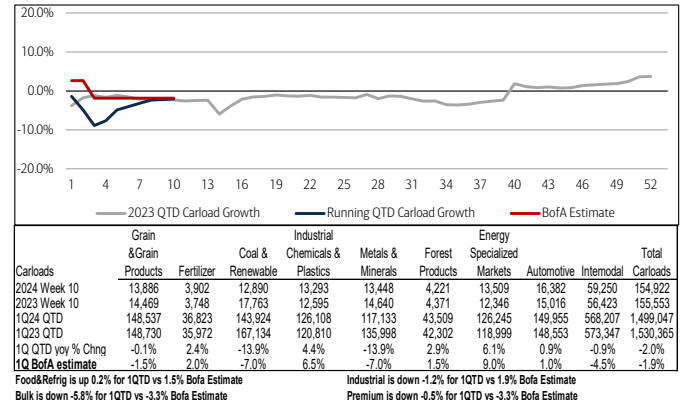
QTD Carloads are +6.4%



Source: BofA Global Research estimates, Association of American Railroads, and Company reports
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Exhibit 16: Union Pacific Carloads

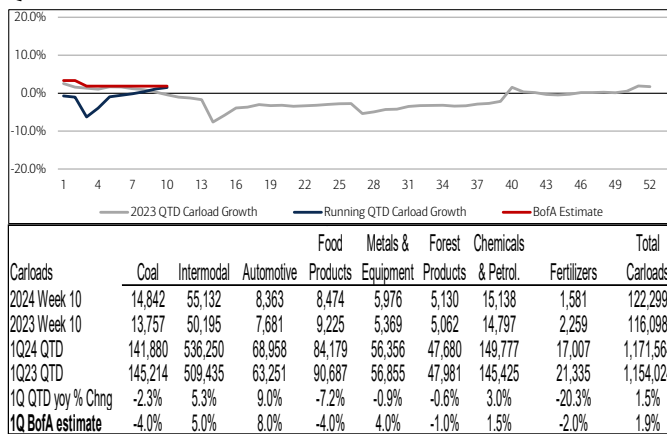
QTD Carloads are -2.0% vs. BofAe -1.9%



Source: BofA Global Research estimates, Association of American Railroads, and Company reports
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Exhibit 17: CSX Carloads

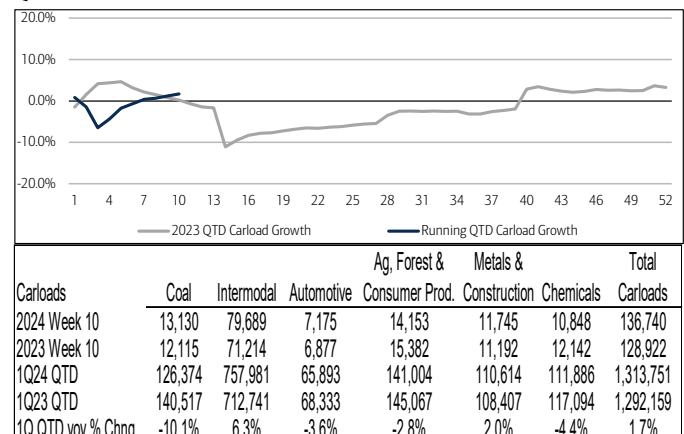
QTD Carloads are +1.5% vs. BofAe +1.9%



Source: BofA Global Research estimates, Association of American Railroads, and Company reports
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Exhibit 18: NSC Carloads

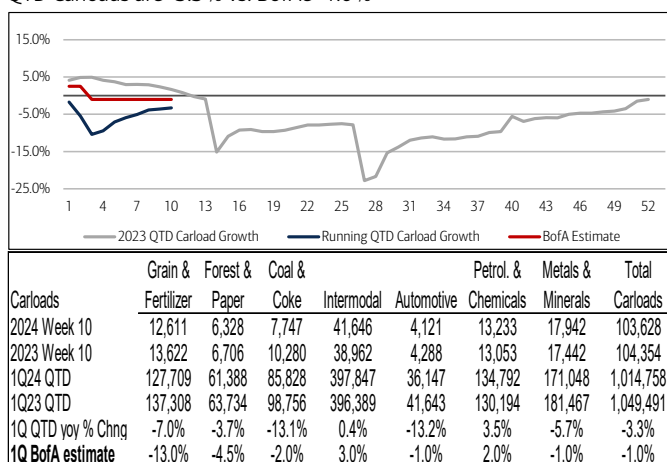
QTD Carloads are +1.7%



Source: BofA Global Research estimates, Association of American Railroads, and Company reports
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Exhibit 19: CNI Carloads

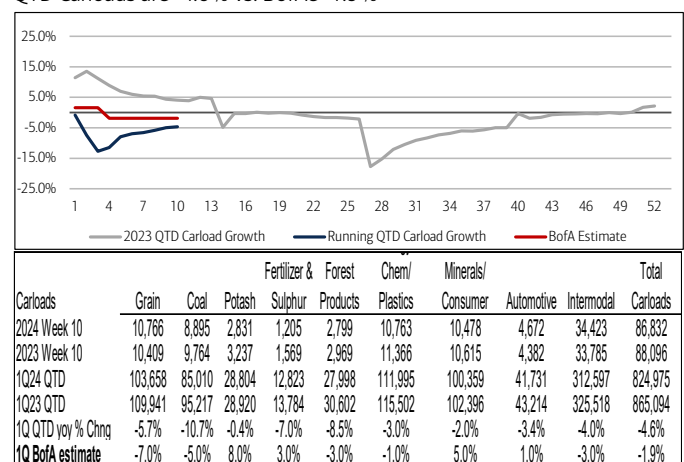
QTD Carloads are -3.3% vs. BofAe -1.0%



Source: BofA Global Research estimates, Association of American Railroads, and Company reports
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Exhibit 20: CPKC Carloads

QTD Carloads are -4.6% vs. BofAe -1.9%



Source: BofA Global Research estimates, Association of American Railroads, and Company reports
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Diesel Fuel Prices: -0.4% Sequentially

Diesel fuel prices declined 0.4% from last week, at \$4.00 for week 10 of 2024. Prices remain just above \$4.00 for the fifth consecutive week, while posting the third consecutive downtick. The 1Q24 average for on-highway diesel is \$3.95/gallon, down 10% y-y from \$4.41 in 1Q23, and down 7% sequentially from 4Q23's \$4.26.

WTI crude oil futures closed at \$77.56, down 0.8% from last week's \$78.15. WTI declined for the third time in the last six weeks. The 1Q24 average is \$75.69, down 1% from 1Q23's \$76.12 average, and down 4% from 4Q23's \$78.44. We target \$77 and \$80 for 1Q24 and 2024.

Brent crude oil futures closed at \$81.92, down slightly (-0.1%) from last week's \$82.04. The 1Q24 average is \$80.70, down 2% from 1Q23 average of \$82.16, and down 2% from 4Q23's average of \$82.80.

The Brent to WTI gap is \$4.36, up 12% from last week's \$3.89. The spread is currently down 28% from the 1Q23 avg. of \$6.04.

Natural Gas futures closed at \$1.71 on March 12th, down 12% from \$1.96 last Tuesday. Nat Gas trends below \$2.00 for the fifth consecutive week, while posting the seventh downtick in nine weeks. The 1Q24 average is \$2.16, down 24% from the 1Q23 average of \$2.83.

Exhibit 21: Fuel surcharges

Weekly and Monthly surcharges table

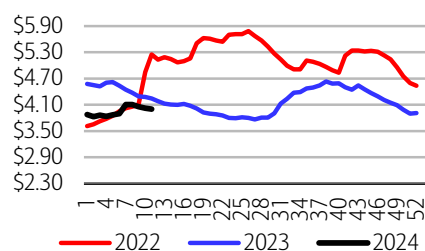
	Week 10 2/28/24	Week 11 3/6/24	Week 12 3/13/24
ARCB - LTL	33.3%	32.9%	32.8%
XPO - LTL	35.3%	34.8%	34.3%
ARCB - TL	66.6%	65.8%	65.6%
XPO - TL	70.5%	69.5%	68.5%
FDX - Express	17.50%	17.00%	16.75%
UPS - Express	21.00%	20.25%	20.00%
FDX - Ground	16.00%	15.75%	15.75%
UPS - Ground	16.00%	15.75%	15.75%
	Jan-24	Feb-24	Mar-24
UP (standard)	\$0.44	\$0.38	\$0.36
y-y % change	-31%	-28%	-28%
UP (coal)	\$0.44	\$0.38	\$0.36
y-y % change	-31%	-28%	-28%
CSX	\$0.57	\$0.50	\$0.47
y-y % change	-30%	-26%	-28%
CPKC	\$0.53	\$0.46	\$0.43
y-y % change	-32%	-29%	-30%

Source: BofA Global Research and company reports.

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Exhibit 22: National Diesel Fuel Prices

Diesel fuel prices: \$4.00 for week 10 of 2024

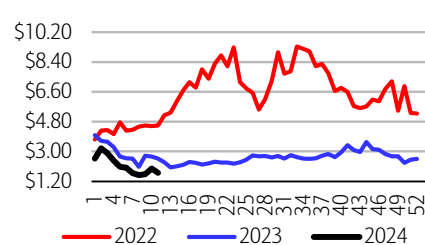


Source: BofA Global Research, DOE, Bloomberg

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Exhibit 23: US Nat Gas Price Per MMBtu.

Futures closed at \$1.71 on March 12th

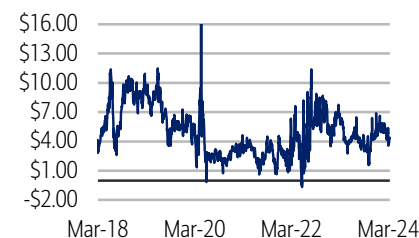


Source: BofA Global Research, DOE, Bloomberg

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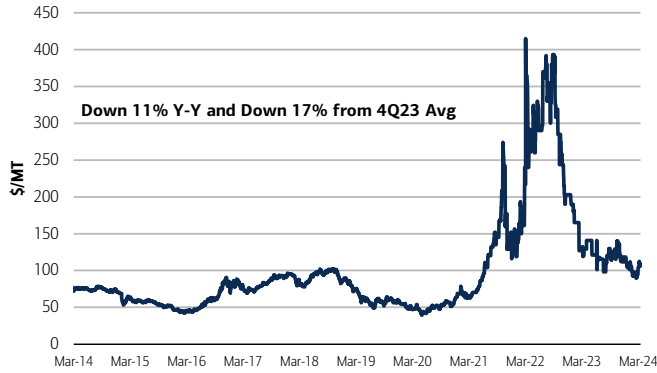
Exhibit 24: Brent to WTI Spread

The Brent to WTI gap is \$4.36



Source: BofA Global Research, DOE, Bloomberg

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Exhibit 25: Thermal Coal, Europe Coal 6000kcal CIF ARA ForwardPrice = \$107.00 on March 13th

Source: BofA Global Research and Bloomberg.

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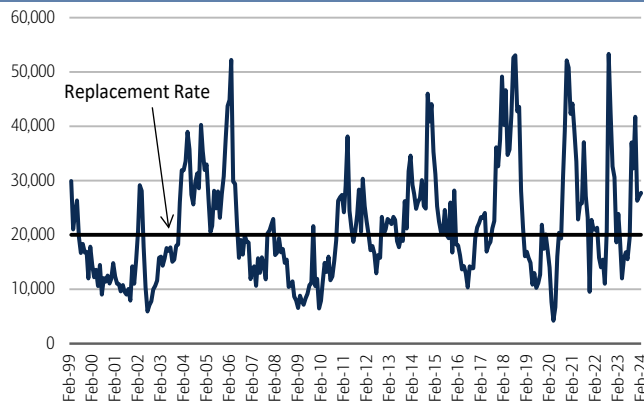
Exhibit 26: Australian Premium Coking Coal FuturesPrice = \$288.00 on March 13th

Source: BofA Global Research and Bloomberg.

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Exhibit 27: Class 8 Truck net orders

Prelim. February Class 8 Net Orders at 27,700 vs 27,125 in January



Source: BofA Global Research estimates and American Commercial Transportation Research (ACT)

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Prelim. February Class 8 Net Orders at 27,700 (from 27,125 in January)**Exhibit 28: Class 8 Truck net orders**

January's Final Class 8 Net Orders at 27,125 (Preliminary was 27,000)

January Class 8 Final Net Orders 27,125**CLASS 8 NET ORDERS**

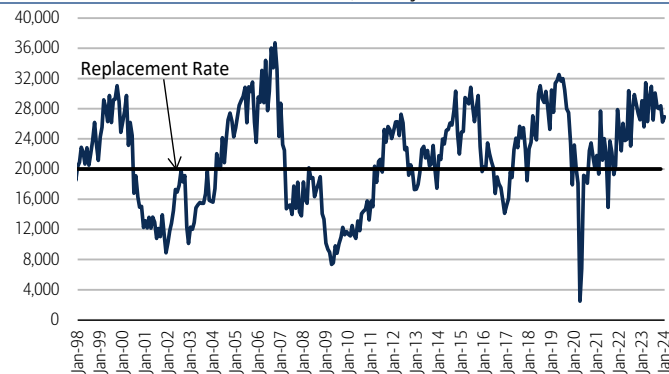
	2019	2020	2021	2022	2023	2024
JAN	16,105	17,204	42,307	21,041	18,624	27,125
FEB	16,854	14,040	44,190	21,006	23,790	
MAR	15,783	7,632	40,049	21,301	19,010	
APR	14,859	4,251	33,353	15,820	12,016	
MAY	10,886	6,690	23,072	14,081	15,623	
JUN	12,979	16,010	25,824	15,444	16,773	
JUL	10,298	20,359	25,876	11,025	15,573	
AUG	11,119	19,389	37,096	20,892	19,513	
SEP	12,692	30,768	27,323	53,271	36,974	
OCT	21,864	39,089	23,391	42,359	32,287	
NOV	17,483	52,104	9,902	32,630	41,732	
DEC	20,073	50,760	20,651	30,623	26,352	
Year Total	180,995	278,296	353,034	299,493	278,336	27,125

Source: American Commercial Transportation Research (ACT)

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Exhibit 29: Class 8 Truck production

Class 8 Truck Production at 26,926 in January

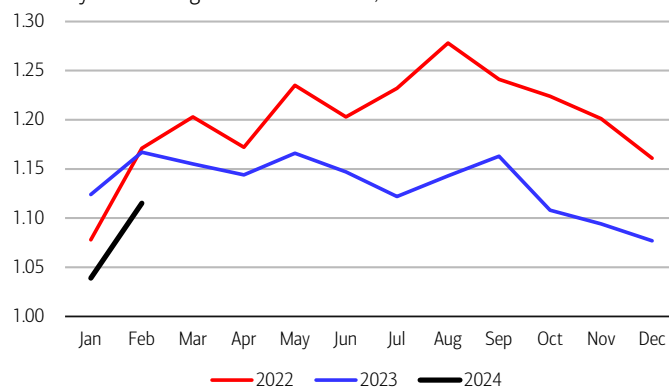


Source: BofA Global Research estimates and American Commercial Transportation Research (ACT)
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Class 8 Truck Production at 26,926 Up 3% Sequentially

Exhibit 30: Cass Freight Shipments Index

February's Cass Freight Index: -4.5% Y-Y, +7.3% M-M



Source: Cass Information Systems, Inc.

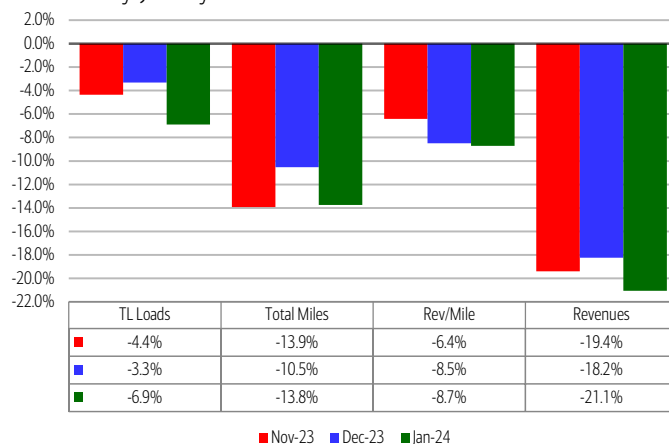
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Cass Freight Index: -4.5% Y-Y, +7.3% M-M

The Cass Freight Shipment index declined 4.5% year-over-year in February, moderating from January's 7.6% decrease. This was the 13th consecutive downtick. On a sequential basis, the index was up 7.3%, reversing the 1.6% decline last month. In line with January's levels, Cass believes that the continuous downturn will soon end as destocking is playing out and goods consumption is rising. Furthermore, Cass projects that the shipments component Index will increase 3% from the last quarter of 2023, less than 1 percentage point of which can be attributed to Leap Day. The expenditures index was down 19.8% year-over-year, moderating from last month's 24.3% decline. This was the 12th consecutive double-digit decline for this index. Overall, the index for both shipments and expenditures declined 16.3% from February 2022.

