



CASS FREIGHT INDEX REPORT™

March 2018

Economic Outlook from Freight's Perspective

Volume Strong, Pricing Even Stronger – Heavy Industrial Segment of Trucking Exploding

	March 2018	Year-over-year change	Month-to-month change
Shipments	1.209	11.9%	0.9%
Expenditures	2.723	15.6%	0.0%

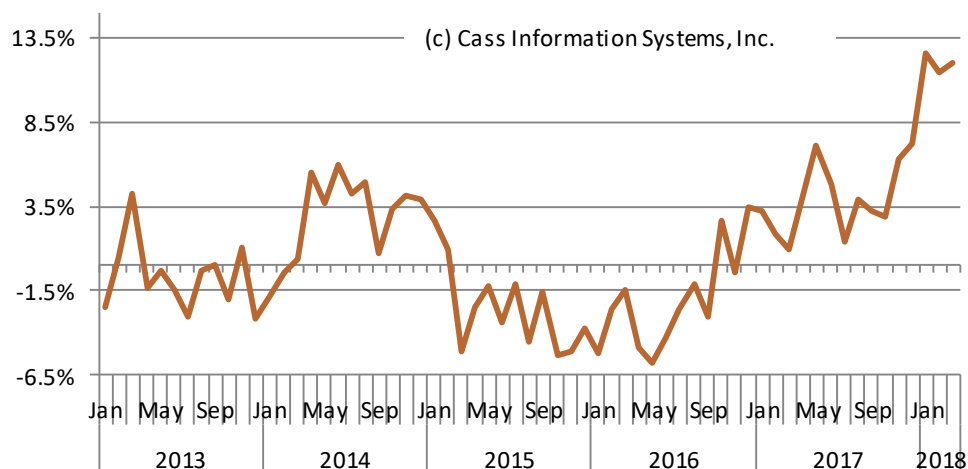
Both the Shipments and Expenditures Indexes extended their run into positive territory, and are displaying accelerating strength on top of increasingly difficult comparisons. In fact, volume has continued to grow at such a pace that capacity in most modes has become extraordinarily tight. In turn, pricing power has erupted in those modes to levels that spark overall inflationary concerns in the broader economy; however fear of long-term inflationary pressure is moderate given technology provides multiple ways to increase asset utilization and price discovery in all parts of the economy, especially in transportation.

Transportation is a Leading Indicator

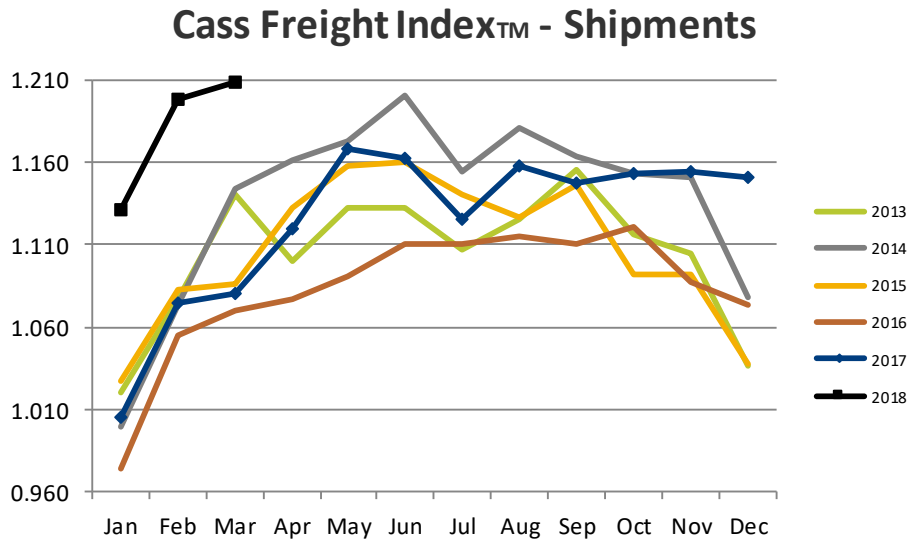
Shipments first turned positive eighteen months ago, while expenditures turned positive fifteen months ago. The current level of volume and pricing growth is signaling that the U.S. economy is not only growing, but that level of growth is expanding. The 11.9% YoY increase in the March Cass Shipments Index is yet another data point confirming that the strength in the U.S. economy continues to accelerate. This level of percentage increase is usually only attained when emerging from a recession, not when comping against already strong statistics.

