



Freight **Market Index**

MARCH 2020

ABOUT THIS REPORT

Blujay's Freight Market Index report is a first-of-its-kind benchmark of key performance indicators (KPIs) derived from the over \$18 billion in annualized freight under management transacting within Blujay's Global Trade Network. This high-integrity industry data is used to generate a set of valuable KPIs that go beyond fundamental rate trending, providing intelligence not only into key metric trends, but further into quartiles within the individual metrics. The unique dataset enables supply chain professionals to understand how performance compares relative to industry standards across an elaborate set of KPIs, thus empowering subscribers to understand and identify opportunities, as well as trade-offs between cost and service, in making business decisions.

METHODOLOGY

The following performance KPIs are being measured across all Blujay shippers. All solid lines represent average shipper performance across the Blujay Network of \$18B+ in domestic freight spend. The light blue area around these lines represents the spread of scores between the 25th and 75th percentile of shippers.

To be considered for any given statistic, a shipper must meet minimum volume thresholds. Additionally, any results outside of the upper and lower fences among a given metric are thrown out.

HOW TO READ THIS REPORT

Each chart shows the average of the metric in addition to the spread between the 75th and 25th percentile in light blue. Data points represent individual months. Report metrics are based on real-time data published monthly. Note that subsequent reports may show slight changes in data values from prior months due to adjustments in transactional data made after initial publication.

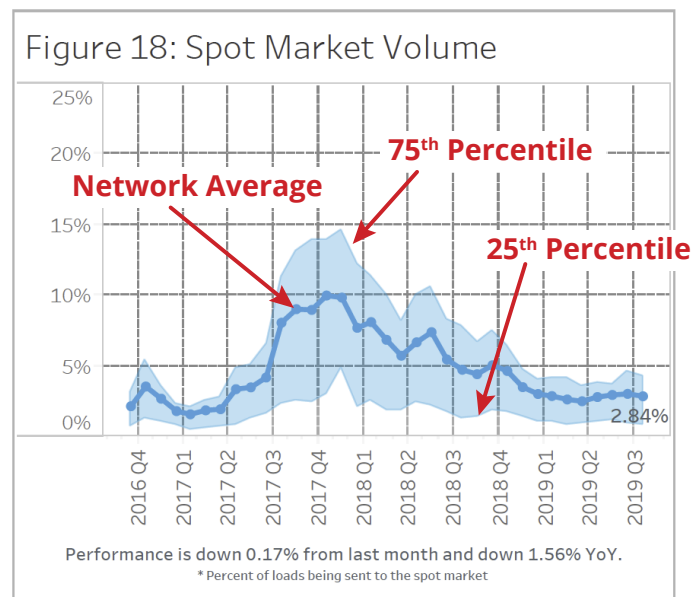


Figure 1: Reefer YoY % Change in National CPM Factor



Figure 2: Van YoY % Change in National CPM Factor



Figure 3: Van National CPM Factor

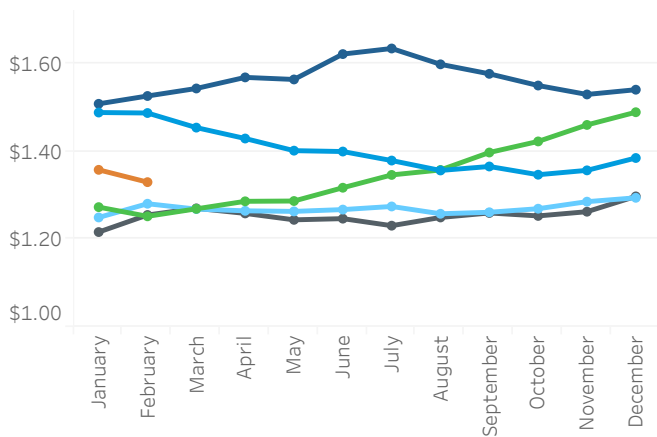
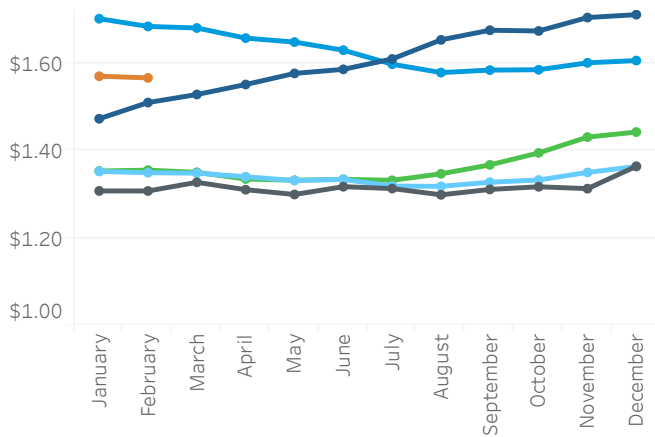


Figure 4: Reefer National CPM Factor



Van Rates fell 2.06% from last month and are down 10.57% YoY.
 *BluDEX is a domestic US truckload rate index. The CPM factor in this chart is isolated from any regional/other premiums. It should not be considered a true average CPM but is an indicator for measuring industry rate trends.

Reefer Rates fell 0.24% from last mo. and are down 6.99% YoY.
 *BluDEX is a domestic US truckload rate index. The CPM factor in this chart is isolated from any regional/other premiums. It should not be considered a true average CPM but is an indicator for measuring industry rate trends.