Exhibit 31: Truck Activity

Truck Activity: January Loads -6.9% Y-Y



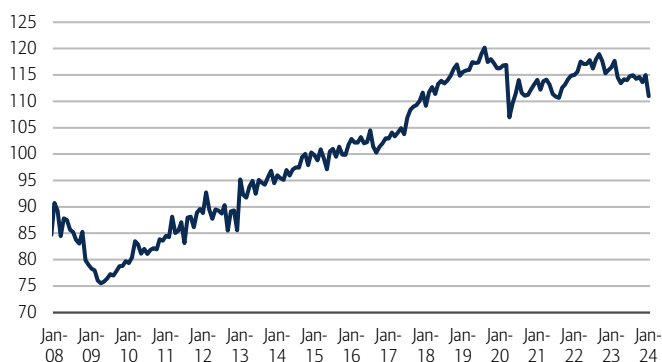
Source: American Trucking Association

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Truck Activity: January Loads -6.9% Y-Y

Exhibit 32: Historical ATA Truck Tonnage Index

Preliminary January Truck Tonnage: -4.7% Y-Y, -3.5% M-M



Source: American Trucking Association

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Prelim. January Truck Tonnage: -4.7% Y-Y, -3.5% M-M**Exhibit 33: Historical ATA Truck Tonnage Index**

January Truck Tonnage: -4.5% Y-Y, -3.2% M-M

	2018	2019	2020	2021	2022	2023	2024
JAN	109.1	115.6	116.2	114.1	115.0	116.5	113.3
FEB	111.7	115.9	116.8	112.2	115.6	117.7	
MAR	112.7	115.9	116.9	113.8	117.5	114.5	
APR	111.4	117.5	107.0	114.1	117.1	113.4	
MAY	113.3	117.2	109.5	113.2	117.1	114.2	
JUN	113.9	117.4	111.4	111.4	117.8	114.0	
JUL	113.4	119.0	114.0	110.9	116.2	114.8	
AUG	114.0	120.2	111.6	110.7	118.0	114.9	
SEP	114.8	117.4	111.1	112.6	118.9	114.2	
OCT	116.2	118.0	111.2	113.2	117.6	114.6	
NOV	117.0	117.2	112.2	114.2	115.3	113.6	
DEC	114.9	116.3	113.2	114.9	115.9	115.0	
Avg.	113.5	117.3	112.6	112.9	116.8	114.8	113.3

Source: American Trucking Association

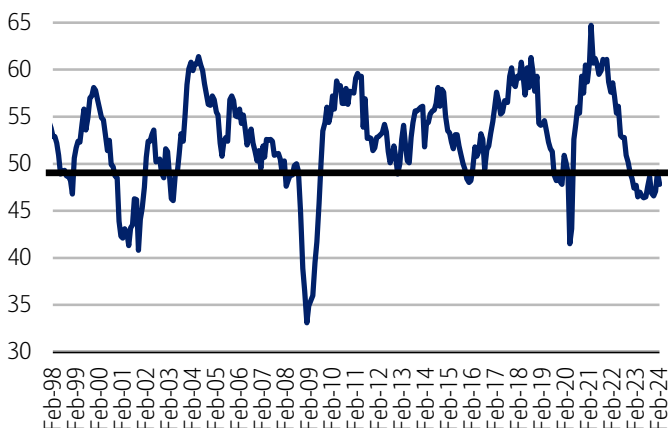
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January Truck Tonnage: -4.5% Y-Y, -3.2% M-M

The American Trucking Association's (ATA) seasonally adjusted Truck Tonnage index declined 4.5% year-over-year in January to 111.3, deteriorating from December's 0.8% decrease. This was the eleventh consecutive year-over-year decline for the index. Compared to the preliminary result posted two weeks prior, the index increased 0.3 points. On a sequential basis, tonnage was down 3.2%, reversing December's 1.2% increase.

Exhibit 34: ISM Manufacturing Index

February ISM Manufacturing Index 47.8, -1.3 pts.



Source: BofA Global Research and Bloomberg.

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ISM Manufacturing Index 47.8, -1.3 pts.

Exhibit 35: BofA Truckload Diffusion IndicatorDemand Indicator at 54.2 from 54.1 (bi-weekly Issue #304 on Mar. 7th)

Source: BofA Global Research estimates

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**BofA TRUCK SHIPPER SURVEY
Survey Says: Demand (54.2)**

This week, our proprietary bi-weekly **BofA Truckload Demand Indicator** for shippers' 0- to 3-month freight demand outlook increased to 54.2 from 54.1 last survey, its 2nd highest level in 80 weeks (40 surveys). The Demand Indicator has been at- or above- 50 for 6 consecutive issues and 12x over the past 17. This positive stretch follows a period at or below 50 for 21 of the prior 25 issues (since Feb 2023). The Indicator matches the 54.2 avg during the '12, '15, '19 Freight Recession periods, highlighting an improving but not a breakout backdrop. The Demand Indicator was up 16% year-year, its 13th yr-yr uptick in the past 14 issues. Rail carloads rose 2.9% year-year this week, its 5th week of upticks. Dry van spot rates ex-fuel were \$1.32/mile, down from \$1.36/mile last week. Of the respondents, 26% had a positive short-term demand outlook, in line with last survey; neutral outlooks were 64%, up from 60% last survey, and negative outlooks were 9%, down from 14% last survey. In the week of March 7th, we surveyed 53 shippers for views on truckload demand, supply, pricing, and inventory.

Capacity ticks higher; Inventory view up

The Rate Indicator, or shippers' view on truck rates, increased to 50.9 from 50.0 last issue, up 1% seq. **The Inventory Indicator** increased to 58.5 from 54.7 last issue, up 7% sequentially, as inventories remain above the 49 historical average. **Truck Capacity Indicator**, which gauges shippers' views of available truck capacity, increased to 58.5 from 58.1 last survey, yet was the 2nd lowest level in 13 surveys as capacity continues to tighten.

Exhibit 36: Shippers' 6-12 months outlook for freight demand

L-T Demand Indicator at 62.7, up 9% sequentially

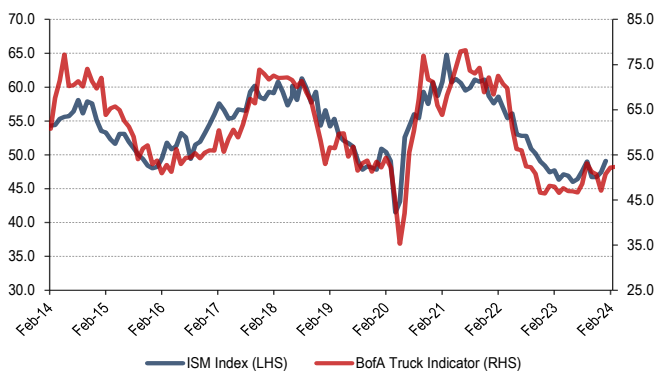


Source: BofA Global Research estimates

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Exhibit 37: BofA Truck Shipper Demand Indicator vs ISM Manuf.

Demand Indicator has a 0.81 leading correlation to ISM PMI.



Source: BofA Global Research estimates, ISM.

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Our Demand Indicator has a 0.8 leading correlation to ISM Manufacturing PMI.

Exhibit 38: Shippers' view of inventory levels

Inventory Indicator at 58.5, up 7% from last issue.



Source: BofA Global Research estimates

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Exhibit 39: Shippers' view of Trucking rates over the next 3 months

Rate Indicator at 50.9



Source: BofA Global Research estimates.

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Exhibit 41: BofA Truckload 0-3 month Demand (Diffusion) Indicator

Diffusion indicator month-by-month levels

	2020		2021		2022		2023		2024	
Jan	1/2	52.3	1/14	63.8	1/13	75.0	1/12	47.5	1/11	51.6
	1/16	54.1	1/28	63.8	1/27	70.0	1/26	51.3	1/25	52.8
Feb	1/30	54.6	2/11	67.5	2/10	69.5	2/9	45.1	2/8	50.5
	2/13	53.1	2/25	68.8	2/24	71.9	2/23	47.6	2/22	54.1
Mar	2/27	51.3	3/11	72.9	3/10	70.3	3/9	46.9	3/8	54.2
	3/12	46.1	3/25	68.8	3/24	69.2	3/23	48.3	3/22	
Apr	3/26	43.5	4/8	73.0	4/7	64.1	4/6	49.5	4/5	
	4/9	37.2	4/22	75.7	4/21	58.0	4/20	44.4	4/19	
	4/23	33.3	5/6	77.6	5/5	57.5	5/4	49.5	5/3	
May	5/7	37.8	5/20	78.3	5/19	55.0	5/18	44.3	5/17	
	5/21	46.2	6/3	78.3	6/2	58.5	6/1	42.6	5/31	
Jun	6/4	54.6	6/17	78.1	6/16	54.0	6/15	47.9	6/14	
	6/18	56.4	7/1	75.7	6/30	55.5	6/29	49.4	6/28	
Jul	7/2	59.3	7/15	70.9	7/14	50.9	7/13	47.1	7/12	
	7/16	62.5	7/29	74.3	7/28	53.9	7/27	50.0	7/26	
Aug	7/30	59.1	8/12	73.0	8/11	50.0	8/10	55.2	8/9	
	8/13	63.5	8/26	73.0	8/25	54.5	8/24	51.0	8/23	
Sep	8/27	71.1	9/9	73.6	9/8	51.6	9/7	52.4	9/6	
	9/10	75.8	9/23	75.0	9/22	50.0	9/21	50.0	9/20	
Oct	9/24	78.1	10/7	69.4	10/6	47.6	10/5	48.9	10/4	
	10/8	73.3	10/21	68.3	10/20	45.6	10/19	52.5	10/18	
	10/22	70.0	11/4	76.6	11/3	42.4	11/2	47.7	11/1	
Nov	11/5	72.5	11/18	67.7	11/17	50.4	11/16	44.4	11/15	
	11/19	69.9	12/2	69.7	12/1	47.8	11/30	49.0	11/29	
Dec	12/3	63.8	12/16	68.6	12/15	47.2	12/14	49.0	12/13	
	12/17	66.3	12/30	66.7	12/29	49.4	12/28	52.4	12/27	
	12/31	67.7								

Source: BofA Global Research estimates

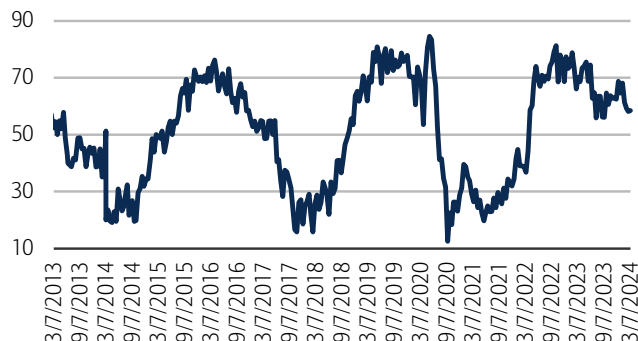
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Rates view up

With respect to rates, 15% of shippers expect rates to fall, up from 12% last issue, 68% expect pricing to be flat, down from 77% last issue, and 17% expect rates to rise, from 12% last issue. On capacity, 30% expect capacity to rise vs 28% last issue, 57% expect capacity to stay flat, from 60% last issue, 13% expect capacity to be lower, up from 12% last issue. **SHIPPER COMMENTS:** A Consumer Shipper noted its April contract rates will be implemented slightly below 2023 levels. A Forest Products shipper sees high customer inventories weighing on deliveries. (See survey for additional commentary).

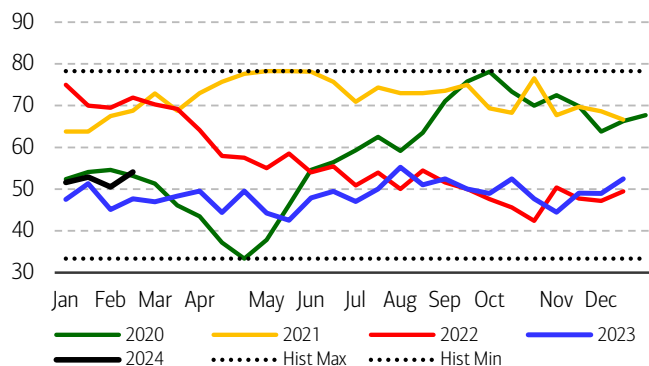
Exhibit 40: Shippers' view of Capacity over the next 3 months

Capacity Indicator at 58.5, up 1% sequentially



Source: BofA Global Research estimates.

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Exhibit 42: Demand (Diffusion) Indicator for 0-3-month demand outlook on stack basis (2020-2024)Demand Indicator to 54.2 (bi-weekly Issue #304 on March 7th)

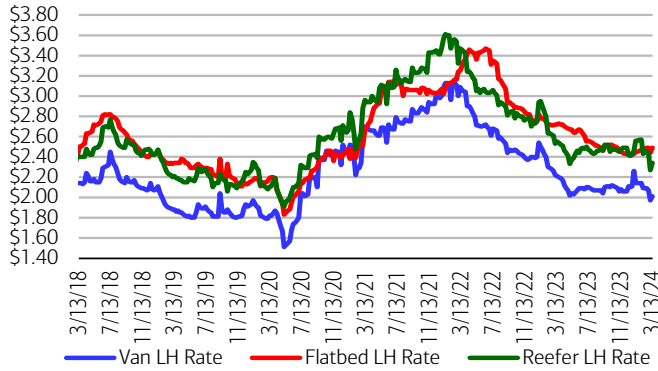
Source: BofA Global Research estimates

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Disclaimer: The indicator identified as BofA Truckload Diffusion Indicator in this report is intended to be an indicative metric only and may not be used for reference purposes or as a measure of performance for any financial instrument or contract, or otherwise relied upon by third parties for any other purpose, without the prior written consent of BofA Global Research. This indicator was not created to act as a benchmark.