Cass Freight Index™ - Shipments

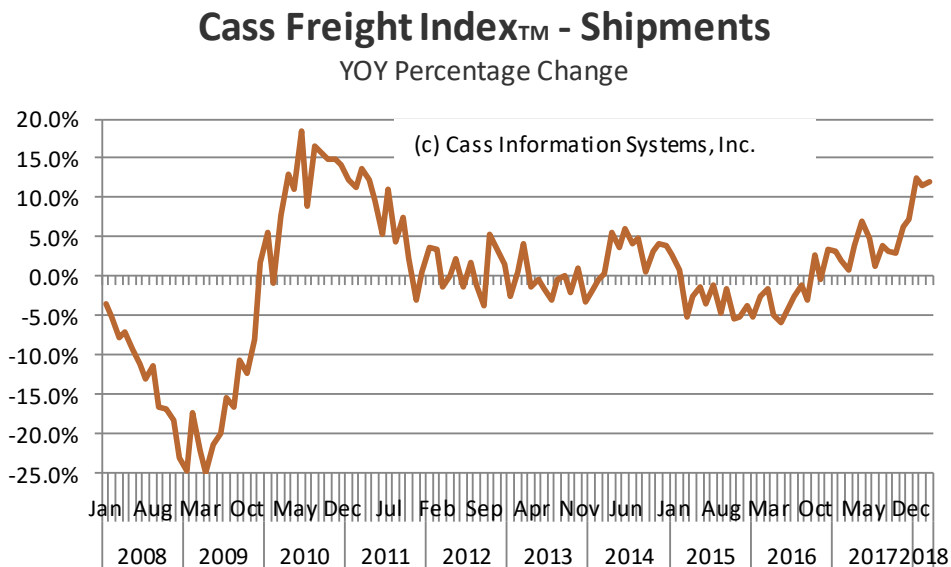
YOY Percentage Change



Although seasonally the weakest part of the year, the first quarter of 2018 is clearly signaling that, barring a 'shock event', 2018 will be an extraordinarily strong year for transportation and the economy. March exceeded all levels in 2014 (a very strong year); February was roughly equal to the peak month in 2014 (June 2014 – 1.201 vs February 2018 – 1.198) which is extraordinary. A YoY stacked chart highlights that, similar to the pattern which began in November and December 2017, the shipments index is exceeding all previous respective months.

