

Transport Tracker

Issue #1115, week ending Mar. 06, 2024;
Spot truck rate pull back; WKC Analyst Day

Industry Overview

Hoexter's Thought of the Week

Truck rates pull back; Wait for imports to hit mid-March

Truck freight demand, while up from 2023 lows, continues to face supply/demand challenges, keeping pricing under pressure. Dry-van spot rates ex-fuel, a leading indicator for truckload contract rates, fell to \$1.33/mile early this week from \$1.36/mile last week, down 11% from 2024's peak of \$1.49/mile and down 6% YTD. After an unseasonably tight January due to severe winter storms, which followed a normalized 2023 holiday peak, the momentum in rates moderated into the post-Chinese New Year demand lull. The Dry-van load to truck ratio fell to 1.0x compared from 3.0x in January as capacity availability returned to the market. Tender rejection rates have fallen to 3.7% last week, down from 5.0% at YTD peak, yet still up from 2023's trough of 2.5% (vs 14.0% in post-COVID tightness). The continued softness in demand appears to also be weighing on early bid season. Intermodal operator J.B. Hunt emphasized bid season has been very price-competitive in its Dedicated and Intermodal segments with 20% of its contract renewals completed. Truckload carrier Werner noted increased competitive dynamics in its One-Way (irregular route) bid process, and that its Dedicated fleet is seeing contract renewal pressures as well.

The conservative tone from truck/related carriers and a decline in February's ISM Manufacturing PMI to 47.8 (from 49.1 in January) suggests macro demand views remain under pressure. Our proprietary BofA Truck Shipper Survey Demand Indicator hit 54 in our last issue, and while up from 2023's trough of 42, only just matched the 54 average level during the 2012, 2015, and 2019 Freight Recessions. Nevertheless, we expect an improving truck supply-demand balance as capacity continues to exit (72+ weeks of net carrier deactivations since October 2022) and look for demand to seasonally improve, aided by the return of West Coast inbound port volumes and an early produce season.

World Kinect Analyst Day focus on 30% net op margin tgt

We are set to attend World Kinect's Investor Day in NYC next Wednesday March 13, its first Investor Day since its name change (from World Fuel Services) in June 2023. The company will expand on its target to achieve 30% net operating margins in the next few years. WKC expects to focus on adding margin accretive Value-Added Services, improve its customer mix in its Aviation segment, and shed legacy costs within its Corporate & Other category. We also look to hear more regarding non-core business lines within its Land segment, such as its multi-service fintech business, Cardlock fueling stations, and retail operations. Although the company may look to drive returns through acquiring ratable businesses given its strong M&A background, we believe management will sharpen its focus as it raises its focus on improving returns. Power, gas, and renewable solutions remain a relatively small, yet fast-growing part of its mix (90% of its Revenues are still related to its core Fuel Forwarding ops). Given its self-help focus and upside from its non-core ops, the company expects to show a path that it can return to above industry average growth over the long term.

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Key Data This Week:

- **Week 9 Rail Carloads: Up 2.1% Y-Y vs Week 8: +2.9% Y-Y**
(Fifth consecutive uptick)

- **Dry Van spot rates ex-fuel = \$1.32/mile vs \$1.36 last week**, down 6% from \$1.41 on Dec 31, 2023. Spot rates with fuel were \$1.82 vs. \$1.85 last week, and down 4% from \$1.91 on Dec. 31, 2023.

- **DAT Load to Truck Ratio – 1.13 for the week of Mar. 3, up 14% seq.** from 0.99 last week.

- **February ISM Manufacturing Index 47.8** vs January's 49.1

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

- **Truck Activity: January Loads - 6.9% Y-Y vs December's -3.3% Y-Y**

Exhibit 1: Airfreight & Surface Transportation

Rails, Trucks, Airfreight, Other Transports Summary Valuation Table

Rating	Company	Price 03/06/24	Mkt Cap. (\$ bil.)	P/E '24e EPS	1-Wk Perf	Price Perf YTD %
B-2-7	Canadian National Railway (CNI)	126.95	81.5	21.4x	-2%	1%
B-1-7	Canadian Pacific Kansas City (CP)	87.62	81.7	27.4x	3%	11%
B-1-7	CSX Corp. (CSX)	38.09	74.6	19.0x	1%	10%
RSTR	Norfolk Southern Corp. (NSC)	254.39	57.5	--	0%	8%
B-1-7	Union Pacific Corp. (UNP)	251.00	153.1	22.5x	-1%	2%
NR	Grupo México Trans (GMXT*MM)(3)	MXN 37.50	9.6	--	-2%	-2%
Rail Avg (ex GMXT for P/E)						
				22.6x	0%	6%
Intermodal / Container Lessors:						
B-1-7	J.B. Hunt Transport Svcs (JBHT)	199.82	20.6	24.5x	-3%	0%
NR	Hub Group (HUBG)	42.59	2.7	19.2x	-2%	-7%
NR	Textainer (TGH)	49.91	2.1	--	0%	1%
Intermodal Average						
				21.9x	-2%	-2%
Less-than-Truckload (LTL) Carriers:						
C-3-7	ArcBest Corp. (ARCB)	137.99	3.2	12.7x	-1%	15%
B-2-7	Old Dominion Freight Line (ODFL)	435.46	47.4	34.7x	1%	7%
B-1-9	Saia Inc. (SAIA)	605.92	16.1	36.7x	8%	38%
B-2-7	TFI International (TFII)	150.52	12.7	19.5x	4%	11%
C-1-9	XPO, Inc. (XPO)	125.31	14.6	33.9x	6%	43%
LTL Average						
				25.9x	3%	23%
Truckload (TL) Carriers:						
B-1-7	Knight-Swift Transportation (KNX)	55.27	8.9	22.1x	-1%	-4%
B-2-7	Schneider National (SNDR)	22.68	4.0	20.6x	-3%	-11%
B-3-7	Werner Enterprises (WERN)	37.88	2.4	18.5x	-4%	-11%
NR	Covenant Logistics (CVLG)	46.16	0.6	10.8x	-6%	0%
NR	Heartland Express (HTLD)	12.14	1.0	238.0x	-6%	-15%
NR	Marten Transport (MRTN)	18.39	1.5	21.4x	-2%	-12%
NR	P.A.M. Transport (PTSI)	16.73	0.4	15.2x	-8%	-19%
NR	Universal Logistics Holdings (ULH)	34.40	0.9	--	3%	23%
TL Average						
				49.5x	-3%	-6%
Autonomous trucks						
NR	Aurora Innovation (AUR)	2.29	3.5	--	-12%	-48%
Autonomous trucks Average						
				--	-12%	-48%
Airfreight Companies:						
B-1-7	FedEx Corp. (FDX)	248.40	62.1	14.0x	2%	-2%
B-2-7	UPS (UPS)	152.55	130.1	18.2x	3%	-3%
NR	Deutsche Post (DHL GY) (2)	€ 39.07	52.8	--	-10%	-13%
Airfreight Average						
				16.1x	-2%	-6%
Freight Forwarders / Logistics:						
B-3-7	C.H. Robinson Worldwide (CHRW)	71.96	8.4	25.7x	-3%	-17%
C-2-9	RXO (RXO)	20.73	2.4	92.5x	1%	-11%
NR	Landstar System (LSTR)	183.26	6.5	27.6x	-4%	-5%
NR	Expeditors International (EXPD)	121.01	17.4	25.5x	2%	-5%
B-2-8	Kuehne + Nagel Int'l (KHNGF) (2)	CHF 248.30	33.7	26.7x	-16%	-14%
B-1-7	DSV Panalpina A/S (DSV DC) (2)	DKK 1,068.0	34.7	2.7x	-2%	-10%
NR	Forward Air Corp. (FWRD)	30.75	0.8	8.0x	-21%	-51%
NR	Ryder System, Inc. (R)	113.83	5.0	9.7x	1%	-1%
NR	Air Transport Services Group (ATSG)	13.24	0.9	15.3x	9%	-25%
NR	Fortress Transportation (FTAI)	58.26	5.8	25.8x	4%	26%
B-3-7	World Kinect (WKCC)	24.02	1.4	15.3x	-3%	5%
Freight Forwarder Avg.						
				25.0x	-3%	-10%
Rail Equipment:						
C-3-7	The Greenbrier Companies (GBX)	50.95	1.6	13.6x	3%	15%
NR	Freightcar America Inc. (RAIL)	3.02	0.1	60.4x	0%	12%
NR	GATX Corporation (GATX)	130.84	4.6	17.3x	5%	9%
NR	Koppers Holdings Inc. (KOP)	53.19	1.1	11.5x	-7%	4%
NR	Trinity Industries Inc. (TRN)	25.50	2.1	18.0x	5%	-4%
B-1-7	Wabtec Corp. (WAB)	141.38	25.0	20.9x	1%	11%
Rail Equipment Avg.(ex-RAIL)						
				16.3x	1%	7%
Transport Mkt Cap /Transport Avg						
			997.1	--	-1%	-1%
S&P 500						
		5,102.01		23.6x	1%	7%

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.

BofA GLOBAL RESEARCH

Exhibit 2: Marine Matters

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

Rating	Company	Price 03/06/24	Mkt Cap. (\$ bil.)	P/E '24e EPS or Yield	1-Wk Perf	Price Perf YTD
Marine Matters						
Tanker Companies						
C-1-7	Teekay Tankers, Ltd. (TNK)	54.14	1.8	0.0%	-2%	8%
NR	Teekay Shipping Corp. (TK)	7.21	0.7	--	-4%	1%
NR	Euronav (EURN)	€ 16.26	3.9	6.4%	-1%	2%
NR	DHT Maritime (DHT)	11.11	1.8	14.2%	3%	13%
NR	Frontline Ltd. (FRO)	23.31	5.2	12.1%	3%	16%
NR	Tsakos Energy Navigation (TNP)	23.64	0.7	--	-1%	6%
NR	Nordic American Tanker (NAT)	4.05	0.8	10.5%	-2%	-4%
NR	Ship Finance Limited (SFL)	13.56	1.7	7.9%	1%	20%
NR	KNOT Offshore Partners (KNOP)	5.30	0.2	--	-5%	-8%
Tanker Average						
				8.5%	-1%	6%
Product Tankers						
C-2-7	Scorpio Tankers (STNG)	68.27	3.7	2.9%	2%	12%
NR	Capital Products (CPLP)	17.89	1.0	3.4%	3%	26%
NR	Ardmore Shipping (ASC)	15.86	0.7	6.8%	-1%	13%
Product Tankers Average						
				4.3%	2%	17%
LNG / LPG						
NR	Golar LNG (GLNG)	21.28	2.3	--	0%	-7%
NR	Dynagas LNG Partners (DLNG)	2.87	0.1	13.9%	-1%	3%
NR	StealthGas (GASS)	6.19	0.2	--	0%	-4%
LNG / LPG Average						
				13.9%	0%	-3%
Container Ship Lessors						
NR	Costamare (CMRE)	11.46	1.3	4.0%	-1%	10%
NR	Danaos (DAC)	71.43	1.4	4.5%	-1%	-4%
NR	Global Ship Lease (GSL)	19.82	0.7	7.6%	-2%	0%
Container Average						
				5.4%	-1%	2%
Dry Bulk						
NR	Navios Maritime LP. (NMM)	36.38	1.1	3.8x	7%	30%
NR	Safe Bulkers, Inc. (SB)	4.73	0.5	6.6x	3%	20%
NR	Diana Shipping (DSX)	2.92	0.3	5.9x	-5%	-2%
NR	Eagle Bulk Shipping (EGLE)	62.24	0.7	11.1x	1%	12%
NR	Golden Ocean Group (GOGL)	13.10	2.6	12.4x	3%	34%
C-1-7	Pacific Basin Shipping (PCFBF)(1)	HKD 2.46	1.7	6.6x	15%	-4%
U.S. Dry Bulk Average						
				7.7x	4%	15%
Jones Act Carrier/Other						
B-1-9	Kirby Corp. (KEX)	88.84	5.2	18.1x	2%	13%
NR	Matson Inc. (MATX)	107.39	3.7	12.8x	0%	-2%
NR	Tidewater Inc. (TDW)	79.32	4.1	16.8x	13%	10%
Jones Act Carrier/Other Average						
				15.9x	5%	7%
Container Shipping / Diversified Companies						
B-2-8	AP Moeller-Maersk (AMKBF) (2)	DKK 9,384	23.8	--	-7%	-23%
B-1-8	COSCO Shipping Holding Co (CICOF)(1)	HK\$8.45	8.1	--	0%	8%
C-3-8	K-Line (KAKKF)(1)	¥7,046.00	11.2	12.5x	2%	16%
B-3-8	Mitsui O.S.K. Lines (MSLOF)(1)	¥4,993.00	12.1	7.2x	-2%	11%
B-3-8	NYK Line (NYUKF)(1)	¥4,625.00	15.8	9.6x	-2%	6%
NR	Wan Hai Lines (WHILF)	TWD 48.40	4.3	--	1%	-12%
NR	Yang Ming Marine (YMGXF)	TWD 48.00	5.3	--	-1%	-6%
C-2-8	Evergreen Marine Corp (EVGQF)(2)	TWD 171.50	11.6	1.5x	8%	20%
NR	Hapag Lyond ADR (HLAG GY) (2)	€ 131.90	25.3	36.9x	-1%	-2%
C-3-9	ZIM Integrated Shipping Svcs (ZIM)	11.16	1.3	--	-10%	13%
Container & Diversified Average						
				9.8x	-1%	3%
Shipping Mkt Cap / Shipping Avg						
			126.3	--	1%	7%
S&P 500						
		5,102.01		23.6x	1%	7%

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.

BofA GLOBAL RESEARCH

Airfreight and Surface Transportation Weekly Movers

Best:	ATSG (+9%)	SAIA (+8%)	XPO (+6%)
Worst:	FWRD (-21%)	KHNGF (-16%)	AUR (-12%)

Marine Transportation Weekly Movers

Best:	PCFBF (+15%)	TDW (+13%)	NMM (+7%)
Worst:	AMKBF (-7%)	DSX (-5%)	KNOP (-5%)



Upcoming Calendar of Events

Mar 13	World Kinect Corp (WKC) Investor Day, NYC
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
ODFL: Lower to Neutral: Vols shy of target, pricing strong; PO to \$446	Ken Hoexter	06 March 2024
XPO: Mid 1Q Update: Vol and pricing ramp continues; PO \$137	Ken Hoexter	05 March 2024
SAIA: Mid 1Q Update; Tons, shipments/day accel (above tgt); PO \$645	Ken Hoexter	04 March 2024
WERNs: Board member exit may pressure near-term; PO \$35	Ken Hoexter	04 March 2024
JBHT: Shelley Simpson in as CEO, replacing John Roberts (13-year run)	Ken Hoexter	29 February 2024
Transport Tracker: Issue #1114, week ending Feb. 28, 2024	Ken Hoexter	28 February 2024

Company News

J.B. Hunt Transport Services named Shelley Simpson as President & CEO, effective July 1, replacing current CEO John Roberts (CEO 2011-2024), who will assume the role of executive chair. Ms. Simpson, who will also become a member of the board, was named President in August 2022, EVP People & HR/Chief Commercial Officer in December 2020, EVP Chief Commercial Officer and Highway Services President in May 2017, President Truckload in 2014, EVP Chief Marketing Officer in 2011, and President Integrated Capacity Solutions (ICS) in 2007. Mr. Roberts will replace Executive Board Chair Kirk Thompson (retiring from the board), a title held for 13 years after serving as CEO for 24 years (1987-2010).

Werner Enterprises' Independent Director Vikram Mansharamani resigned from its Board on February 27 due to material disagreements over Werner's ESG policy and repeated related party transactions. Dr. Mansharamani has served on Werner's board for 3 years. The company noted it will consider his report of material disagreements, yet emphasized its focus on maintaining a balanced approach.

Saia reported that February tons/day were up +11% year-year, accelerating from +3.3% in January after 6-7 days of weather-related disruption, to average +7.2% quarter-to-date. The Jan-Feb combo is above our +7.5% prior tgt. February LTL shipments/day were up 19%, accelerating from +11.8% in January, to average +15.4% for 1Q-to-date. February weight/shipment was down 6.7% year-year, moderating slightly from -7.5% in January, to average -7.1% for 1Q-to-date. Saia targets 1Q operating ratio to improve 60-75 bps (BofAe 70 bps) as higher pricing works to offset the impact of 6-7 days of service disruption in January. Saia targets a 100-200 bps operating ratio improvement in 2024 (vs our 190 bps, to 82.1%). Saia noted 25 terminals were running at a 92%-93% operating ratio, highlighting room for margin expansion.

XPO posted its mid-1Q24 Less-than-Truckload (LTL) update, with February Tons/Day up 3.5% y-y, accelerating from -1.1% in January. Volumes grew 4.3% sequentially from Jan to Feb, outpacing normal seasonality of +1.2%. It also saw strong momentum in the last 2 weeks of February, noting that volume growth was above its prior expectations. XPO's Jan-Feb tonnage combo average was +1.2%, compared to our 1Q24 target of +3%. Its acceleration in February volume growth was led by a 5.8% year-year increase in LTL Shipments/Day (from +1.4% in January) offsetting a 2.2% year-year decline in LTL Weight/Shipment (from -2.5% in January). For 1QTD, Shipments/Day is up 3.6% y-y (we target +5.2%) and Weight/Day was down 2.4% y-y (we target -2.1%). The company reiterated its focus on achieving double digit ex-fuel yield growth in 1Q.



Old Dominion Freight Line posted its mid-1 Q24 update with Feb Less-than-Truckload (LTL) Revenues/Day +1.2%, reversing from -2.7% in January to average -0.8% 1QTD as weather conditions improved. February LTL Tons/Day declined 3.0% y-y, moderating from -5.0% in January to average -4.0% 1QTD (BofA estimate -3.4%) as Weight/Shipment declined 3.2% (averaging -3.0% 1QTD, we project -3.0% in 1Q24) and Shipments/Day increased 0.2% (avg -1.1% 1QTD, we estimate -0.4% in 1Q24). 1QTD Revenue/Hundredweight (cwt) and Rev/cwt ex-fuel were up 3.7% y-y and 7.1% y-y, respectively (BofAe +4.1% and +7.3%, respectively, in 1Q24). This implies Feb all-in Revenue/cwt growth of +4.6% y-y (from +2.7% in Jan) and Revenue/cwt ex-fuel growth of +7.5% y-y (from +6.7% in Jan).

Forward Air Corp. reported adj 4Q23 EPS of \$0.81, down 46% year-year. Revenues were \$338 million, down 16% year-year. Operating income was \$3 million, down 95% year-year, resulting in an operating margin of 0.9%, compared to 14.0% in 4Q22.

