



**EVANS**

# EVANS 2024 VS. 2025 CUSTOMER INSIGHTS

## NON-DATA CENTER LOGISTICS

### GROWTH AREAS:

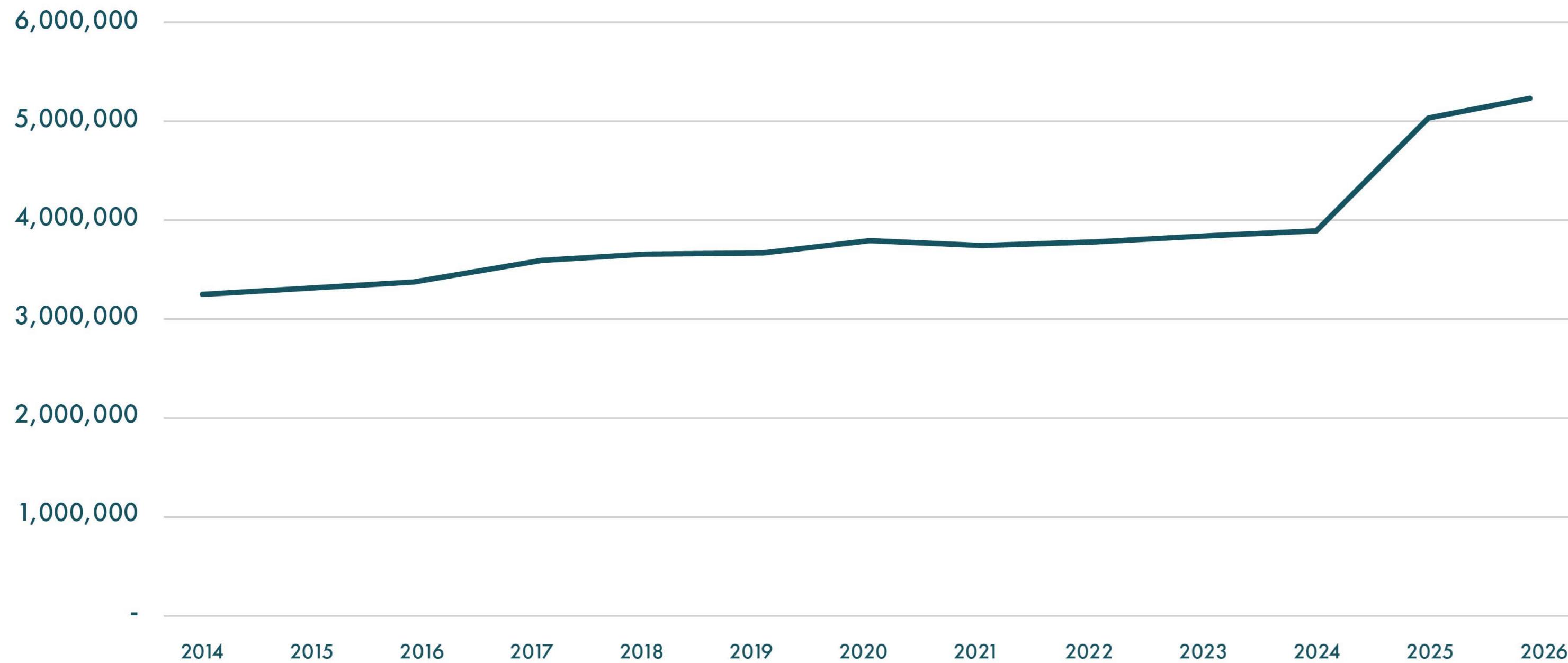
- Power Generation
- Food
- Foodservice Equipment
- Mexico Logistics