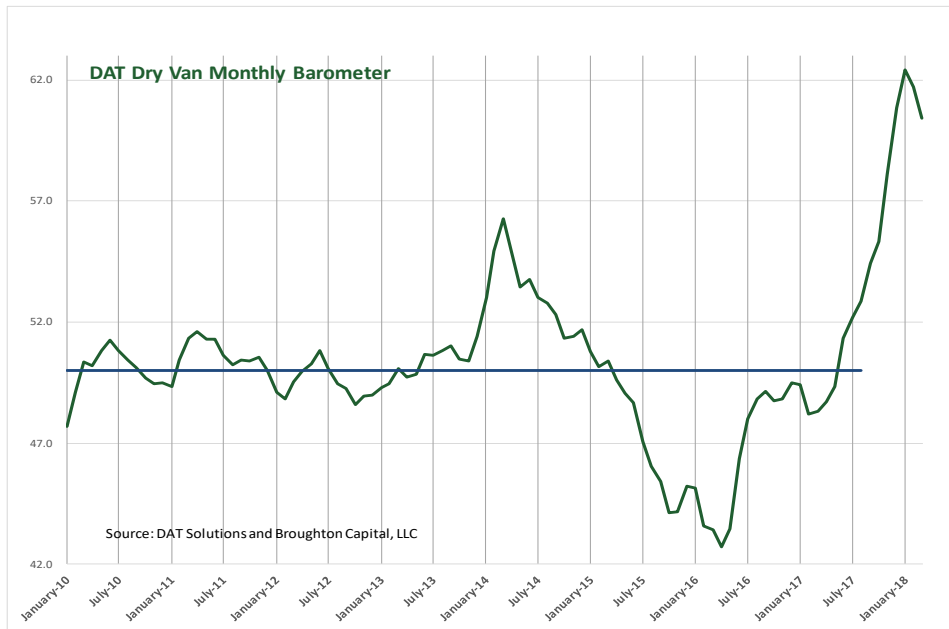


The YoY percentage change is notable because the freight recovery started in the second half of 2016 (i.e., tougher comparison) and because only when comparisons were weak (i.e., 2009-2010) were the percentage increases so high. Said another way, we normally only see such high percentage increases in volume when related to easy comparisons. That these **percentage increases are so strong and strong against tough comparisons explains why our outlook is so bullish, why capacity is so constrained, and why realized pricing is so strong.**

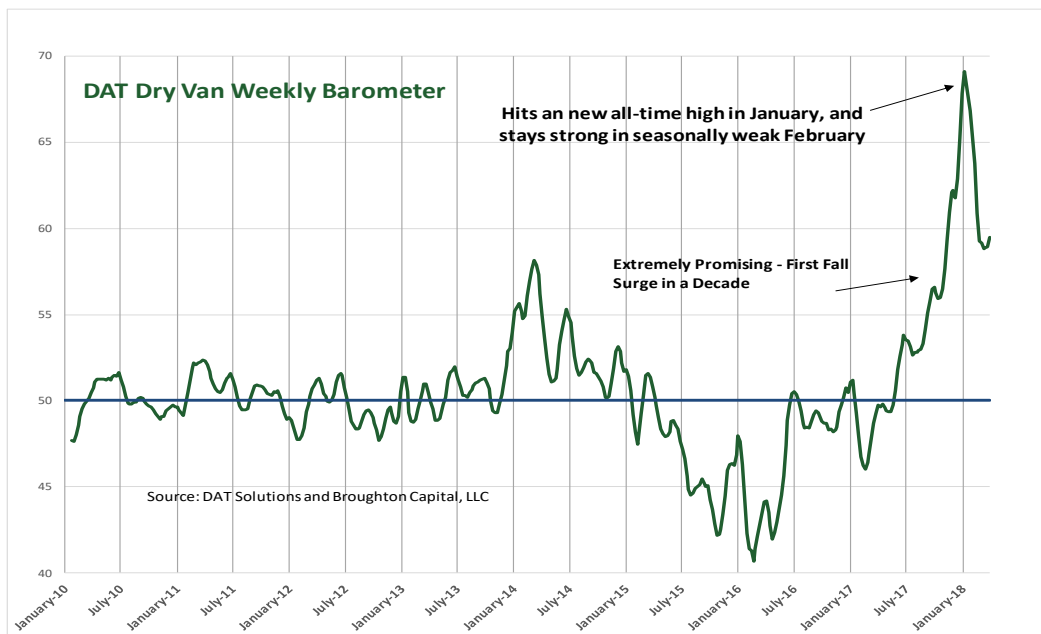


Data continues to confirm that both the consumer economy and the industrial economy in the U.S. are growing at an accelerating pace.

The Consumer Economy - The consumer is starting to spend, albeit not as much with brick and mortar retailers. Millennials are starting to form households in earnest. Long derided by critics as “wanting to live in their parent’s basement forever,” we would note that instead they may have simply been doing the same as previous generations. They are simply marrying later than their parents, who married later than their parents, who married later than their parents. As life expectancy and the percentage of the population attaining higher education has increased, so has the age at which they first marry. We should also point out that household formation is an extremely strong driver of consumer spending, and that there are more millennials than baby boomers in the U.S.