Canadian National reached a new tentative 3-year collective agreement with the United Steelworkers (USW) Local 2004, which represents approximately 2,500 track and bridge employees at CN. The current collective agreement expired on December 31st, 2023.

Shipping

Tidewater reported 4Q23 EPS of \$0.70, up 250% year-year. Revenues were \$303 million, up 62% year-year. Operating income was \$63 million, up 381% year-year, for an operating margin of 20.8%, a 1380 bp improvement y-y.

Eagle Bulk Shipping reported 4Q23 EPS of \$0.63, down 58% year-year. Net revenues were \$105 million, down 31% year-year. Operating income was \$13 million, down 47% year-year, resulting in an operating margin of 12.4%, down from 16.3% a year ago.

Capital Product Partners L.P. entered into a memorandum of agreement for the sale of M/V Akadimos, a 9,300 TEU, Eco-Flex, Wide Beam container vessel, for delivery in March 2024. Additionally, the company agreed to sell the M/V Fos Express, a 5,100 TEU, container vessel, and the M/V Seattle Express, a 5,100 TEU, container vessel, both for delivery by April 2024.

Diana Shipping Inc. entered the m/v Crystalia, a 77,525 dwt Ice Class Panamax dry bulk vessel, into a time charter contract for a period of 21 months (min) to 25 months (max) at a charter rate of \$13,900/day, starting during 2Q24. Revenues are expected to be \$8.8 million.

Dividends Declared

	Amount	Record Date	Payable Date
EGLE	\$0.60	03/13/24	03/12/24
WERN	\$0.14	04/15/24	05/01/24

Week 9 Rail Carload Data: Up 2.1% Y-Y

Key Takeaways – Up 2.1% (from +2.9% last week): Total carloads for Week 9 of 2024 were up 2.1% year-year, to 609,657 (BNSF has not reported yet), moderating from last week's 2.9% increase (or 611,628 carloads). Carloads were up for the fifth 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), deteriorating from last week's 7.2% decrease. This was the eighth downtick in nine weeks. Nat Gas prices were up (+21%) to \$1.96/MMBtu from \$1.62/MMBtu last week. Coal's absolute level of carloads were 55k, flat with 55k last week, and above the 10-week avg of 53k. Chemical volumes were up 2.2% year-year, moderating from last week's 4.8% increase. Chemicals were up for the sixth time over the last seven weeks. Grain (-3.4%) was down, reversing last week's 9.9% increase. Petroleum (+2.4%) was up, moderating from last week's 6.2% increase. This was the 20th uptick over the last 21 weeks for Petroleum. Intermodal (+6.7%) was up, improving from last week's 5.1% increase. Intermodal was up for the 13th time over the last 16 weeks, while absolute volumes were 280k, above 278k last week, and the 258k past 10-week avg. Auto (+6.4%) was up, improving from last week's 5.5% increase. It was up for the fifth consecutive week.

Overall Carloads: Week 9 carloads were up 2.1% year-year, as increases at CSX (+6.6%), NS (+5.5%), and CPKC (+1.8%) more than offset decreases at UP (-1.3%) and CN (-1.7%). Quarter-to-date, carloads are down 1.5% year-year, as decreases at CPKC (-5.0%), CN (-3.6%), and UP (-2.2%) more than offset increases at CSX (+1.1%) and NS (+1.2%). The 1Q24 carload trend of -2.2% (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 (-180 bps), with UNP the best at -30 bps vs. our tgt. (-2.2% vs. our -1.9%), vs CPKC the worst at -260 bps (-5.0% vs. our -1.9%).

Revenue Ton Miles: Week 9 RTMs: CN's RTMs are down 2.2% y-y 1QTD. CPKC's RTM are up 0.8% y-y 1QTD.

Specifics: Intermodal carloads (46.0% of total) were up 6.7% year-year, as all rails increased, led by: CSX (+11.1%), NS (+7.7%), CN (+6.8%), CPKC (+6.3%), and UP (+2.5%).

Chemical carloads (9.5% of total) were up 2.2% year-year, as increases at CN (+7.5%), NS (+5.7%), CSX (+1.7%), and UP (+0.1%) more than offset a decrease at CPKC (-0.4%). **Coal carloads (9.0% of total)** were down 10.3% year-year, as decreases at UP (-30.2%), CN (-9.6%), CPKC (-9.4%), and NS (-1.3%) more than offset an increase at CSX (+6.5%). **Auto carloads (5.4% of total)** were up 6.4% year-year, as increases at CPKC (+26.9%), CSX (+12.2%), NS (+10.0%), and UP (+4.0%) more than offset a decrease at CN (-20.1%). **Grain carloads (4.0% of total)** were down 3.4% year-year, as decreases at CN (-22.6%) and CSX (-14.2%) more than offset increases at NS (+0.5%), UP (+0.6%), and CPKC (+11.9%). **Petroleum carloads (3.7% of total)** were up 2.4% year-year, as increases at CSX (+18.8%), UP (+5.3%), CPKC (+2.2%), and CN (+2.2%) more than offset a decrease at NS (-17.1%).

Exhibit 3: Carloads Week 9 2024 vs. 2023 and 1QTD volumes

Week 9 Rail Carload Data: Up 2.1% Y-Y

	% of total	2024 Wk 9	2023 Wk 9	% Δ	1Q24 QTD	% Δ
Intermodal	46.0%	280,200	262,638	6.7%	2,384,354	1.5%
Coal	9.0%	55,109	61,431	-10.3%	482,396	-10.2%
Chemicals	9.5%	58,013	56,762	2.2%	500,969	1.6%
Auto	5.4%	33,109	31,117	6.4%	257,638	-1.4%
Grain	4.0%	24,661	25,524	-3.4%	222,310	-8.1%
Forest Prod.	3.5%	21,314	21,167	0.7%	186,224	-1.4%
Petrol. Prod.	3.7%	<u>22,745</u>	<u>22,202</u>	<u>2.4%</u>	<u>210,243</u>	<u>3.2%</u>
Total Carloads		609,657	597,137	2.1%	5,219,674	-1.5%

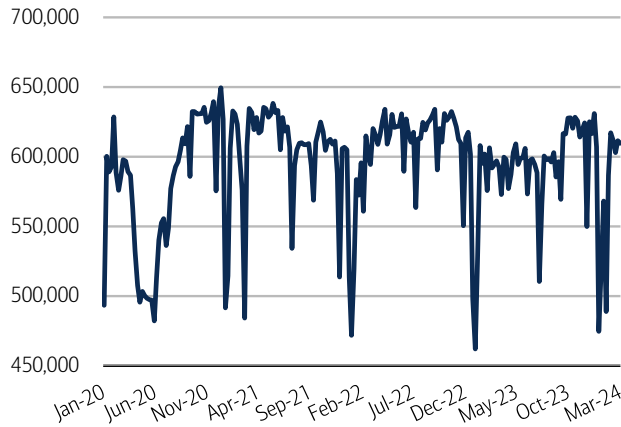
Source: BofA Global Research and AAR.

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Exhibit 4: Total Weekly Carload Volumes

Total volumes were 609,657 for Week 9

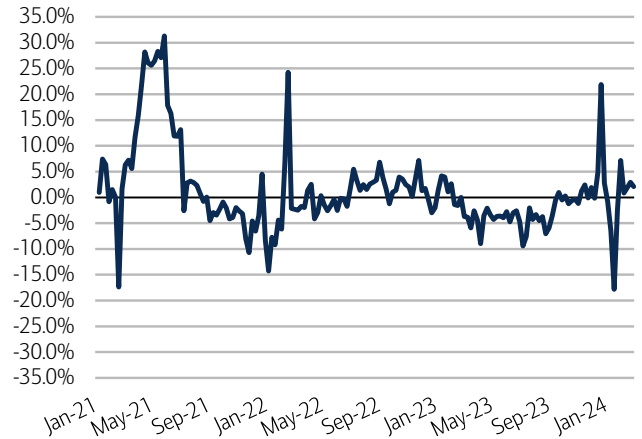


Source: BofA Global Research and Association of American Railroads.

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

Total volume growth was +2.1% y-y for Week 9



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%

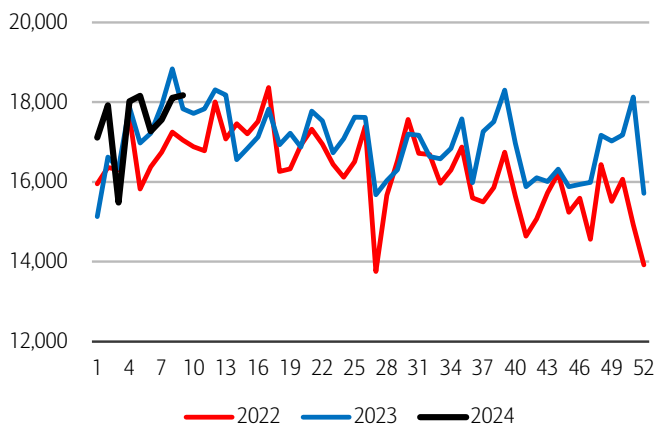
Source: BofA Global Research and Association of American Railroads.

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 18,171 in Week 9, up 1.9% Y-Y

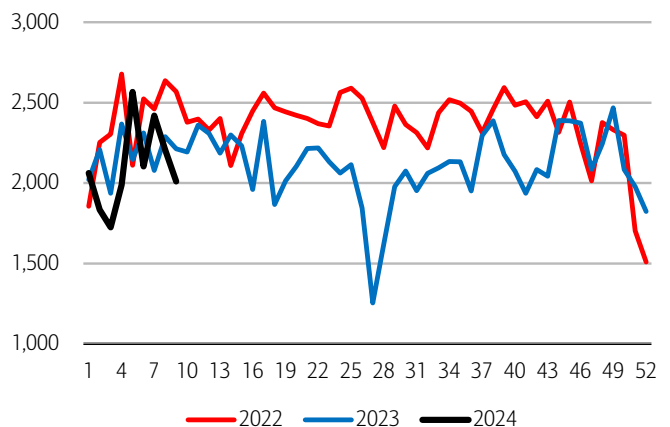


Source: BofA Global Research and Company data.

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Exhibit 8: Forest Product Carloads

Forest Product Carloads were 2,011 in Week 9, down 9.1% Y-Y



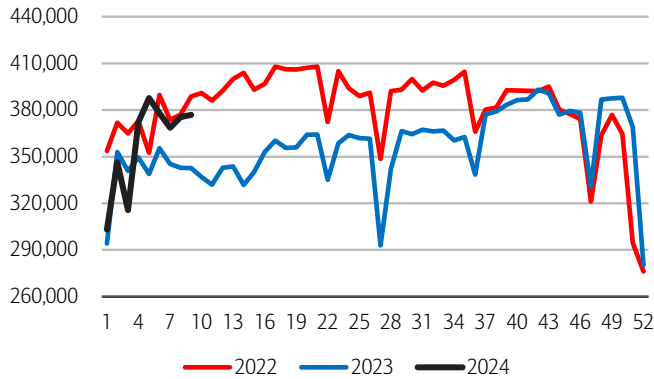
Source: BofA Global Research and Company data.

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Selected Segments Weekly Carloads

Exhibit 9: Intermodal Carloads

Intermodal Carloads were 376,948 in Week 9, up 10% Y-Y

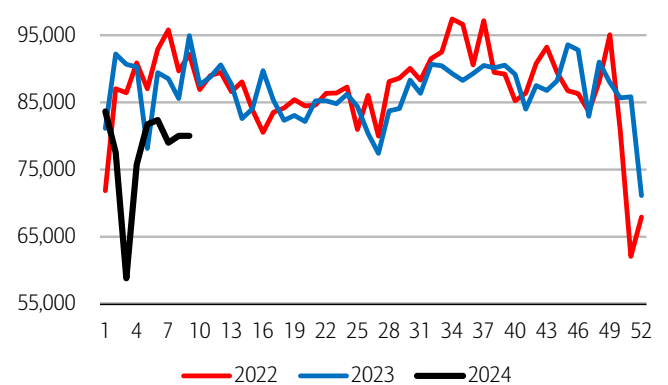


Source: BofA Global Research and Company data.

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Exhibit 10: Coal Carloads

Coal Carloads were 80,011 in Week 9, down 15.7% Y-Y

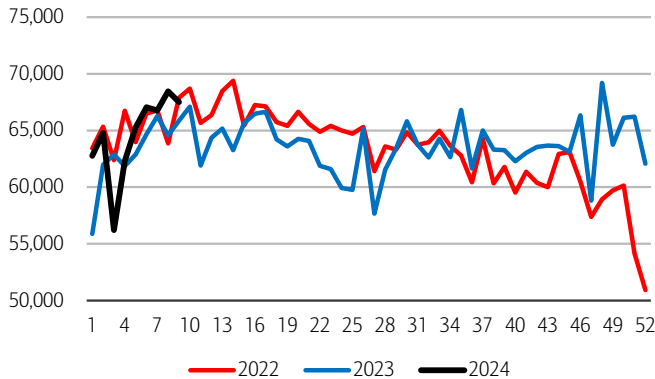


Source: BofA Global Research and Company data.

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Exhibit 11: Chemical Carloads

Chemical Carloads were 67,505 in Week 9, up 2.5% Y-Y

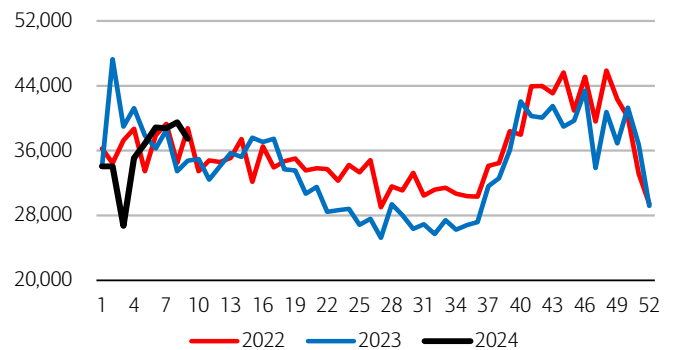


Source: BofA Global Research and Company data.

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Exhibit 12: Grain Carloads

Grain Carloads were 37,460 in Week 9, up 7.8% Y-Y

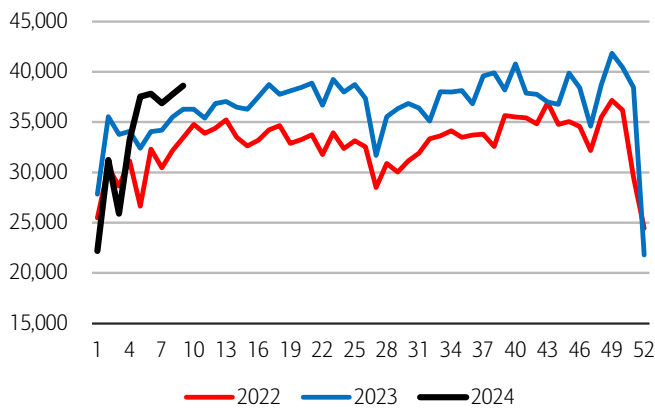


Source: BofA Global Research and Company data.

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Exhibit 13: Auto Carloads

Auto Carloads were 38,624 in Week 9, up 6.4% Y-Y

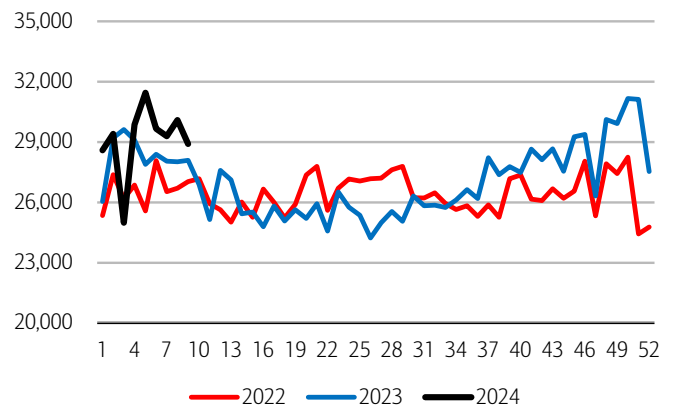


Source: BofA Global Research and Company data.

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Exhibit 14: Petroleum Products Carloads

Petroleum Products Carloads were 28,911 in Week 9, up 2.9% Y-Y



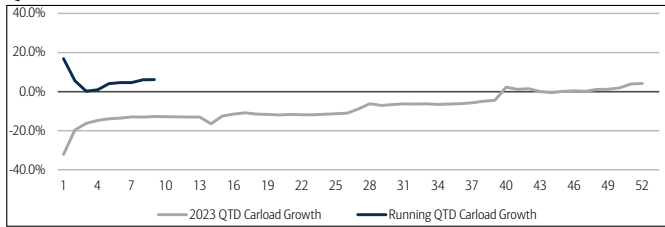
Source: BofA Global Research and Company data.