### SLOW AREAS:

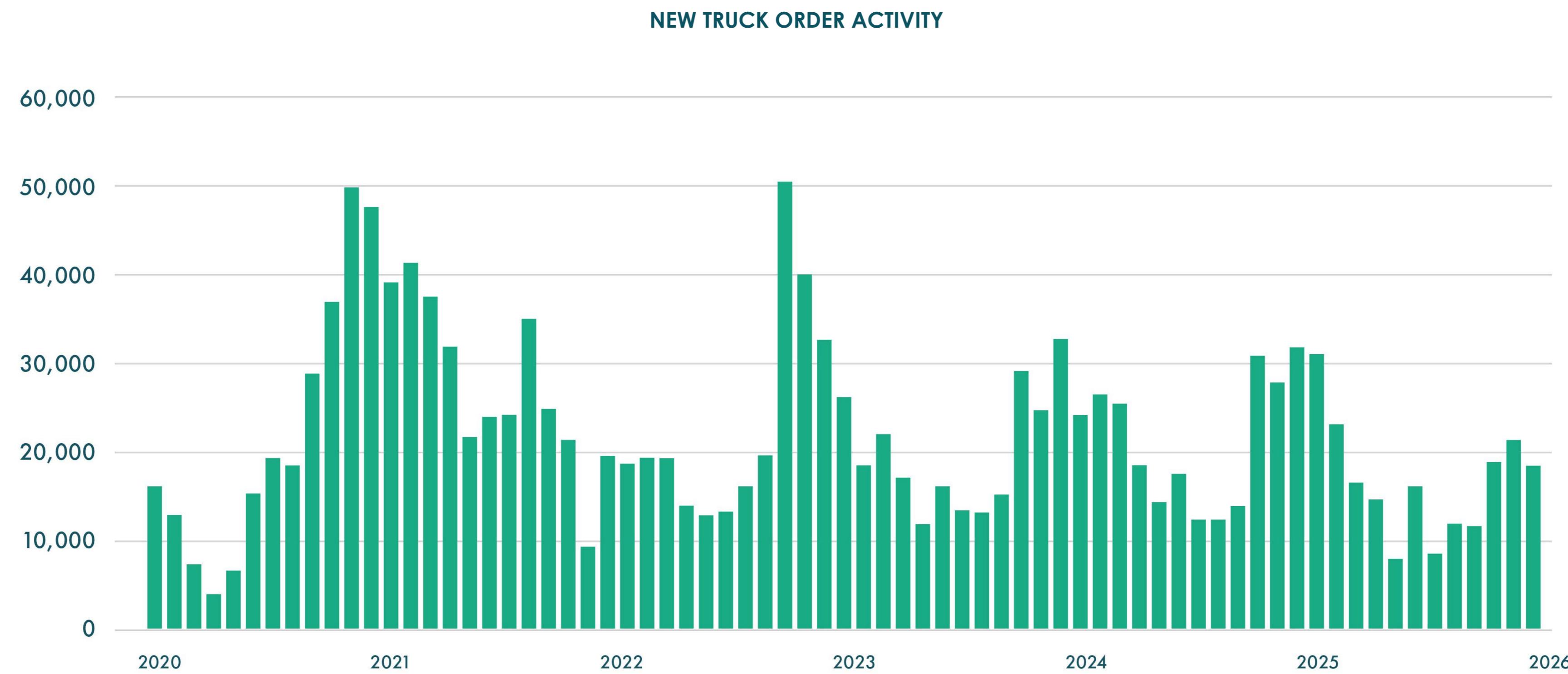
- Heavy Truck Manufacturing
- Mining
- Auto Manufacturing