2015 2016 2017 2018 2019 2020

Figure 5: Van BluDex by Origin Region vs Previous Year

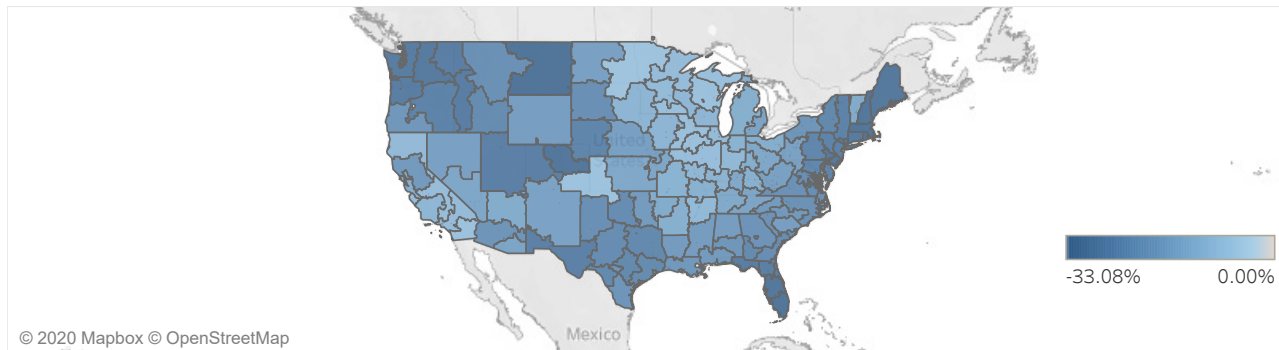


Figure 6: Van BluDex by Origin Region vs Previous Month

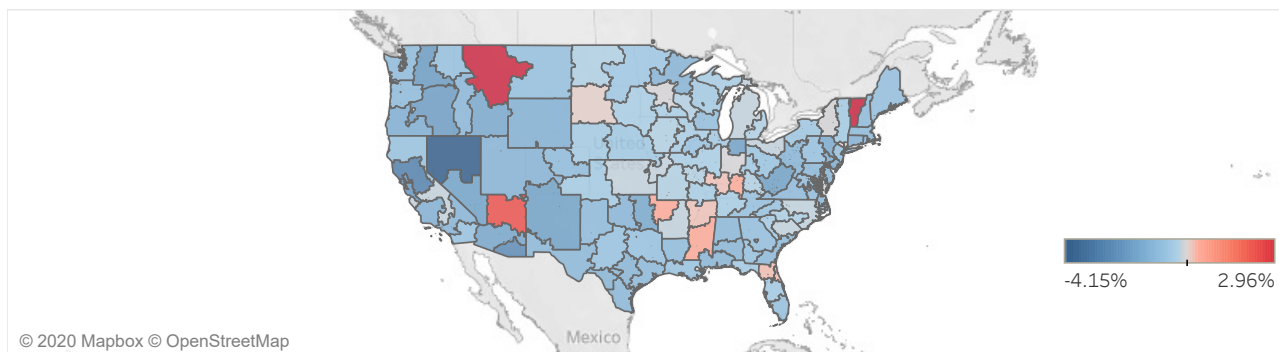


Figure 7: Van BluDex by Destination Region vs Previous Year

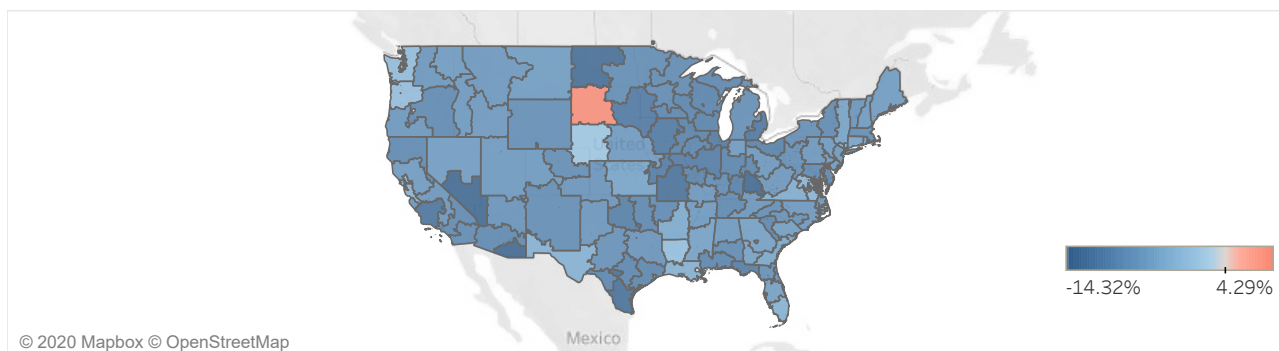


Figure 8: Van BluDex by Destination Region vs Previous Month

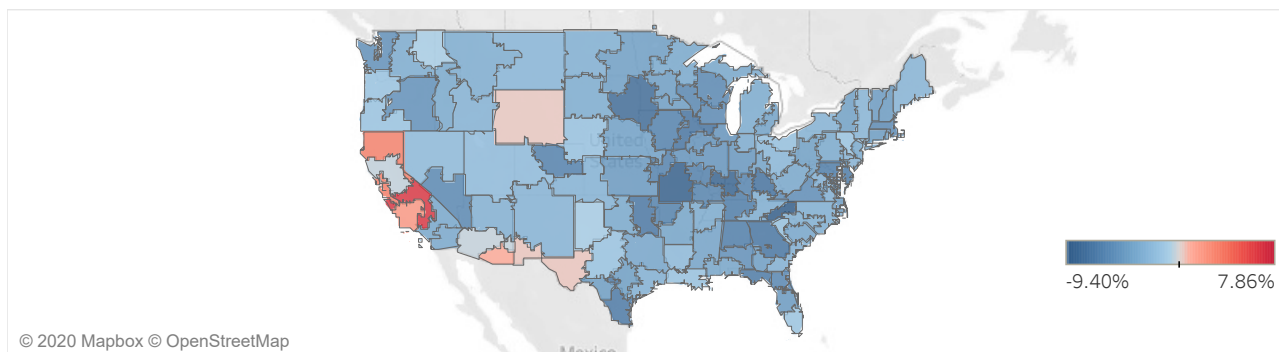


Figure 9: Reefer BluDEX by Origin Region vs Previous Year

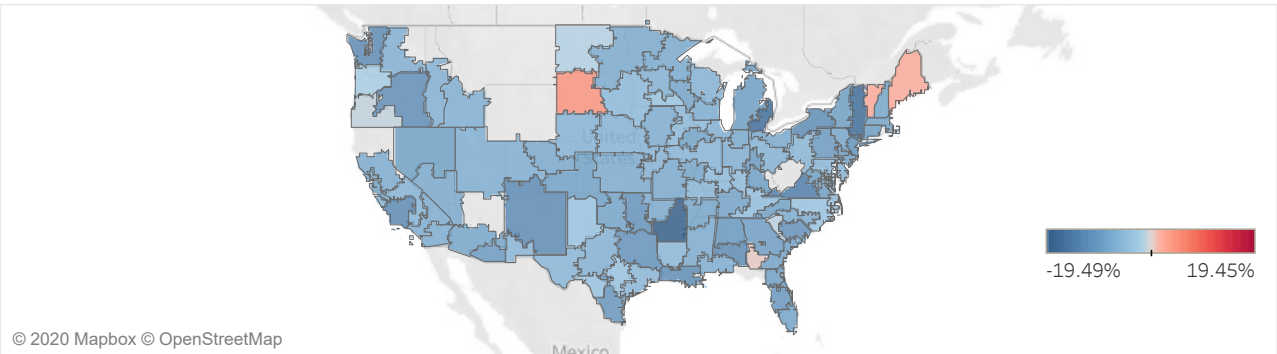


Figure 10: Reefer BluDEX by Origin Region vs Previous Month

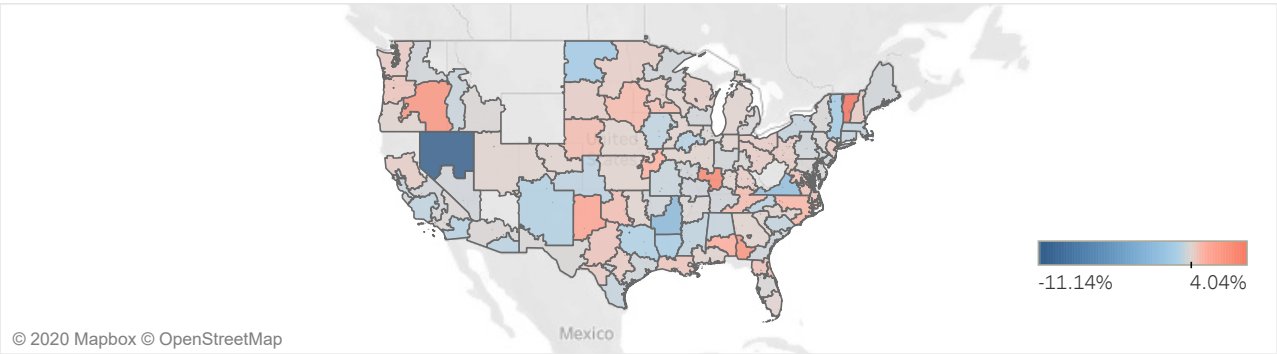


Figure 11: Reefer BluDEX by Destination Region vs Previous Year

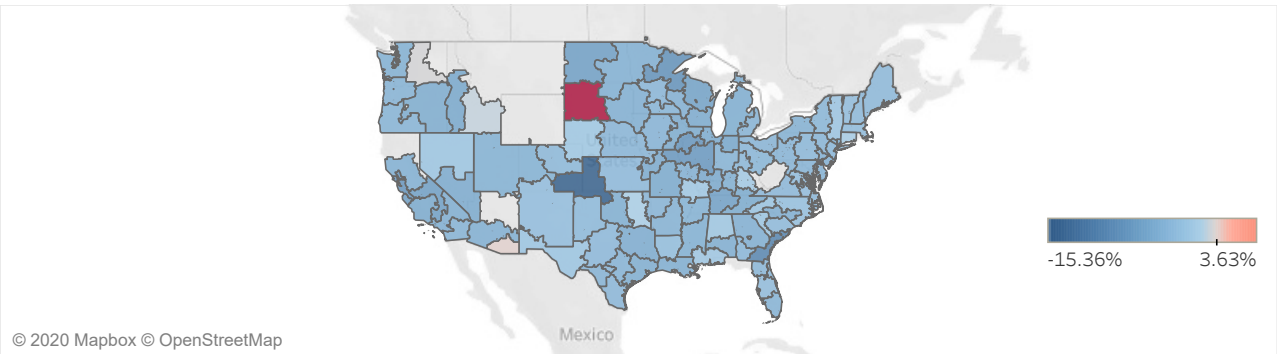


Figure 12: Reefer BluDEX by Destination Region vs Previous Month

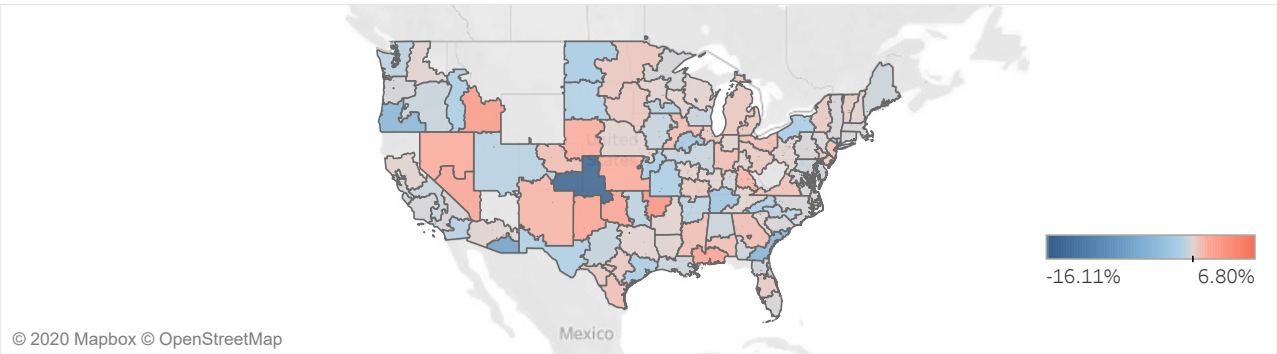


Figure 13: Primary Tender Acceptance by Destination

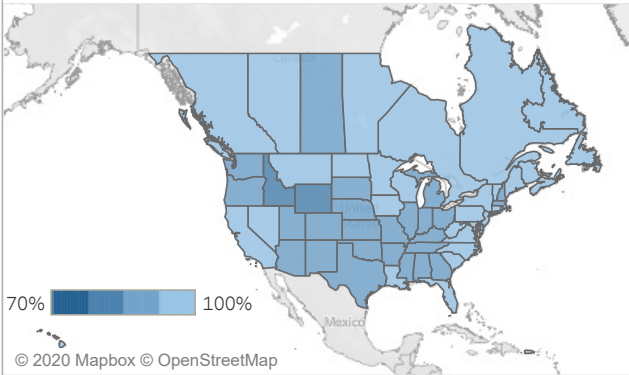


Figure 14: Primary Givebacks by Destination

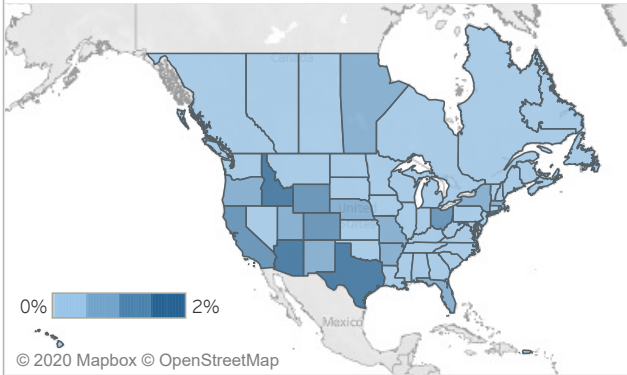