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Selected Segments Weekly Carloads

Exhibit 15: BNSF Carloads

QTD Carloads are +6.2%

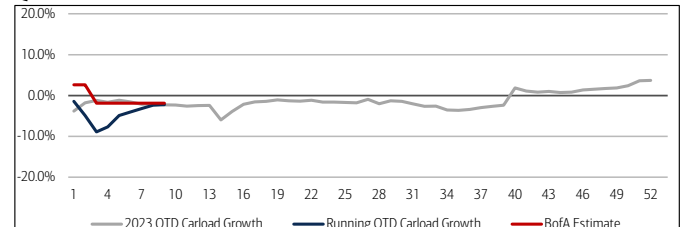


Carloads	Intermodal	Automotive	Industrial	Coal	Agriculture	Total
2024 Week 9	96,748	5,515	31,936	24,902	23,661	182,762
2023 Week 9	80,025	5,170	31,541	33,490	20,132	170,358
1Q24 QTD	839,577	43,548	271,843	216,486	190,490	1,561,944
1Q23 QTD	713,153	42,408	270,050	253,624	191,717	1,470,951
1Q QTD yoy % Chng	17.7%	2.7%	0.7%	-14.6%	-0.6%	6.2%

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

QTD Carloads are -2.2% vs. BofAe -1.9%

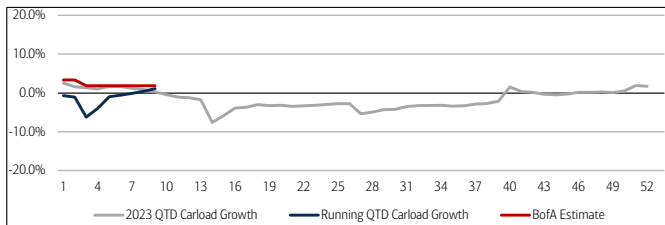


Carloads	Grain & Grain Products	Fertilizer	Coal & Renewable	Industrial Chemicals & Plastics	Metals & Minerals	Forest Products	Energy Specialized	Markets	Automotive	Intermodal	Total
2024 Week 9	15,695	3,799	13,602	13,421	13,011	4,606	12,988	16,465	60,752	158,421	158,421
2023 Week 9	15,005	3,834	18,951	13,019	14,017	4,058	12,387	15,842	59,401	160,489	160,489
1Q24 QTD	134,651	32,921	131,034	112,814	103,684	39,288	112,736	133,573	508,958	1,344,125	1,344,125
1Q23 QTD	134,261	32,224	149,371	108,215	121,359	37,931	106,653	133,536	516,924	1,374,812	1,374,812
1Q QTD yoy % Chng	0.3%	2.2%	-12.3%	4.3%	-14.6%	3.6%	5.7%	0.0%	-1.5%	-2.2%	-2.2%
1Q BofA estimate	-1.5%	2.0%	-7.0%	6.5%	-7.0%	1.5%	9.0%	1.0%	-4.5%	-1.9%	-1.9%

Food&Refng is up 0.4% for 1QTD vs 1.5% BofA Estimate
Bulk is down -4.9% for 1QTD vs -3.3% BofA Estimate
Industrial is down -1.5% for 1QTD vs 1.9% BofA Estimate
Premium is down -1.2% for 1QTD vs -3.3% BofA Estimate
Source: BofA Global Research estimates, Association of American Railroads, and Company reports
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Exhibit 17: CSX Carloads

QTD Carloads are +1.1% vs. BofAe +1.9%

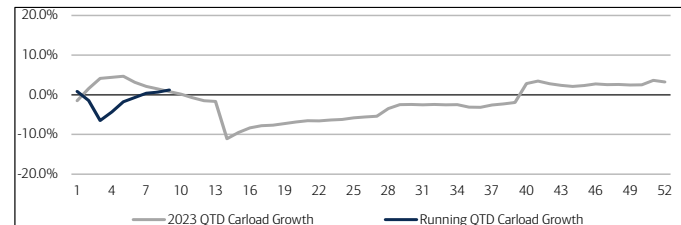


Carloads	Coal	Intermodal	Automotive	Food Products	Metals & Equipment	Forest Products	Chemicals & Petrol.	Fertilizers	Total
2024 Week 9	15,286	56,345	7,731	8,464	5,429	4,922	15,395	1,461	123,161
2023 Week 9	14,388	50,702	6,891	8,301	5,463	4,833	14,739	2,074	115,497
1Q24 QTD	127,038	481,118	60,595	75,705	50,381	42,550	134,640	15,426	1,049,265
1Q23 QTD	131,457	459,240	55,570	81,462	51,486	42,919	130,628	19,076	1,037,926
1Q QTD yoy % Chng	-3.4%	4.8%	9.0%	-7.1%	-2.1%	-0.9%	3.1%	-19.1%	1.1%
1Q BofA estimate	-4.0%	5.0%	8.0%	-4.0%	4.0%	-1.0%	1.5%	-2.0%	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 +1.2%

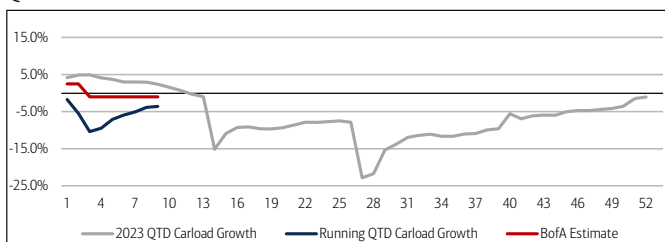


Carloads	Coal	Intermodal	Automotive	Ag. Forest & Consumer Prod.	Metals & Construction	Chemicals	Total
2024 Week 9	13,329	77,932	7,691	14,327	11,863	11,866	137,009
2023 Week 9	13,385	72,367	6,985	14,258	11,313	11,584	129,892
1Q24 QTD	113,244	678,292	58,717	126,850	98,869	101,037	1,177,011
1Q23 QTD	128,402	641,527	61,456	129,685	97,215	104,952	1,163,237
1Q QTD yoy % Chng	-11.8%	5.7%	-4.5%	-2.2%	1.7%	-3.7%	1.2%

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

QTD Carloads are -3.6% vs. BofAe -1.0%

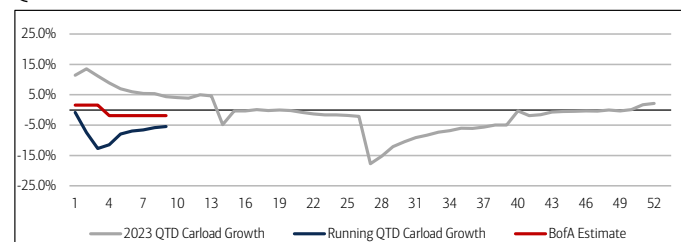


Carloads	Grain & Fertilizer	Forest & Paper	Coal & Coke	Intermodal	Automotive	Petrol. & Chemicals	Metals & Minerals	Total
2024 Week 9	13,297	6,325	9,241	41,132	3,816	13,455	15,230	102,496
2023 Week 9	13,572	6,636	10,060	38,528	4,773	12,903	17,794	104,266
1Q24 QTD	115,098	55,059	78,081	356,200	32,026	121,559	153,106	911,130
1Q23 QTD	123,686	57,028	88,476	357,427	37,355	117,141	164,024	945,137
1Q QTD yoy % Chng	-6.9%	-3.5%	-11.7%	-0.3%	-14.3%	3.8%	-6.7%	-3.6%
1Q BofA estimate	-13.0%	-4.5%	-2.0%	3.0%	-1.0%	2.0%	-1.0%	-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 -5.0% vs. BofAe -1.9%



Carloads	Grain	Coal	Potash	Fertilizer & Sulphur	Forest Products	Chem/Plastics	Minerals/Consumer	Automotive	Intermodal	Total
2024 Week 9	11,196	8,568	2,568	1,498	3,036	11,633	10,589	5,162	34,320	88,570
2023 Week 9	11,729	9,485	2,795	1,317	3,061	11,570	10,865	3,968	32,203	86,983
1Q24 QTD	92,892	76,115	25,973	11,618	25,199	101,232	89,881	37,059	278,174	738,143
1Q23 QTD	99,532	85,453	25,683	12,215	27,633	104,136	91,781	38,832	291,733	776,998
1Q QTD yoy % Chng	-6.7%	-10.9%	1.1%	-4.9%	-8.8%	-2.8%	-2.1%	-4.6%	-4.6%	-5.0%
1Q BofA estimate	-7.0%	-5.0%	8.0%	3.0%	-3.0%	-1.0%	5.0%	1.0%	-3.0%	-1.9%

Source: BofA Global Research estimates, Association of American Railroads, and Company reports
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Diesel Fuel Prices: -0.9% Sequentially

Diesel fuel prices declined 0.9% from last week, at \$4.02 for week 9 of 2024. Prices remain above \$4.00 for the fourth consecutive week after nine weeks below, while posting just the second downtick in six weeks. The 1Q24 average for on-highway diesel is \$3.95/gallon, down 11% y-y from \$4.41 in 1Q23, and down 7% sequentially from 4Q23's \$4.26.

WTI crude oil futures closed at \$78.15, down 0.9% from last week's \$78.87. WTI declined for the second time in five weeks. The 1Q24 average is \$75.42, 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 \$82.04, down 1.9% from last week's \$83.65. The 1Q24 average is \$80.51, down 2% from 1Q23 average of \$82.16, and down 3% from 4Q23's average of \$82.80.

The Brent to WTI gap is \$3.89, down 19% from last week's \$4.78. The spread is below \$4.00 for the first time since October 2023, and is currently down 36% from the 1Q23 avg. of \$6.04.

Natural Gas futures closed at \$1.96 on March 5th, up 21% from \$1.62 last Tuesday. Nat Gas trends below \$2.00 for the fourth consecutive week, yet this was the second uptick in seven weeks. The 1Q24 average is \$2.20, down 22% from the 1Q23 average of \$2.83.

Exhibit 21: Fuel surcharges

Weekly and Monthly surcharges table

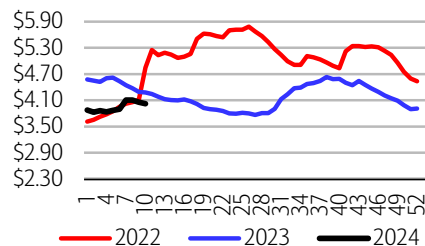
	Week 9 2/21/24	Week 10 2/28/24	Week 11 3/6/24
ARCB - LTL	33.8%	33.3%	32.9%
XPO - LTL	35.3%	35.3%	34.8%
ARCB - TL	67.6%	66.6%	65.8%
XPO - TL	70.5%	70.5%	69.5%
FDX - Express	17.50%	17.50%	17.00%
UPS - Express	21.00%	21.00%	20.25%
FDX - Ground	16.00%	16.00%	15.75%
UPS - Ground	16.00%	16.00%	15.75%
	Jan-24	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: \$4.02 for week 9 of 2024

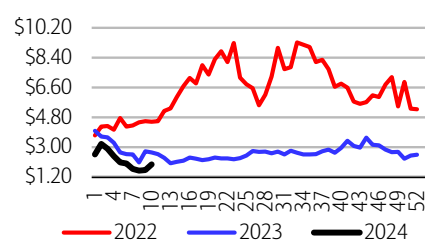


Source: BofA Global Research, DOE, Bloomberg

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Exhibit 23: US Nat Gas Price Per MMBtu.

Futures closed at \$1.96 on March 5th

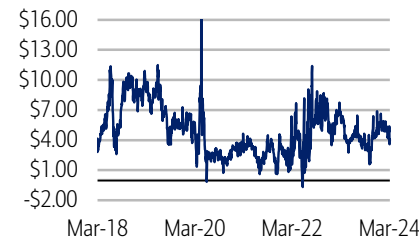


Source: BofA Global Research, DOE, Bloomberg

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Exhibit 24: Brent to WTI Spread

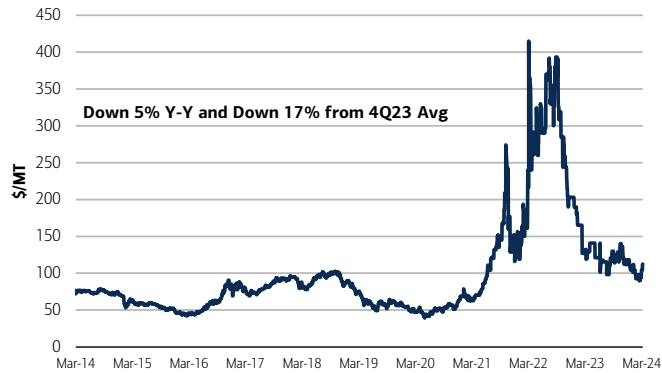
The Brent to WTI gap is \$3.89



Source: BofA Global Research, DOE, Bloomberg

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Exhibit 25: Thermal Coal, Europe Coal 6000kcal CIF ARA ForwardPrice = \$112.50 on March 6th

Source: BofA Global Research and Bloomberg.

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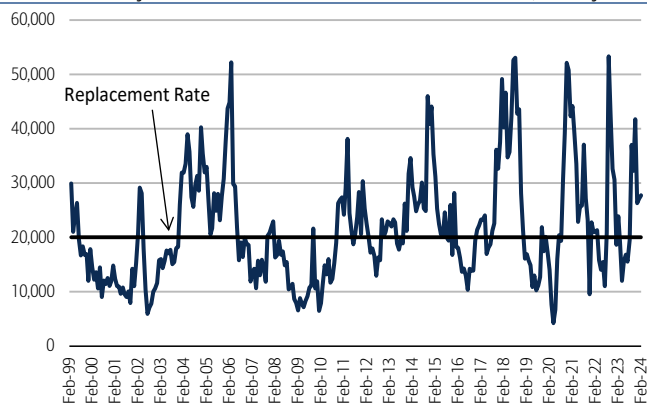
Exhibit 26: Australian Premium Coking Coal FuturesPrice = \$302.00 on March 6th

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)

Preliminary Class 8 Net Orders were 27,700 in February, above the 20k replacement level for the sixth consecutive month. February orders were up 16% year-over-year, moderating from January's 45% increase, and on a sequential basis, orders were up 2%, in line with January's 2% increase. Orders are now 16% above the past 12 month average. ACT's view suggests that weak freight and carrier profitability fundamentals, and large carriers guiding to a lower capex level in 2024, would imply ongoing pressure in the North American Class 8 market's largest segment, US tractor.

Exhibit 28: Class 8 Truck net orders

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

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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January Class 8 Final Net Orders 27,125

Exhibit 29: Class 8 Truck production

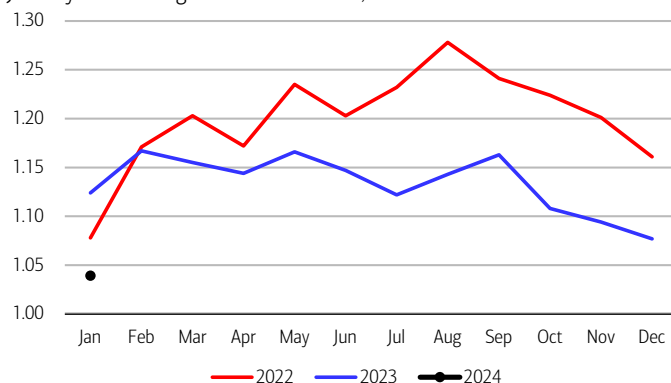
Class 8 Truck Production at 26,926 in January



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**

January's Cass Freight Index: -7.6% Y-Y, -3.5% M-M

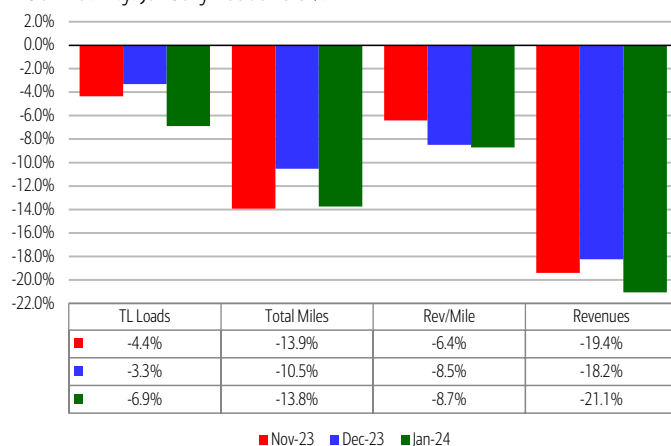


Source: Cass Information Systems, Inc.

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Cass Freight Index: -7.6% Y-Y, -3.5% M-M**Exhibit 31: Truck Activity**

Truck Activity: January Loads -6.9% Y-Y



Source: American Trucking Association

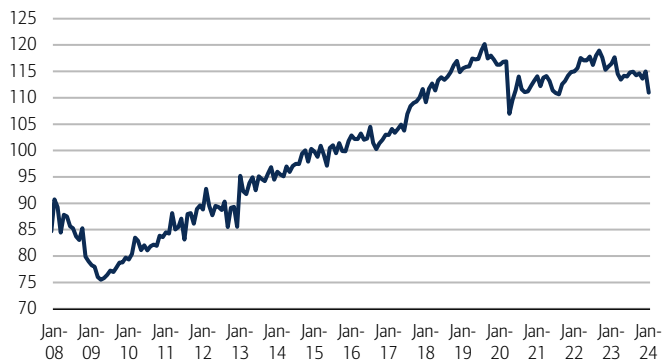
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Truck Activity: January Loads -6.9% Y-Y

Total truck loads declined 6.9% year-over-year in January, to a 102.6 index, deteriorating from December's 3.3% decline, according to the American Trucking Association (ATA). On a y-y basis, the loads index was down for the tenth consecutive month. Total revenues were down 21.2% year-year, deteriorating from December's 18.2% decrease, and Revenue per mile was down 8.7%, in line with the 8.5% decline in December. Total Revenues were down for the 11th consecutive month, while Rev/Mile for the 12th consecutive month. Additionally, Total miles declined 13.8% year-year, deteriorating from last month's 10.5% decline. During the month, DAT's seasonally adjusted Spot loads index increased significantly on a sequential basis (+44%), to 246.5 from 171.3, but it was down 23% year-year. Within Less-Than-Truckload (LTL), tonnage was down 10.2% year-year, deteriorating from December's 5.2% decrease, while the overall LTL Revenue was down 9.7%, deteriorating from last month's 10.4% decrease. This was the 14th consecutive decline for this index. At the same time, Revenue per ton was up in January (+2.3%), reversing December's 0.3% decrease, and it was the fourth uptick in six months.

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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Exhibit 33: Historical ATA Truck Tonnage Index

December Truck Tonnage: -0.8% Y-Y, +1.2% M-M

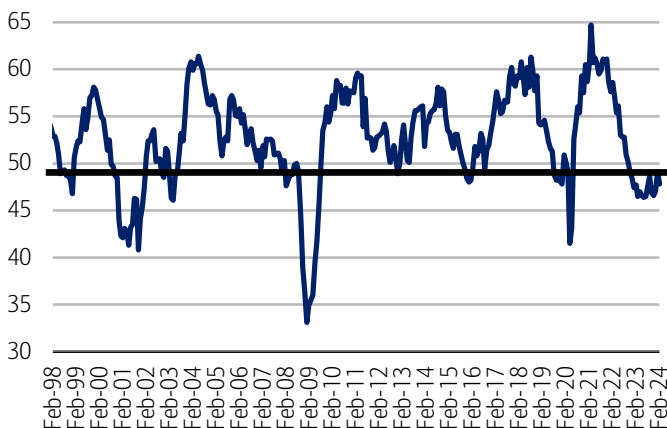
	2017	2018	2019	2020	2021	2022	2023
JAN	103.0	109.1	115.6	116.2	114.1	115.0	116.5
FEB	104.1	111.7	115.9	116.8	112.2	115.6	117.7
MAR	103.4	112.7	115.9	116.9	113.8	117.5	114.5
APR	104.1	111.4	117.5	107.0	114.1	117.1	113.4
MAY	104.9	113.3	117.2	109.5	113.2	117.1	114.2
JUN	103.8	113.9	117.4	111.4	111.4	117.8	114.0
JUL	106.9	113.4	119.0	114.0	110.9	116.2	114.8
AUG	108.4	114.0	120.2	111.6	110.7	118.0	114.9
SEP	109.0	114.8	117.4	111.1	112.6	118.9	114.2
OCT	109.3	116.2	118.0	111.2	113.2	117.6	114.6
NOV	110.1	117.0	117.2	112.2	114.2	115.3	113.6
DEC	111.7	114.9	116.3	113.2	114.9	115.9	115.0
Avg.	106.5	113.5	117.3	112.6	112.9	116.8	114.8

Source: American Trucking Association

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Exhibit 34: ISM Manufacturing Index

February ISM Manufacturing Index 47.8, -1.3 pts.