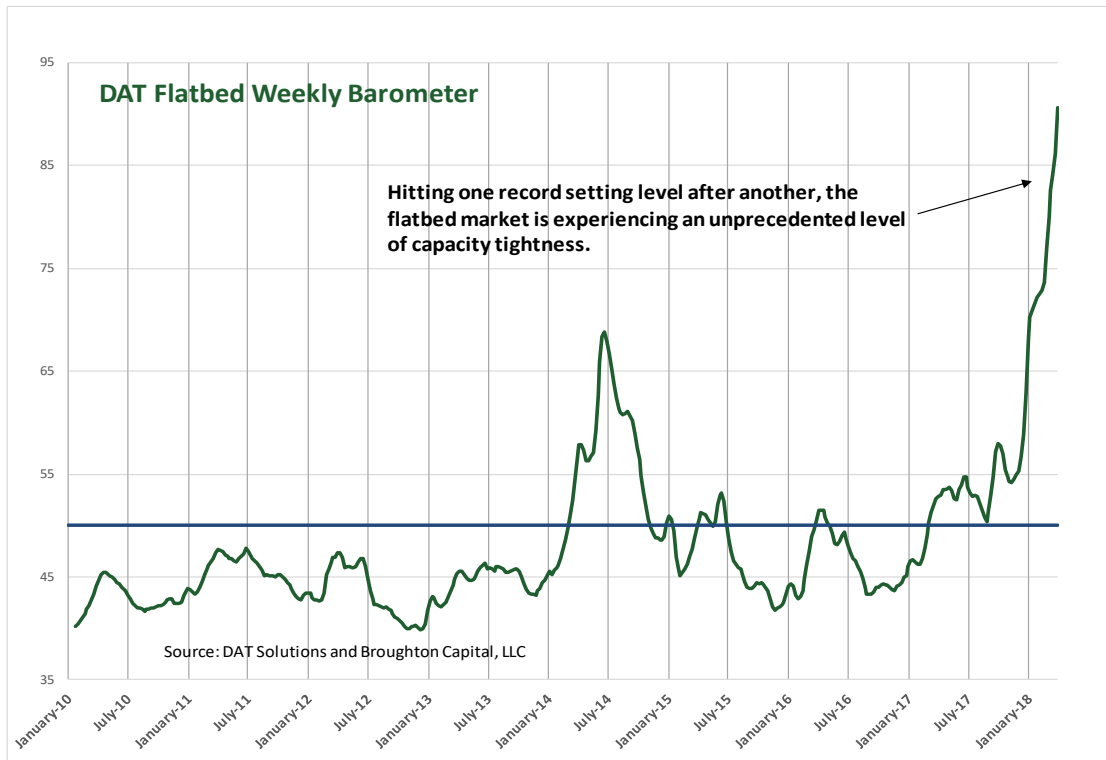


The DAT Dry Van Barometer is giving us real-time indications of stronger demand and tighter capacity in this key freight group, indicating that the consumer economy is not only alive and well, but growing robustly.



The Industrial Economy - With the surge in the price of WTI crude back above \$45 a barrel in October of 2016, the industrial economy's rate of deceleration first eased and then began a steady improvement led by the fracking of DUCs (drilled uncompleted wells), first in the fields with a lower marginal production cost (i.e., Permian and Eagle Ford) and now with oil back above \$60 a barrel (WTI is above \$67 a barrel as we write this) the U.S. oil industry is now fracking new wells in all the major shale fields.

We would note that indications of accelerating strength have been coming from several modes of transportation, but none more visibly than in flatbed trucking which we view as a key heavy industrial indicator.