# TRANSPORTATION HIGHLIGHTS

## CDL'S BY YEAR



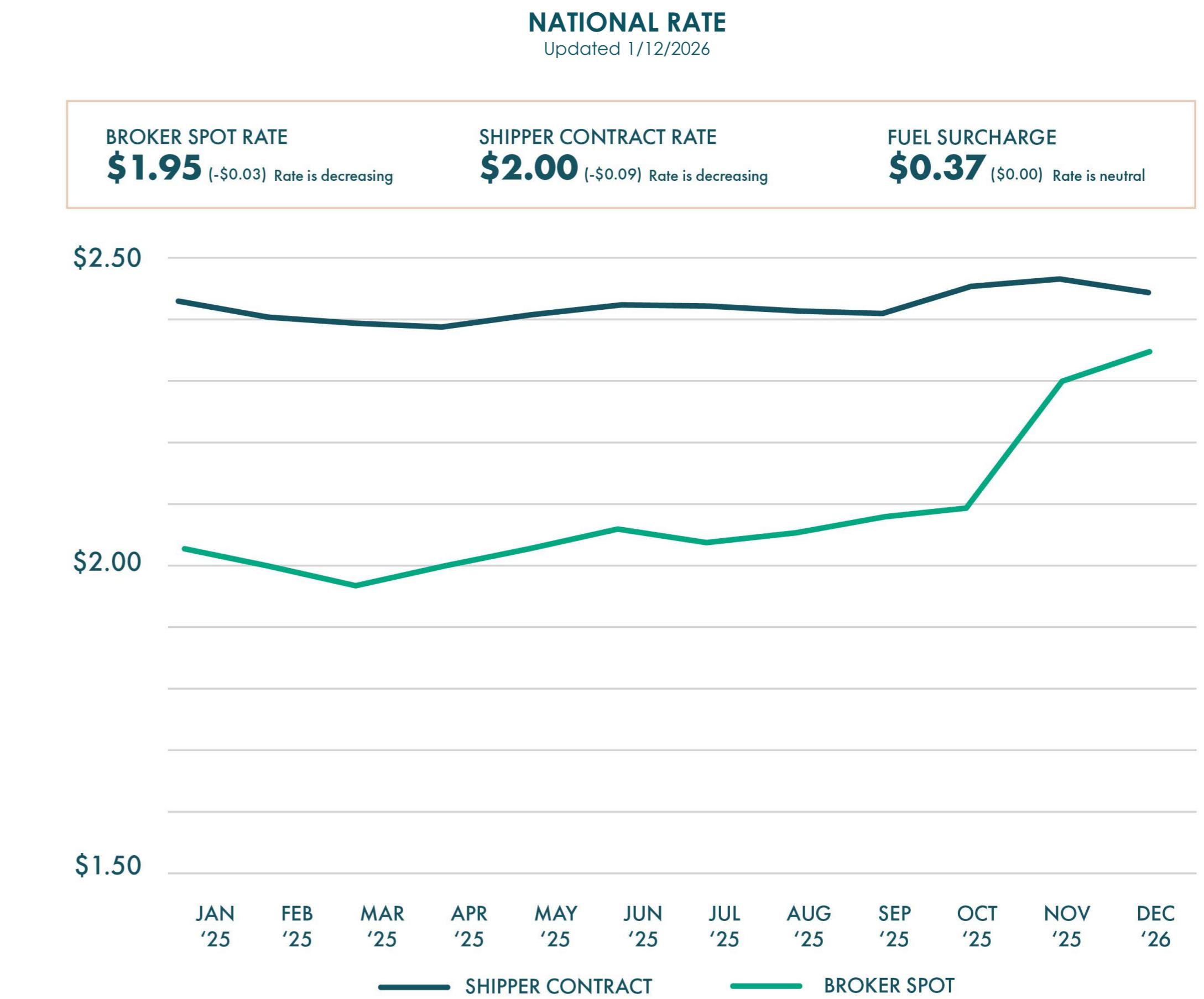