Source: BofA Global Research and Bloomberg.

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Prelim. January Truck Tonnage: -4.7% Y-Y, -3.5% M-M**December Truck Tonnage: -0.8% Y-Y, +1.2% M-M****ISM Manufacturing Index 47.8, -1.3 pts.**

Decreased to 47.8 from 49.1: The Institute of Supply Management's Manufacturing Index was 47.8 in February, down 1.3 pts. from January. According to ISM, economic activity in the manufacturing sector contracted for the 16th consecutive month, but the overall economy continued in expansion for the 46th month after one month of contraction in April 2020. Prices Index (-0.4 to 52.5) indicates increasing raw materials prices for the second month, while Production Index (-2.0 to 48.4) indicates contraction. New orders Index (-3.3 to 49.2) indicates orders are contracting for the 17th month over the last 18, and the Employment Index (-1.2 to 45.9) indicated contraction for the fifth consecutive month. Exports Index (+6.4 to 51.6) now indicates growth following eight months of contraction, while the Imports Index (+2.9 to 53.0) indicates growth. Customer Inventories Index (+2.1 to 45.8) indicates levels are perceived as too low, and Backlog of orders Index (+1.6 to 44.7) has contracted for the 17th consecutive month. The ISM was split in both February and January posting 4 upticks and 4 downticks, while posting 5 upticks and 3 downticks in December; and 3 upticks and 5 downticks in November.

Exhibit 35: BofA Truckload Diffusion IndicatorDemand Indicator at 54.1 from 50.5 (bi-weekly Issue #303 on Feb 22nd)

Source: BofA Global Research estimates

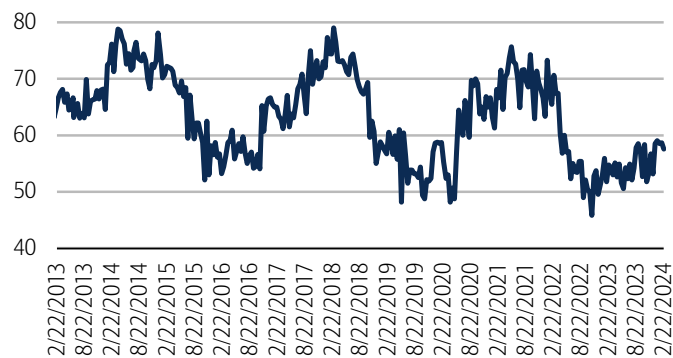
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**BofA TRUCK SHIPPER SURVEY
Survey Says: Demand (54.1)**

This week, our proprietary bi-weekly **BofA Truckload Demand Indicator** for shippers' 0- to 3-month freight demand outlook increased to 54.1 from 50.5 last survey, its 2nd highest level in 80 weeks (40 surveys). The Demand Indicator has been at- or above-50 for 5 consec. issues and 8x over the past 13. 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, after 13 issues below, highlighting a somewhat improving backdrop. The Demand Indicator was up 13% year-year, its 12th yr-yr uptick in the past 13 issues. Rail carloads rose 2% year-year this week, its 3rd week of upticks. Dry van spot rates ex-fuel were \$1.41/mile, down from \$1.46/mile last week. Of the respondents, 26% had a positive short-term demand outlook, in line with 27% last survey; neutral outlooks were 60%, up from 47% last survey, and negative outlooks were 14%, down from 27% last survey. In the week of February 22nd, we surveyed 43 shippers for views on truckload demand, supply, pricing, and inventory.

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

L-T Demand Indicator at 57.6, down 2% sequentially

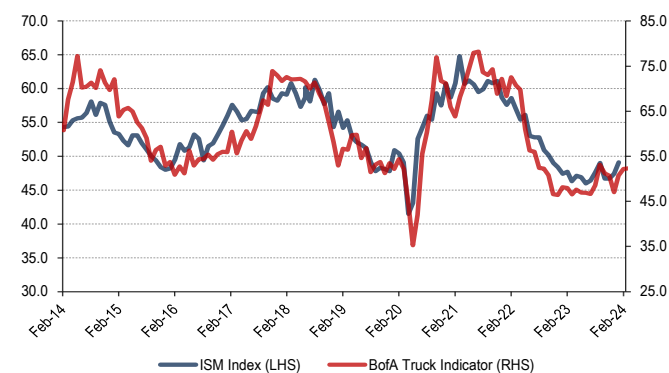


Source: BofA Global Research estimates

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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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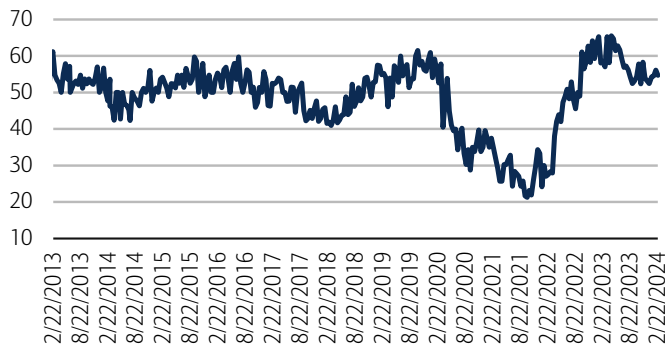
Capacity ticks lower; Inventory view down

The Rate Indicator, or shippers' view on truck rates, increased to 50.0 from 49.0 last issue, up 2% sequentially. **The Inventory Indicator** decreased to 54.7 from 56.1 last issue, down 3% sequentially, as inventories move closer to the 49 historical average. **Truck Capacity Indicator**, which gauges shippers' views of available truck capacity, decreased to 58.1 from 59.2 last survey, its lowest level in 12 surveys as capacity continues to tighten.

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

Exhibit 38: Shippers' view of inventory levels

Inventory Indicator at 54.7, down 3% from last issue.

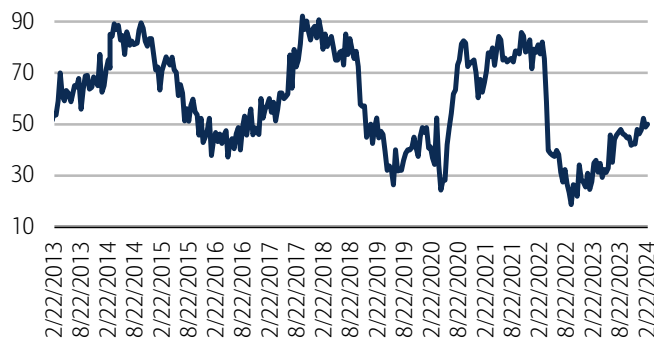


Source: BofA Global Research estimates

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

Rate Indicator at 50.0, +2% sequentially



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
Feb	1/16	54.1	1/28	63.8	1/27	70.0	1/26	51.3	1/25	52.8
	1/30	54.6	2/11	67.5	2/10	69.5	2/9	45.1	2/8	50.5
Mar	2/13	53.1	2/25	68.8	2/24	71.9	2/23	47.6	2/22	54.1
	2/27	51.3	3/11	72.9	3/10	70.3	3/9	46.9	3/8	
Apr	3/12	46.1	3/25	68.8	3/24	69.2	3/23	48.3	3/22	
	3/26	43.5	4/8	73.0	4/7	64.1	4/6	49.5	4/5	
May	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	
Jun	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	
Jul	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	
Aug	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	
Sep	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	
Oct	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	
Nov	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	
Dec	10/22	70.0	11/4	76.6	11/3	42.4	11/2	47.7	11/1	
	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	
	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

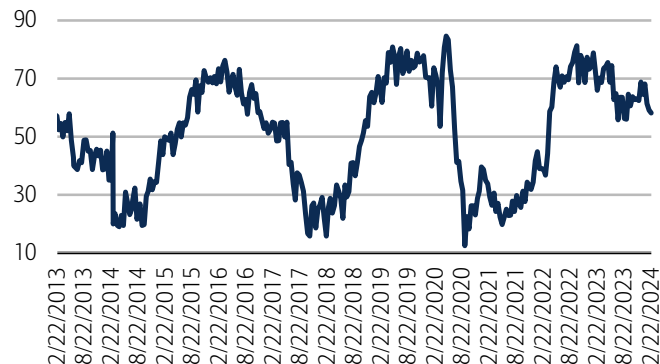
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Rates view up

With respect to rates, 12% of shippers expect rates to fall, down from 22% last issue, 77% expect pricing to be flat, up from 57% last issue, and 12% expect rates to rise, from 20% last issue. On capacity, 28% expect capacity to rise, vs 31% last issue, 60% expect capacity to stay flat, from 57% last issue, 12% expect capacity to be lower, flat with last issue. **SHIPPER COMMENTS:** An Industrial Shipper noted that truck capacity is tightening regionally due to a lack of back haul opportunities. A Logistics Shipper highlights everything it is hearing and seeing suggest we have hit a bottom rates-wise yet have not seen the exodus of trucking companies it normally sees this time in the cycle. (See survey for additional commentary).

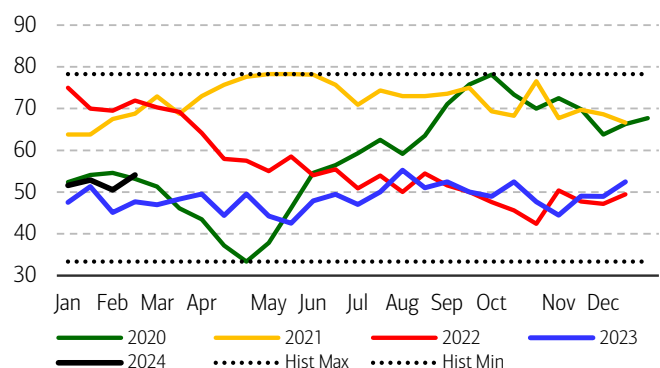
Exhibit 40: Shippers' view of Capacity over the next 3 months

Capacity Indicator at 58.1, down 2% 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 54.1 (bi-weekly Issue #303 on February 22nd)

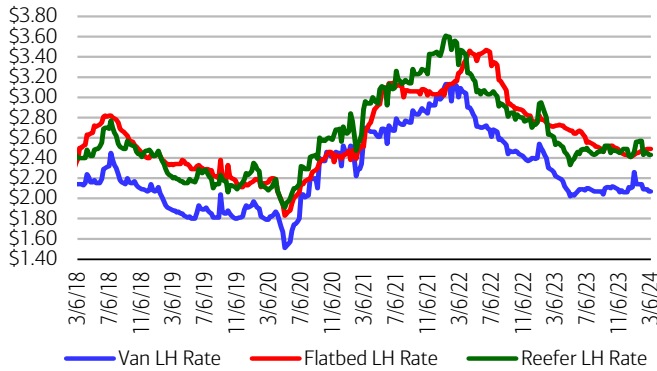
Source: BofA Global Research estimates

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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 = \$2.07 Flatbed Rate = \$2.49 & Reefer Rate = \$2.43

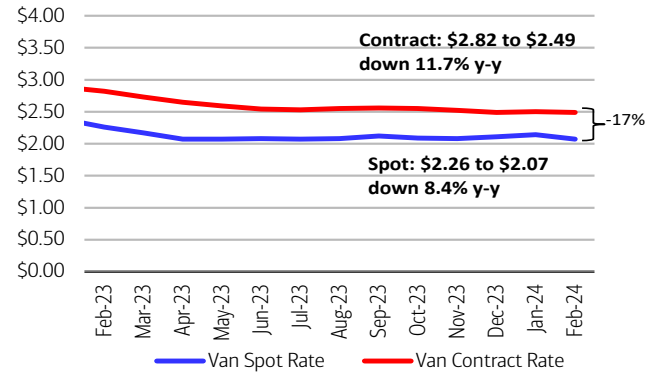


Source: DAT (Dial-A-Truck)

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Exhibit 44: Monthly Van Spot Rate vs. Contract Rate

Van Spot Rate = \$2.07 & Contract Rate = \$2.47

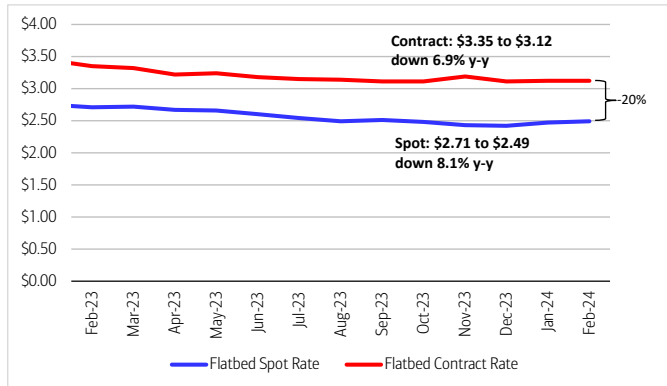


Source: DAT (Dial-A-Truck)

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Exhibit 45: Monthly Flatbed Spot Rate vs. Contract Rate

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

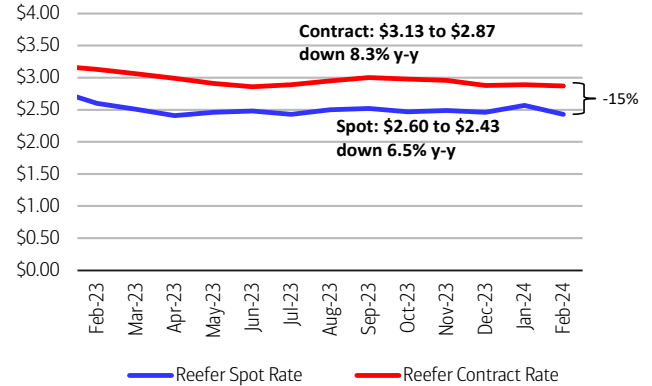


Source: DAT (Dial-A-Truck)

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Exhibit 46: Monthly Reefer Spot Rate vs. Contract Rate

Reefer Spot Rate = \$2.43 & Contract Rate = \$2.87

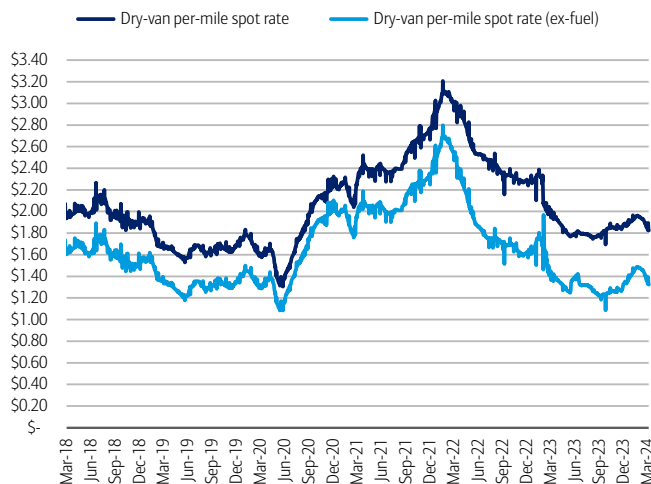


Source: DAT (Dial-A-Truck)

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Exhibit 47: Truckstop.com Spot Rates

Dry-Van Spot = \$1.82 Dry-Van (ex-fuel) = \$1.32



Source: Truckstop.com, Bloomberg

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TruckStop Spot Rates: Dry-Van Spot = \$1.82, Dry-Van (ex-fuel) = \$1.32

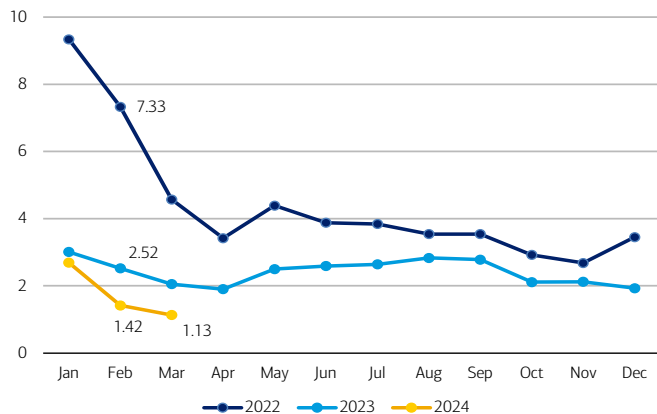
Truckstop.com's Dry van spot rates ex-fuel were \$1.32/mi for the week ending March 5, from \$1.36/mi the prior week (February 28) and are down 6% YTD (from \$1.41/mi on Dec 31).

Truckstop.com's Dry van spot rates (fuel included) were \$1.82/mi for the week ending March 5, from \$1.85/mi the prior week (February 28) and are down 4% YTD (from \$1.91/mi on Dec 31).

Fuel represented \$0.50/mi, up from last week's \$0.49/mi and down from \$0.50 on Dec 31.

Exhibit 48: Van Load to Truck Ratio

February Load-to-Truck Ratio was 1.42, down 47% M-M



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

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Exhibit 49: Top 10 US Ports Loaded Volumes

Top 10 Ports in December: +11% Y-Y, LA/LB +15% Y-Y

Top 10 U.S. Ports	2023 TEU's	2023 YTD Chg.	Nov-23 Y-Y %	Dec-23 Y-Y %	Nov-23 TEU's	Dec-23 TEU's
Los Angeles (18%)	5,733,326	-7%	25%	8%	496,374	486,236
Long Beach (16%)	5,086,796	-12%	21%	22%	464,137	437,017
Total LA/LB (35% of total US)	10,820,122	-9%	23%	15%	960,511	923,253
New York (17%)	5,275,292	-14%	-5%	6%	436,302	430,690
Savannah (13%)	3,738,450	-11%	-3%	-1%	318,679	321,579
Houston (11%)	3,175,543	0%	-10%	11%	254,027	270,618
Norfolk (9%)	2,627,523	-6%	6%	-1%	230,047	213,388
Seaport Alliance (6%)	1,667,451	-8%	2%	19%	138,832	156,423
Charleston (7%)	1,923,450	-6%	1%	-3%	157,512	162,100
Oakland (5%)	1,575,077	-10%	1%	15%	132,648	142,148
Maryland (1%)	793,060	2%	0%	5%	61,962	67,655
Total Top 10 (91.5% of US)	31,595,968	-6.7%	5.4%	11%	2,690,520	2,687,854
Vancouver	2,355,940	-7%	4%	42%	213,457	215,153
Prince Rupert	494,713	-26%	-10%	-20%	41,679	44,340

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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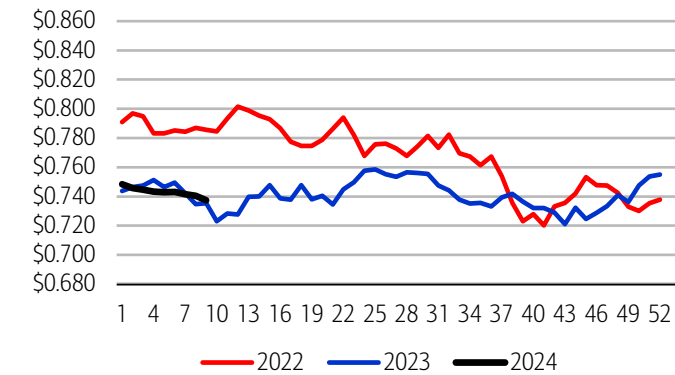
DAT Spot Dry-Van Load/Truck Ratio = 1.13

Weekly Update: DAT's (Dial-a-Truck) dry-van spot load-to-truck ratio was 1.13 for the week ended March 3rd, up from 0.99 (+14%) the prior week (February 25), and down from 2.83 (-60%) a year prior. Before this week, the Ratio posted three consecutive historic lows.