Exhibit 43: Month-to-Date Run Rate

Van Rate = \$2.01 Flatbed Rate = \$2.49 & Reefer Rate = \$2.34

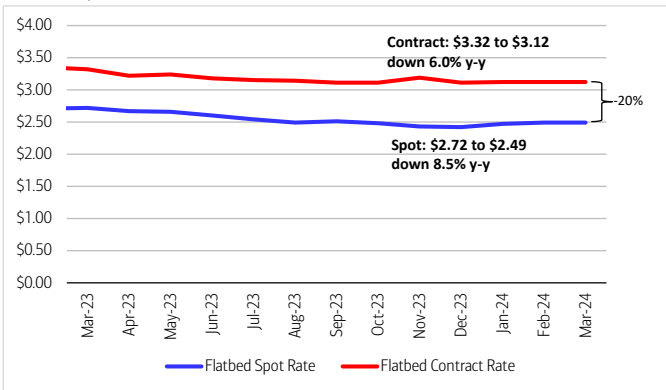


Source: DAT (Dial-A-Truck)

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Exhibit 45: Monthly Flatbed Spot Rate vs. Contract Rate

Flatbed Spot Rate = \$2.49 & Contract Rate = \$3.12

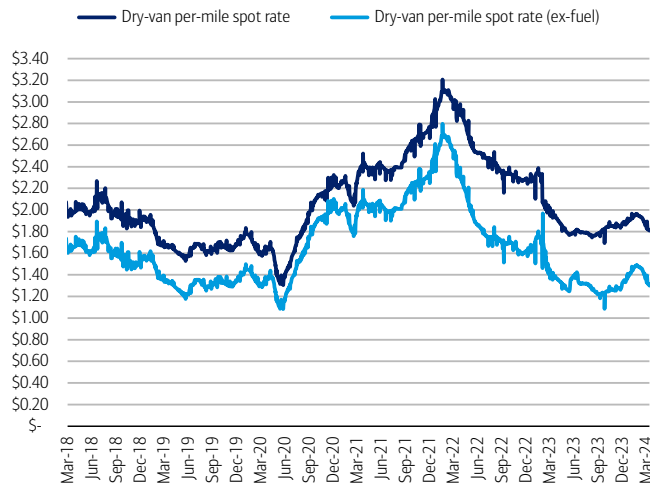


Source: DAT (Dial-A-Truck)

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Exhibit 47: Truckstop.com Spot Rates

Dry-Van Spot = \$1.81 Dry-Van (ex-fuel) = \$1.30

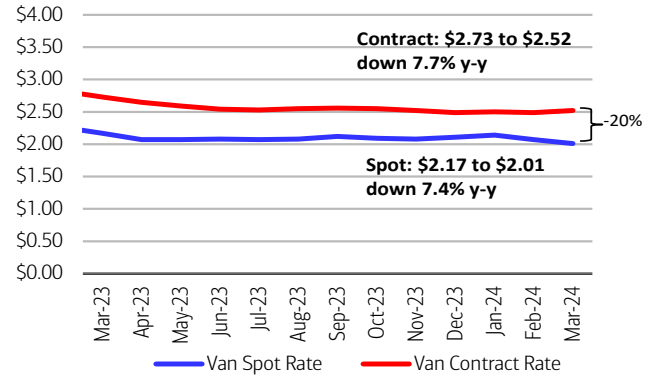


Source: Truckstop.com, Bloomberg

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Exhibit 44: Monthly Van Spot Rate vs. Contract Rate

Van Spot Rate = \$2.01 & Contract Rate = \$2.52

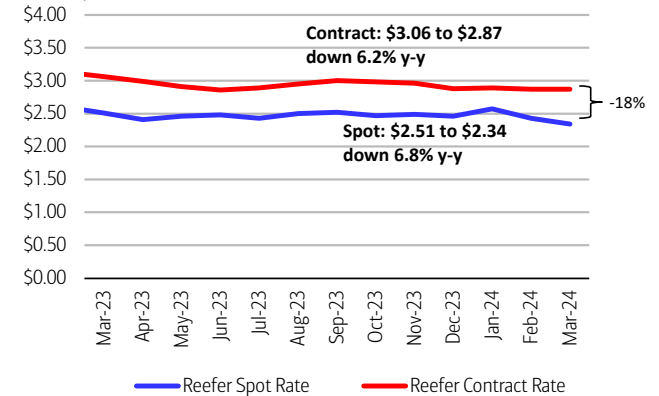


Source: DAT (Dial-A-Truck)

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Exhibit 46: Monthly Reefer Spot Rate vs. Contract Rate

Reefer Spot Rate = \$2.34 & Contract Rate = \$2.87



Source: DAT (Dial-A-Truck)

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TruckStop Spot Rates: Dry-Van Spot = \$1.81, Dry-Van (ex-fuel) = \$1.30

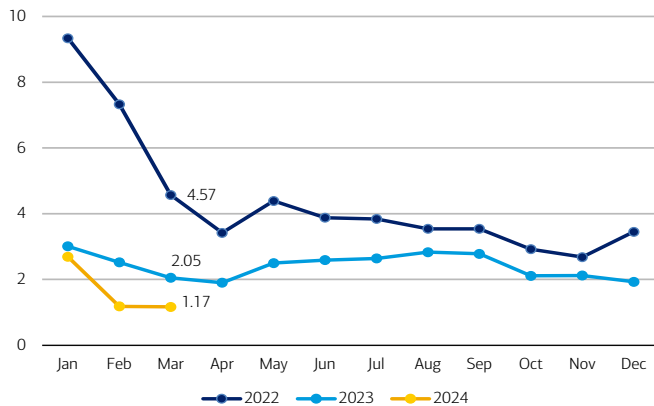
Truckstop.com's Dry van spot rates ex-fuel were \$1.30/mi for the week ending March 13, from \$1.32/mi the prior week (March 6) and are down 8% YTD (from \$1.41/mi on Dec 31).

Truckstop.com's Dry van spot rates (fuel included) were \$1.81/mi for the week ending March 13, from \$1.82/mi the prior week (March 6) and are down 5% YTD (from \$1.91/mi on Dec 31).

Fuel represented \$0.51/mi, up from last week's \$0.450/mi and down from \$0.50 on Dec 31.

Exhibit 48: Van Load to Truck Ratio

March Load-to-Truck Ratio at 1.17, down 1% M-M



Source: DAT (Dial-A-Truck), Bloomberg

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Exhibit 49: Top 10 US Ports Loaded Volumes

Top 10 Ports in January: +6.4% Y-Y, LA/LB +16% Y-Y

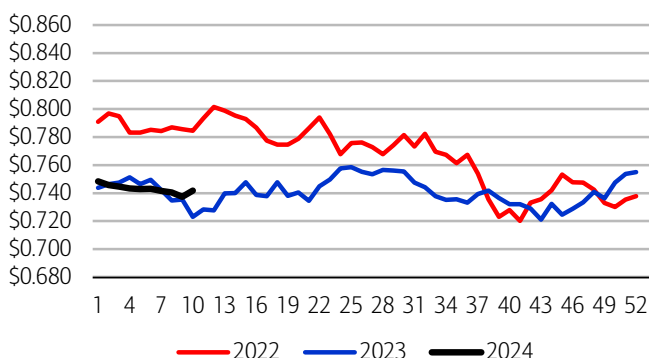
Top 10 U.S. Ports	2024 TEU's	2024 YTD Chg.	Dec-23 Y-Y %	Jan-24 Y-Y %	Dec-23 TEU's	Jan-24 TEU's
Los Angeles (18%)	568,290	20%	8%	20%	486,236	568,290
Long Beach (16%)	411,864	12%	22%	12%	437,017	411,864
Total LA/LB (35% of total US)	980,154	16%	15%	16%	923,253	980,154
New York (17%)	447,514	3%	6%	3%	430,690	447,514
Savannah (13%)	323,764	1%	-1%	1%	321,579	323,764
Houston (11%)	278,630	6%	11%	6%	270,618	278,630
Norfolk (9%)	223,580	-3%	-1%	-3%	213,388	223,580
Seaport Alliance (6%)	126,355	7%	19%	7%	156,423	126,355
Charleston (7%)	160,727	-5%	-3%	-5%	162,100	160,727
Oakland (5%)	134,677	9%	15%	9%	142,148	134,677
Maryland (1%)	65,754	-6%	5%	-6%	67,655	65,754
Total Top 10 (91.5% of US)	2,741,155	6.4%	8.1%	6.4%	2,687,854	2,741,155
Vancouver	201,925	12%	42%	12%	215,153	201,925
Prince Rupert	47,247	-6%	-20%	-6%	44,340	47,247

Source: Ports of Los Angeles, Long Beach, New York, Savannah, Norfolk, Oakland, Houston, Charleston, Vancouver, Maryland, and BofA Global Research estimates

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Canadian Dollar and Mexican Peso FX Rates**Exhibit 50: Price of 1 Canadian Dollar in US\$**

1 CAD = 0.742 US\$



Source: Bloomberg

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DAT Spot Dry-Van Load/Truck Ratio = 1.20

Weekly Update: DAT's (Dial-a-Truck) dry-van spot load-to-truck ratio was 1.20 for the week ended March 10th, up from 1.13 (+6%) the prior week (March 3), and down from 2.03 (-41%) a year prior.

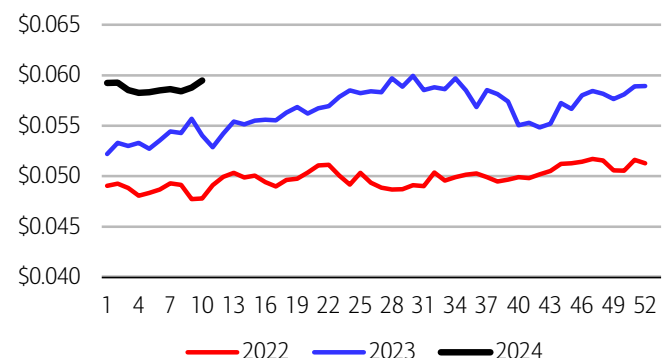
Monthly Update: DAT's (Dial-a-Truck) dry-van spot load-to-truck ratio is at 1.17 for the month of March, down from 1.18 in February, and down from 2.05 (-43%) a year prior. In February, the Ratio was down year-year for the 25th consecutive month.

Top 10 Ports in January: +6.4% Y-Y, LA/LB +16% Y-Y

January container volumes were up 6.4% year-year, moderating from December's 8.1% increase at the Top 10 largest US ports. Overall Port volumes were up for the fifth consecutive month. Of the 4 largest US ports, all posted y-y upticks in January, as Los Angeles led the group (+20%), while Savannah had the lowest upside (+1%). Long beach posted the only sequential downtick on the group, declining 6%. On detail: Savannah (Jan: 323.7k, up from Dec: 321.5k), New York (Jan: 447.5k, from Dec: 430.6k), Port of LA (Jan: 568.2k, from Dec: 486.2k), and Port of LB (Jan: 411k, down from Dec: 437k). Of the Top 10 Ports, three declined year-year: Maryland (-6%), Charleston (-5%), and Norfolk (-3%). Maryland declined for the first time since August 2023, while Charleston declined for the fifth time over the last six months. The Top 10 Ports posted accelerating volume declines, in 2023 (-9%) after a slight decline in 2022 (-2%). For the Canadian ports, Vancouver (+12%) was up for the third consecutive month, while Prince Rupert (-6%) declined for the 14th consecutive month.

Exhibit 51: Price of 1 Mexican Peso in US\$

1 MXN = 0.059 US\$

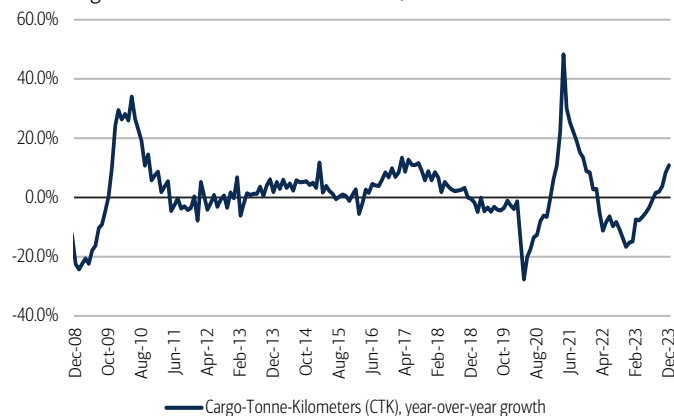


Source: Bloomberg

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Exhibit 52: IATA Volume year-over-year growth

IATA Freight Vols: +10.8% Y-Y in December, North America +2.0%

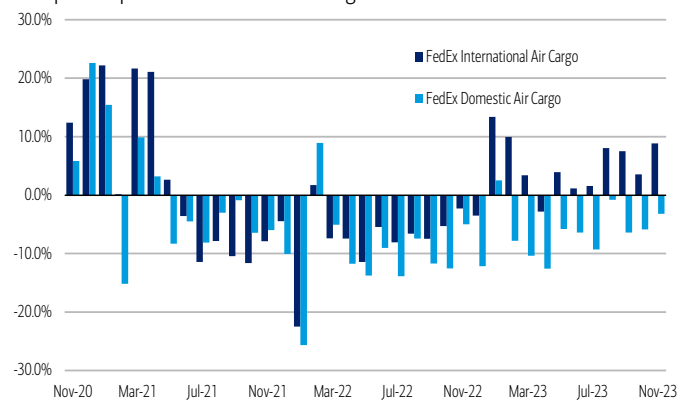


Source: International Air Transport Association

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IATA Freight Vols: +10.8% Y-Y in December, North America +2.0%**Exhibit 53: FedEx Air Cargo Volumes at Memphis International Airport**

Memphis Airport FDX Domestic Air Cargo Volumes in November: -3.2% Y-Y

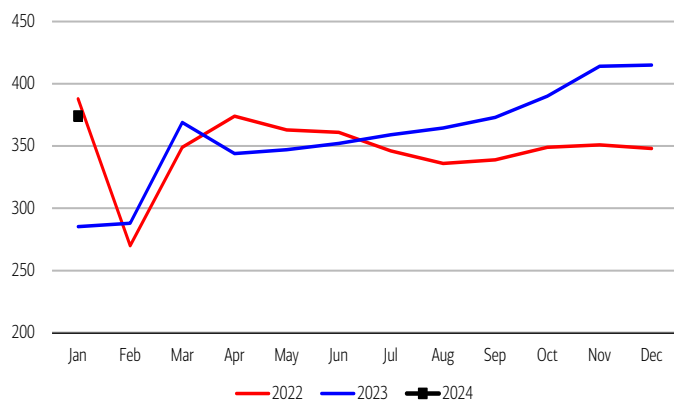


Source: BofA Global Research and Memphis International Airport Statistics

BoFA GLOBAL RESEARCH

Memphis Airport FDX Air Cargo Volumes in November: -3.2% Y-Y**Exhibit 54: Hong Kong Airport cargo (000 tons)**

HKIA in January: +31.1% Y-Y, -9.9% M-M



Source: Hong Kong International Airport

BoFA GLOBAL RESEARCH

Hong Kong Airport: +31% Y-Y, -10% M-M

Hong Kong International Airport (HKIA) air cargo volumes were up 31.1% year-over-year in January, to 374,000 tons, accelerating from December's 19.3% increase. This was the seventh consecutive y-y uptick. On a sequential basis, volumes were down 9.9%, reversing December's 0.2% increase. It was the first downtick following eight upticks. During the month, cargo loaded (outbound) volumes were up 39.4% year-over-year, accelerating from the 28.5% increase last month, while unloaded (inbound) cargo was up 12.3% year-over-year, reversing the 0.5% decline posted in December.

Rail Performance Measures

Overall Takeaway: The 3 main service level metrics for Class I Rails were down on a sequential basis this week, as Velocity and Cars-On-Line, and Dwell Time deteriorated. At the same time, all 3 metrics posted upticks on a year-over-year basis, as Velocity, Cars-On-Line and Dwell Time improved. UNP (-0.4%) led the group in velocity this week posting the lowest downside, in line with last week's 0.8% decline. CPKC (-1.6%) trailed the group this week, reversing last week's 4.3% increase. BNSF and CSX have not reported yet.

Velocity (avg. speed of rail network, faster is better): Deteriorated sequentially (-1.0%) and Improved year-over-year (+0.6%).

Cars-on-Line (fewer cars-on-line is better): Deteriorated sequentially (+0.1%) and Improved year-over-year (-2.5%).

Terminal Dwell (lower is better): Deteriorated sequentially (+2.7%) and Improved year-over-year (-7.1%).

Exhibit 55: Rail Performance Metrics

Service levels improved year-over-year, but deteriorated sequentially

Rail Performance Measures

Velocity (avg. speed of rail network, faster is better)

	2024	2024	2023			% Seq Chg	% y-y Chg
(miles per hour)	Week 10	Week 9	Week 10	% Seq Chg	% y-y Chg		
CNI	17.8	18.0	20.3	-1.1%	-12.3%		
CPKC	19.0	19.3	16.2	-1.6%	17.3%		
CSX	18.2	18.2	18.5	0.0%	-1.6%		
NSC	20.7	20.9	20.1	-1.0%	3.0%		
UNP	23.5	23.6	23.9	-0.4%	-1.7%		
BNSF (1)	25.4	25.1	26.0	1.2%	-2.3%	Slower -1.0%	Faster +0.6%
Average	20.3	20.5	20.1	-1.0%	0.6%		

Cars On Line (fewer cars-on-line is better)

	2024	2023	2023			% Seq Chg	% y-y Chg
(no. of cars)	Week 10	Week 9	Week 10	% Seq Chg	% y-y Chg		
CNI	88,003	86,571	85,290	1.7%	3.2%		
CPKC	88,828	89,090	104,928	-0.3%	-15.3%		
CSX	127,296	127,296	125,462	0.0%	1.5%		
NSC	168,968	169,629	170,021	-0.4%	-0.6%		
UNP	308,550	308,653	311,203	0.0%	-0.9%		
BNSF (1)	260,471	261,357	252,313	-0.3%	3.2%	Worse +0.1%	Better -2.5%
Average	163,587	163,486	167,861	0.1%	-2.5%		

Terminal Dwell Time (lower is better)

	2023	2023	2023			% Seq Chg	% y-y Chg
(time in hours)	Week 10	Week 9	Week 10	% Seq Chg	% y-y Chg		
CNI	7.6	7.1	7.2	7.0%	5.6%		
CPKC	10.0	9.7	12.2	3.1%	-18.0%		
CSX	9.6	9.6	8.9	0.0%	7.9%		
NSC	24.9	24.2	27.0	2.9%	-7.8%		
UNP	23.2	23.0	24.3	0.9%	-4.5%		
BNSF (1)	26.9	27.5	27.4	-2.2%	-1.8%	Worse +2.7%	Better -7.1%
Average	16.4	16.0	17.7	2.7%	-7.1%		

(1): Due the BNSF reporting schedule the reported data is delayed by one week and not included on the averages.