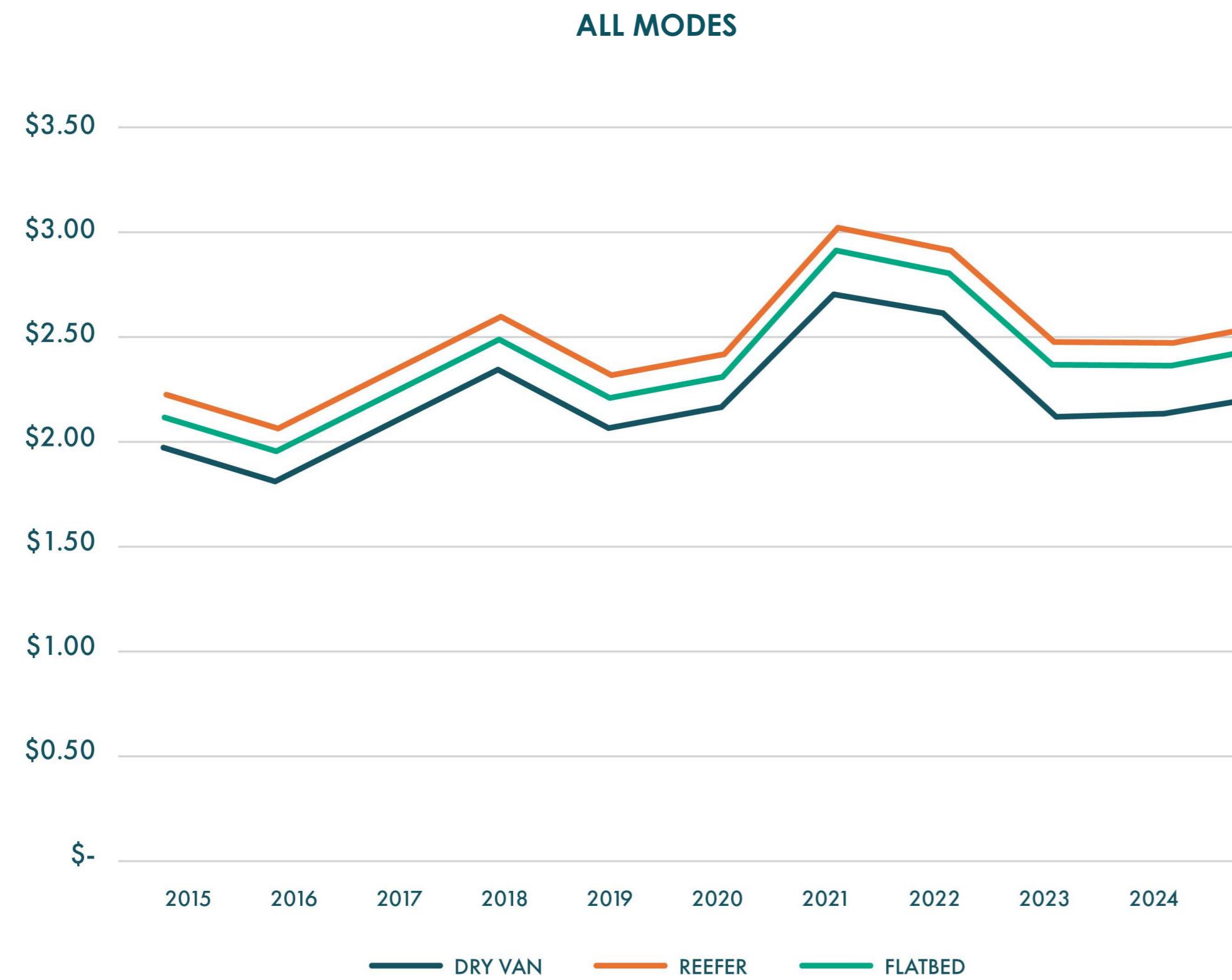
# CLASS 8 TRUCK