Monthly Update: DAT's (Dial-a-Truck) dry-van spot load-to-truck ratio was 1.42 for the month of February, down from 2.69 in January, and down from 2.52 (-44%) a year prior. In January, the Ratio was down year-year for the 24th consecutive month.

Top 10 Ports in December: +11% Y-Y, LA/LB +15% Y-Y**Canadian Dollar and Mexican Peso FX Rates**

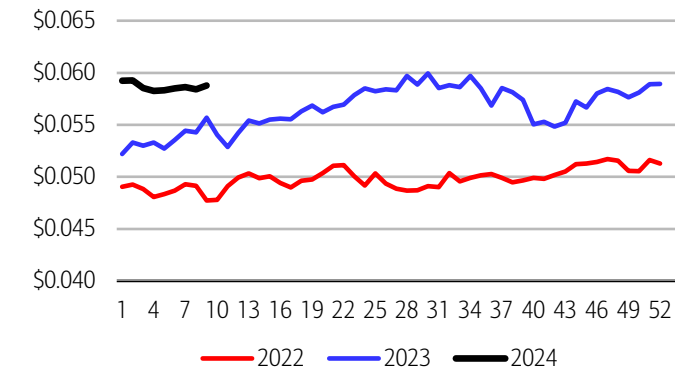
Exhibit 50: Price of 1 Canadian Dollar in US\$
1 CAD = 0.737 US\$



Source: Bloomberg

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Exhibit 51: Price of 1 Mexican Peso in US\$
1 MXN = 0.059 US\$



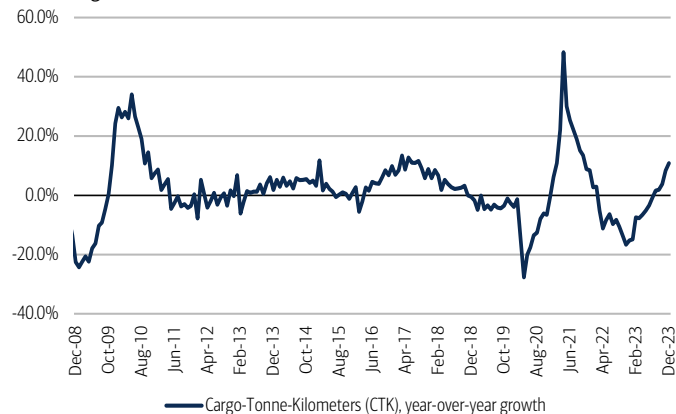
Source: Bloomberg

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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%



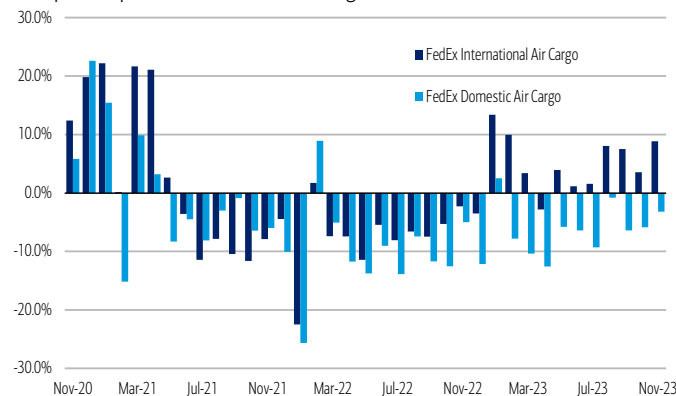
Source: International Air Transport Association

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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



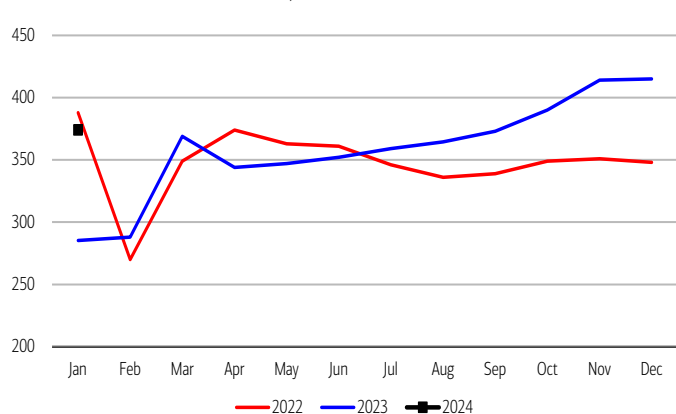
Source: BofA Global Research and Memphis International Airport Statistics

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

Exhibit 54: Hong Kong Airport cargo (000 tons)

HKIA in December: +19.3% Y-Y, +0.2% M-M



Source: Hong Kong International Airport

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Hong Kong Airport (HKIA): +19.3% Y-Y, +0.2% M-M

Rail Performance Measures

Overall Takeaway: The 3 main service level metrics for Class I Rails had a mixed performance on a sequential basis this week, as Velocity and Cars-On-Line deteriorated, while Dwell Time slightly improved. At the same time, all 3 metrics posted upticks on a year-over-year basis for the fifth consecutive week, as Velocity, Cars-On-Line and Dwell Time improved. CPKC (+4.3%) led the group in velocity this week, reversing last week's 4.6% decline. CNI (-7.2%) trailed the group this week, reversing last week's 2.1% increase. BNSF has not reported yet.

Velocity (avg. speed of rail network, faster is better): Deteriorated sequentially (-0.3%) and Improved year-over-year (+1.4%).

Cars-on-Line (fewer cars-on-line is better): Deteriorated sequentially (+0.2%) and improved year-over-year (-1.5%).

Terminal Dwell (lower is better): Deteriorated sequentially (-0.4%) and Improved year-over-year (-4.4%).

Exhibit 55: Rail Performance Metrics

Service levels improved year-over-year, but were mixed 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 9	Week 8	Week 9	% Seq Chg	% y-y Chg		
CNI	18.0	19.4	19.5	-7.2%	-7.7%		
CPKC	19.3	18.5	15.6	4.3%	23.7%		
CSX	18.2	17.9	19.1	1.7%	-4.7%		
NSC	20.9	20.7	20.9	1.0%	0.0%		
UNP	23.6	23.8	23.5	-0.8%	0.4%		
BNSF (1)	25.4	25.7	26.0	-1.2%	-2.3%	Slower -0.3%	Faster +1.4%
Average	20.0	20.1	19.7	-0.3%	1.4%		

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

	2024	2023	2023				
(no. of cars)	Week 9	Week 8	Week 9	% Seq Chg	% y-y Chg		
CNI	86,571	84,390	86,631	2.6%	-0.1%		
CPKC	89,090	89,558	102,350	-0.5%	-13.0%		
CSX	127,296	126,310	124,718	0.8%	2.1%		
NSC	169,629	169,749	168,186	-0.1%	0.9%		
UNP	308,653	309,806	311,496	-0.4%	-0.9%		
BNSF (1)	260,471	260,767	252,313	-0.1%	3.2%	Worse +0.2%	Better -1.5%
Average	156,248	155,963	158,676	0.2%	-1.5%		

Terminal Dwell Time (lower is better)

	2023	2023	2023				
(time in hours)	Week 9	Week 8	Week 9	% Seq Chg	% y-y Chg		
CNI	7.1	6.9	7.2	2.9%	-1.4%		
CPKC	9.7	9.6	11.3	1.0%	-14.2%		
CSX	9.6	9.9	8.8	-3.0%	9.1%		
NSC	24.2	24.4	25.3	-0.8%	-4.3%		
UNP	23.0	23.1	24.4	-0.4%	-5.7%		
BNSF (1)	26.9	27.6	27.4	-2.5%	-1.8%	Better -0.4%	Better -4.4%
Average	14.7	14.8	15.4	-0.4%	-4.4%		

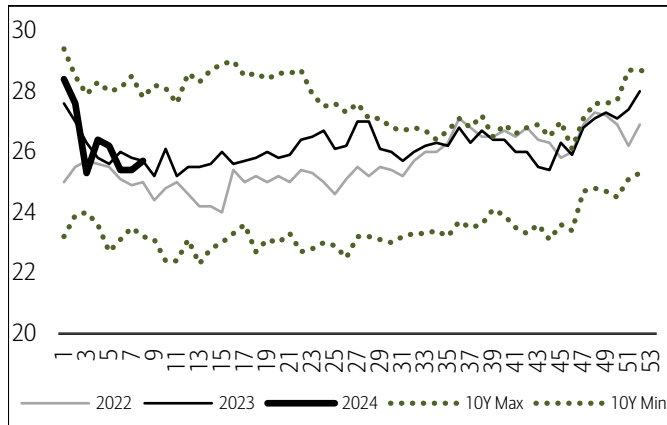
(1): Due the BNSF reporting schedule the reported data is delayed by one week and not included on the averages.

Source: BofA Global Research, company reports

Weekly Rail Velocity Monitor

Exhibit 56: BNSF Velocity

BNSF velocity was 25.4 mph for week 8

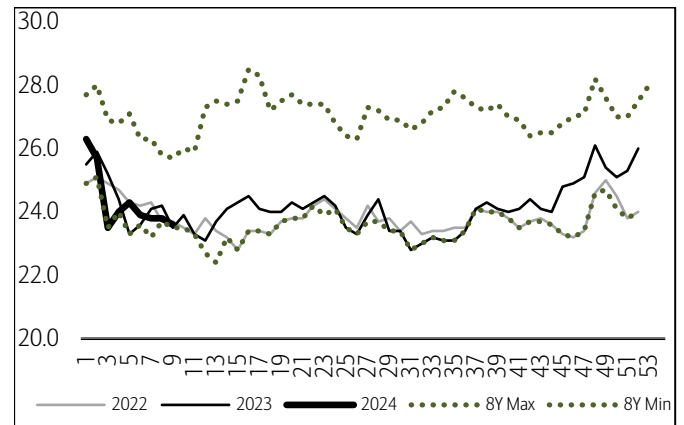


Source: Company reports, and Association of American Railroads.

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Exhibit 57: Union Pacific Velocity

UNP velocity was 23.6 mph for week 9



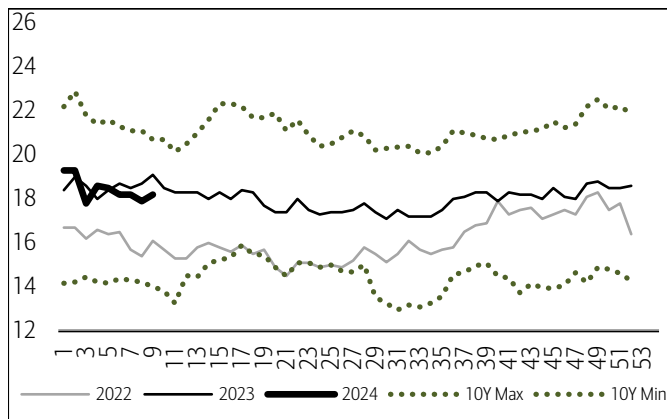
Source: Company reports, and Association of American Railroads.

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

BofA GLOBAL RESEARCH

Exhibit 58: CSX Velocity

CSX velocity was 18.2 mph for week 9

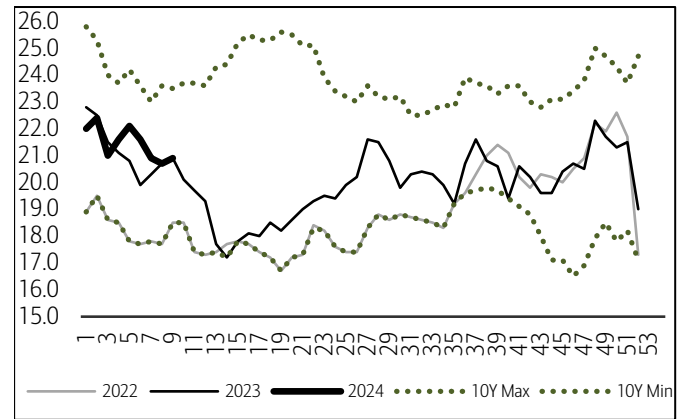


Source: Company reports, and Association of American Railroads.

BofA GLOBAL RESEARCH

Exhibit 59: Norfolk Southern Velocity

NSC velocity was 20.9 mph for week 9

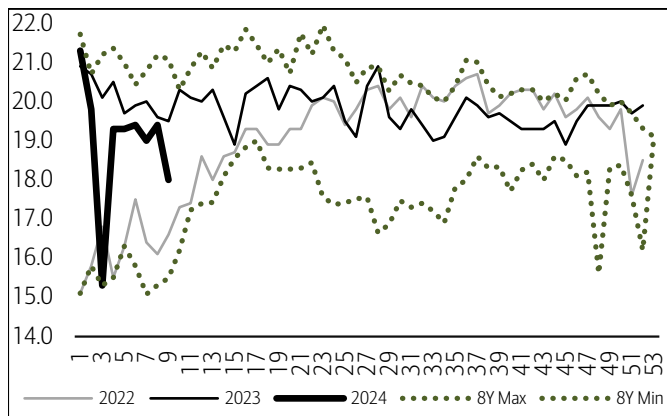


Source: Company reports, and Association of American Railroads.

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Exhibit 60: Canadian National Velocity

CNI velocity was 18.0 mph for week 9



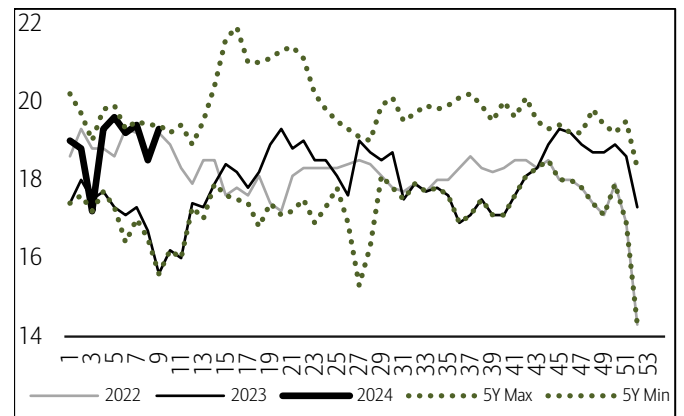
Source: Company reports, and Association of American Railroads.

CNI restated performance metrics, historical data available from 2017

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Exhibit 61: Canadian Pacific Kansas City Velocity

CPKC velocity was 19.3 mph for week 9



Source: Company reports, and Association of American Railroads.

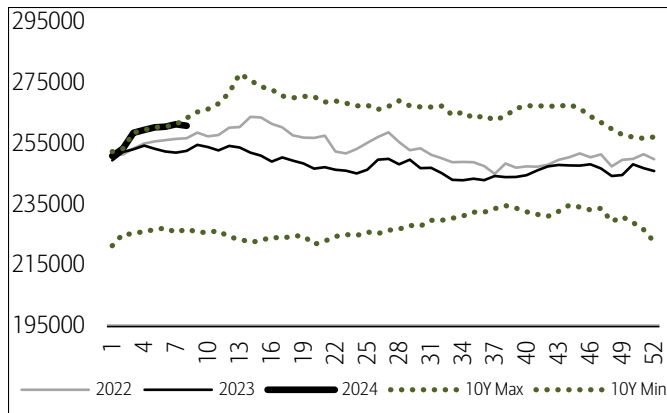
CPKC restated performance metrics, historical data available from 2020

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Weekly Cars On-Line Monitor

Exhibit 62: BNSF Cars-On-Line

BNSF cars on line were 260,471 for week 8

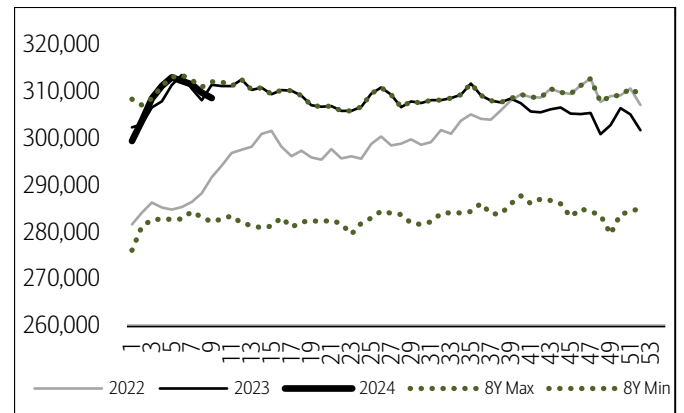


Source: Company reports, and Association of American Railroads.

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Exhibit 63: Union Pacific Cars-On-Line

UNP cars on line were 308,653 for week 9



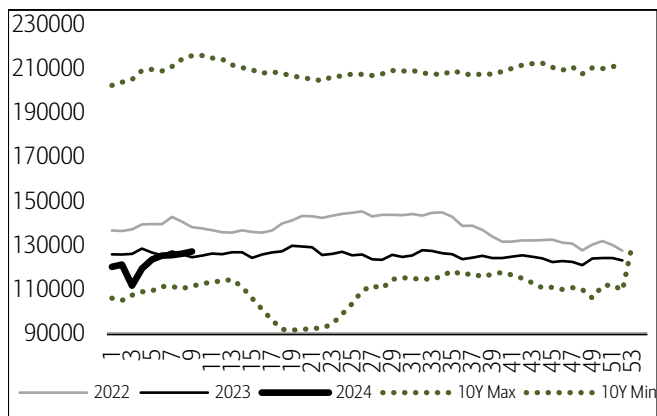
Source: Company reports, and Association of American Railroads.