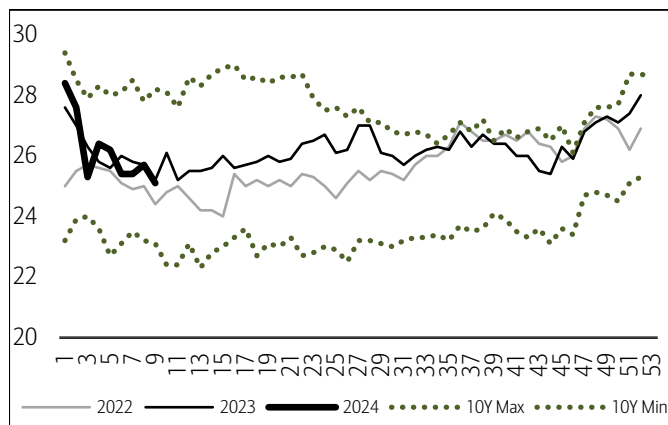
Source: BofA Global Research, company reports

Note: CSX Week 10 numbers replicate last week due to no new release data as of 03/13/2024. Numbers are not included in the averages.

Weekly Rail Velocity Monitor

Exhibit 56: BNSF Velocity

BNSF velocity was 25.4 mph for week 9

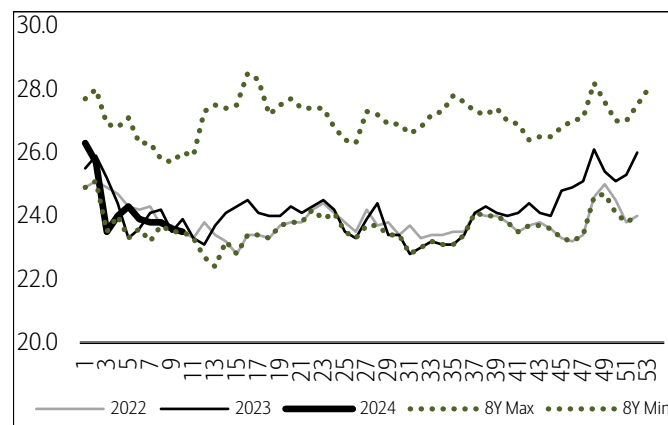


Source: Company reports, and Association of American Railroads.

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Exhibit 57: Union Pacific Velocity

UNP velocity was 23.5 mph for week 10



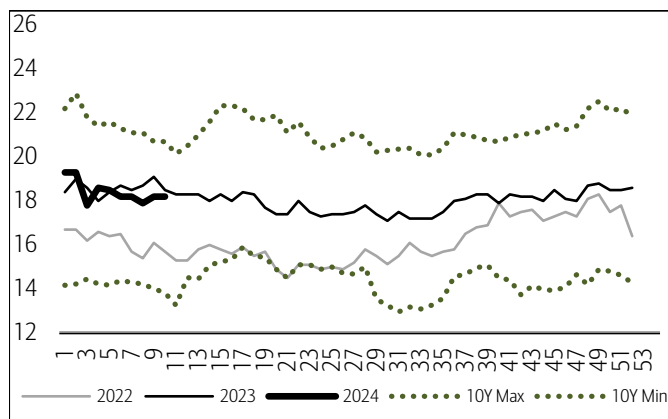
Source: Company reports, and Association of American Railroads.

UNP restated performance metrics, historical data available from 03/24/17

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Exhibit 58: CSX Velocity

CSX velocity was 18.2 mph for week 10



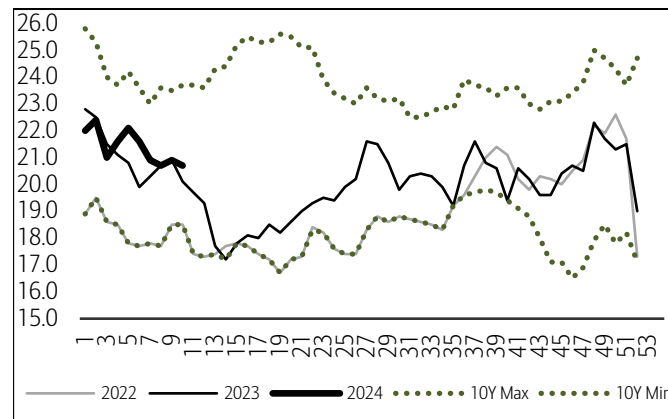
Source: Company reports, and Association of American Railroads.

Note: CSX Week 10 numbers replicate last week due to no new release data as of 03/13/2024.

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Exhibit 59: Norfolk Southern Velocity

NSC velocity was 20.7 mph for week 10

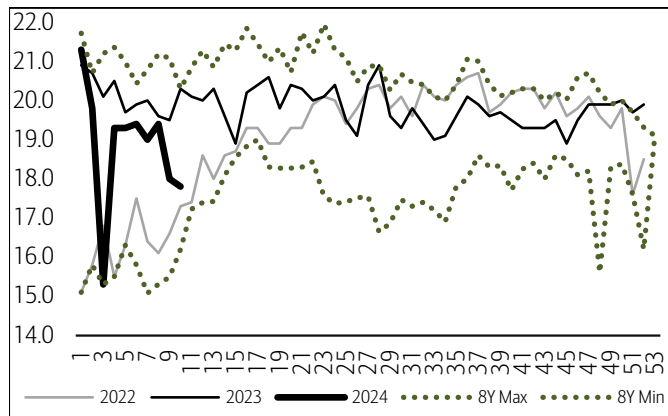


Source: Company reports, and Association of American Railroads.

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Exhibit 60: Canadian National Velocity

CNI velocity was 17.8 mph for week 10



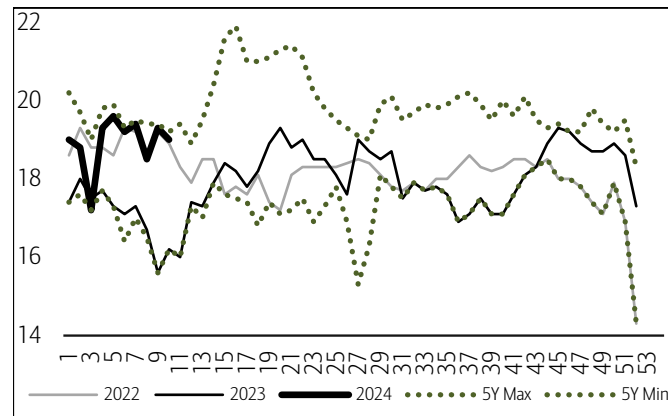
Source: Company reports, and Association of American Railroads.

CNI restated performance metrics, historical data available from 2017

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Exhibit 61: Canadian Pacific Kansas City Velocity

CPKC velocity was 19.0 mph for week 10



Source: Company reports, and Association of American Railroads.

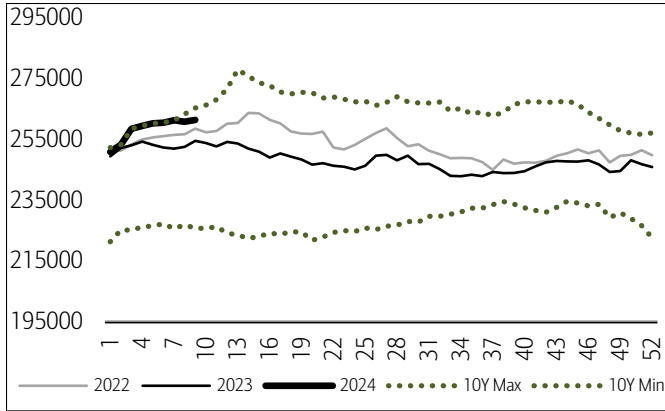
CPKC restated performance metrics, historical data available from 2020

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Weekly Cars On-Line Monitor

Exhibit 62: BNSF Cars-On-Line

BNSF cars on line were 260,471 for week 9

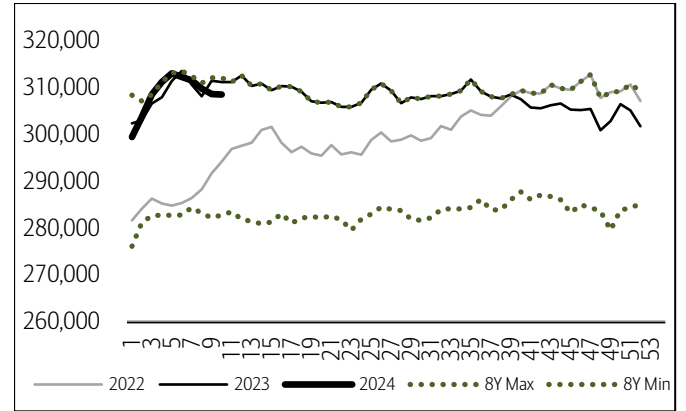


Source: Company reports, and Association of American Railroads.

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Exhibit 63: Union Pacific Cars-On-Line

UNP cars on line were 308,550 for week 10



Source: Company reports, and Association of American Railroads.

UNP restated performance metrics, historical data available from 03/24/17

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Exhibit 64: CSX Cars-On-Line

CSX cars on line were 127,296 for week 10



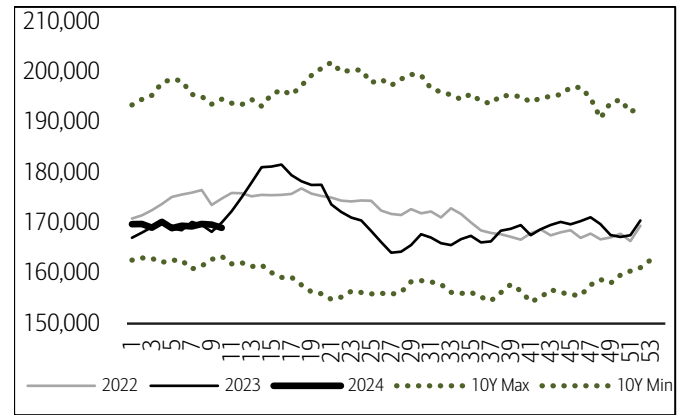
Source: Company reports, and Association of American Railroads.

Note: CSX Week 10 numbers replicate last week due to no new release data as of 03/13/2024.

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Exhibit 65: Norfolk Southern Cars-On-Line

NSC cars on line were 168,968 for week 10

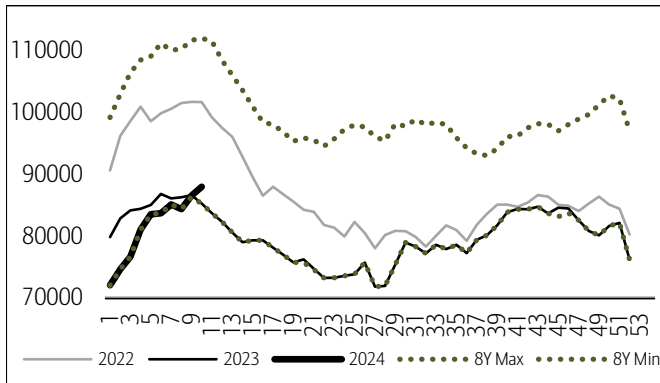


Source: Company reports, and Association of American Railroads.

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Exhibit 66: Canadian National Cars-On-Line

CNI cars on line were 88,003 for week 10



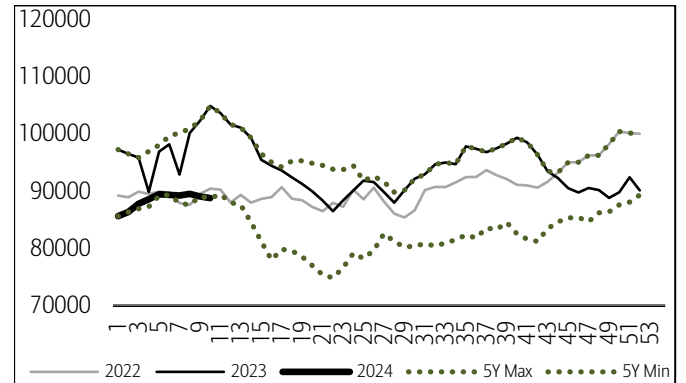
Source: Company reports, and Association of American Railroads.

CNI restated performance metrics, historical data available from 2017

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Exhibit 67: Canadian Pacific Kansas City Cars-On-Line

CPKC cars on line were 88,828 for week 10



Source: Company reports, and Association of American Railroads.

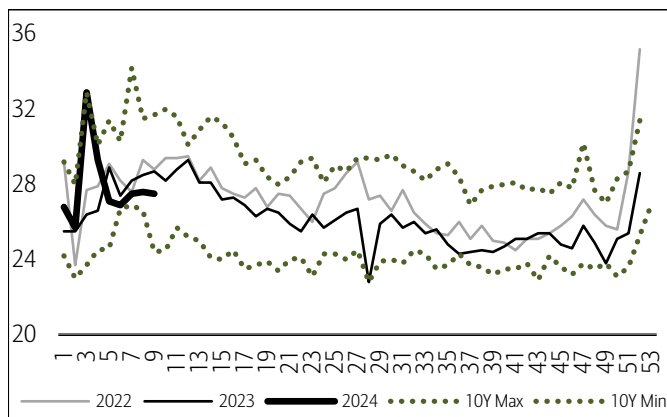
CPKC restated performance metrics, historical data available from 2020

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Weekly Dwell Time Monitor

Exhibit 68: BNSF Dwell Time

BNSF dwell time was 26.9 hrs for week 9

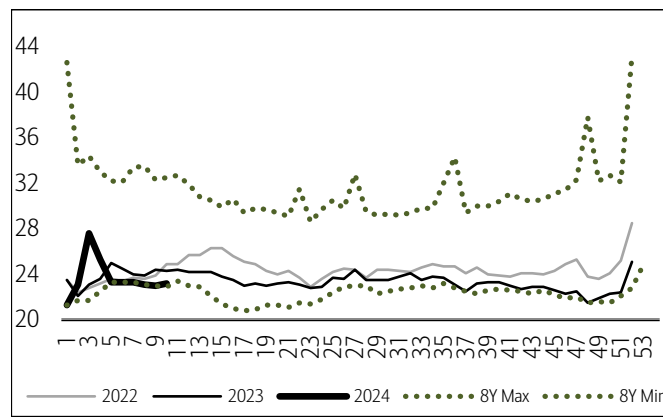


Source: Company reports, and Association of American Railroads.

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Exhibit 69: Union Pacific Dwell Time

UNP dwell time was 23.2 hrs for week 10



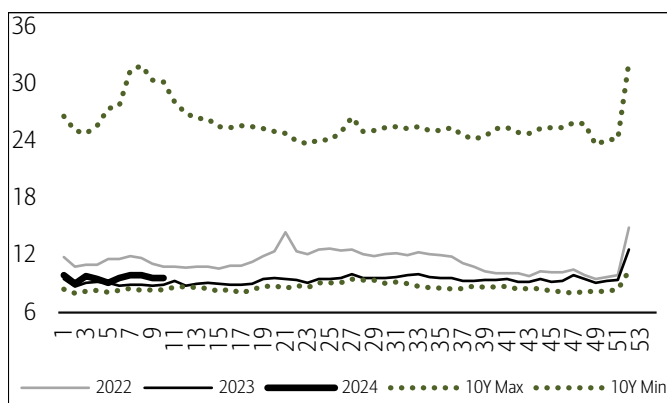
Source: Company reports, and Association of American Railroads.

UNP restated performance metrics, historical data available from 03/24/17

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Exhibit 70: CSX Dwell Time

CSX dwell time was 9.6 hrs for week 10



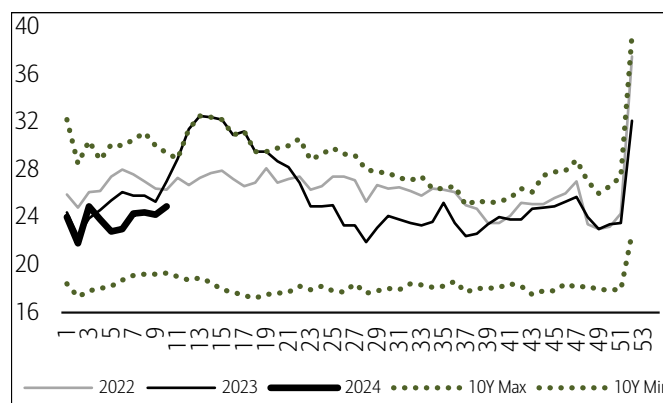
Source: Company reports, and Association of American Railroads.

Note: CSX Week 10 numbers replicate last week due to no new release data as of 03/13/2024.