Figure 15 : Variance From RG Rates

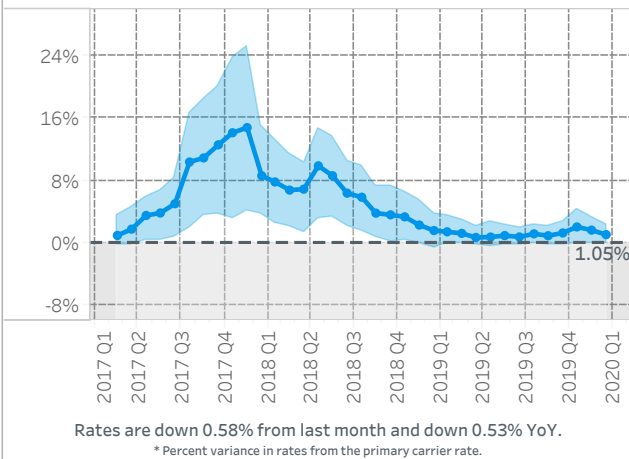


Figure 16: Primary Tender Acceptance

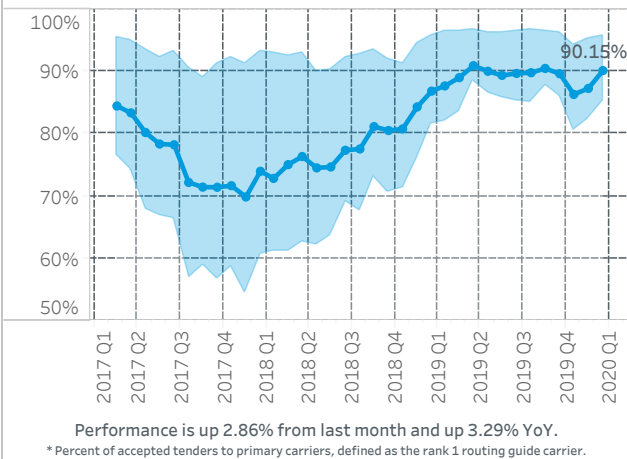


Figure 17: Spot Market Rates Vs BluDex

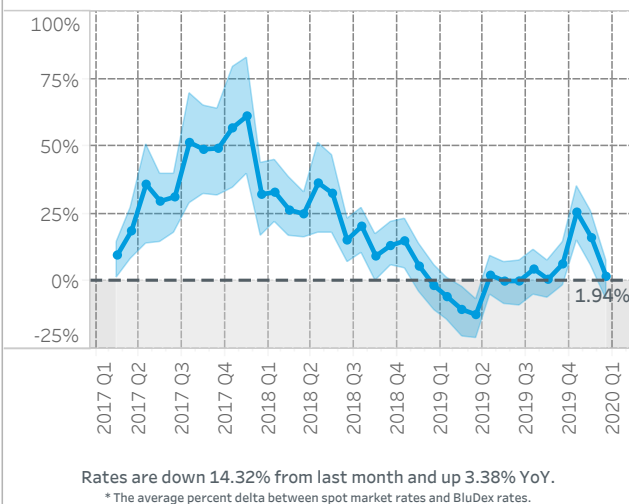


Figure 18: Spot Market Volume

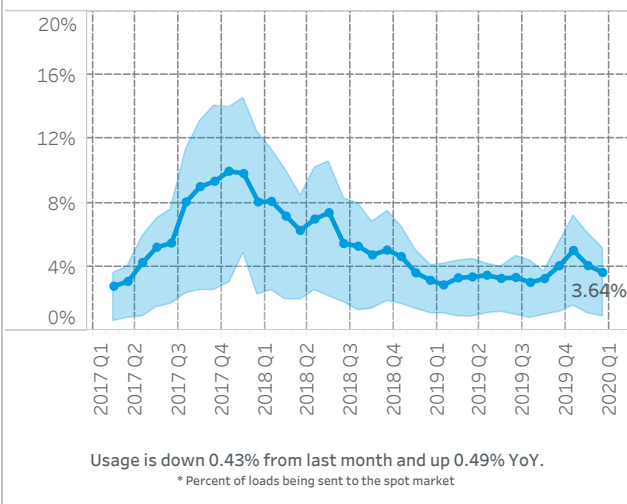


Figure 19: On Time Delivery to Plan Date

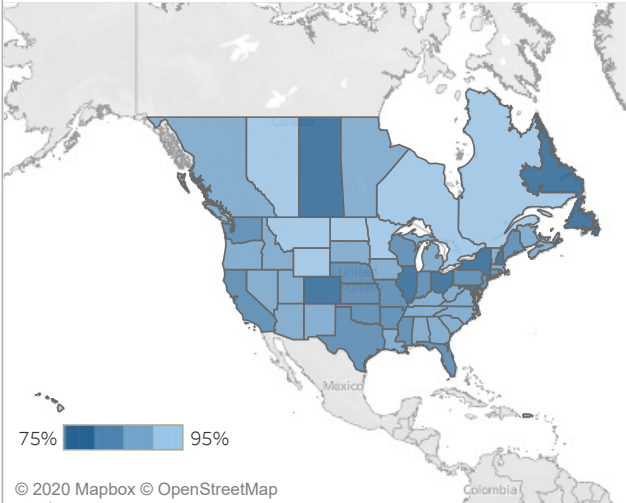


Figure 20: On Time Pickup to Plan Date

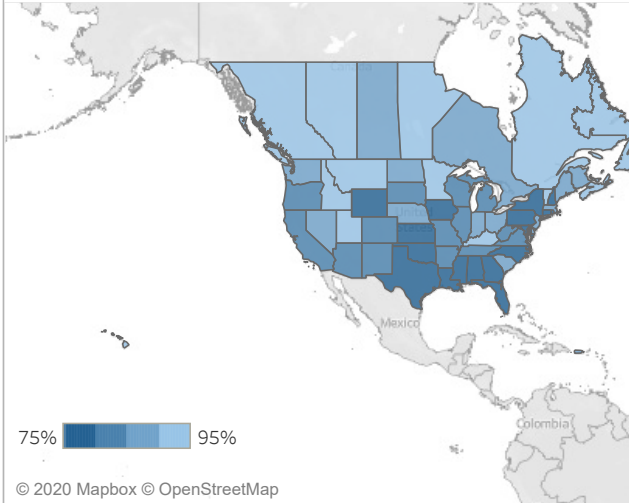


Figure 21: On Time to Delivery Plan

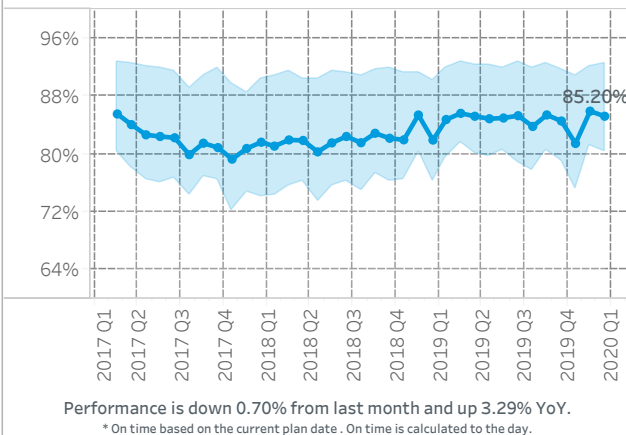


Figure 22: On Time to Pick Plan

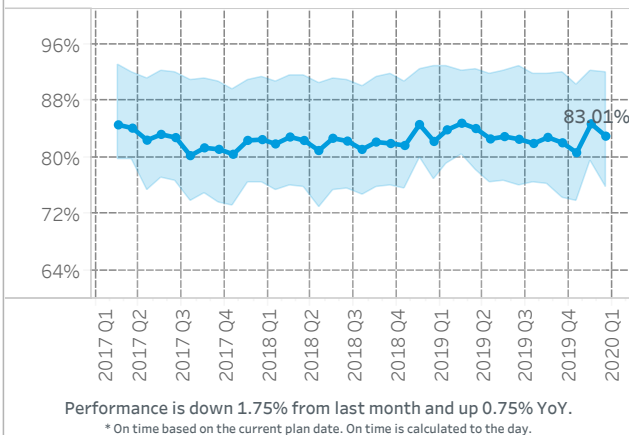


Figure 23: On Time to Delivery Appt

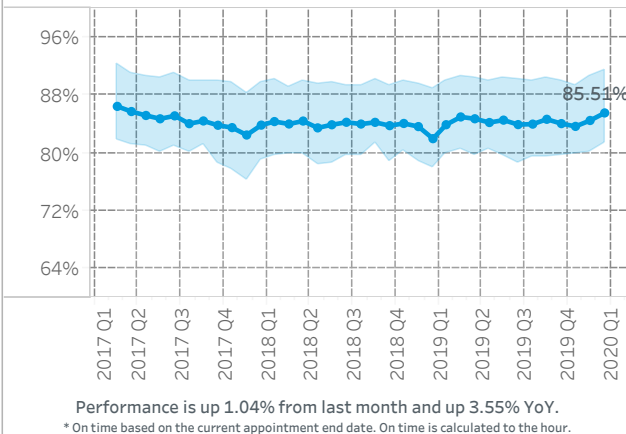


Figure 24: On Time to Pick Appt

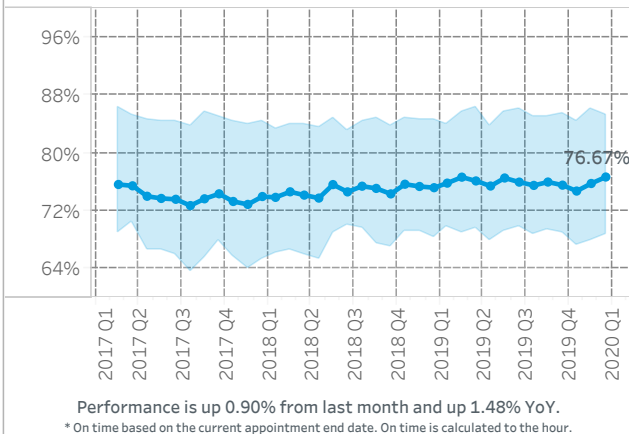
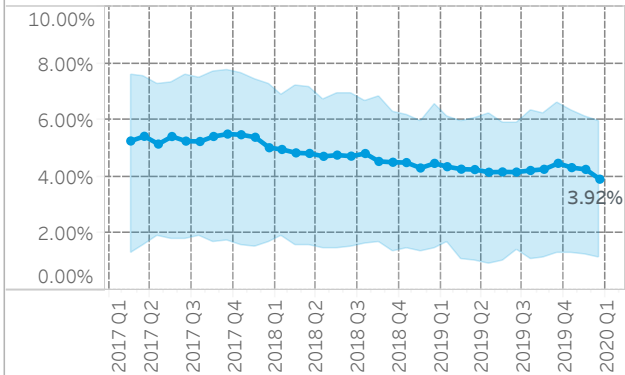
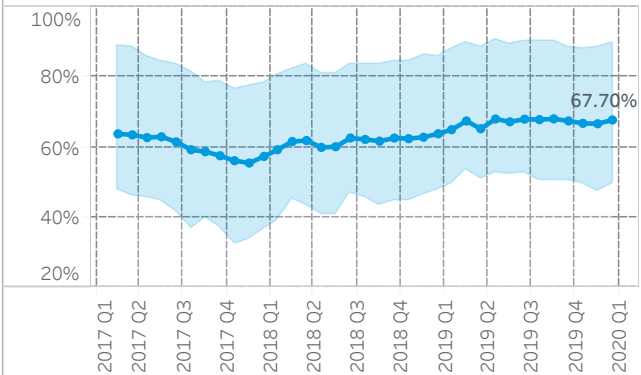


Figure 25: Accessorials % of Payable



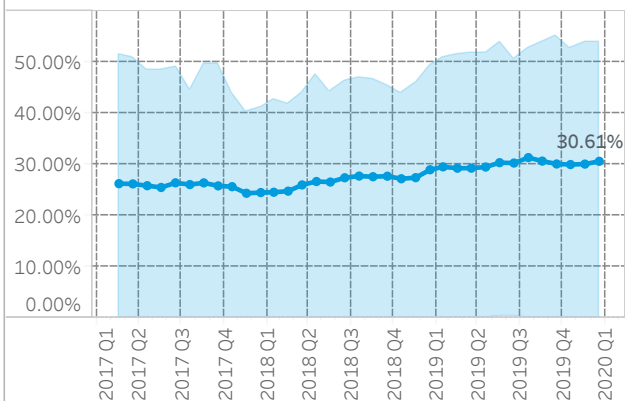
Performance is down 0.35% from last month and down 0.56% YoY.
 * Total accessorials less fuel and taxes over total payable.