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 9

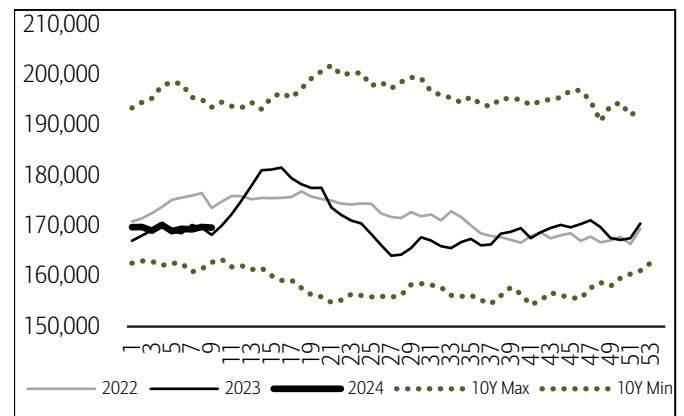


Source: Company reports, and Association of American Railroads.

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Exhibit 65: Norfolk Southern Cars-On-Line

NSC cars on line were 169,629 for week 9

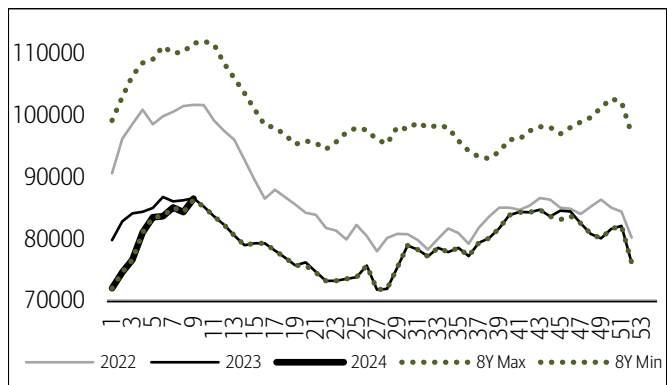


Source: Company reports, and Association of American Railroads.

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Exhibit 66: Canadian National Cars-On-Line

CNI cars on line were 86,571 for week 9



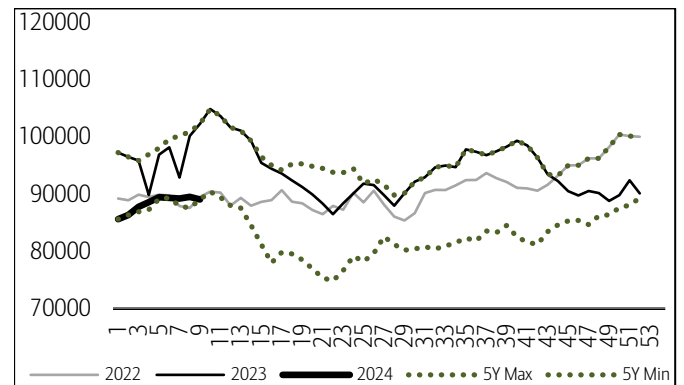
Source: Company reports, and Association of American Railroads.

CNI restated performance metrics, historical data available from 2017

BofA GLOBAL RESEARCH

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

CPKC cars on line were 89,090 for week 9



Source: Company reports, and Association of American Railroads.

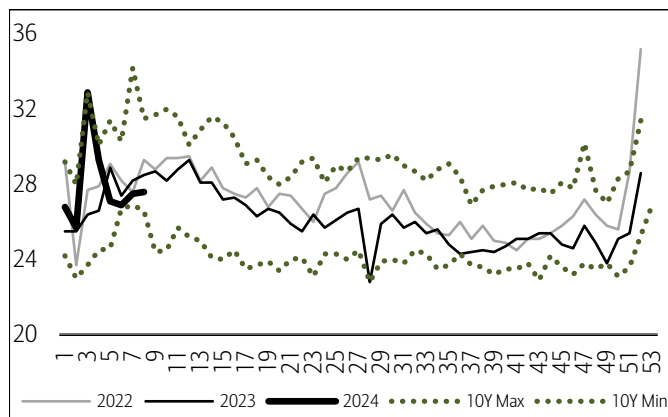
CPKC restated performance metrics, historical data available from 2020

BofA GLOBAL RESEARCH

Weekly Dwell Time Monitor

Exhibit 68: BNSF Dwell Time

BNSF dwell time was 26.9 hrs for week 8

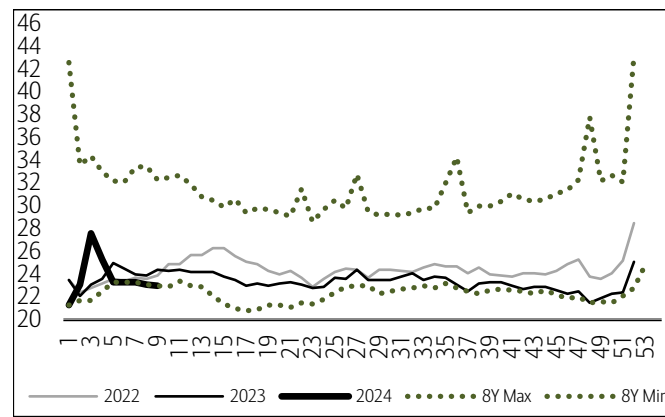


Source: Company reports, and Association of American Railroads.

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Exhibit 69: Union Pacific Dwell Time

UNP dwell time was 23.0 hrs for week 9



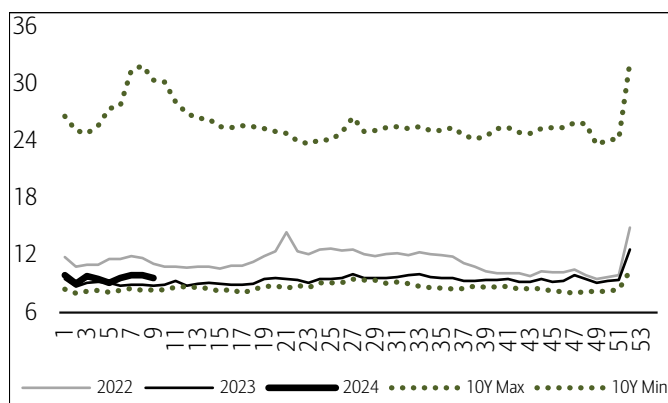
Source: Company reports, and Association of American Railroads.

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 9

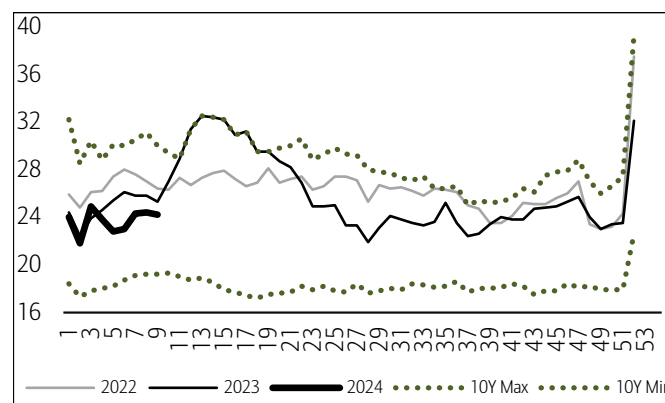


Source: Company reports, and Association of American Railroads.

BofA GLOBAL RESEARCH

Exhibit 71: Norfolk Southern Dwell Time

NSC dwell time was 24.2 hrs for week 9

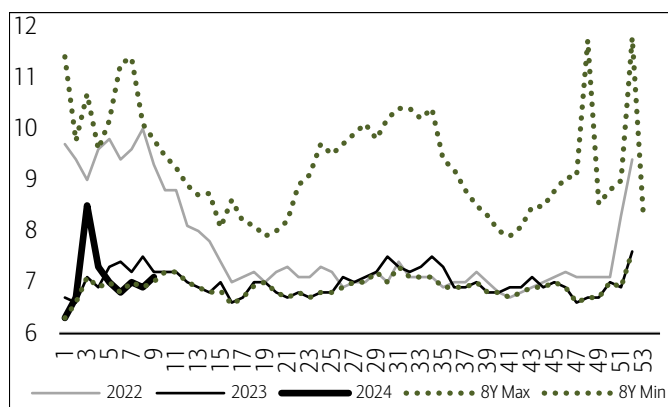


Source: Company reports, and Association of American Railroads.

BofA GLOBAL RESEARCH

Exhibit 72: Canadian National Dwell Time

CNI dwell time was 7.1 hrs for week 9



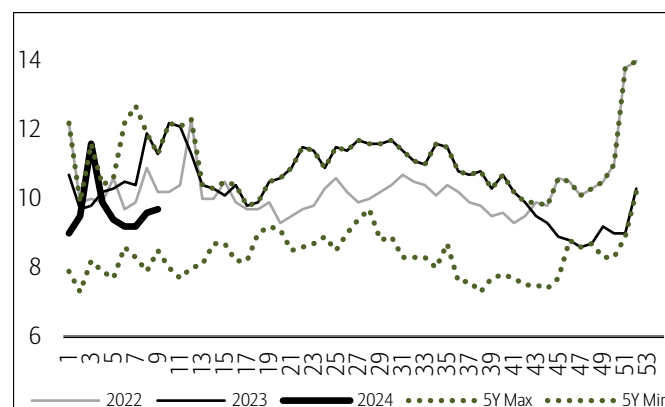
Source: Company reports, and Association of American Railroads.

CNI restated performance metrics, historical data available from 2017

BofA GLOBAL RESEARCH

Exhibit 73: Canadian Pacific Kansas City Dwell Time

CPKC dwell time was 9.7 hrs for week 9



Source: Company reports, and Association of American Railroads.

CPKC restated performance metrics, historical data available from 2020

BofA GLOBAL RESEARCH

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)

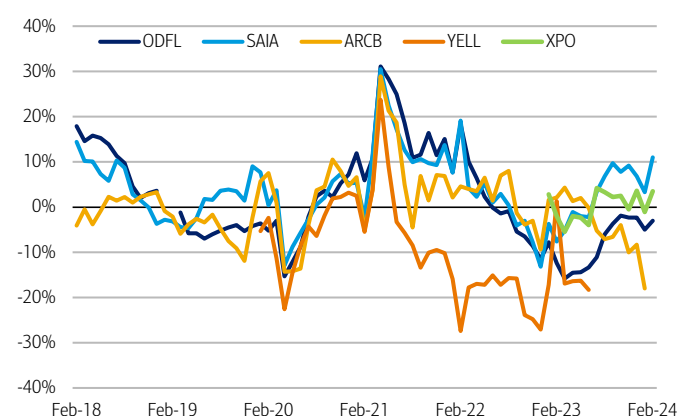
Source: BofA Global Research estimates and company reports

Note: ODFL's January Tons are preliminary

BofA GLOBAL RESEARCH

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

BofA GLOBAL RESEARCH

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

BofA GLOBAL RESEARCH

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

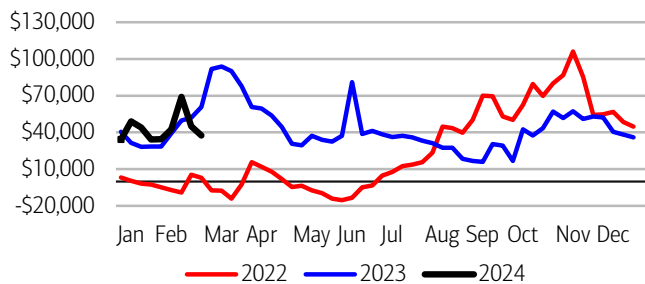
Source: STB, BofA Global Research estimates

BofA GLOBAL RESEARCH

Weekly Shipping Rates

Exhibit 79: VLCC Spot Rates

VLCC Spot Rates at \$37,553 as of 03/01/2024

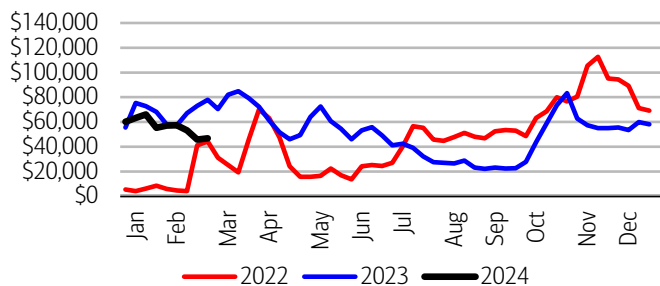


Source: BofA Global Research and Clarksons

BofA GLOBAL RESEARCH

Exhibit 81: Suezmax Spot Rates

Suezmax Spot Rates at \$46,793 as of 03/01/2024

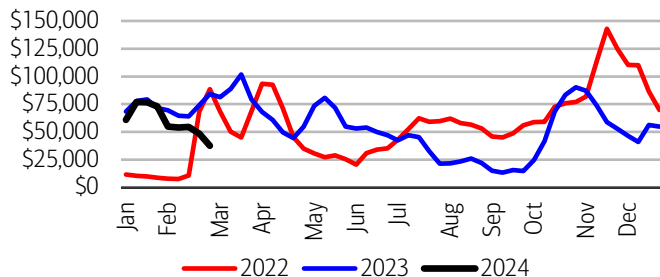


Source: BofA Global Research and Clarksons

BofA GLOBAL RESEARCH

Exhibit 83: Aframax Spot Rates

Aframax Spot Rates \$37,441 as of 03/01/2024

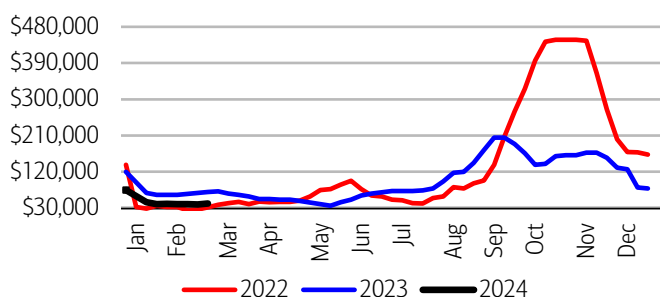


Source: BofA Global Research and Clarksons

BofA GLOBAL RESEARCH

Exhibit 85: LNG TFDE Spot Rates

LNG TFDE Spot Rates at \$41,250 as of 03/01/2024

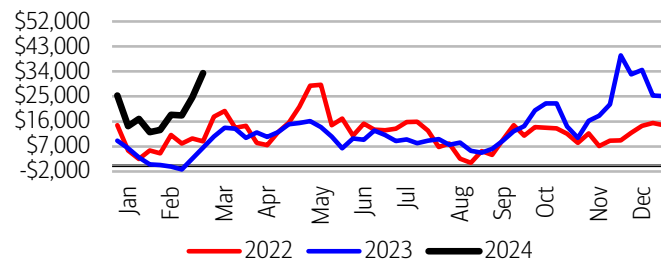


Source: BofA Global Research and Clarksons

BofA GLOBAL RESEARCH

Exhibit 80: Capesize spot Rates

Capesize Spot rates at \$33,413 as of 03/01/2024

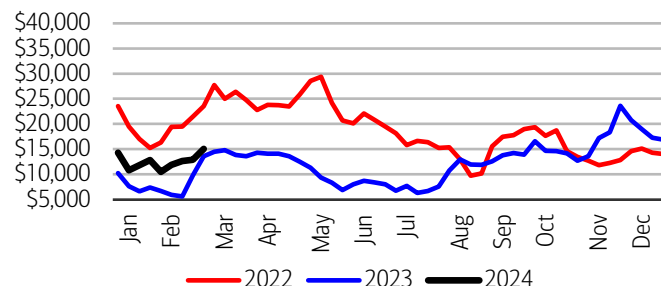


Source: BofA Global Research and Clarksons

BofA GLOBAL RESEARCH

Exhibit 82: Panamax Spot Rates

Panamax Spot Rates at \$15,063 as of 03/01/2024

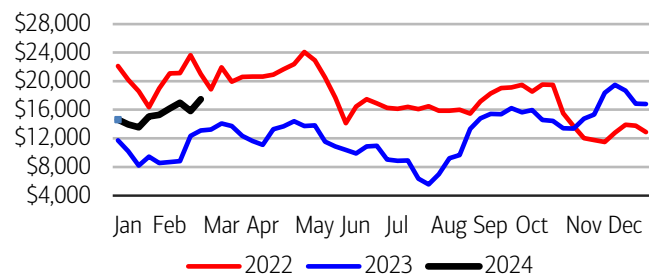


Source: BofA Global Research and Clarksons

BofA GLOBAL RESEARCH

Exhibit 84: Supramax Spot Rates

Supramax Spot Rates at \$17,480 as of 03/01/2024



Source: BofA Global Research and Clarksons

BofA GLOBAL RESEARCH

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	\$46,806	\$46,806	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 mixed YTD

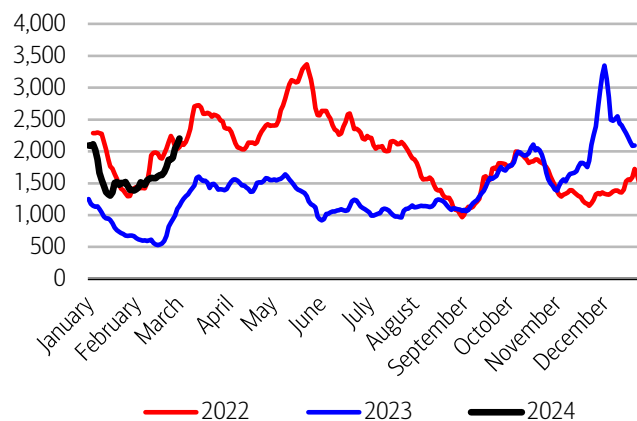
Tanker	1QTD Average	2024 YTD Avg.	Orderbook % of Fleet
VLCC	\$43,339	\$43,339	2%
% chg. Y-Y	-21%	0%	
Suezmax	\$56,115	\$56,115	5%
% chg. Y-Y	-21%	5%	
Aframax	\$59,612	\$59,612	11%
% chg. Y-Y	-23%	7%	

Source: Clarkson

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Exhibit 89: Baltic Dry Index

Baltic Dry Index is at 2,203 as of 03/01/2024

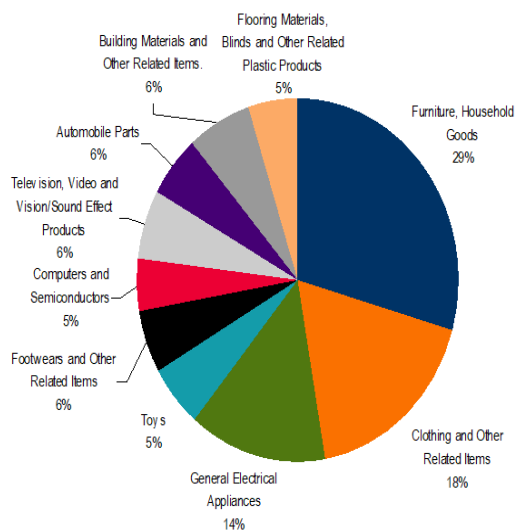


Source: Bloomberg

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Exhibit 91: Container Breakdown by Commodity