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Exhibit 71: Norfolk Southern Dwell Time

NSC dwell time was 24.9 hrs for week 10

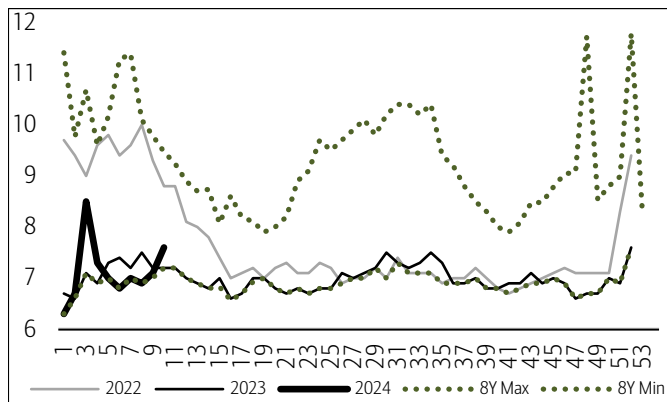


Source: Company reports, and Association of American Railroads.

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Exhibit 72: Canadian National Dwell Time

CNI dwell time was 7.6 hrs for week 10



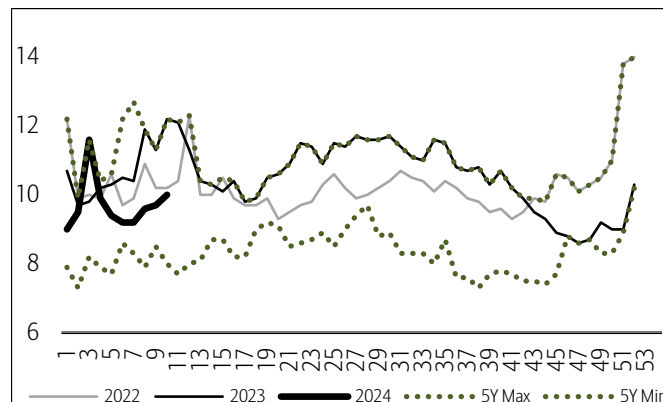
Source: Company reports, and Association of American Railroads.

CNI restated performance metrics, historical data available from 2017

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Exhibit 73: Canadian Pacific Kansas City Dwell Time

CPKC dwell time was 10.0 hrs for week 10



Source: Company reports, and Association of American Railroads.

CPKC restated performance metrics, historical data available from 2020

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Less-than-Truckload Data Update and Rail Employment

Exhibit 74: Less-than-Truckload Tons/Day Y-Y%

LTL Tons/Day is up 3.5% on avg y-y in Feb. (among peers that disclose)

	ODFL	YELL	ARCB	SAIA	XPO
Feb-23	-12.4%	1.3%	2.1%	-7.6%	-2.0%
Mar-23	-15.8%	-16.9%	4.3%	-5.2%	-5.5%
Apr-23	-14.5%	-16.4%	1.3%	-1.1%	-2.0%
May-23	-14.4%	-16.3%	2.0%	-2.0%	-2.3%
Jun-23	-13.3%	-18.3%	-0.2%	-2.2%	-4.0%
Jul-23	-11.1%		-5.2%	3.4%	4.2%
Aug-23	-6.0%		-7.1%	6.8%	3.3%
Sep-23	-3.7%		-6.6%	9.7%	2.2%
Oct-23	-1.9%		-4.0%	7.8%	2.5%
Nov-23	-2.3%		-10.0%	9.2%	-0.5%
Dec-23	-2.3%		-8.3%	6.8%	3.6%
Jan-24	-5.0%		-18.0%	3.3%	-1.1%
Feb-24	-3.0%			11.0%	3.5%

No data provided (BofA quarterly average)

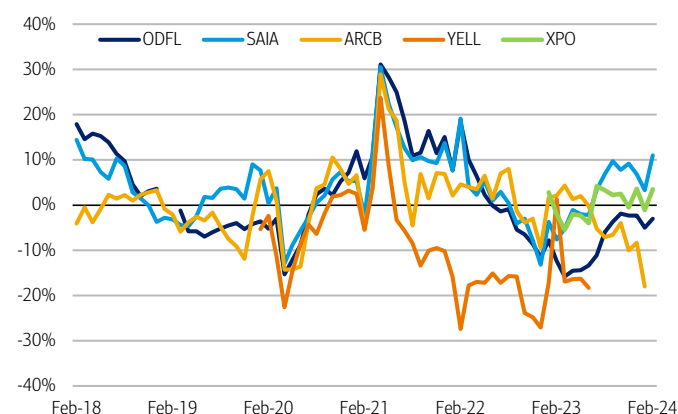
Source: BofA Global Research estimates and company reports

Note: ODFL's January Tons are preliminary

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Exhibit 75: Less-than-Truckload Tons/Day Y-Y%

LTL Tons/Day is up 3.5% on avg y-y in Feb. (among peers that disclose)



Source: BofA Global Research estimates and company reports

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Exhibit 76: Less-than-Truckload Shipments/Day Y-Y%

Shipments/Day is up 8.3% on avg y-y in Feb. (among peers that disclose)

	ODFL	YELL	ARCB	SAIA	XPO	FDX
Feb-23	-10.1%	-2.5%	9.5%	-7.6%	1.1%	-14.0%
Mar-23	-12.9%	-19.3%	7.3%	-9.4%	-0.5%	-19.0%
Apr-23	-11.8%	-15.4%	4.7%	-5.7%	3.1%	-17.0%
May-23	-11.4%	-13.8%	2.0%	-4.2%	1.8%	-17.0%
Jun-23	-11.2%	-16.4%	5.4%	-1.8%	0.9%	-16.0%
Jul-23	-8.5%		1.4%	6.0%	8.8%	-14.0%
Aug-23	-1.2%		2.1%	14.2%	8.3%	-8.0%
Sep-23	1.0%		0.9%	16.3%	6.6%	-6.0%
Oct-23	-8.5%		3.7%	18.0%	6.2%	-5.0%
Nov-23	-1.2%		-5.0%	18.9%	3.7%	-4.0%
Dec-23	1.0%		-1.9%	16.5%	6.6%	
Jan-24	-2.3%		-9.0%	11.8%	1.4%	
Feb-24	0.2%			19.0%	5.8%	

No data provided (BofA quarterly average)

Source: BofA Global Research estimates and company reports

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Exhibit 77: STB employment data

December STB employment: 122,343, up 2.5% Y-Y



Source: STB

BofA GLOBAL RESEARCH

Exhibit 78: STB quarter to date data vs BofAe labor estimates

Data as of December 2023

	2023 4Q Avg #	4Q Avg. chg. %	BofAe	Diff	4Q Vols
UNP	33,020	0.2%	1.5%	-1.3%	3.4%
CSX	19,216	6.0%	3.3%	2.7%	1.2%
NSC	20,759	7.1%	--	--	7.0%
CN	6,561	3.2%	4.6%	-1.4%	-1.4%
CP	2,912	1.1%	1.0%	0.1%	1.7%
KSU	2,927	-0.6%	-	-	-
BNSF	36,968	2.2%	-	-	-
Total	122,364	3.0%	-	-	-

Note: Monthly average quarter-to-date; 4Q Volumes are estimates

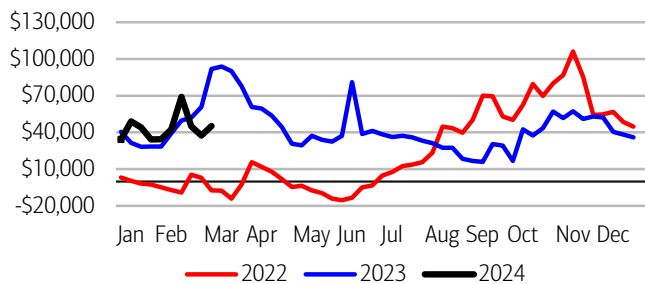
Source: STB, BofA Global Research estimates

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Weekly Shipping Rates

Exhibit 79: VLCC Spot Rates

VLCC Spot Rates at \$45,241 as of 03/08/2024

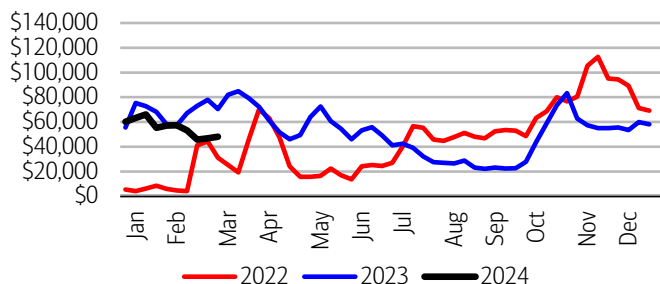


Source: BofA Global Research and Clarksons

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Exhibit 81: Suezmax Spot Rates

Suezmax Spot Rates at \$48,104 as of 03/08/2024

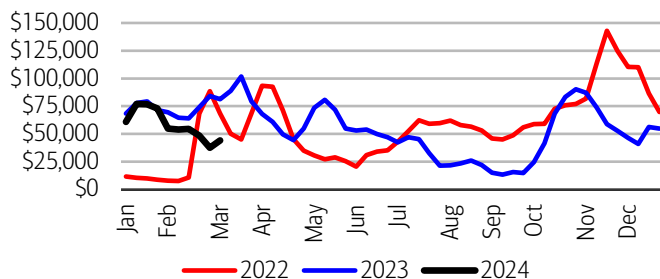


Source: BofA Global Research and Clarksons

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Exhibit 83: Aframax Spot Rates

Aframax Spot Rates \$44,029 as of 03/08/2024

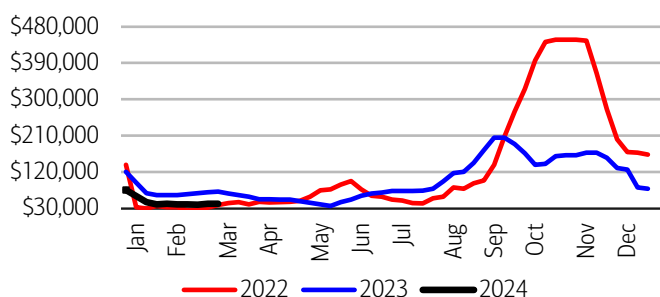


Source: BofA Global Research and Clarksons

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Exhibit 85: LNG TFDE Spot Rates

LNG TFDE Spot Rates at \$41,250 as of 03/08/2024

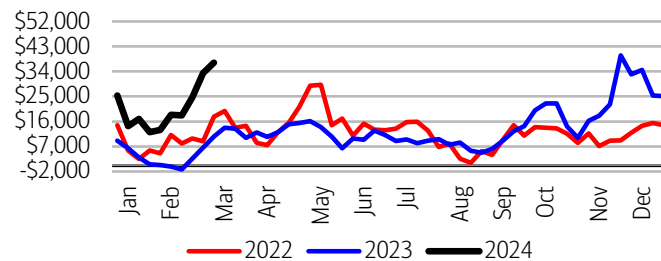


Source: BofA Global Research and Clarksons

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Exhibit 80: Capesize spot Rates

Capesize Spot rates at \$37,210 as of 03/08/2024

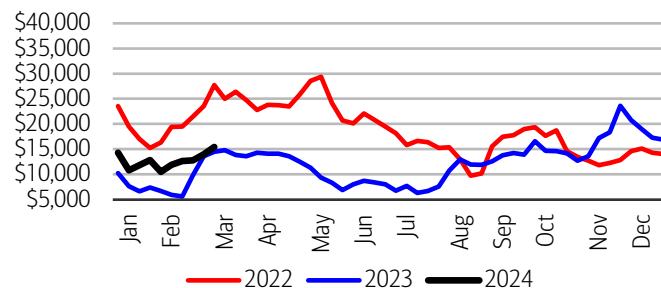


Source: BofA Global Research and Clarksons

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Exhibit 82: Panamax Spot Rates

Panamax Spot Rates at \$15,460 as of 03/08/2024

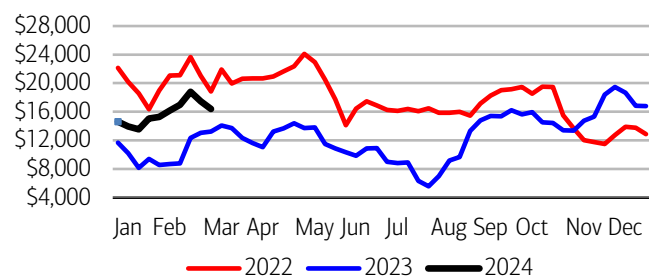


Source: BofA Global Research and Clarksons

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Exhibit 84: Supramax Spot Rates

Supramax Spot Rates at \$16,399 as of 03/08/2024



Source: BofA Global Research and Clarksons

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Exhibit 86: Yearly and Quarterly Gas Carrier Rate Data

LNG Carrier Rate is down 1QTD and YTD

Gas Carrier	1QTD Average	2024 YTD Avg.	Orderbook % of Fleet
LNG TFDE	\$46,250	\$46,250	76%
% chg. Y-Y	-35%	-52%	

Source: Clarkson

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Exhibit 87: Yearly and Quarterly Tanker Rate Data

Tanker Rates are down 1QTD, but up YTD

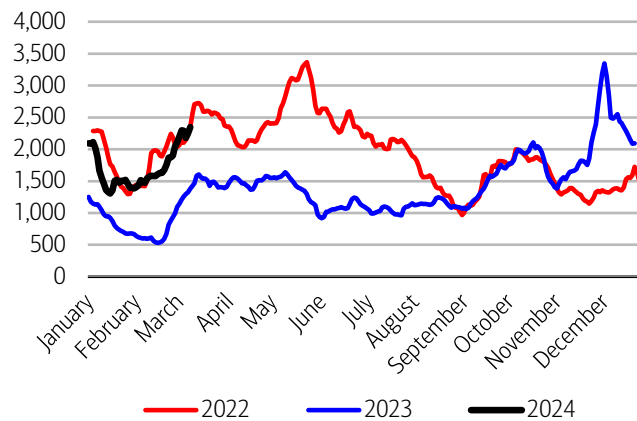
Tanker	1QTD Average	2024 YTD Avg.	Orderbook % of Fleet
VLCC	\$43,529	\$43,529	2%
% chg. Y-Y	-21%	1%	
Suezmax	\$55,314	\$55,314	5%
% chg. Y-Y	-22%	3%	
Aframax	\$58,054	\$58,054	11%
% chg. Y-Y	-25%	5%	

Source: Clarkson

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Exhibit 89: Baltic Dry Index

Baltic Dry Index is at 2,203 as of 03/08/2024

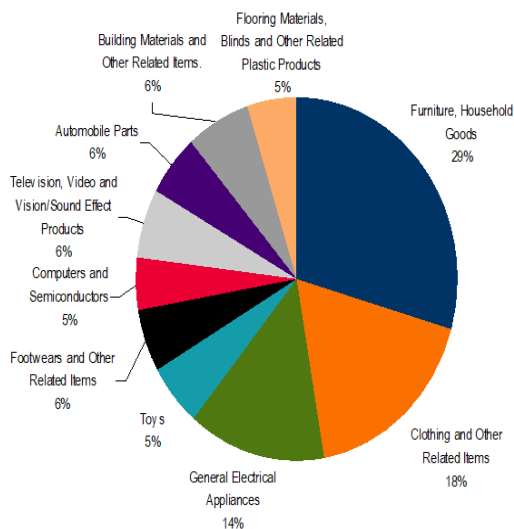


Source: Bloomberg

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Exhibit 91: Container Breakdown by Commodity

Furniture, Household & Goods represents almost 30%



Source: OOCL, BofA Global Research estimates

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Exhibit 88: Yearly and Quarterly Dry Bulk Rate Data

Dry Bulk Rates are up 1QTD and YTD

Dry Bulk	1QTD Average	2024 YTD Avg.	Orderbook % of Fleet
Capesize	\$21,347	\$21,347	5%
% chg. Y-Y	272%	72%	
Panamax	\$12,695	\$12,695	9%
% chg. Y-Y	27%	6%	
Supramax	\$15,829	\$15,829	8%
% chg. Y-Y	43%	27%	