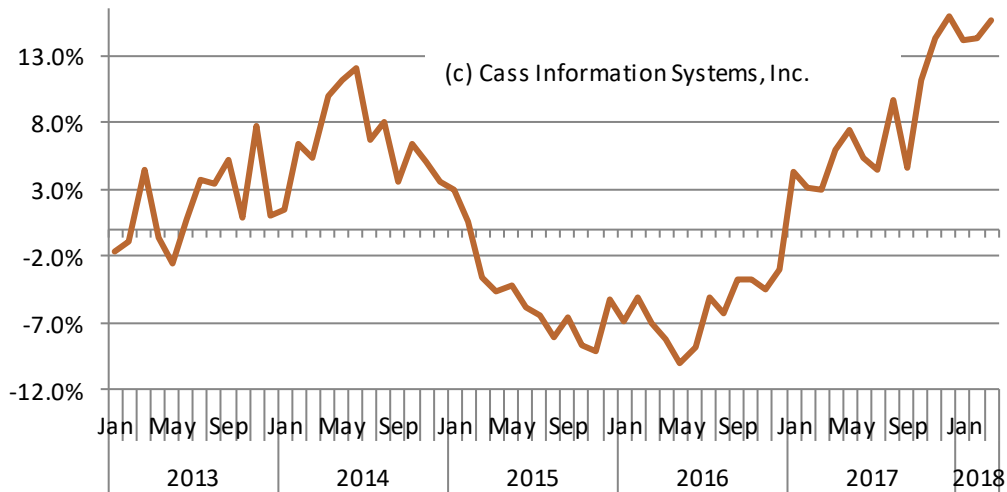
In a similar fashion to the DAT Dry-Van Barometer, the DAT Flatbed Barometer is indicating that the U.S. Industrial economy is alive and well and accelerating. So it shouldn't come as a big surprise that spot rates in the flatbed segment:

- hit an all-time high of \$2.63 a mile last week;
- have exceeded contract rates since September 2017;
- in March YoY, were up 23.2% on a spot basis and up 9.5% on a contract basis.

Given the strength in rates being experienced in flatbed, it should come as no surprise that the Cass Freight Expenditures Index is reporting such overall strength in transportation spending.

Cass Freight Index™ - Expenditures

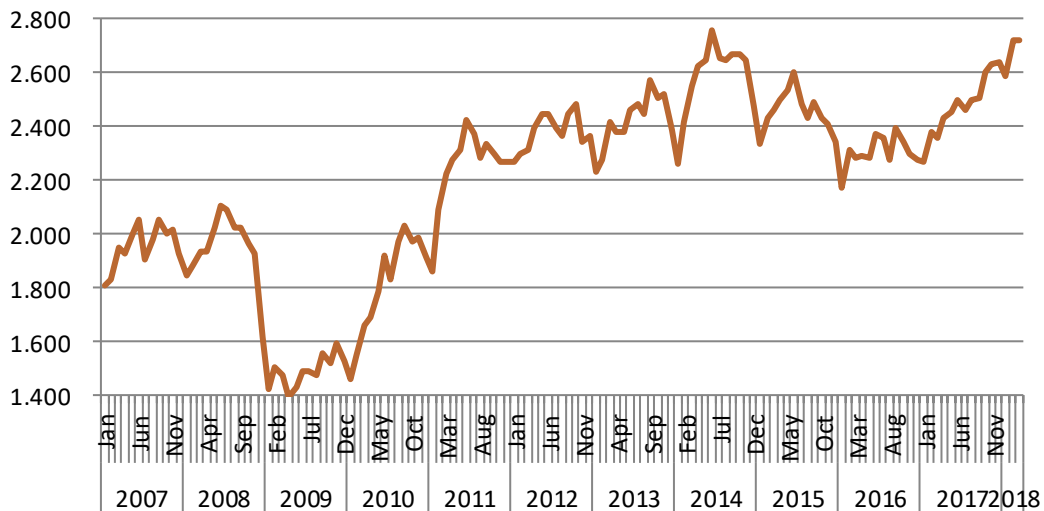
YOY Percentage Change



With all of the recent strength in demand, it follows that the Cass Freight Expenditures Index also posted strong percentage increases throughout 2017, and that has continued into early 2018. As we commented on the Shipments Index, we have to go back to the easy comparisons of 2009-2010 to find such large percentage increases, and the current comparison is anything but easy. We have commented repeatedly that this was indicative of an economy that is continuing to expand. **March's 15.6% increase clearly signals that capacity is tight, demand is strong, and shippers are willing to pay up for services to get goods picked up and delivered in modes throughout the transportation industry.**

Cass Freight Index™ - Expenditures

Nominal Index Value = 100 January 1990



On a nominal basis, the index is just below the all-time high established back in June 2014 and may blow through that record with ease in coming months. Stay tuned...