Furniture, Household & Goods represents almost 30%



Source: OOCL, BofA Global Research estimates

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	\$19,584	\$19,584	5%
% chg. Y-Y	241%	58%	
Panamax	\$12,521	\$12,521	9%
% chg. Y-Y	25%	4%	
Supramax	\$15,437	\$15,437	8%
% chg. Y-Y	39%	24%	

Source: Clarkson

BofA GLOBAL RESEARCH

Exhibit 90: Shipping Rates

Shipping Rates are mixed year-over-year

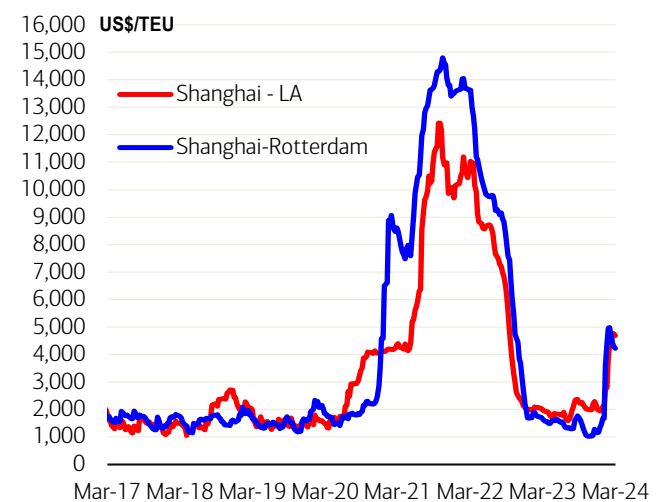
	Current Wk 03/01/24	Prior Wk 02/23/24	YOY Wk 03/03/23	Seq % Change	YOY % Change
Vessel Type					
VLCC	\$37,553	\$45,070	\$60,855	-16.7%	-38.3%
Suezmax	\$46,793	\$45,794	\$77,893	2.2%	-39.9%
Aframax	\$37,441	\$48,428	\$84,146	-22.7%	-55.5%
LNG TFDE	\$41,250	\$39,000	\$70,000	5.8%	-41.1%
Baltic Dry Index	2,203	1,866	1,211	18.1%	81.9%

Source: Bloomberg and Clarkson

BofA GLOBAL RESEARCH

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

Exhibit 93: Railroads Comp Sheet

Data as of 03/06/2024

											EPS												
		QRQ	Share	Shares	Mkt Cap	Net Debt	EV			BofA	BofA	BofA	Cons.	Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA			
Company	Ticker		Price	Out.	(\$ bil.)	(\$ bil.)	(\$ bil.)			2023a	2024e	2025e	2024e	2023a	2024e	2025e	2023a	2024e	2025e	2023a	2024e	2025e	
Canadian																							
National	CNI	B-2-7	\$126.95	642	\$81.5	\$13.4	\$94.9			\$5.43	\$5.94	\$6.66	\$5.90	23.4x	21.4x	19.0x	\$6.27	\$6.76	\$7.35	15.1x	14.1x	12.9x	
Canadian Pacific	CP	B-1-7	\$87.62	932	\$81.7	\$16.9	\$98.6			\$2.86	\$3.20	\$3.20	\$3.21	30.7x	27.4x	27.4x	\$5.03	\$5.50	\$6.21	19.6x	17.9x	15.9x	
CSX Corporation	CSX	B-1-7	\$38.09	1,959	\$74.6	\$17.1	\$91.7			\$1.84	\$2.00	\$2.25	\$1.98	20.7x	19.0x	16.9x	\$7.13	\$7.43	\$7.89	12.9x	12.3x	11.6x	
Norfolk Southern	NSC	RSTR	\$254.39	226	\$57.5	\$15.6	\$73.1						\$12.00				\$5.27			13.9x			
Union Pacific	UNP	B-1-7	\$251.00	610	\$153.1	\$31.5	\$184.6			\$10.29	\$11.15	\$12.85	\$11.14	24.4x	22.5x	19.5x	\$11.47	\$12.23	\$13.43	16.1x	15.1x	13.7x	
														24.8x	22.6x	20.7x				15.5x	14.9x	13.5x	
2024Q1EPS											Revenue		2023Q4	Net	ROIC								
		est.	Δ to	EPS Growth			YoY	Growth		Op.	Debt/			Total Return (w/reinvested dividends)					Dividend				
Company		BofA	Cons.	Street	1yr	3yr	5yr	1Q2024	1yr	5yr	Ratio	EBITDA	1yr	1 week	YTD	1yr	3yr	5yr	Annual	Yield			
Canadian																							
National		\$1.20	\$1.28	-7%	-3%	20%	19%	-2%	-2%	4%	59%	2.2x		10.4%	-2%	2%	10%	6%	10%	\$3.36	2.0%		
Canadian Pacific		\$0.69	\$0.70	-1%	-2%	6%	15%	-5%	4%	17%	58%	3.6x		5.6%	3%	11%	14%	7%	18%	\$0.76	0.6%		
CSX Corporation		\$0.46	\$0.45	2%	-1%	110%	44%	-1%	-1%	4%	64%	2.5x		10.8%	1%	10%	26%	9%	11%	\$0.48	1.3%		
Norfolk Southern			\$2.60		-43%	9%	0%	-5%	-5%	2%	69%	3.9x		8.4%	0%	8%	17%	2%	9%	\$5.40	2.1%		
Union Pacific		\$2.45	\$2.51	-3%	-7%	11%	6%	-3%	-3%	2%	61%	2.9x		11.4%	-1%	3%	23%	9%	11%	\$5.20	2.1%		
											62%	3.0x			9.3%	0%	7%	18%	7%	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 03/06/2024

		QRQ	Share	Shares	Mkt Cap	Net Debt	EV	EPS				Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA				
			Price	Out.	(mil.)	(\$ bil.)	(\$ bil.)	(\$ bil.)	BofA	BofA	BofA	Cons	2023a	2024e	2025e	2023a	2024e	2025e	2023a	2024e	2025e	
Company	Ticker																					
J.B. Hunt																						
Transp.	JBHT	B-1-7	\$199.82	103	\$20.6	\$1.5	\$22.2	\$7.20	\$8.15	\$10.35	\$7.78	27.8x	24.5x	19.3x	\$1.78	\$1.99	\$2.30	12.4x	11.2x	9.6x		
Textainer Group	TGH	n/a	\$49.91	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	\$42.59	62	\$2.7	\$0.4	\$3.1	n/a	n/a	n/a	\$2.21	16.2x	19.2x	13.7x	\$0.40	\$0.36	\$0.42	7.6x	8.5x	7.2x		
												19.0x	18.0x	14.0x				10.1x	9.9x	8.9x		
2024Q1EPS										2023Q4		Net		ROIC		Total Return (w/reinvested dividends)					Dividend	
		est.		Δ to		EPS Growth		YoY		Revenue Growth		Op.	Debt/									
Company		BofA	Cons.	Street	1yr	3yr	5yr	1Q2024	1yr	5yr	Ratio	EBITDA			1yr						Annual	Yield
J.B. Hunt																						
Transp.		\$1.59	\$1.61	-1%	-22%	18%	19%	-13%	-13%	8%	92%	1.1x		12.9%		-3%	0%	9%	10%	15%	\$1.72	0.9%
Textainer Group		n/a	\$1.12		-25%	95%	48%	-11%	-5%	4%	59%	7.2x		5.0%		0%	2%	53%	29%	37%	\$1.20	2.4%
Hub Group Inc		n/a	\$0.41		-49%	63%	30%	-21%	-21%	1%	97%	1.0x		7.4%		-2%	-7%	-7%	11%	16%	\$0.50	1.2%
											83%	3.1x		8.4%		-1%	-2%	18%	17%	23%		

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 03/06/2024

												EPS															
		QRQ	Share	Shares	Mkt Cap	Net Debt	EV			BofA	BofA	BofA	Cons.	Forward P/E		EBITDA (\$ bil)			Forward EV/EBITDA								
Company	Ticker		Price	Out. (mil.)	(\$ bil.)	(\$ bil.)	(\$ bil.)	2023a	2024e	2025e	2024e	2023a	2024e	2025e	2023a	2024e	2025e	2023a	2024e	2025e							
Arcbest Corp	ARCB	C-3-7	\$137.99	24	\$3.2	\$0.0	\$3.2	\$7.88	\$10.85	\$13.35	\$10.21	17.5x	12.7x	10.3x	\$0.37	\$0.47	\$0.55	8.7x	6.8x	5.8x							
Old Dominion	ODFL	B-2-7	\$435.46	109	\$47.4	(\$0.4)	\$47.0	\$11.26	\$12.55	\$14.65	\$12.93	38.7x	34.7x	29.7x	\$1.97	\$2.15	\$2.43	23.9x	21.9x	19.3x							
Saia Inc	SAIA	B-1-9	\$605.92	27	\$16.1	(\$0.2)	\$16.0	\$13.27	\$16.50	\$20.00	\$16.22	45.7x	36.7x	30.3x	\$0.64	\$0.80	\$0.95	25.0x	20.1x	16.8x							
TFI Int'l	TFII	B-2-7	\$150.52	84	\$12.7	\$1.9	\$14.6	\$1.71	\$2.20	\$2.20	\$7.49	88.0x	68.4x	68.4x	\$0.91	\$1.09	\$1.24	16.0x	13.4x	11.7x							
XPO, Inc.	XPO	C-1-9	\$125.31	116	\$14.6	\$3.7	\$18.3	\$2.93	\$3.70	\$5.10	\$3.47	42.8x	33.9x	24.6x	\$0.66	\$0.87	\$1.07	27.5x	20.9x	17.0x							
													46.5x	37.3x	32.7x				20.2x	16.6x	14.1x						
2024Q1EPS																											
		est.		Δ to		EPS Growth		YoY		Revenue Growth		2023Q4		ROIC		Total Return (w/reinvested dividends)					Dividend						
Company		BofA	Cons.	Street	1yr	3yr	5yr	1Q2024	YoY	1yr	5yr	Op. Ratio	Net Debt/ EBITDA	1yr		1 week	YTD	1yr	3yr	5yr	Annual	Yield					
Arcbest Corp		\$1.91	\$1.58	21%	-39%	70%	n/a	-17%	-15%	9%	93%	0.3x		10.5%		-1%	15%	36%	28%	34%	\$0.48	0.3%					
Old Dominion		\$2.68	\$2.71	-1%	-9%	29%	20%	-6%	-6%	8%	72%	-0.1x		28.7%		1%	8%	24%	26%	36%	\$2.08	0.5%					
Saia Inc		\$3.45	\$3.41	1%	-1%	40%	35%	3%	3%	13%	85%	-0.2x		18.3%		8%	38%	107%	43%	58%	--	--					
TFI Int'l		\$1.57	\$1.47	6%	-17%	47%	130%	-15%	-15%	20%	90%	1.7x		12.8%		4%	11%	21%	29%	--	\$1.60	1.1%					
XPO, Inc.		\$0.67	\$0.66	1%	-7%	89%	n/a	0%	0%	-10%	92%	4.3x		9.6%		6%	43%	246%	46%	50%	--	--					
													86%	1.2x	16.0%												

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 03/06/2024

			Share	Share	Mkt Cap	Net Debt	EV	EPS				Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA				
		QRQ	Price	Out. (mil.)	(\$ bil.)	(\$ bil.)	(\$ bil.)	BofA	BofA	BofA	Cons.											
Company	Ticker							2023a	2024e	2025e	2024e	2023a	2024e	2025e	2023a	2024e	2025e	2023a	2024e	2025e		
Fedex Corp	FDX	B-1-7	\$248.40	250	\$62.1	\$13.8	\$75.9	\$17.70	\$20.85	\$23.90	\$17.58	14.0x	11.9x	10.4x	\$10.50	\$11.60	\$12.65	7.2x	6.5x	6.0x		
United Parcel-B	UPS	B-2-7	\$152.55	727	\$130.1	\$19.1	\$149.1	\$8.78	\$8.40	\$9.95	\$8.27	17.4x	18.2x	15.3x	\$13.01	\$12.88	\$14.66	11.5x	11.6x	10.2x		
												15.7x	15.0x	12.9x				9.3x	9.1x	8.1x		
			2024Q1EPS est.							2023Q4 Op. Ratio	Net Debt/EBITDA			Total Return (w/reinvested dividends)					Dividend			
Company			BofA	Cons.	Street	1yr	3yr	5yr	1Q2024	1yr	5yr	Ratio	EBITDA	ROIC 1yr	1 week	YTD	1yr	3yr	5yr	Annual	Yield	
Fedex Corp			\$3.13	\$3.54	-12%	-7%	94%	11%	-4%	-7%	5%	94%	3.3x	5.6%	2%	-2%	21%	0%	9%	\$5.04	2.0%	
UPS			\$1.61	\$1.57	3%	-35%	267%	n/a	-9%	-9%	5%	89%	1.5x	14.4%	3%	-2%	-15%	1%	10%	\$6.52	4.3%	
												91%	2.4x	10.0%	2%	-2%	3%	1%	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 03/06/2024

								EPS				Forward P/E			EBITDA (\$ bil)			Forward EV/EBITDA		
QRQ		Share	Shares Out.	Mkt Cap	Net Debt	EV	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	\$55.27	161	\$8.9	\$2.8	\$11.7	\$1.72	\$2.50	\$4.25	\$2.50	32.1x	22.1x	13.0x	\$1.10	\$1.39	\$1.77	10.7x	8.5x	6.6x
Schneider National	SNDR	B-2-7	\$22.68	93	\$4.0	\$0.3	\$4.2	\$1.36	\$1.10	\$1.60	\$1.14	16.7x	20.6x	14.2x	\$0.68	\$0.67	\$0.79	6.2x	6.3x	5.4x
Werner Enterprises	WERN	B-3-7	\$37.88	63	\$2.4	\$0.6	\$3.0	\$1.93	\$2.05	\$2.65	\$1.97	19.6x	18.5x	14.3x	\$0.48	\$0.50	\$0.55	6.2x	6.0x	5.4x
Covenant Transport	CVLG	n/a	\$46.16	11	\$0.6	\$0.2	\$0.8	n/a	n/a	n/a	\$4.27	15.1x	10.8x	9.0x	\$0.12	\$0.14	\$0.15	6.9x	6.0x	5.5x
Heartland Express	HTLD	n/a	\$12.14	79	\$1.0	\$0.3	\$1.2	n/a	n/a	n/a	\$0.05	--	238.0x	17.7x	\$0.23	\$0.21	\$0.28	5.5x	6.0x	4.5x
Marten Transport	MRTN	n/a	\$18.39	81	\$1.5	(\$0.1)	\$1.4	n/a	n/a	n/a	\$0.86	25.3x	21.4x	15.6x	\$0.21	\$0.21	\$0.25	6.9x	6.9x	5.9x
Pam Transport	PTSI	n/a	\$16.73	22	\$0.4	\$0.1	\$0.5	n/a	n/a	n/a	\$1.10	21.1x	15.2x	7.4x	\$0.11	\$0.11	\$0.15	4.3x	4.5x	3.4x
Universal Logistics	ULH	n/a	\$34.40	26	\$0.9	\$0.4	\$1.3	n/a	n/a	n/a	\$3.65	9.7x	9.4x	6.7x	\$0.22	\$0.25	\$0.30	5.8x	--	--
												20.0x	44.5x	12.2x				6.6x	6.3x	5.2x
2024Q1EPS								2023Q4		ROIC		Total Return (w/reinvested dividends)					Dividend			
Company	BofA	Cons.	Δ to Street	EPS Growth	YoY		Revenue Growth	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%	-1%	-4%	-5%	8%	12%	\$0.64	1.2%	
Schneider National	\$0.19	\$0.16	18%	-50%	19%	-3%	-17%	-17%	2%	98%	0.3x	6.8%	-3%	-11%	-19%	-2%	4%	\$0.38	1.7%	
Werner Enterprises	\$0.26	\$0.31	-16%	-52%	1%	-6%	0%	0%	5%	95%	1.3x	5.3%	-4%	-11%	-18%	-5%	6%	\$0.56	1.5%	
Covenant Transport	n/a	\$0.78		-44%	--	--	-9%	-9%	1%	95%	0.0x	15.6%	-6%	0%	35%	34%	16%	\$0.44	1.0%	
Heartland Express	n/a	(\$0.09)		--	-2%	-16%	25%	25%	24%	96%	1.2x	2.2%	-6%	-15%	-26%	-13%	-8%	\$0.08	0.7%	
Marten Transport	n/a	\$0.16		-40%	6%	0%	-10%	-10%	7%	94%	-0.3x	7.8%	-2%	-12%	-16%	5%	12%	\$0.24	1.3%	
Pam Transport	n/a	\$0.10		-74%	92%	37%	-14%	-14%	8%	100%	1.2x	3.1%	-8%	-19%	-44%	4%	6%	--	--	
Universal Logistics	n/a	n/a		-45%	47%	33%	-18%	-18%	1%	91%	1.3x	11.2%	3%	23%	13%	12%	13%	\$0.42	1.2%	
										96%	1.0x	6.9%	-3%	-6%	-10%	5%	8%			

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

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Exhibit 98: Freight Forwarding Comp Sheet