Source: Clarkson

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Exhibit 90: Shipping Rates

Shipping Rates are down year-over-year

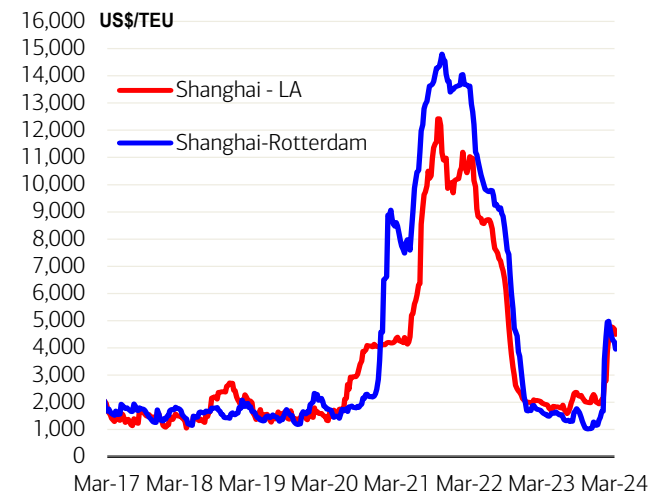
	Current Wk 03/08/24	Prior Wk 03/01/24	YOY Wk 03/10/23	Seq % Change	YOY % Change
Vessel Type					
VLCC	\$45,241	\$37,553	\$91,797	20.5%	-50.7%
Suezmax	\$48,104	\$46,793	\$70,379	2.8%	-31.7%
Aframax	\$44,029	\$37,441	\$81,183	17.6%	-45.8%
LNG TFDE	\$41,250	\$41,250	\$71,250	0.0%	-42.1%
Baltic Dry Index	2,345	2,203	1,424	6.4%	64.7%

Source: Bloomberg and Clarkson

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Exhibit 92: Container Rates – Shanghai Containerized Freight Index (SCFI)

Shanghai – LA and Shanghai – Rotterdam are up significantly year-over-year



Source: Chinese Shipping, and BofA Global Research

BofA GLOBAL RESEARCH

Exhibit 93: Railroads Comp Sheet

Data as of 03/13/2024

Company	Ticker	QRQ	Share Price	Shares Out. (mil.)	Mkt Cap (\$ bil.)	Net Debt (\$ bil.)	EV (\$ bil.)	EPS				Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA		
								BofA	BofA	BofA	Cons.	2023a	2024e	2025e	2023a	2024e	2025e	2023a	2024e	2025e
Canadian National	CNI	B-2-7	\$130.36	642	\$83.7	\$13.4	\$97.1	\$5.43	\$5.94	\$6.66	\$5.95	24.0x	21.9x	19.6x	\$6.27	\$6.76	\$7.35	15.5x	14.4x	13.2x
Canadian Pacific	CP	B-1-7	\$91.39	932	\$85.2	\$16.9	\$102.1	\$2.86	\$3.20	\$3.20	\$3.23	32.0x	28.6x	28.6x	\$5.03	\$5.50	\$6.21	20.3x	18.6x	16.4x
CSX Corporation	CSX	B-1-7	\$37.78	1,959	\$74.0	\$17.1	\$91.1	\$1.84	\$2.00	\$2.25	\$1.98	20.5x	18.9x	16.8x	\$7.13	\$7.43	\$7.89	12.8x	12.3x	11.5x
Norfolk Southern	NSC	RSTR	\$263.13	226	\$59.4	\$15.6	\$75.0				\$11.99				\$5.27			14.3x		
Union Pacific	UNP	B-1-7	\$249.25	610	\$152.0	\$31.5	\$183.5	\$10.29	\$11.15	\$12.85	\$11.13	24.2x	22.4x	19.4x	\$11.47	\$12.23	\$13.43	16.0x	15.0x	13.7x
												25.2x	22.9x	21.1x				15.8x	15.1x	13.7x
Company		2024Q1EPS est.		EPS Growth			YoY		Revenue Growth		2023Q4 Op. Ratio	Net Debt/EBITDA	ROIC	Total Return (w/reinvested dividends)					Dividend	
		BofA	Cons.	Street	1yr	3yr	5yr	1Q2024	1yr	5yr			1yr	1 week	YTD	1yr	3yr	5yr	Annual	Yield
Canadian National		\$1.20	\$1.29	-7%	-3%	20%	19%	-2%	-2%	4%	59%	2.2x	10.4%	3%	4%	14%	6%	10%	\$3.37	1.9%
Canadian Pacific		\$0.69	\$0.71	-2%	-2%	6%	15%	-5%	4%	17%	58%	3.6x	5.6%	4%	16%	25%	8%	18%	\$0.76	0.6%
CSX Corporation		\$0.46	\$0.45	2%	-1%	110%	44%	-1%	-1%	4%	64%	2.5x	10.8%	-1%	9%	32%	8%	10%	\$0.48	1.3%
Norfolk Southern			\$2.61		-43%	9%	0%	-5%	-5%	2%	69%	3.9x	8.4%	3%	12%	30%	2%	10%	\$5.40	2.1%
Union Pacific		\$2.45	\$2.52	-3%	-7%	11%	6%	-3%	-3%	2%	61%	2.9x	11.4%	-1%	2%	31%	8%	11%	\$5.20	2.1%
											62%	3.0x	9.3%	2%	9%	26%	6%	12%		

Source: BofA Global Research estimates, Company reports, Bloomberg (for stocks not covered by BofA Global Research)

BofA GLOBAL RESEARCH

Exhibit 94: Intermodal/Container Lessors Comp Sheet

Data as of 03/13/2024

Company	Ticker	QRQ	Share Price	Shares Out. (mil.)	Mkt Cap (\$ bil.)	Net Debt (\$ bil.)	EV (\$ bil.)	EPS				Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA		
								BofA	BofA	BofA	Cons.	2023a	2024e	2025e	2023a	2024e	2025e	2023a	2024e	2025e
J.B. Hunt Transp.	JBHT	B-1-7	\$201.47	103	\$20.8	\$1.5	\$22.3	\$7.20	\$8.15	\$10.35	\$7.77	28.0x	24.7x	19.5x	\$1.78	\$1.99	\$2.30	12.5x	11.2x	9.7x
Textainer Group	TGH	n/a	\$49.99	41	\$2.1	\$4.7	\$6.8	n/a	n/a	n/a	\$4.91	13.0x	10.2x	9.0x	\$0.65	\$0.67	\$0.70	10.4x	10.2x	9.8x
Hub Group Inc	HUBG	n/a	\$42.28	62	\$2.7	\$0.4	\$3.0	n/a	n/a	n/a	\$2.21	16.1x	19.1x	13.6x	\$0.40	\$0.36	\$0.42	7.6x	8.4x	7.2x
												19.0x	18.0x	14.0x				10.2x	9.9x	8.9x
Company		2024Q1EPS est.		EPS Growth			YoY		Revenue Growth		2023Q4 Op. Ratio	Net Debt/EBITDA	ROIC	Total Return (w/reinvested dividends)					Dividend	
		BofA	Cons.	Street	1yr	3yr	5yr	1Q2024	1yr	5yr			1yr	1 week	YTD	1yr	3yr	5yr	Annual	Yield
J.B. Hunt Transp.		\$1.59	\$1.61	-1%	-22%	18%	19%	-13%	-13%	8%	92%	1.1x	12.9%	1%	1%	17%	8%	15%	\$1.72	0.9%
Textainer Group		n/a	\$1.12		-25%	95%	48%	-11%	-5%	4%	59%	7.2x	5.0%	0%	2%	63%	27%	37%	\$1.20	2.4%
Hub Group Inc		n/a	\$0.41		-49%	63%	30%	-21%	-21%	1%	97%	1.0x	7.4%	0%	-8%	-1%	8%	14%	\$0.50	1.2%
											83%	3.1x	8.4%	0%	-1%	26%	14%	22%		

Source: BofA Global Research estimates, Company reports, Bloomberg (for stocks not covered by BofA Global Research)

BofA GLOBAL RESEARCH

Exhibit 95: Less-than-Truckload (LTL) Comp Sheet

Data as of 03/13/2024

Company	Ticker	QRQ	Share Price	Shares Out. (mil.)	Mkt Cap (\$ bil.)	Net Debt (\$ bil.)	EV (\$ bil.)	EPS				Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA		
								BofA	BofA	BofA	Cons.	2023a	2024e	2025e	2023a	2024e	2025e	2023a	2024e	2025e
Arcbest Corp	ARCB	C-3-7	\$134.03	24	\$3.2	\$0.0	\$3.1	\$7.88	\$10.40	\$13.05	\$10.21	17.0x	12.9x	10.3x	\$0.37	\$0.46	\$0.54	8.4x	6.8x	5.8x
Old Dominion	ODFL	B-2-7	\$433.82	109	\$47.2	(\$0.4)	\$46.9	\$11.26	\$12.55	\$14.65	\$12.92	38.5x	34.6x	29.6x	\$1.97	\$2.15	\$2.43	23.8x	21.8x	19.3x
Saia Inc	SAIA	B-1-9	\$592.81	27	\$15.8	(\$0.2)	\$15.6	\$13.27	\$16.50	\$20.00	\$16.30	44.7x	35.9x	29.6x	\$0.64	\$0.80	\$0.95	24.4x	19.6x	16.4x
TFI Int'l	TFII	B-2-7	\$150.57	84	\$12.7	\$1.9	\$14.6	\$1.71	\$2.20	\$2.20	\$7.50	88.1x	68.4x	68.4x	\$0.91	\$1.09	\$1.24	16.0x	13.4x	11.7x
XPO, Inc.	XPO	C-1-9	\$122.75	116	\$14.3	\$3.7	\$18.0	\$2.93	\$3.70	\$5.10	\$3.48	41.9x	33.2x	24.1x	\$0.66	\$0.87	\$1.07	27.1x	20.6x	16.7x
												46.0x	37.0x	32.4x				20.0x	16.4x	14.0x
Company		2024Q1EPS est.		EPS Growth			YoY		Revenue Growth		2023Q4 Op. Ratio	Net Debt/EBITDA	ROIC	Total Return (w/reinvested dividends)					Dividend	
		BofA	Cons.	Street	1yr	3yr	5yr	1Q2024	1yr	5yr			1yr	1 week	YTD	1yr	3yr	5yr	Annual	Yield
Arcbest Corp		\$1.83	\$1.62	13%	-39%	70%	n/a	-17%	-15%	9%	93%	0.3x	10.5%	-3%	12%	44%	22%	32%	\$0.48	0.4%
Old Dominion		\$2.68	\$2.71	-1%	-9%	29%	20%	-6%	-6%	8%	72%	-0.1x	28.7%	0%	7%	32%	23%	35%	\$2.08	0.5%
Saia Inc		\$3.45	\$3.42	1%	-1%	40%	35%	3%	3%	13%	85%	-0.2x	18.3%	-2%	35%	119%	39%	56%	--	--
TFI Int'l		\$1.57	\$1.47	7%	-17%	47%	130%	-15%	-15%	20%	90%	1.7x	12.8%	0%	11%	29%	28%	--	\$1.60	1.1%
XPO, Inc.		\$0.67	\$0.67	0%	-7%	89%	n/a	0%	0%	-10%	92%	4.3x	9.6%	-2%	40%	277%	42%	48%	--	--
											86%	1.2x	16.0%	-1%	21%	100%	31%	43%		

Source: BofA Global Research estimates, Company reports, Bloomberg (for stocks not covered by BofA Research)

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Exhibit 96: Airfreight Comp Sheet

Data as of 03/13/2024

			Share	Share	Mkt Cap	Net Debt	EV	EPS				Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA				
		QRQ		Out.				BofA	BofA	BofA	Cons.											
Company	Ticker		Price	(mil.)	(\$ bil.)	(\$ bil.)	(\$ bil.)	2023a	2024e	2025e	2024e	2023a	2024e	2025e	2023a	2024e	2025e	2023a	2024e	2025e		
Fedex Corp	FDX	B-1-7	\$255.22	250	\$63.8	\$13.8	\$77.6	\$17.70	\$20.85	\$23.90	\$17.57	14.4x	12.2x	10.7x	\$10.50	\$11.60	\$12.65	7.4x	6.7x	6.1x		
United Parcel-B	UPS	B-2-7	\$154.76	727	\$132.0	\$19.1	\$151.0	\$8.78	\$8.40	\$9.95	\$8.28	17.6x	18.4x	15.6x	\$13.01	\$12.88	\$14.66	11.6x	11.7x	10.3x		
												16.0x	15.3x	13.1x				9.5x	9.2x	8.2x		
			2024Q1EPS est.							2023Q4 Op.	Net Debt/EBITDA			Total Return (w/reinvested dividends)					Dividend			
Company			BofA	Cons.	Δ to Street	EPS Growth 1yr	3yr	5yr	YoY 1Q2024	Revenue Growth 1yr	5yr	Ratio	1yr	5yr	1 week	YTD	1yr	3yr	5yr	Annual	Yield	
Fedex Corp			\$3.13	\$3.53	-11%	-7%	94%	11%	-4%	-7%	5%	94%	3.3x		3%	1%	32%	0%	9%	\$5.04	2.0%	
UPS			\$1.61	\$1.57	2%	-35%	267%	n/a	-9%	-9%	5%	89%	1.5x		1%	0%	-11%	1%	10%	\$6.52	4.2%	
												91%	2.4x	10.0%	2%	0%	10%	0%	10%			

Source: BofA Global Research estimates, Company reports, Bloomberg.

Note: FedEx fiscal calendar ends May 31. Fiscal year 2024 goes from June 1, 2023 - to - May 31, 2024. Quarter estimates correspond to 3Q24, and year metrics correspond to fiscal years 2023, 2024, and 2025.

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Exhibit 97: Truckload Carriers Comp Sheet

Data as of 03/13/2024

		QRQ	Share	Shares	Mkt Cap	Net Debt	EV	EPS				Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA			
				Out.				BofA	BofA	BofA	Cons.										
Company	Ticker	Price		(mil.)	(\$ bil.)	(\$ bil.)	(\$ bil.)	2023a	2024e	2025e	2024e	2023a	2024e	2025e	2023a	2024e	2025e	2023a	2024e	2025e	
Knight Transportation	KNX	B-1-7	\$56.13	161	\$9.1	\$2.8	\$11.9	\$1.72	\$2.50	\$4.25	\$2.50	32.6x	22.5x	13.2x	\$1.10	\$1.39	\$1.77	10.8x	8.6x	6.7x	
Schneider National	SNDR	B-2-7	\$23.04	93	\$4.1	\$0.3	\$4.3	\$1.36	\$1.10	\$1.60	\$1.14	16.9x	20.9x	14.4x	\$0.68	\$0.67	\$0.79	6.3x	6.4x	5.4x	
Werner Enterprises	WERN	B-3-7	\$38.93	63	\$2.5	\$0.6	\$3.1	\$1.93	\$2.05	\$2.65	\$2.01	20.2x	19.0x	14.7x	\$0.48	\$0.50	\$0.55	6.4x	6.1x	5.5x	
Covenant Transport	CVLG	n/a	\$45.28	11	\$0.6	\$0.2	\$0.8	n/a	n/a	n/a	\$4.24	14.9x	10.7x	8.9x	\$0.12	\$0.14	\$0.15	6.8x	5.9x	5.6x	
Heartland Express	HTLD	n/a	\$12.13	79	\$1.0	\$0.3	\$1.2	n/a	n/a	n/a	\$0.09	--	130.4x	18.0x	\$0.23	\$0.21	\$0.28	5.5x	5.9x	4.5x	
Marten Transport	MRTN	n/a	\$18.99	81	\$1.5	(\$0.1)	\$1.5	n/a	n/a	n/a	\$0.87	26.1x	21.8x	17.9x	\$0.21	\$0.21	\$0.22	7.1x	7.3x	6.7x	
Pam Transport	PTSI	n/a	\$16.25	22	\$0.4	\$0.1	\$0.5	n/a	n/a	n/a	--	20.5x	--	--	\$0.11	--	--	4.2x	--	--	
Universal Logistics	ULH	n/a	\$35.43	26	\$0.9	\$0.4	\$1.3	n/a	n/a	n/a	\$3.65	10.0x	9.7x	6.9x	\$0.22	\$0.25	\$0.30	5.9x	--	--	
												20.2x	33.6x	13.4x				6.6x	6.7x	5.8x	
2024Q1EPS										2023Q4		ROIC		Total Return (w/reinvested dividends)					Dividend		
Company		est.	Δ to Street	EPS Growth			YoY		Op. Ratio	Net Debt/ EBITDA	1yr	1 week	YTD	1yr	3yr	5yr	Annual	Yield			
Knight Transportation		\$0.39	\$0.39	1%	-66%	7%	--	-4%	-4%	8%	98%	2.6x	3.4%	2%	-2%	6%	8%	11%	\$0.64	1.1%	
Schneider National		\$0.19	\$0.16	17%	-50%	19%	-3%	-17%	-17%	2%	98%	0.3x	6.8%	2%	-9%	-13%	-2%	4%	\$0.38	1.6%	
Werner Enterprises		\$0.26	\$0.33	-20%	-52%	1%	-6%	0%	0%	5%	95%	1.3x	5.3%	3%	-8%	-11%	-5%	6%	\$0.56	1.4%	
Covenant Transport		n/a	\$0.78	-44%	--	--	--	-9%	-9%	1%	95%	0.0x	15.6%	-2%	-1%	33%	30%	15%	\$0.44	1.0%	
Heartland Express		n/a	(\$0.09)	--	-2%	-16%	25%	25%	24%	96%	1.2x	2.2%	0%	-15%	-23%	-14%	-9%		\$0.08	0.7%	
Marten Transport		n/a	\$0.16	-40%	6%	0%	-10%	-10%	7%	94%	-0.3x	7.8%	3%	-9%	-7%	6%	12%		\$0.24	1.3%	
Pam Transport		n/a	\$0.10	-74%	92%	37%	-14%	-14%	8%	100%	1.2x	3.1%	-3%	-22%	-42%	1%	5%		--	--	
Universal Logistics		n/a	n/a	-45%	47%	33%	-18%	-18%	1%	91%	1.3x	11.2%	3%	27%	33%	12%	13%		\$0.42	1.2%	
												96%	1.0x	6.9%	1%	-5%	-3%	4%	7%		

Source: BofA Global Research estimates, Company reports, Bloomberg (for stocks not covered by BofA Global Research).