Figure 26 : Routing Guide Compliance



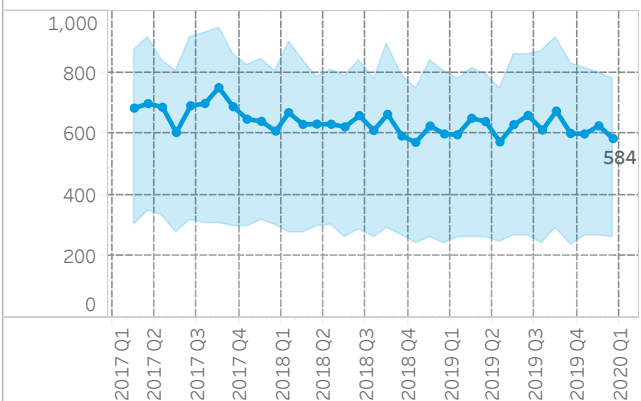
Performance is up 1.07% from last month and up 3.93% YoY.
 * Percent of loads where the routing guide was applied and the winning carrier was in the RG.

Figure 27: Automation %



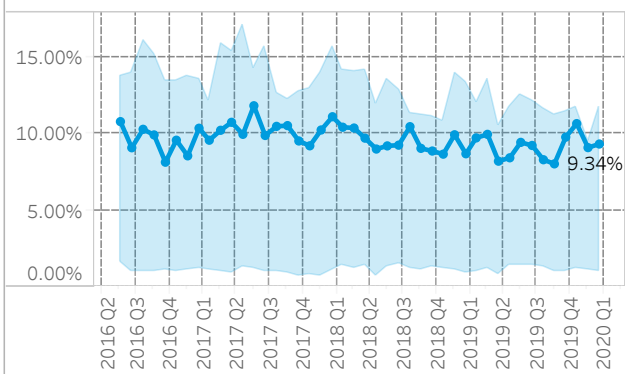
Performance is up 0.54% from last month and up 1.65% YoY.
 * Percent of loads moved built through automation.

Figure 28: Load to Planner Ratio



Performance is down 6.63% from last month and down 2.51% YoY.
 * Loads divided by distinct number of planners meeting minimum volume thresholds.

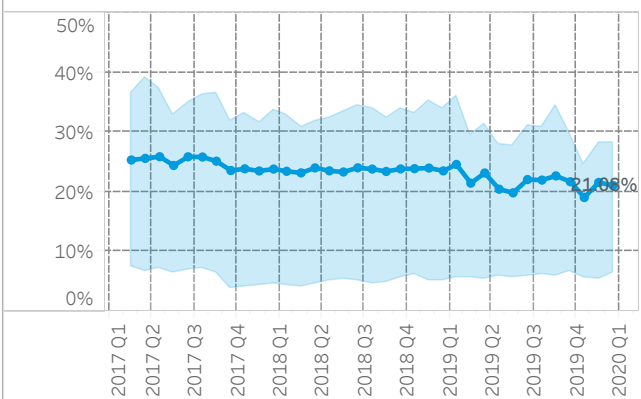
Figure 29: Intermodal Usage



Usage is down 0.36% to 0.41% from last month and down 1.02% to 1.65% YoY.

* IM Usage: Total intermodal loads divided by total intermodal/truckload moves by shipper. Note, LTL is excluded.

Figure 30: Short Order Lead Time



Volume is down 0.51% from last month and down 2.44% YoY.

* Percent of orders with less than 24 hours lead time to pick up.