Data as of 03/06/2024

			Share		Shares	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
CH Robinson	CHRW	B-3-7	\$71.96		117	\$8.4	\$1.4	\$9.8	\$3.22	\$2.80	\$3.75	\$3.22	22.3x	25.7x	19.2x	\$0.65	\$0.6	\$0.74	15.1x	16.6x	13.3x
RXO Inc	RXO	C-2-9	\$20.73		117	\$2.4	\$0.4	\$2.8	\$0.30	\$0.10	\$0.60	\$0.22	69.1x	207.3x	34.6x	\$0.14	\$0.1	\$0.19	20.6x	24.8x	14.3x
World Kinect	WKC	B-3-7	\$24.02		60	\$1.4	\$0.6	\$2.0	\$1.95	\$2.35	\$2.70	\$2.22	12.3x	10.2x	8.9x	\$0.39	\$0.4	\$0.44	5.2x	4.8x	4.6x
Landstar System	LSTR	n/a	\$183.26		36	\$6.5	(\$0.4)	\$6.1	n/a	n/a	n/a	\$6.64	24.9x	27.6x	22.3x	\$0.40	\$0.4	\$0.43	15.2x	17.0x	14.2x
Expeditors Intl	EXPD	n/a	\$121.01		144	\$17.4	(\$1.0)	\$16.4	n/a	n/a	n/a	\$4.75	24.2x	25.5x	23.4x	\$1.03	\$0.9	\$0.99	15.9x	17.7x	16.6x
Forward Air Corp	FWRD	n/a	\$30.75		26	\$0.8	\$1.8	\$2.6	n/a	n/a	n/a	\$3.82	7.8x	8.0x	7.9x	\$0.22	\$0.3	\$0.31	12.0x	10.1x	8.5x
													26.8x	50.7x	19.4x				14.0x	15.2x	11.9x
2024Q1EPS										2023Q4		ROIC		Total Return (w/reinvested dividends)					Dividend		
Company		est.	Δ to	EPS Growth			Revenue Growth		Op.	Net Debt/		YTD					Annual				
		BofA	Street	1yr	3yr	5yr	1Q2024	1yr	Ratio	EBITDA	1yr	1 week	YTD	1yr	3yr	5yr	Annual	Yield			
CH Robinson		\$0.55	\$0.65	-15%	-61%	8%	-11%	-29%	-29%	3%	98%	2.5x		12.8%	-2%	-16%	-26%	-6%	-2%	\$2.44	3.4%
RXO Inc		(\$0.04)	(\$0.03)	60%	--	--	--	-18%	--	--	98%	--		5.4%	1%	-11%	1%	--	--	--	--
World Kinect		\$0.58	\$0.49	19%	-34%	-10%	--	-19%	-19%	16%	99%	2.6x		6.3%	-3%	5%	-8%	-10%	-1%	\$0.56	2.3%
Landstar System		n/a	\$1.30		-38%	27%	7%	-29%	-29%	5%	94%	-1.0x		22.9%	-4%	-4%	3%	6%	14%	\$1.32	0.7%
Expeditors Intl		n/a	\$1.08		-39%	21%	16%	-46%	-46%	10%	91%	-1.0x		21.3%	2%	-5%	12%	9%	11%	\$1.38	1.1%
Forward Air Corp		n/a	\$0.64		-53%	145%	--	-31%	-20%	1%	99%	7.1x		3.5%	-21%	-51%	-71%	-29%	-12%	--	--
											97%	2.0x		12.0%	-5%	-14%	-15%	-6%	2%		

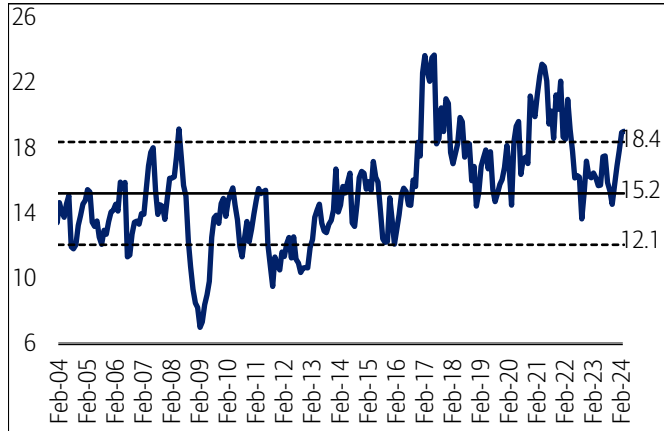
Source: BofA Global Research estimates, Company reports, Bloomberg (for stocks not covered by BofA Research)

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Exhibit 99: CSX forward P/E

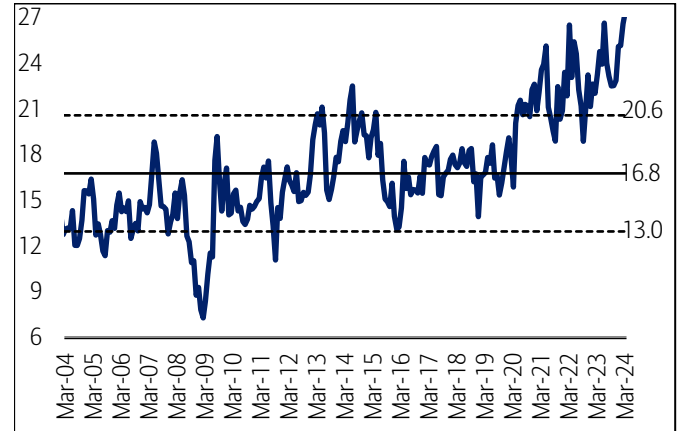
CSX Forward P/E is 19.0x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 100: CP forward P/E

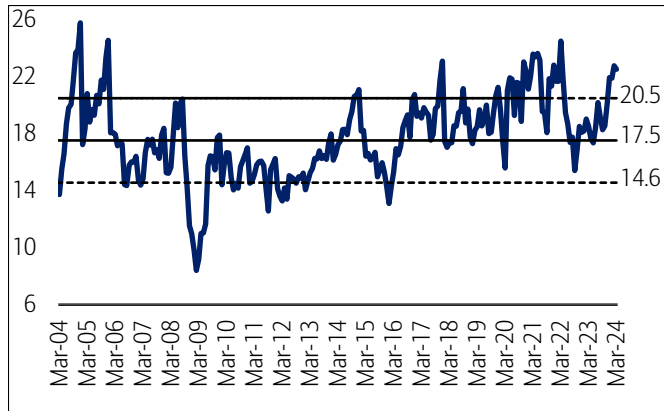
CP Forward P/E is 27.4x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 101: UNP forward P/E

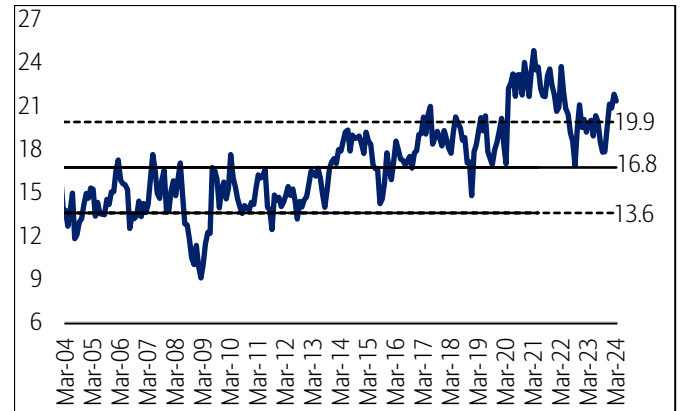
UNP Forward P/E is 22.5x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 102: CNI forward P/E

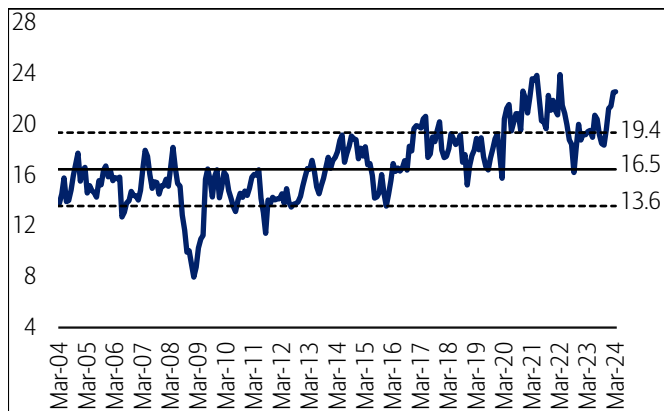
CNI Forward P/E is 21.4x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 103: Rails Average forward P/E

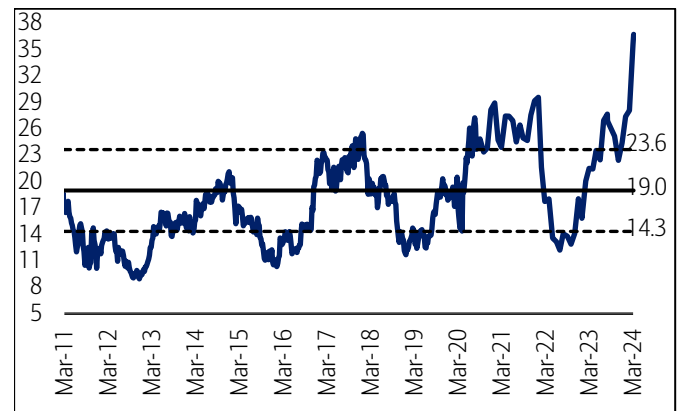
Rails Average Forward P/E is 22.6x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 104: SAIA forward P/E

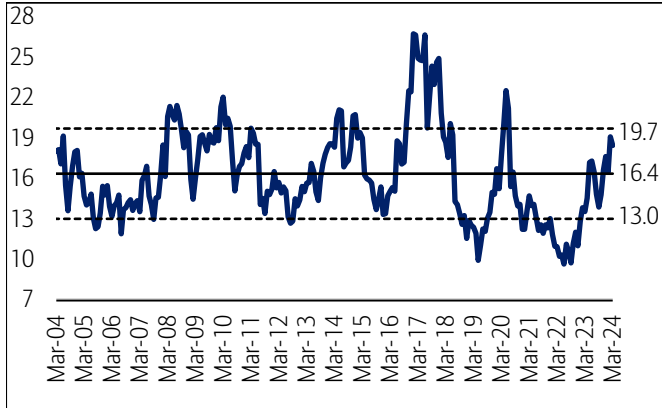
SAIA Forward P/E is 36.7x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 105: WERN forward P/E

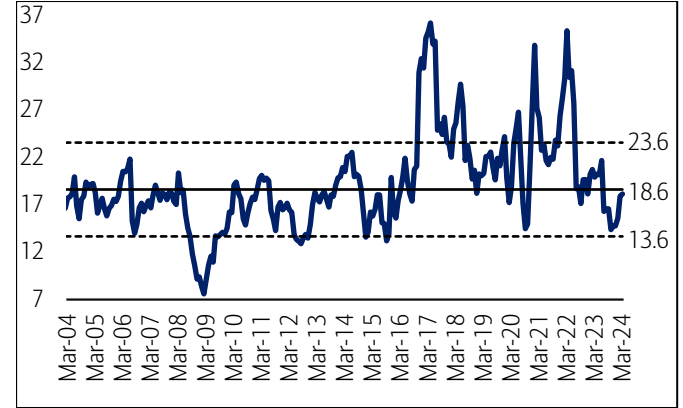
WERN Forward P/E is 18.5x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 106: KEX forward P/E

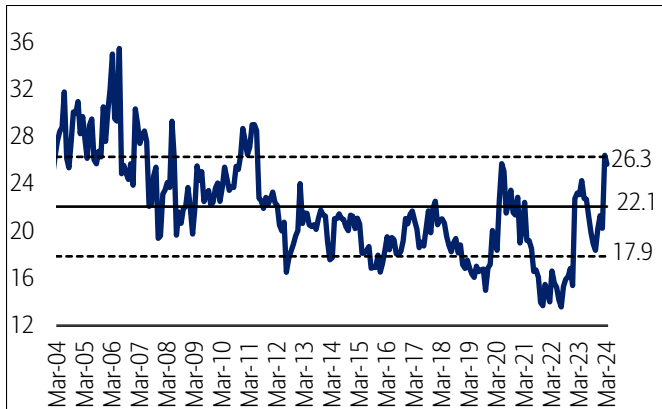
KEX Forward P/E is 18.1x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 107: CHRW forward P/E

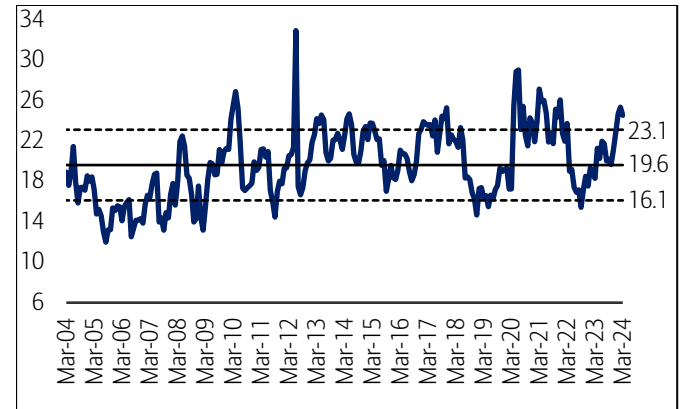
CHRW Forward P/E is 25.7x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 108: JBHT forward P/E

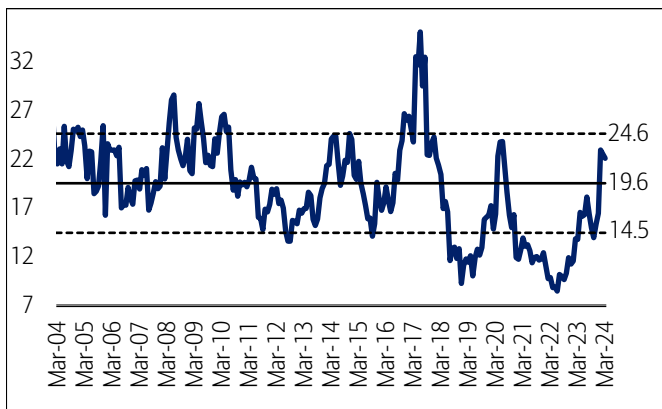
JBHT Forward P/E is 24.5x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 109: KNX forward P/E

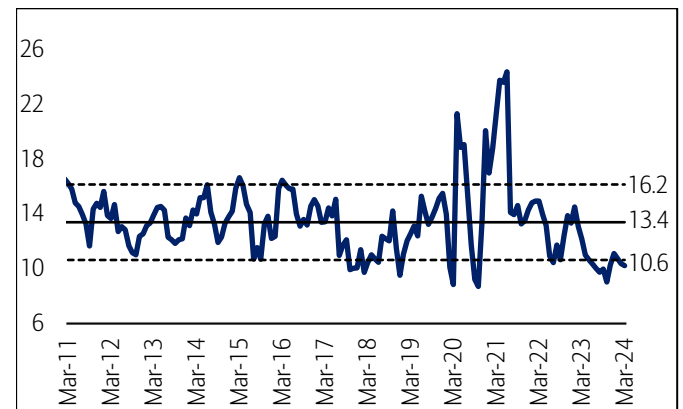
KNX Forward P/E is 22.1x



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

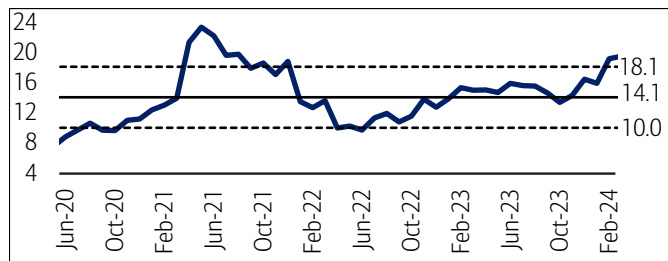
WKC Forward P/E is 10.2x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 111: TFI forward P/E

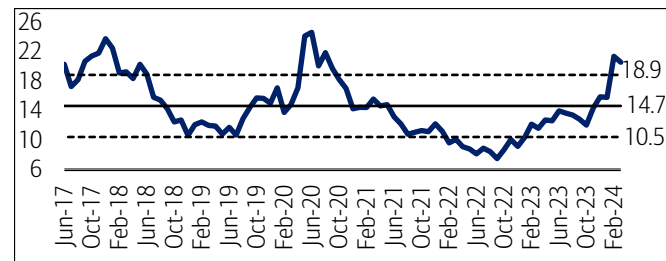
TFI Forward P/E is 19.5x



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

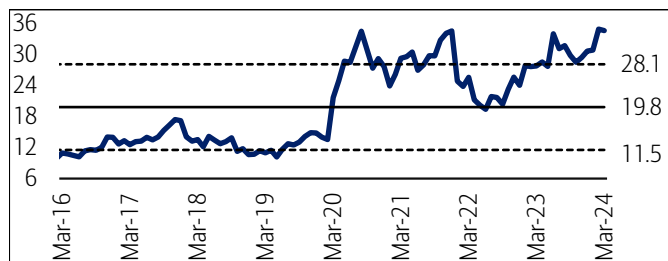
SNDR Forward P/E is 20.6x



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

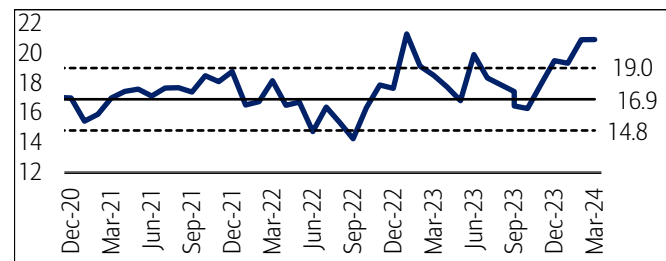
ODFL Forward P/E is 34.7x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 114: WAB forward P/E

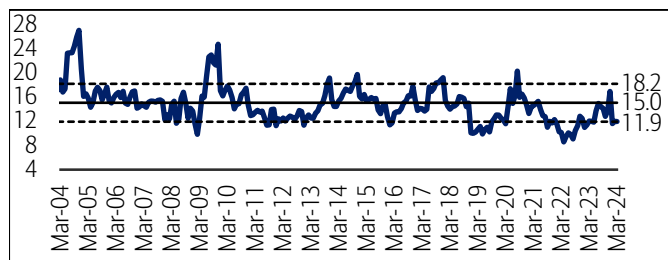
WAB Forward P/E is 20.9x



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

Exhibit 115: FDX forward P/E

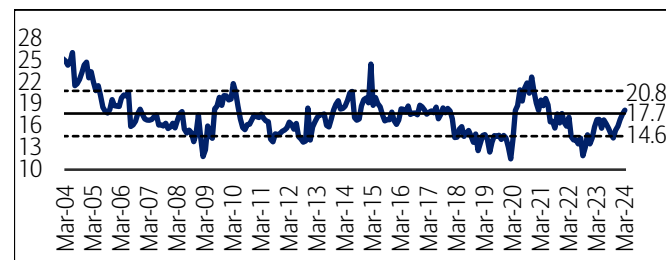
FDX Forward P/E is 11.9x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 116: UPS forward P/E

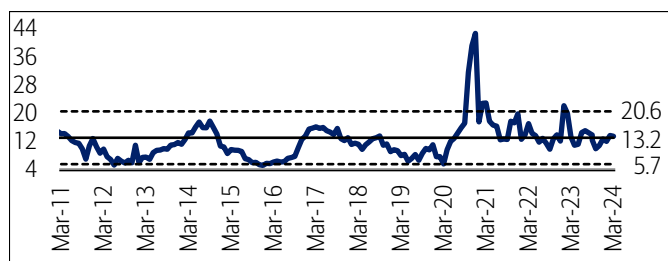
UPS Forward P/E is 18.2x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Exhibit 117: GBX forward P/E

GBX Forward P/E is 13.6x



Source: BofA Global Research estimates, company reports, Bloomberg, Reuters, First Call, Factset.
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Investment rating	Total return expectation (within 12-month period of date of initial rating)	Ratings dispersion guidelines for coverage cluster ^{R1}
Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

^{R1} 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.

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