BofA GLOBAL RESEARCH

Exhibit 98: Freight Forwarding Comp Sheet

Data as of 03/13/2024

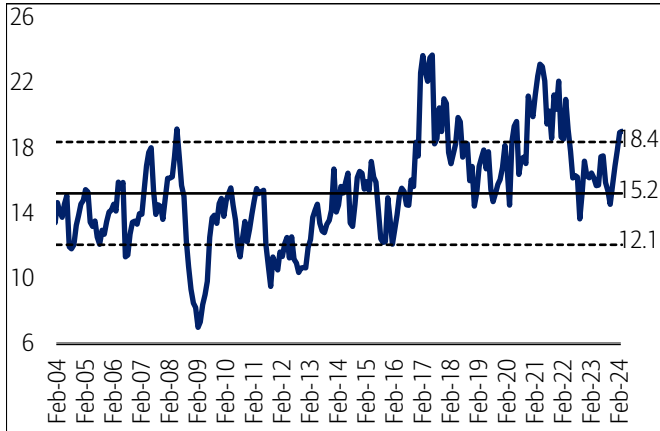
		QRQ	Share	Shares Out.	Mkt Cap	Net Debt	EV	EPS				Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA					
Company	Ticker	Price		(mil.)	(\$ bil.)	(\$ bil.)	(\$ bil.)	2023a	2024e	2025e	2024e	2023a	2024e	2025e	2023a	2024e	2025e	2023a	2024e	2025e			
CH Robinson	CHRW	B-3-7	\$75.31	117	\$8.8	\$1.4	\$10.2	\$3.22	\$2.80	\$3.75	\$3.29	23.4x	26.9x	20.1x	\$0.65	\$0.6	\$0.74	15.7x	17.3x	13.9x			
RXO Inc	RXO	C-2-9	\$20.70	117	\$2.4	\$0.4	\$2.8	\$0.30	\$0.10	\$0.60	\$0.22	69.0x	207.0x	34.5x	\$0.14	\$0.1	\$0.19	20.6x	24.8x	14.3x			
World Kinect	WKC	B-3-7	\$24.90	60	\$1.5	\$0.6	\$2.1	\$1.95	\$2.35	\$2.70	\$2.22	12.8x	10.6x	9.2x	\$0.39	\$0.4	\$0.44	5.3x	5.0x	4.7x			
Landstar System	LSTR	n/a	\$186.25	36	\$6.7	(\$0.4)	\$6.2	n/a	n/a	n/a	\$6.65	25.3x	28.0x	22.6x	\$0.40	\$0.4	\$0.43	15.4x	17.2x	14.4x			
Expeditors Intl	EXPD	n/a	\$121.41	144	\$17.5	(\$1.0)	\$16.5	n/a	n/a	n/a	\$4.73	24.2x	25.7x	23.6x	\$1.03	\$0.9	\$0.99	16.0x	17.9x	16.7x			
Forward Air Corp	FWRD	n/a	\$29.50	26	\$0.8	\$1.8	\$2.6	n/a	n/a	n/a	\$2.98	7.5x	9.9x	10.3x	\$0.22	\$0.3	\$0.33	11.9x	9.3x	7.9x			
												27.0x	51.3x	20.0x				14.2x	15.2x	12.0x			
		2024Q1EPS est.			EPS Growth			Revenue Growth			2023Q4 Op. Ratio		Net Debt/EBITDA		ROIC		Total Return (w/reinvested dividends)					Dividend	
Company		BofA	Cons.	Δ to Street	1yr	3yr	5yr	1Q2024	1yr	5yr				1yr	1 week	YTD	1yr	3yr	5yr	Annual	Yield		
CH Robinson		\$0.55	\$0.66	-16%	-61%	8%	-11%	-29%	-29%	3%	98%	2.5x		12.8%	5%	-12%	-23%	-5%	-1%	\$2.44	3.2%		
RXO Inc		(\$0.04)	(\$0.04)	5%	--	--	--	-18%	--	--	98%	--		5.4%	0%	-11%	5%	--	--	--	--		
World Kinect		\$0.58	\$0.49	19%	-34%	-10%	--	-19%	-19%	16%	99%	2.6x		6.3%	4%	9%	4%	-10%	-2%	\$0.68	2.7%		
Landstar System		n/a	\$1.30	-38%	27%	7%	-29%	-29%	5%	94%	-1.0x		22.9%	2%	-3%	8%	6%	13%		\$1.32	0.7%		
Expeditors Intl		n/a	\$1.07	-39%	21%	16%	-46%	-46%	10%	91%	-1.0x		21.3%	0%	-5%	14%	8%	11%		\$1.38	1.1%		
Forward Air Corp		n/a	\$0.65	-53%	145%	--	-31%	-20%	1%	99%	7.1x		3.5%	-4%	-53%	-72%	-31%	-13%		--	--		
												97%	2.0x		12.0%	1%	-12%	-11%	-6%	2%			

Source: BofA Global Research estimates, Company reports, Bloomberg (for stocks not covered by BofA Research)

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Exhibit 99: CSX forward P/E

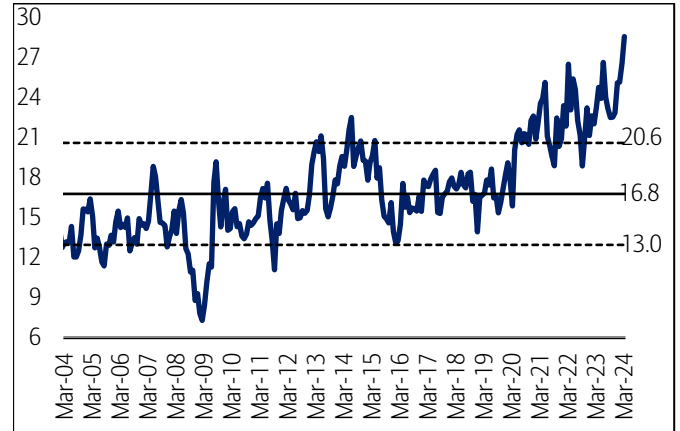
CSX Forward P/E is 18.9x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Exhibit 100: CP forward P/E

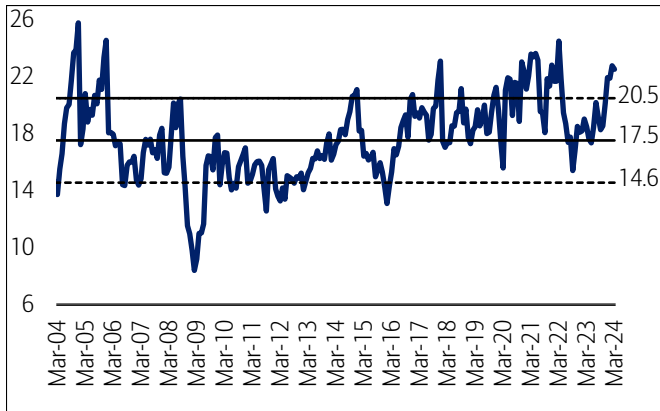
CP Forward P/E is 28.6x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Exhibit 101: UNP forward P/E

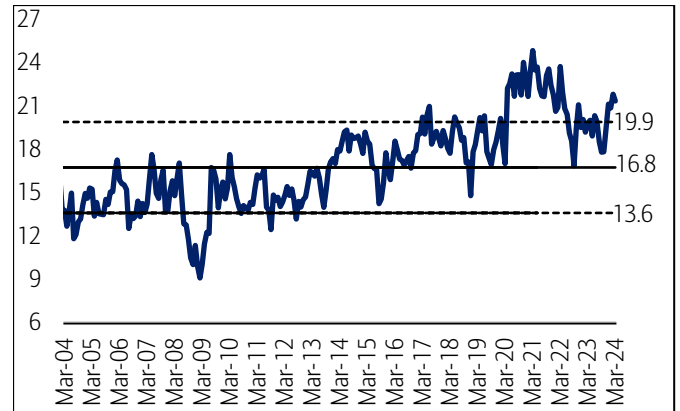
UNP Forward P/E is 22.4x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Exhibit 102: CNI forward P/E

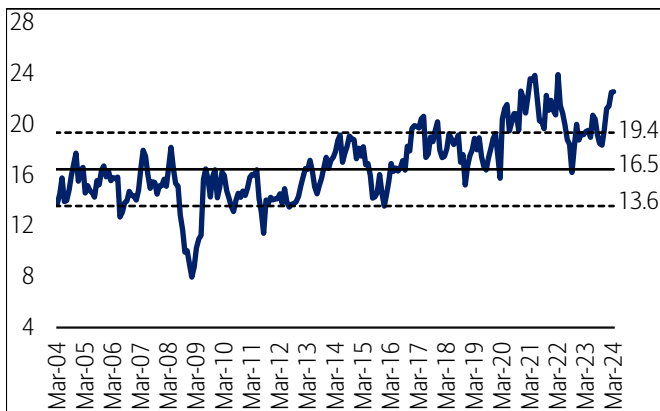
CNI Forward P/E is 21.9x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Exhibit 103: Rails Average forward P/E

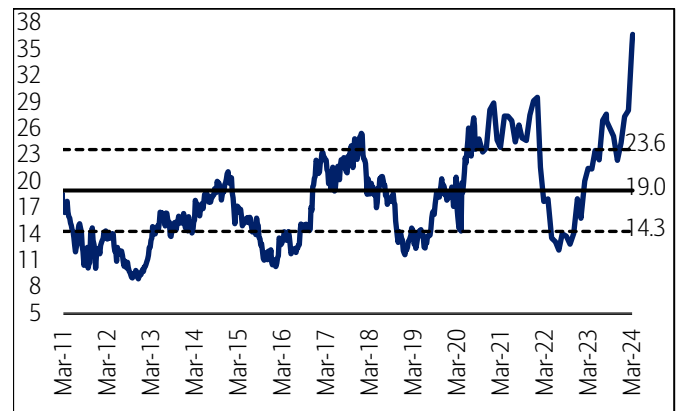
Rails Average Forward P/E is 22.9x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Exhibit 104: SAIA forward P/E

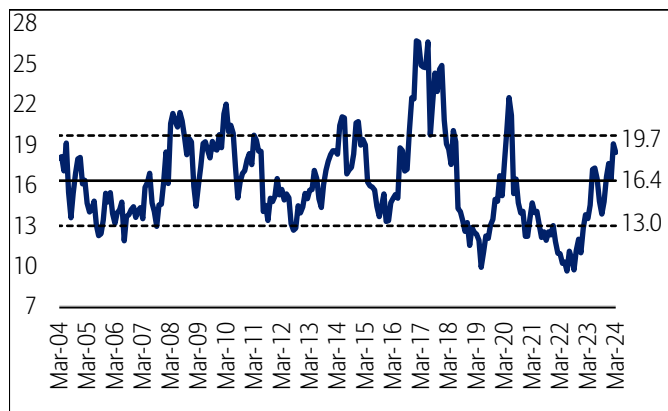
SAIA Forward P/E is 35.9x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Exhibit 105: WERN forward P/E

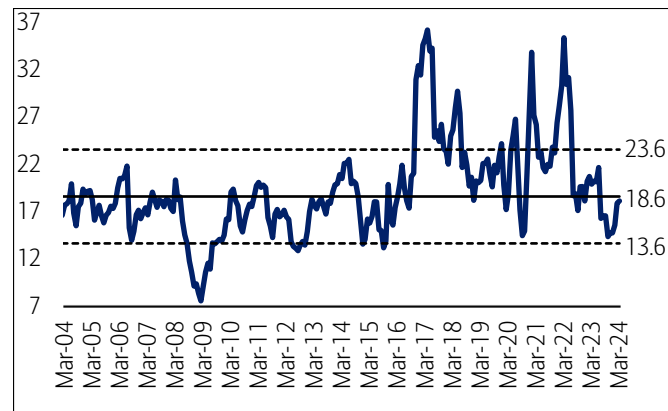
WERN Forward P/E is 19.0x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Exhibit 106: KEX forward P/E

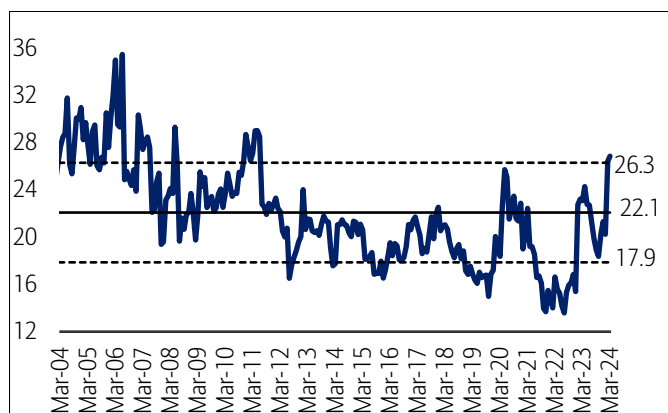
KEX Forward P/E is 18.0x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Exhibit 107: CHRW forward P/E

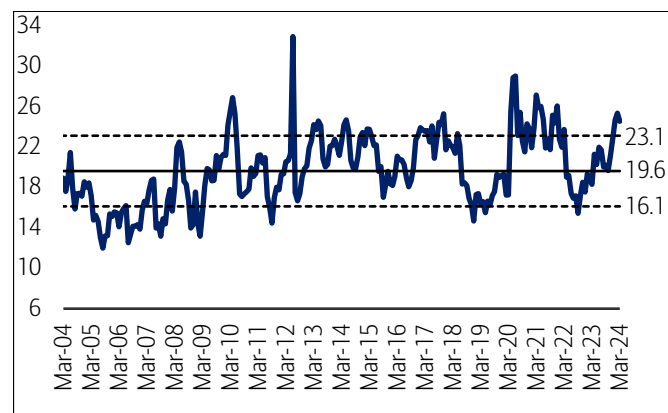
CHRW Forward P/E is 26.9x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Exhibit 108: JBHT forward P/E

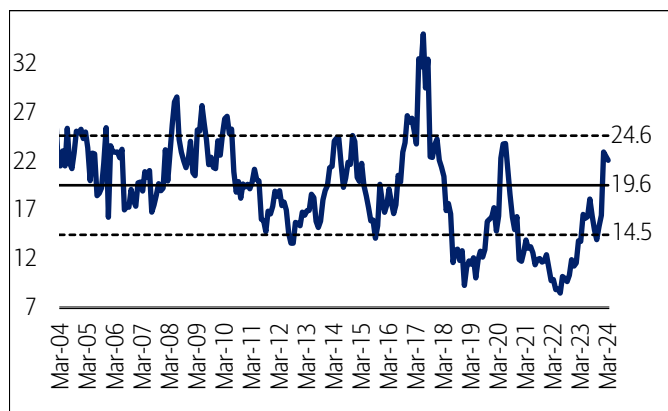
JBHT Forward P/E is 24.7x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Exhibit 109: KNX forward P/E