Figure 31: Intermodal Delta to BluDex by Origin

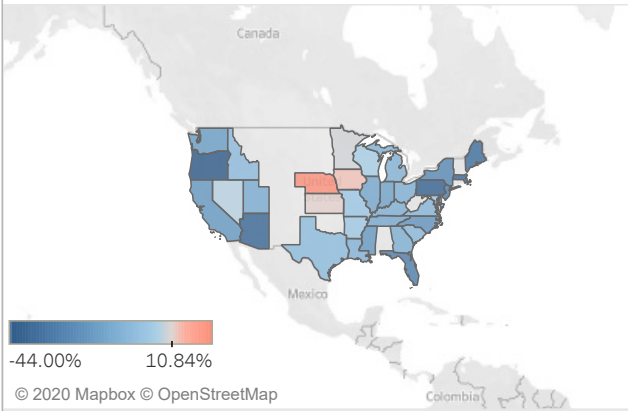


Figure 32: Intermodal Delta to BluDex by Destination

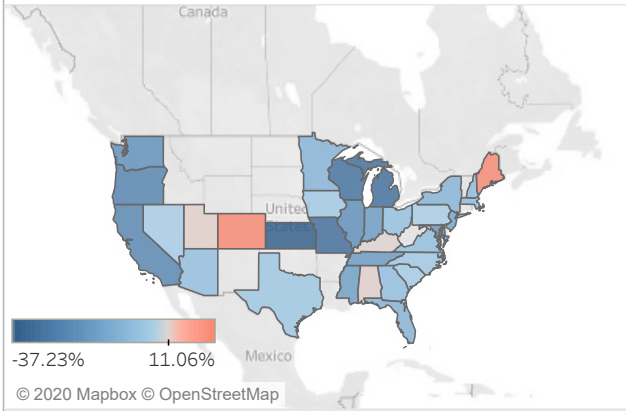


Figure 33 : Variance From RG Rates

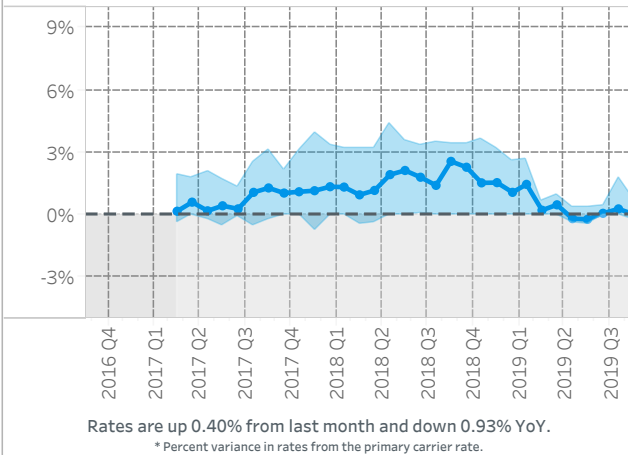


Figure 34: Primary Tender Acceptance

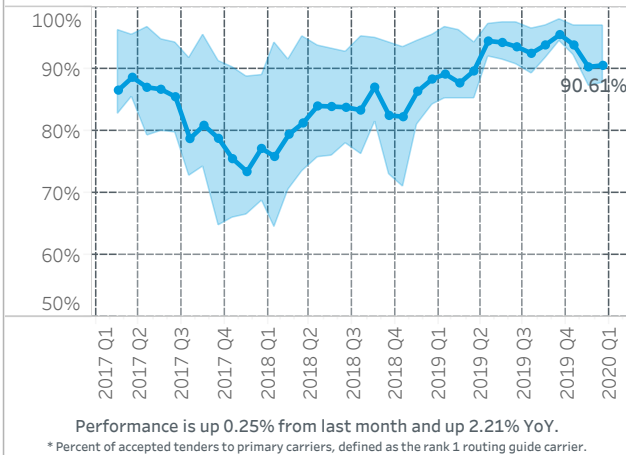


Figure 35: Intermodal Rates Vs BluDex

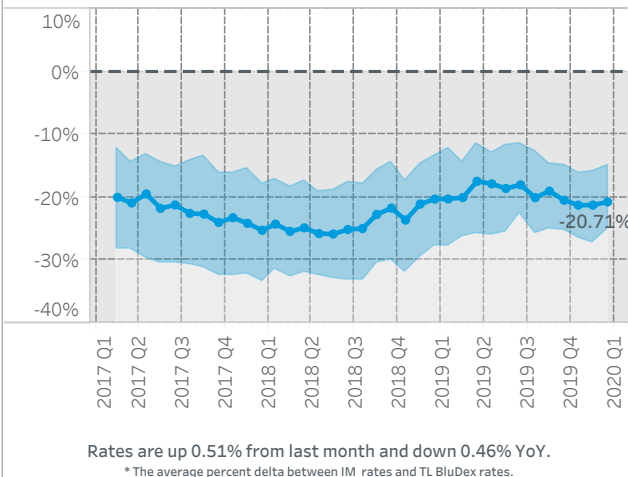


Figure 36: Intermodal Usage

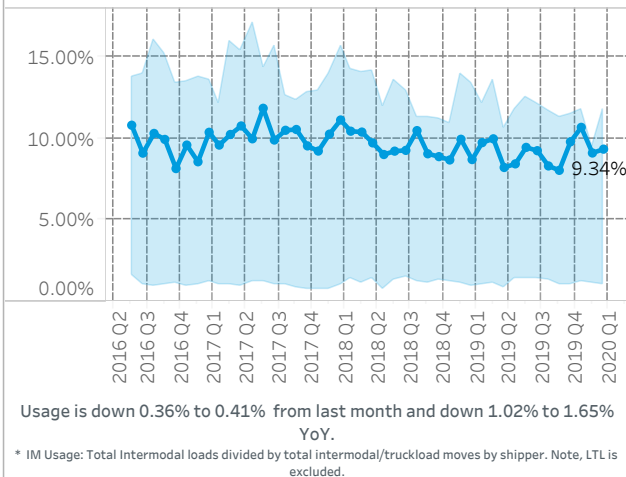


Figure 37: Primary Tender Acceptance by Destination

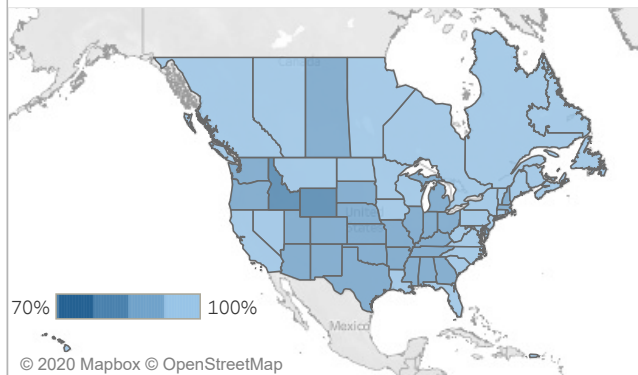


Figure 38: Primary Givebacks by Destination

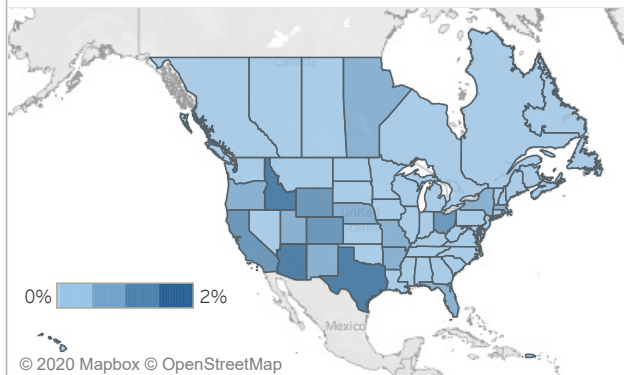


Figure 39 : Variance From RG Rates

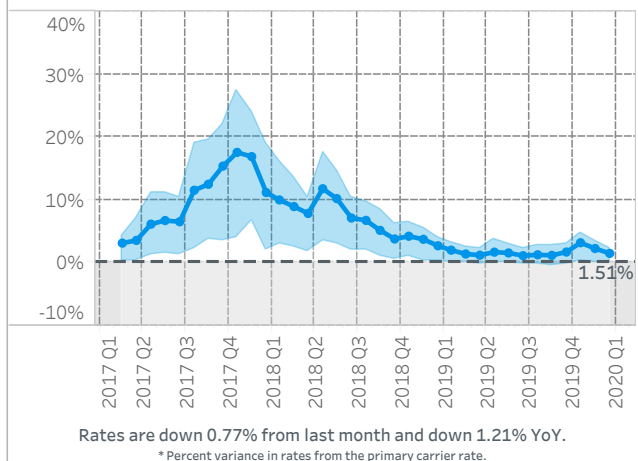


Figure 40: Primary Tender Acceptance

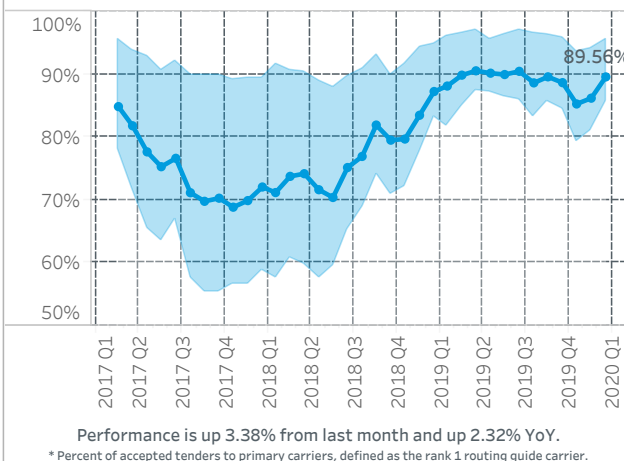


Figure 41: Spot Market Rates Vs BluDex

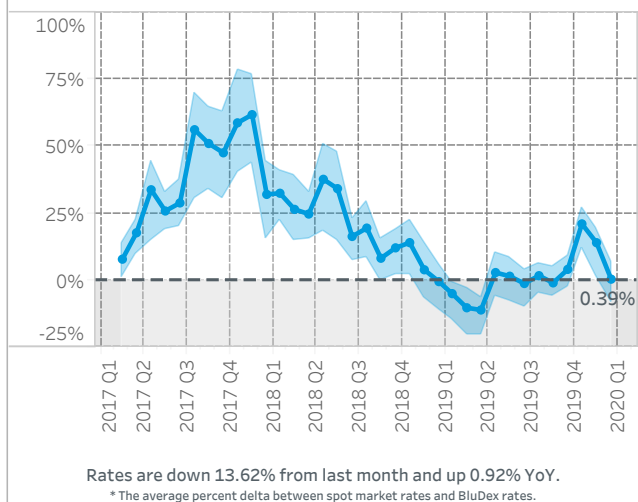


Figure 42: Spot Market Volume

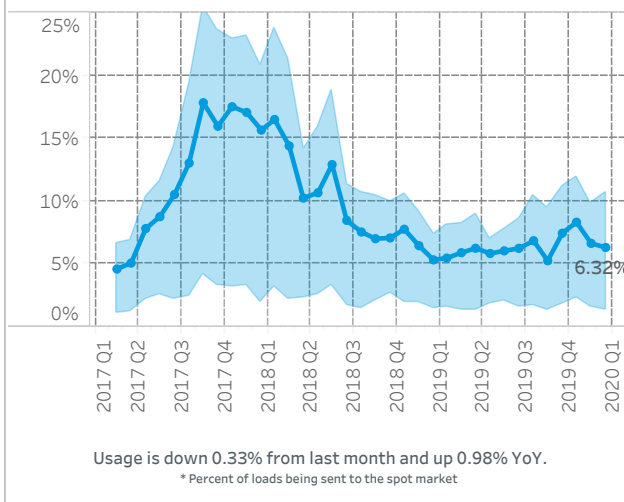


Figure 43: Primary Tender Acceptance by Destination

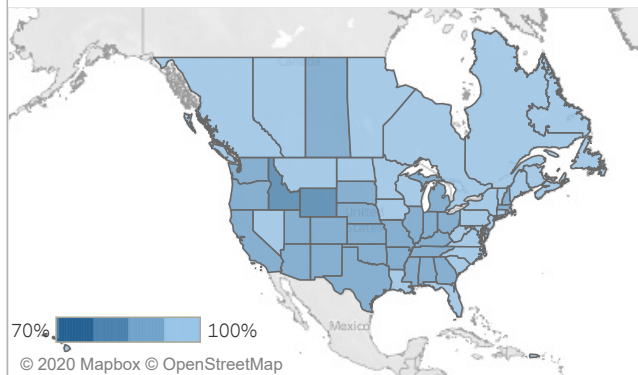


Figure 44: Primary Givebacks by Destination

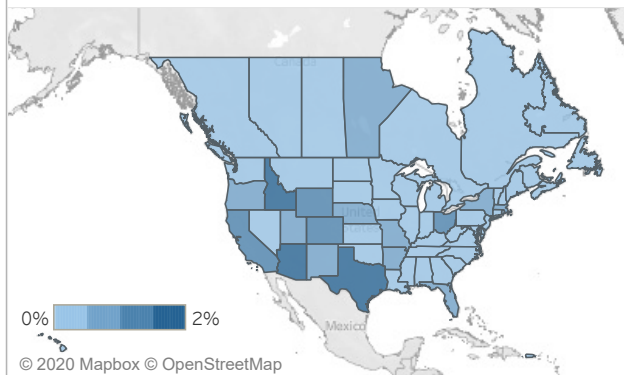


Figure 45 : Variance From RG Rates

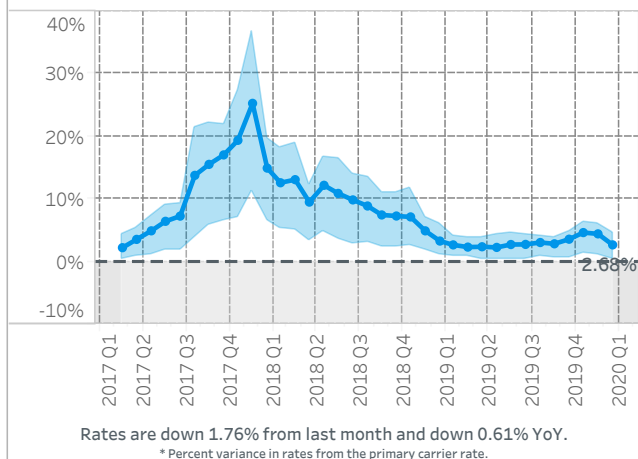


Figure 46: Primary Tender Acceptance

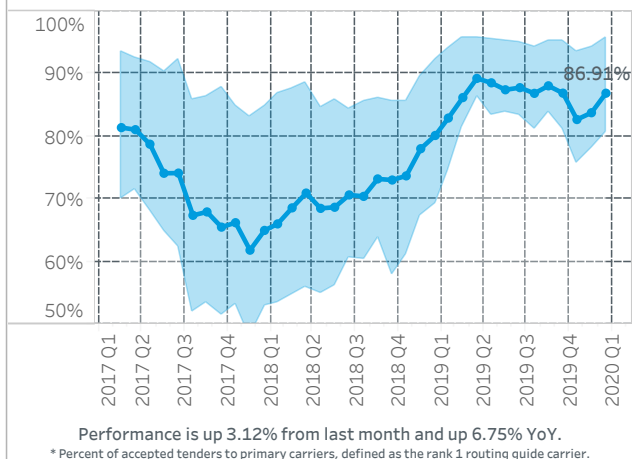