Putting it all in Perspective

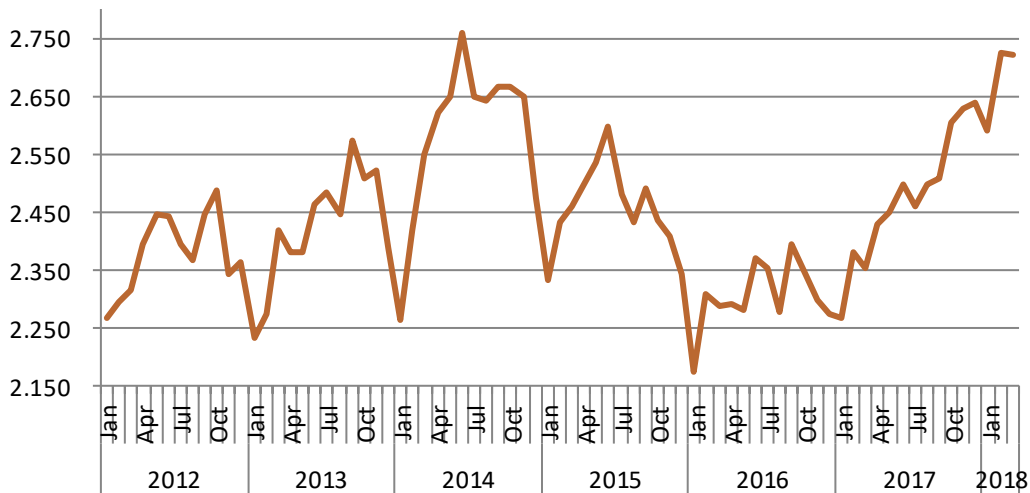
Expenditures (or the total amount spent on freight) turned positive for the first time in 22 months in January 2017, albeit against an easy comparison. Not since 2011—when the economy was still climbing out of the recession—had this index been so low. Our Expenditures Index in January 2016 was the worst in five years, as demand had weakened and crude oil had fallen below \$30 a barrel. Although February and March of 2016 were also weak, they were not nearly as weak as January 2016 and hence a slightly tougher comp. Since fuel surcharges are included in the Expenditures Index, fuel was a positive bias in 2017 and continues to be in the current data.

Throughout much of 2017 fuel was up as much as 75% on a YoY basis (diesel is at \$3.04 a gallon on a national average basis as we write this), and we have pointed out that part of the Expenditures increase was a result of the relatively steady increase in the price of fuel and the related fuel surcharges. That said, the YoY increase attributable to fuel is now diminishing (up an average of 17.8% on a YoY basis in March), and we are also seeing some improvements in pricing power of truckers and intermodal shippers. As an example, the proprietary Cass Truckload Linehaul Index (which measures linehaul rates and does not include fuel) rose a healthy 7.2% on a YoY basis in the month of March. The proprietary Cass Intermodal Price Index (which does include fuel), increased 5.8% in February, but as we've pointed out, fuel is now a diminishing factor on a YoY basis. (View those reports [here](#) for more details on the data and the underlying trends).

We should also remind readers of a fundamental rule of marketplaces: volume leads pricing. Repeatedly we have watched in a host of different markets, that volume goes up before pricing starts to improve and volume goes down before pricing starts to weaken. Even in markets as basic as the weather, the number of hours of sunshine (sunrise to sunset) starts to decline long before the temperature starts to fall.