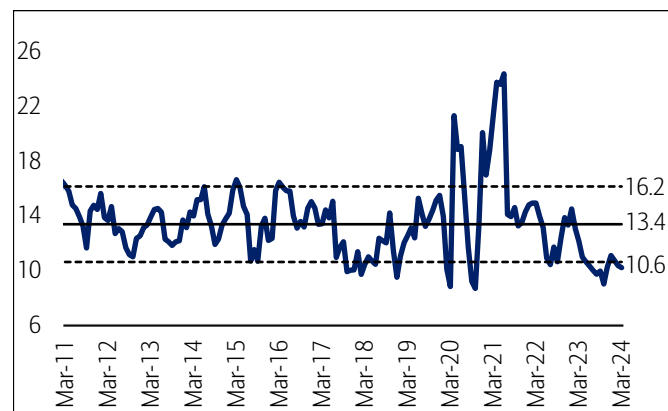
KNX Forward P/E is 22.5x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 110: WKC forward P/E

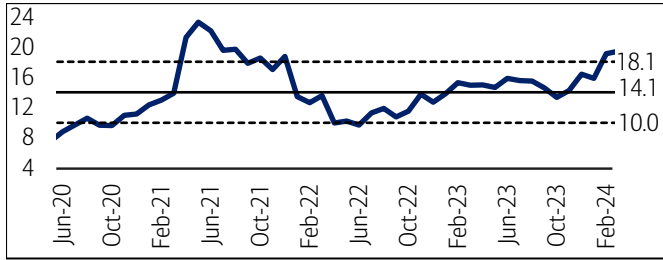
WKC Forward P/E is 10.6x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Exhibit 111: TFII forward P/E

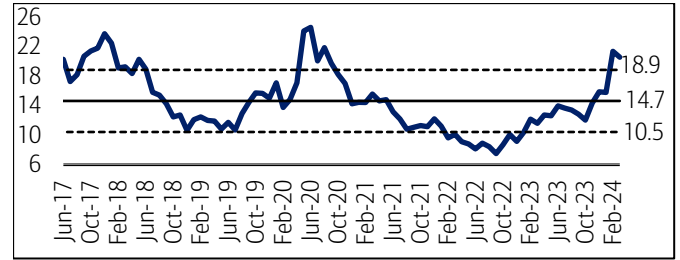
TFII Forward P/E is 19.6x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 112: SNDR forward P/E

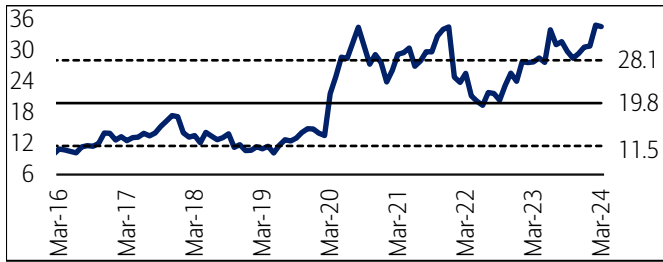
SNDR Forward P/E is 20.9x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 113: ODFL forward P/E

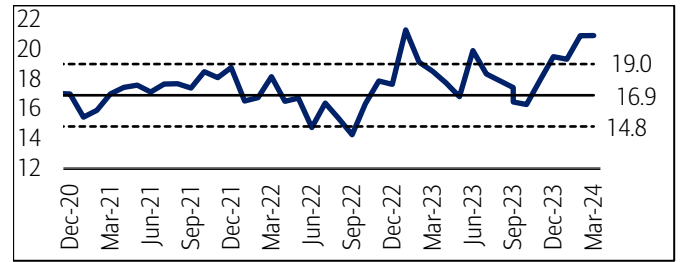
ODFL Forward P/E is 34.6x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Exhibit 114: WAB forward P/E

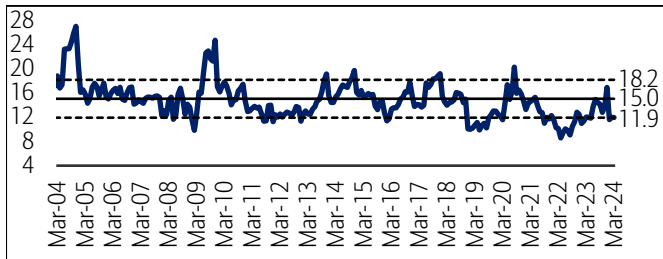
WAB Forward P/E is 21.1x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 115: FDX forward P/E

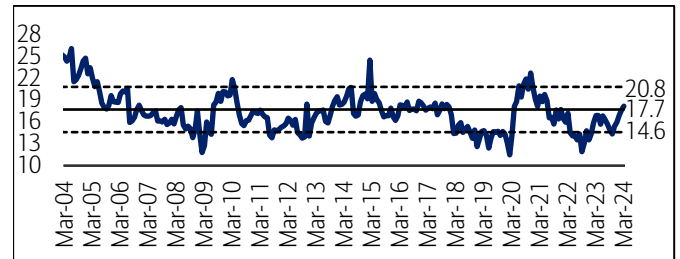
FDX Forward P/E is 12.2x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Exhibit 116: UPS forward P/E

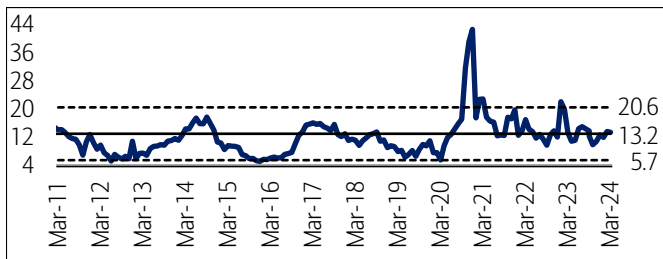
UPS Forward P/E is 18.4x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Exhibit 117: GBX forward P/E

GBX Forward P/E is 13.2x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
BofA GLOBAL RESEARCH

Price objective basis & risk

Canadian National (CNI; B-2-7; \$130.36)

Our US\$131 price objective is based on a 22x multiple on our 2024 US\$ EPS estimate, above the midpoint its 5-year 18x-23x one standard deviation trading range (above the top of its 13.5x-20x 20-year historical trading range), a premium to peer average given its service yet near market value of shares.

Downside risks to our price objective and estimates are slower-than-expected economic growth, higher-than-historical-average costs (including fuel) and those costs outpacing surcharges, potential disruptions from a highly unionized (79%) labor force, volume or pricing softness, regulatory changes, a surge in the Canadian dollar relative to the U.S. dollar, and external factors (such as weather) impacting operations. Disruptive rail re-regulation that limits the company's ability to earn proper returns on its investments would also be a downside risk. Additionally, CP continues to improve ops which could cause an increase in price competition.

Upside risk to our price objective would be stronger than expected acceleration in carload volumes, a larger than expected Canadian grain harvest season, an uptick in macro demand, and greater than anticipated cost reductions through CN's service gains.

Wabtec Corp. (WAB; B-1-7; \$142.31)

Our \$156 PO is based on an 23.5x target P/E multiple on our 2024e EPS, above its 9-year historical 15x-21x range on forward earnings (which was normalized, and historically on cash EPS, though before its Feb 2019 GE-T acquisition would have been fairly similar) as we assign a premium to its target multiple given increased confidence on its actualization of backlog and International sale growth.

Downside risks to our PO are a quicker decline in rail volumes/economic activity, delayed replacement capex from the railroads, shrinking government budgets for Transit projects or increasing austerity measures, increased warranty claims on its equipment, and improved parts that delays replacement of equipment.

Upside risks to our PO are larger than expected synergy gains from its GE-T merger, a rapid rebound in rail carloadings, and accelerated rail capex spend on technology and upgrade investments from positive train control. Additionally, increased government expenditures for eco-friendly rail projects could provide upside potential.

Analyst Certification

I, Ken Hoexter, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

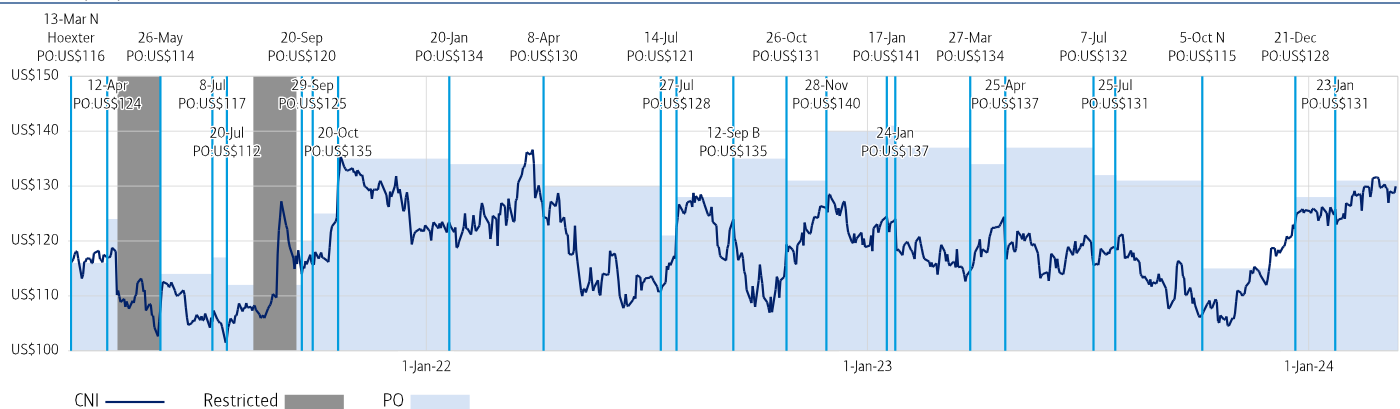
US - Transportation Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	Canadian Pacific Kansas City Ltd	CP	CP US	Ken Hoexter
	CSX Corporation	CSX	CSX US	Ken Hoexter
	FedEx Corp.	FDX	FDX US	Ken Hoexter
	J.B. Hunt Transport Services	JBHT	JBHT US	Ken Hoexter
	Kirby Corp	KEX	KEX US	Ken Hoexter
	Knight-Swift Transportation Holdings Inc	KNX	KNX US	Ken Hoexter
	Saia Inc.	SAIA	SAIA US	Ken Hoexter
	Teekay Tankers Limited	TNK	TNK US	Ken Hoexter
	Union Pacific	UNP	UNP US	Ken Hoexter
	Wabtec Corp.	WAB	WAB US	Ken Hoexter
	XPO, Inc.	XPO	XPO US	Ken Hoexter
NEUTRAL				
	Canadian National	CNI	CNI US	Ken Hoexter
	Old Dominion Freight Line	ODFL	ODFL US	Ken Hoexter
	RXO, Inc.	RXO	RXO US	Ken Hoexter
	Schneider National	SNDR	SNDR US	Ken Hoexter
	Scorpio Tankers Inc.	STNG	STNG US	Ken Hoexter
	TFI International	TFII	TFII US	Ken Hoexter
	TFI International	YTFII	TFII CN	Ken Hoexter
	UPS	UPS	UPS US	Ken Hoexter
UNDERPERFORM				
	ArcBest Corporation	ARCB	ARCB US	Ken Hoexter
	C.H. Robinson	CHRW	CHRW US	Ken Hoexter
	The Greenbrier Companies	GBX	GBX US	Ken Hoexter
	Werner Enterprises	WERN	WERN US	Ken Hoexter
	World Kinect	WKC	WKC US	Ken Hoexter
RSTR				
	Norfolk Southern	NSC	NSC US	Ken Hoexter

Disclosures

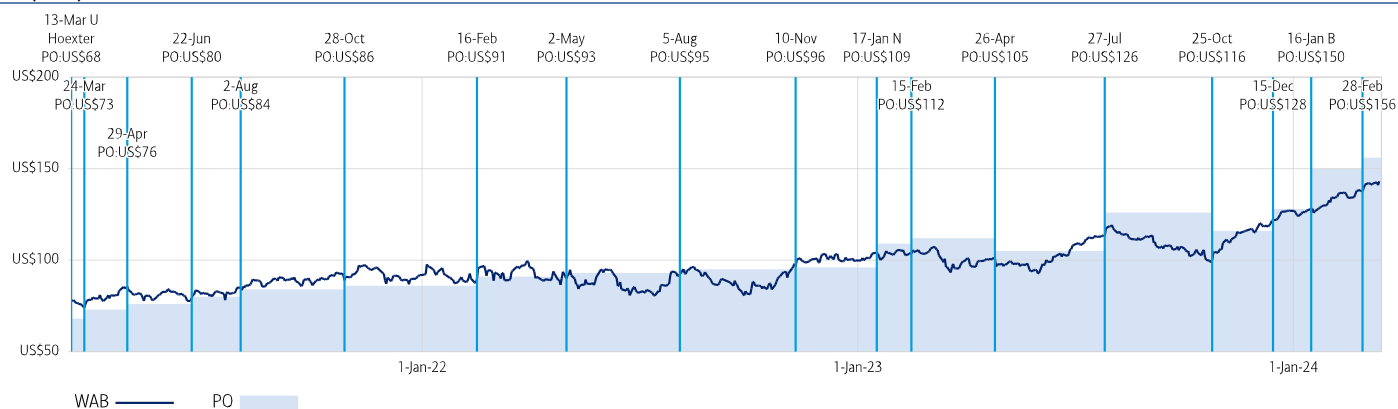
Important Disclosures

Canadian Natl (CNI) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

Wabtec (WAB) Price Chart

B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

Equity Investment Rating Distribution: Transport/Infrastructure Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	67	50.38%	Buy	44	65.67%
Hold	31	23.31%	Hold	13	41.94%
Sell	35	26.32%	Sell	17	48.57%

Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships ^{R1}	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

^{R1} Issuers that were investment banking clients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold, and a stock rated Underperform is included as a Sell.

FUNDAMENTAL EQUITY OPINION KEY: Opinions include a Volatility Risk Rating, an Investment Rating and an Income Rating. **VOLATILITY RISK RATINGS**, indicators of potential price fluctuation, are: A - Low, B - Medium and C - High. **INVESTMENT RATINGS** reflect the analyst's assessment of both a stock's absolute total return potential as well as its attractiveness for investment relative to other stocks within its Coverage Cluster (defined below). Our investment ratings are: 1 - Buy stocks are expected to have a total return of at least 10% and are the most attractive stocks in the coverage cluster; 2 - Neutral stocks are expected to remain flat or increase in value and are less attractive than Buy rated stocks and 3 - Underperform stocks are the least attractive stocks in a coverage cluster. An investment rating of 6 (No Rating) indicates that a stock is no longer trading on the basis of fundamentals. Analysts assign investment ratings considering, among other things, the 0-12 month total return expectation for a stock and the firm's guidelines for ratings dispersions (shown in the table below). The current price objective for a stock should be referenced to better understand the total return expectation at any given time. The price objective reflects the analyst's view of the potential price appreciation (depreciation).

Investment rating	Total return expectation (within 12-month period of date of initial rating)	Ratings dispersion guidelines for coverage cluster ^{R2}
Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

^{R2} Ratings dispersions may vary from time to time where BofA Global Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

INCOME RATINGS, indicators of potential cash dividends, are: 7 - same/higher (dividend considered to be secure), 8 - same/lower (dividend not considered to be secure) and 9 - pays no cash dividend. **Coverage Cluster** is comprised of stocks covered by a single analyst or two or more analysts sharing a common industry, sector, region or other classification(s). A stock's coverage cluster is included in the most recent BofA Global Research report referencing the stock.

Price Charts for the securities referenced in this research report are available on the [Price Charts website](#), or call 1-800-MERRILL to have them mailed.

BofAS or one of its affiliates acts as a market maker for the equity securities recommended in the report: Canadian Natl, Wabtec.

BofAS or an affiliate was a manager of a public offering of securities of this issuer within the last 12 months: Canadian Natl, Wabtec.

The issuer is or was, within the last 12 months, an investment banking client of BofAS and/or one or more of its affiliates: Canadian Natl, Wabtec.

BofAS or an affiliate has received compensation from the issuer for non-investment banking services or products within the past 12 months: Canadian Natl, Wabtec.

The issuer is or was, within the last 12 months, a non-securities business client of BofAS and/or one or more of its affiliates: Canadian Natl, Wabtec.

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BofAS or an affiliate expects to receive or intends to seek compensation for investment banking services from this issuer or an affiliate of the issuer within the next three months: Canadian Natl, Wabtec.

BofAS or one of its affiliates is willing to sell to, or buy from, clients the common equity of the issuer on a principal basis: Canadian Natl, Wabtec.

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Other Important Disclosures

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Prices are indicative and for information purposes only. Except as otherwise stated in the report, for any recommendation in relation to an equity security, the price referenced is the publicly traded price of the security as of close of business on the day prior to the date of the report or, if the report is published during intraday trading, the price referenced is indicative of the traded price as of the date and time of the report and in relation to a debt security (including equity preferred and CDS), prices are indicative as of the date and time of the report and are from various sources including BofA Securities trading desks.

The date and time of completion of the production of any recommendation in this report shall be the date and time of dissemination of this report as recorded in the report timestamp.

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