Figure 47: Spot Market Rates Vs BluDex

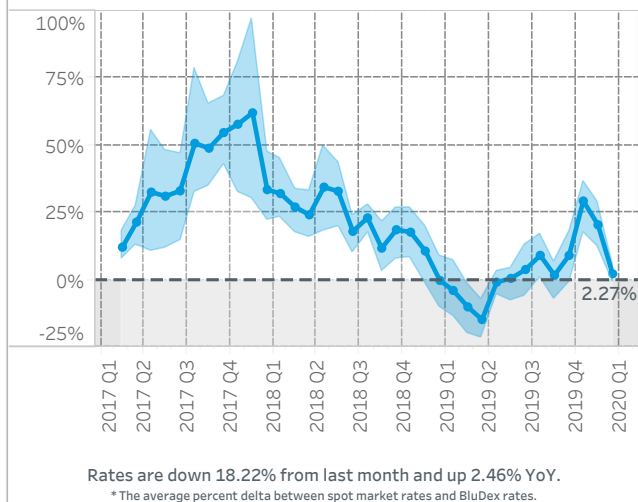


Figure 48: Spot Market Volume

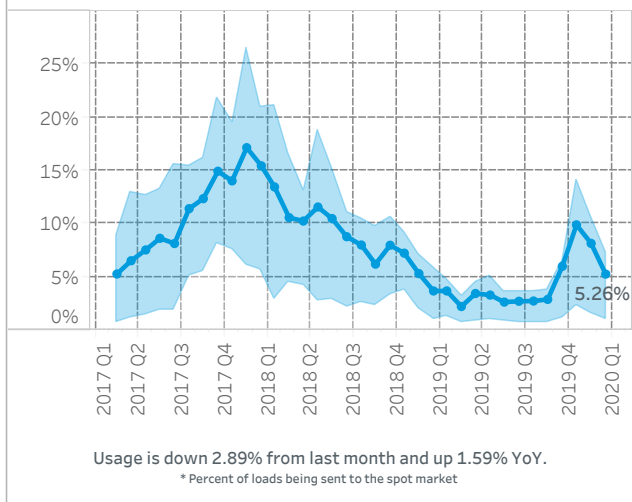


Figure 49: On Time Delivery to Plan Date

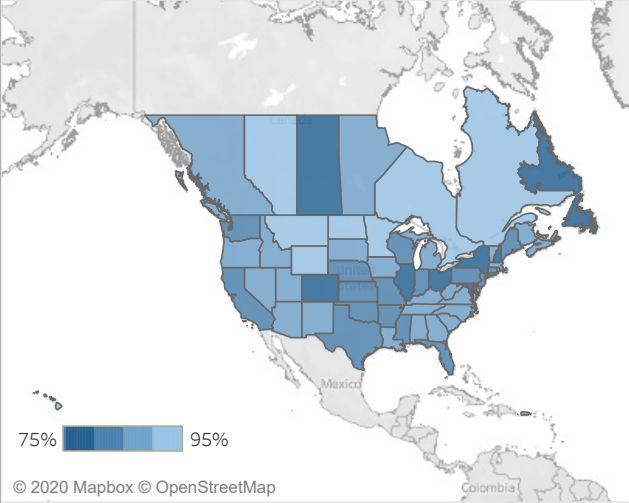


Figure 50: On Time Pickup to Plan Date

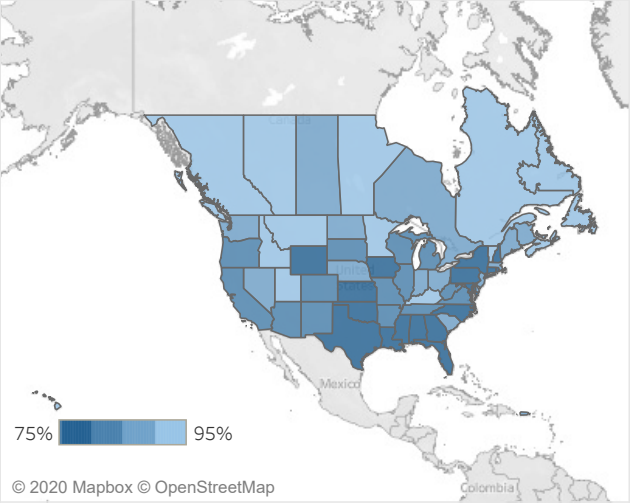


Figure 51: On Time to Delivery Plan

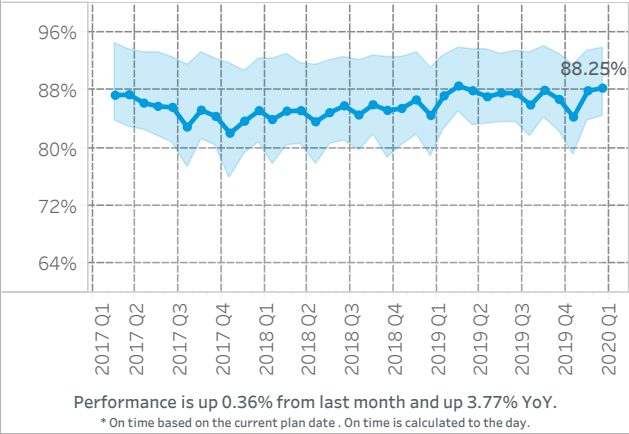


Figure 52: On Time to Pick Plan

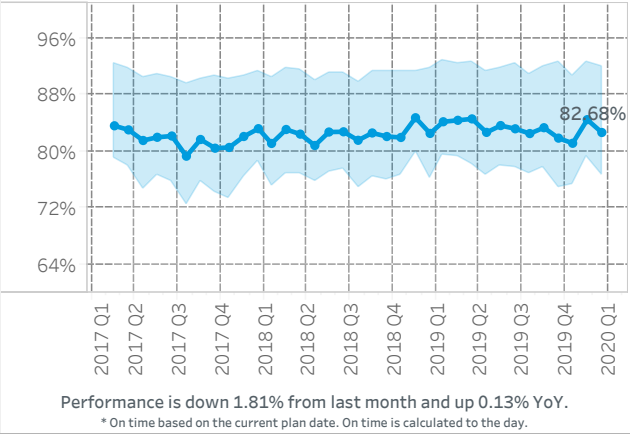


Figure 53: On Time to Delivery Appt

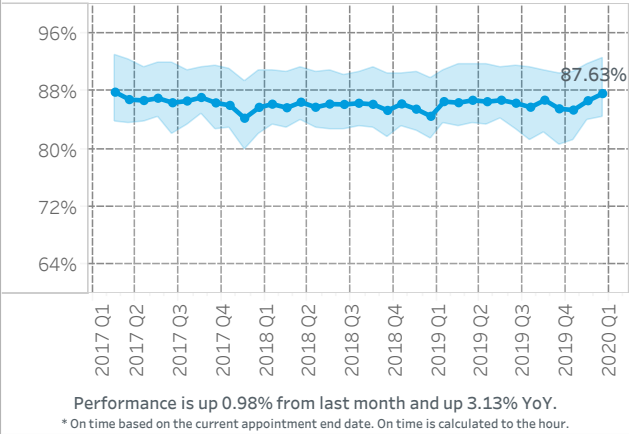


Figure 54: On Time to Pick Appt

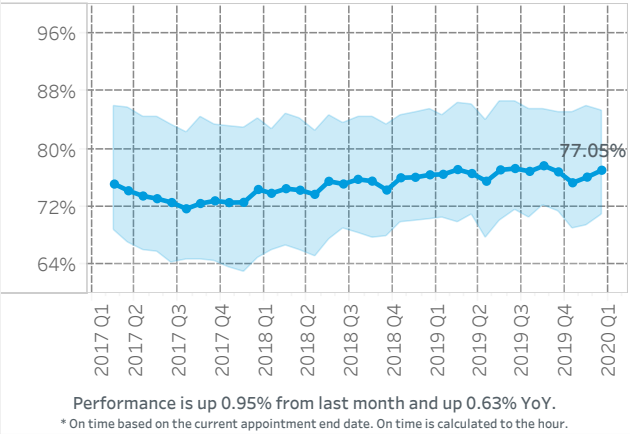


Figure 55: On Time Delivery to Plan Date

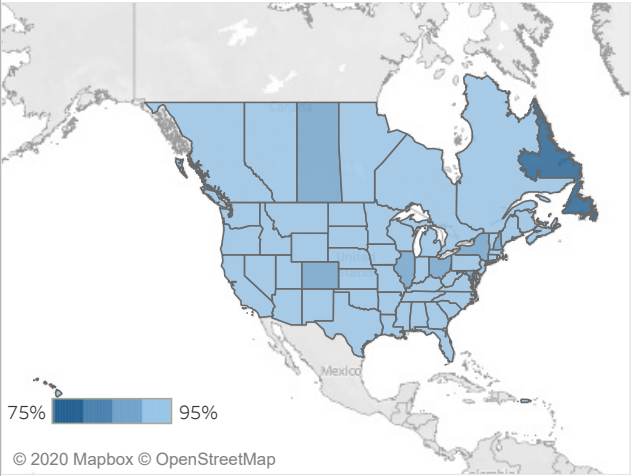


Figure 56: On Time Pickup to Plan Date

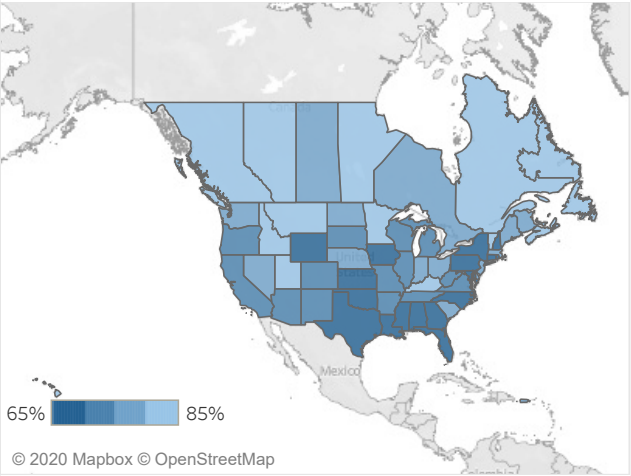


Figure 57: On Time to Delivery Plan

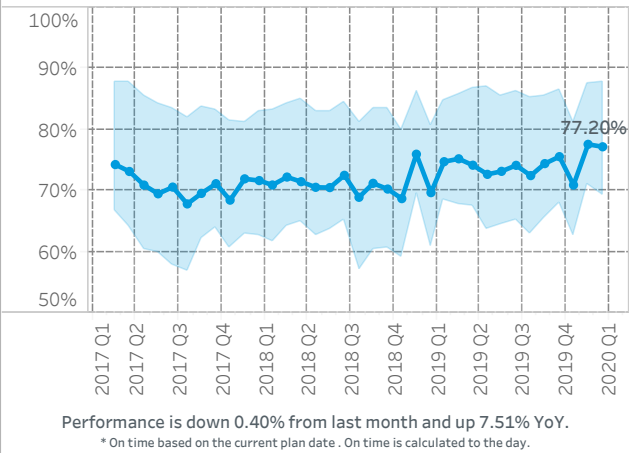


Figure 58: On Time to Pick Plan

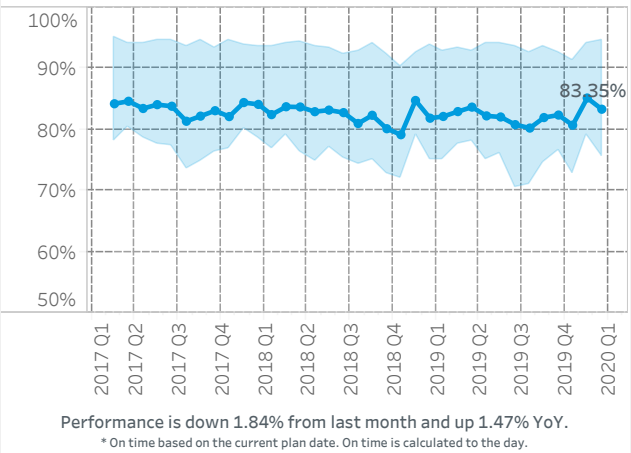


Figure 59: On Time to Delivery Appt

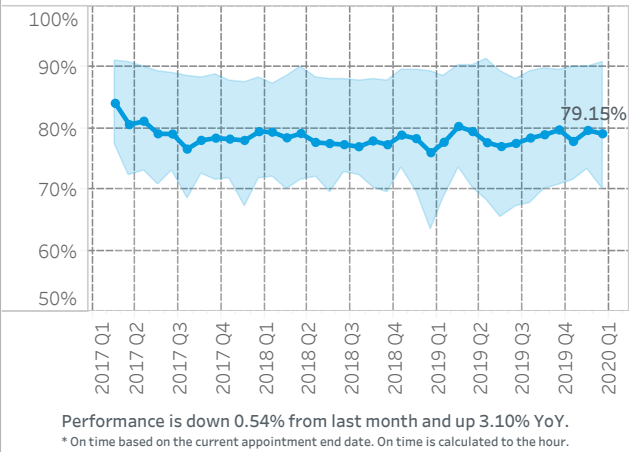


Figure 60: On Time to Pick Appt

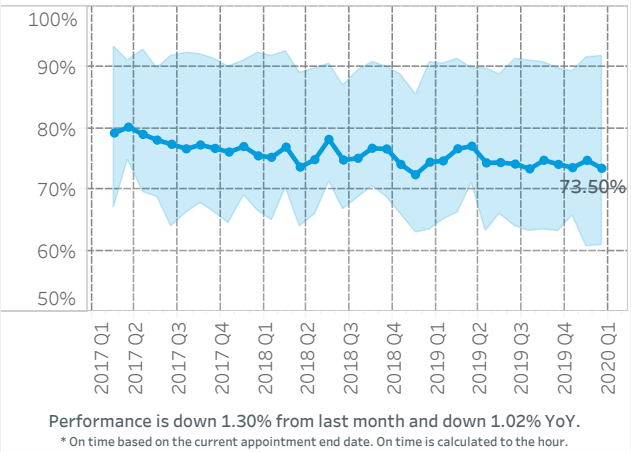


Figure 61: On Time Delivery to Plan Date

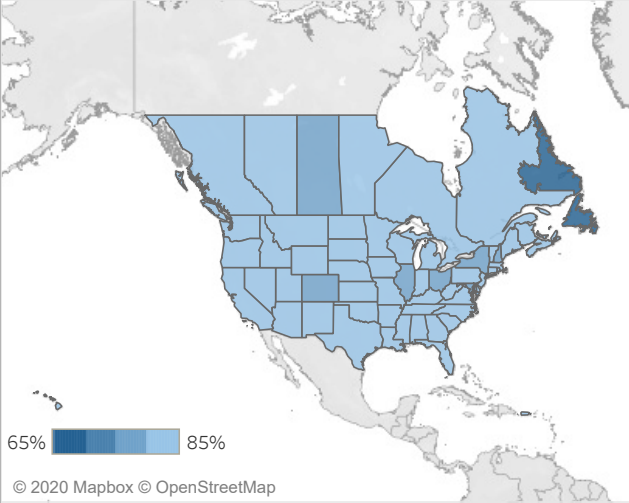


Figure 62: On Time Pickup to Plan Date

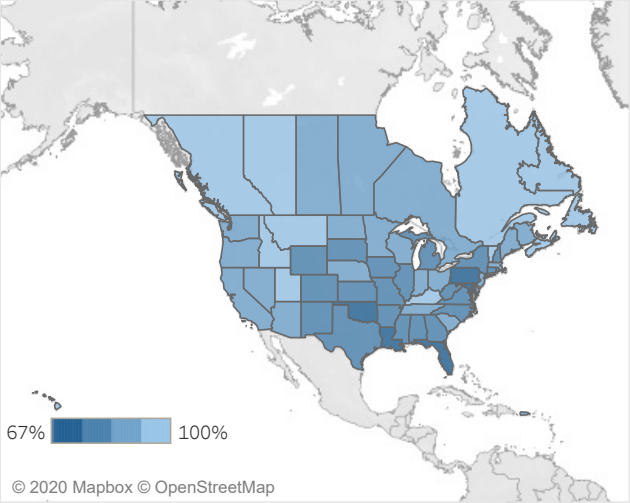


Figure 63: On Time to Delivery Plan