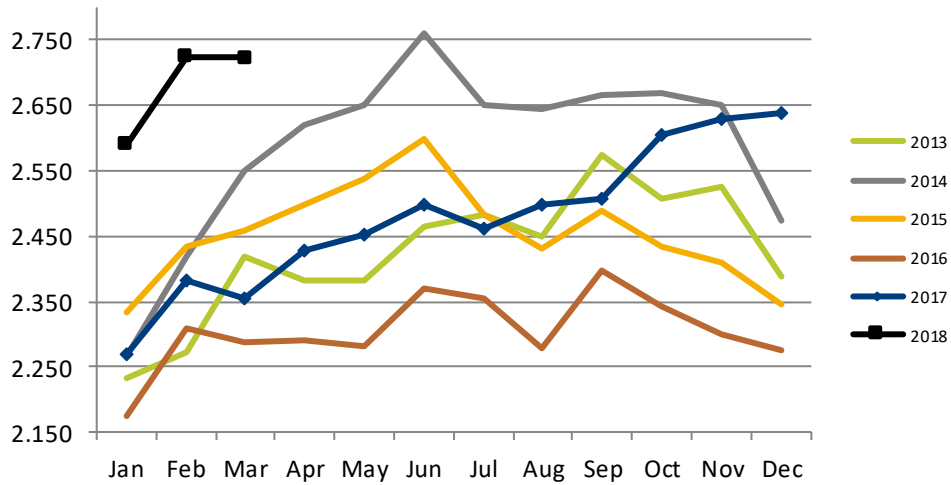
Cass Freight Index™ - Expenditures

Nominal Index Value = 100 January 1990



Viewing the Cass Freight Expenditures Index on nominal basis shows how positive the trajectory has been in the last year. It is now at the levels achieved in the 2014 period, which is ahead of our “by the second quarter of 2018” prediction. To put how strong the underlying pricing is in perspective, we should remind readers that the price of oil was at or above \$100 a barrel throughout most of 2014, vs the current price of \$67 a barrel.

Cass Freight Index™ - Expenditures



Similar to the Cass Freight Shipments Index, the Cass Freight Expenditures Index—when viewed on a nominal YoY stacked basis—highlights that the February Expenditures Index has exceeded all previous levels for January since the recovery from the 2008 – 2009 recession. **As we've noted, since oil was markedly higher in 2013 and 2014, we see this data point as very encouraging.**

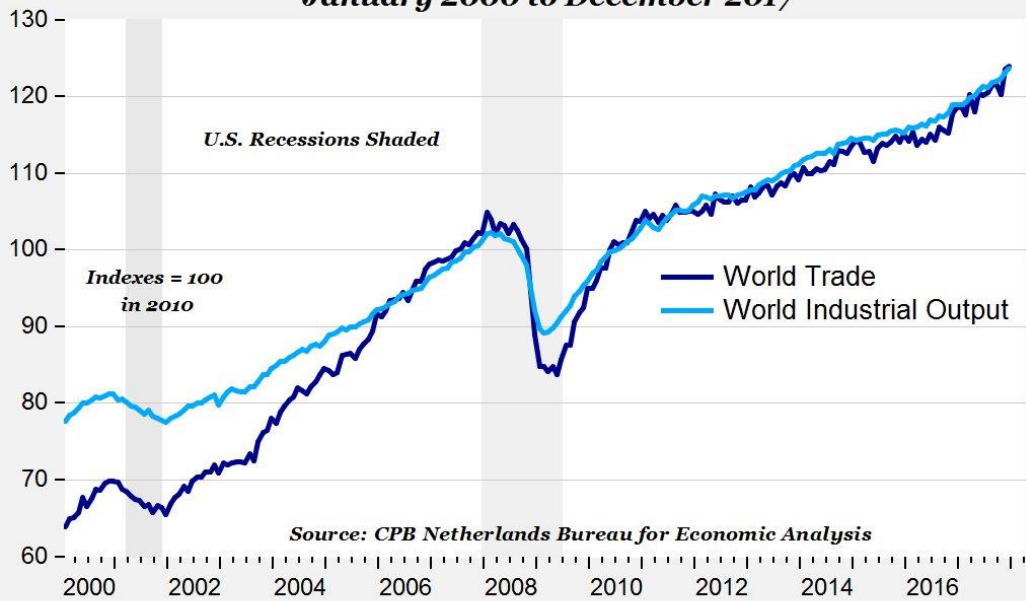
OTHER ISSUES

Tariffs – a Potential Trade War?