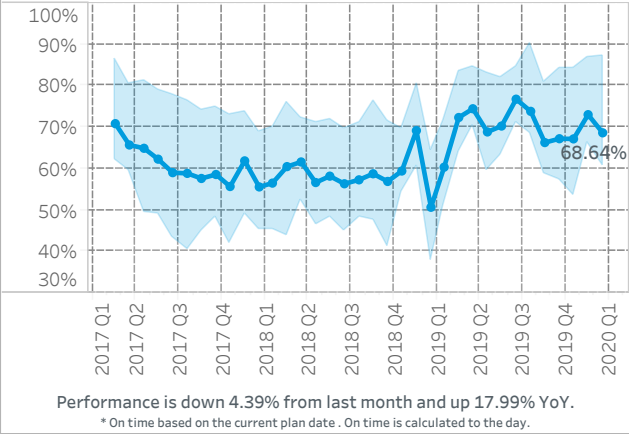


Figure 64: On Time to Pick Plan

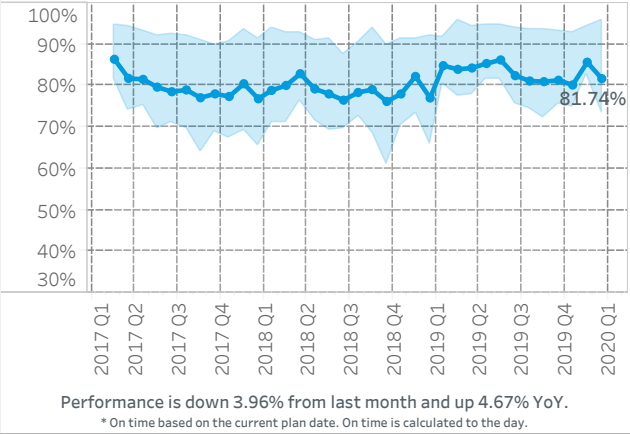


Figure 65: On Time to Delivery Appt

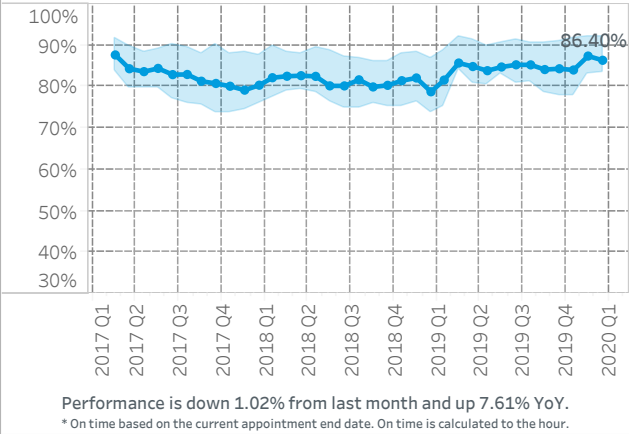
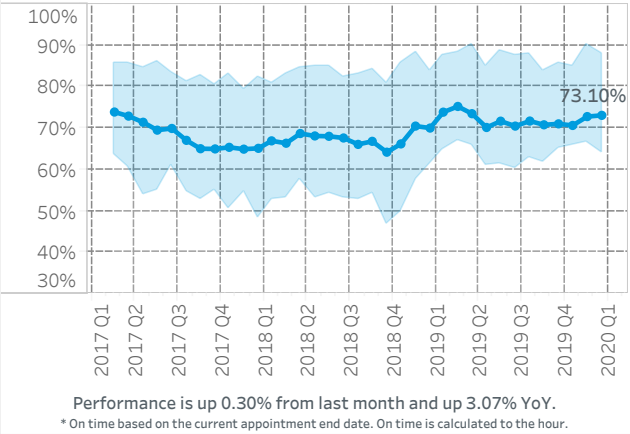


Figure 66: On Time to Pick Appt



METHODOLOGY

The following performance KPIs are being measured across all Blujay shippers. All solid lines represent average shipper performance across the Blujay Network of \$18B+ in domestic freight spend. The light blue area around these lines represents the spread of scores between the 25th and 75th percentile of shippers.

To be considered for any given statistic, a shipper must meet minimum volume thresholds. Additionally, any results outside of the upper and lower fences among a given metric are thrown out.

Accessorial Percent	Total accessorial less fuel and taxes over total payable.
Automation	Perecent of loads moved built through automation.
Loads Per Planner	Loads divided by distinct number of planners meeting minimum volume thresholds.
On Time to Delivery Appointment	On time based on the current appointment end date. On time is calculated to the hour.
On Time to Delivery Plan	On time based on the current plan date. On time is calculated to the day.
On Time to Pick Appointment	On time based on the current appointment end date. On time is calculated to the hour.
On Time to Pick Plan	On time based on the current plan date. On time is calculated to the day.
Primary Tender Acceptance	Percent of accepted tenders to primary carriers, defined as the rank 1 routing guide carrier.
Routing Guide Compliance	Percent of loads where the routing guide was applied and the winning carrier was in the RG.
Routing Guide Overspend	Percent variance in rates from the primary carrier rate.
Short Order Lead Time Percentage	Percent of orders with less than 24 hours lead time to pick up.
Spot Market Delta to BluDex	The average percent delta between spot market rates and BluDex rates.
Spot Market Usage	Percent of loads being sent to the spot market.



ABOUT BLUJAY SOLUTIONS

Blujay Solutions delivers supply chain software and services to the world's most progressive retailers, distributors, freight forwarders, manufacturers, and logistics service providers. Transforming supply chain logistics with the Blujay Global Trade Network, we enable customers to unlock the power of more than 40,000 universally connected partners. With Blujay, companies can achieve greater trade velocity, transform their supply chain economics for disruptive advantage, and see beyond the horizon to optimize their future in the global economy.

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