The Effect on Transports, Trade, and the Economy

As the Trump administration makes public its intent to start using tariffs to address what it believes are inequities in global trade markets, the stock market has responded with heightened volatility. With 95% of the world's consumers living outside the U.S., fear that protectionist policies may pose a threat to economic growth has the investment community on edge.

World Trade Volume and World Industrial Production January 2000 to December 2017



Carpe Diem **AEI**

As the graph above indicates, open markets generally work in our favor. The Trump administration may simply be using tariff threats as a negotiating tactic to force other countries to open their markets. Investors, however, are concerned that the hard lessons learned from the Smoot-Hawley Tariff Act of 1930, which instituted high tariffs on imports and was a key reason that the recession of 1929 morphed into the Great Depression, may have been forgotten.

About The Cass Freight Index

The Cass Freight Index represents monthly levels of shipment activity, in terms of volume of shipments and expenditures for freight shipments. Cass Information Systems processes more than \$25 billion in annual freight payables on behalf of its clients. The Cass Freight Index is based upon the domestic freight shipments of hundreds of Cass clients representing a broad spectrum of industries. The index uses January 1990 as its base month. Visit <http://www.cassinfo.com/frtindex.html> or call 314-506-5500 to get detailed information about the Cass Freight Index, including historical data.

About the Author: Donald Broughton

Founder and Managing Partner of Broughton Capital, a deep data driven quantamental economic and equity research firm.

Prior to starting Broughton Capital, Mr. Broughton spent nine years as the Chief Market Strategist and Senior Transportation Analyst for Avondale Partners. Before that, Mr. Broughton spent over twelve years at A.G. Edwards. At A.G. Edwards, in addition to being the Senior Transportation Analyst, he was the Group Leader of the Industrial Analysts and served on the firm's Investment Strategy Committee. Prior to going to Wall Street, Mr. Broughton spent eight years in various distribution and operations management roles in the beverage industry, including serving as the Corporate Manager of Distribution for Dr. Pepper/Seven-Up companies and Chief Operating Officer for Bevmark Concepts.

Many in the transportation industry know him for his quarterly tracking of trucking bankruptcies. He is also known for his development of a 'Value to Density Spectrum' study of the tangible goods flow and its economic ramifications.

Broughton's equity research has earned acclaim and is regularly quoted by The Wall Street Journal, Bloomberg, Fortune, Forbes, and numerous other national media outlets. He is a frequent guest on CNBC, Nightly Business Report, CNN, Fox, NPR and other broadcast media.

His stock-picking performance has been repeatedly recognized by The Wall Street Journal, which has ranked him in its "Best on the Street" survey for his picks in both the cargo and railroad industry groups. Forbes has highlighted his performance in its "When Picky Analysts Pick" series. He has been ranked by Zacks Investment Research and Starmine as a 5-Star Analyst (their highest ranking) based on the historical performance of his recommendations.

Beginning in mid-2006, Broughton published reports warning of an impending economic slowdown and by early 2007 published reports explaining why a recession was coming. In early 2009, as the world became convinced that the 'sky was falling' he upgraded large cap industrials and names such as FedEx and Union Pacific. More recently, in July of 2010 and again in September 2011 his "Blue Car Report" explained why fears of a double dip were severely overblown and outlined why the market would have significant rallies by the end of those years. He believes that the current market is struggling to digest the end of the industrial-led recovery and the beginning of the consumer-led recovery in this cycle. But fear not, the consumer both in the U.S. and globally is about to be better than expected.

Other indexes published by Cass and Donald Broughton:

Cass Truckload Linehaul Index – measures fluctuations in U.S. truckload linehaul rates

Cass Intermodal Price Index – measures fluctuations in U.S. domestic intermodal costs

Visit <http://bit.ly/s9iniq> to view or subscribe.



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