SOURCE: FTR | TRANSPORTATION INTELLIGENCE™, TRUCK & TRAILER OUTLOOK, COPYRIGHT 2025, FTR

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Intelligence.

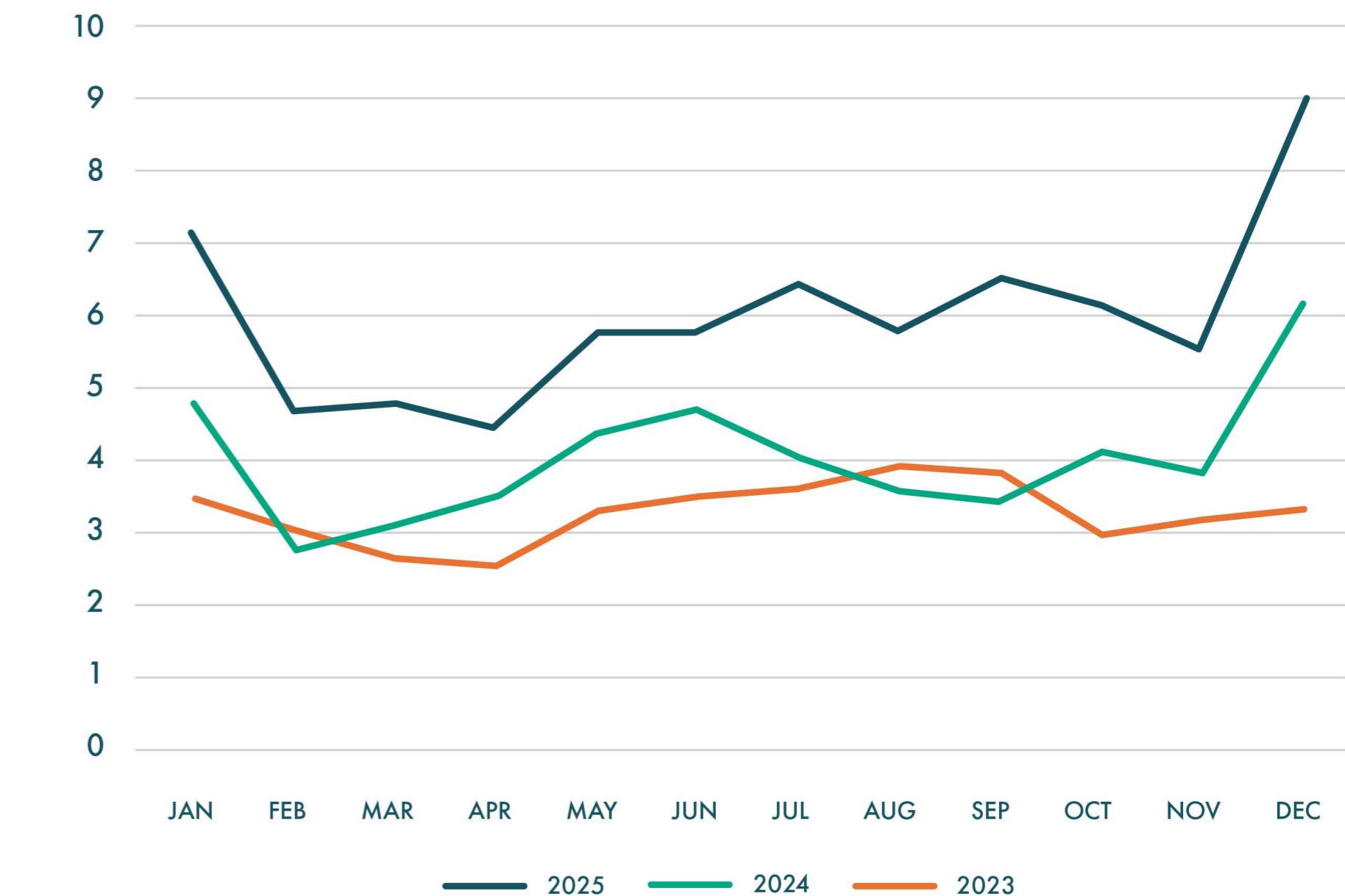
# RATE TRENDS



# LOAD TO TRUCK TRENDS

INDUSTRY TRENDS	WEEK	MONTH	YEAR
	JAN 05 – JAN 11 vs DEC – JAN 04	DEC 2025 vs Nov 2025	DEC 2025 vs Nov 2024
Spot Load Posts	+80.1%	+50.3%	+54.6%
Spot Truck Posts	+58.1%	-3.0%	-3.1%
Van Load to Truck	+10.5%	+62.5%	+46.9%
Van Spot Rates	-1.8%	+2.0%	+1.5%
Flatbed Load to Truck	+59.2%	+44.9%	+75.5%
Flatbed Spot Rates	-1.9%	+0.08%	-0.04%
Reefer Load to Truck	-6.0%	+53.7%	+90.9%
Reefer Spot Rates	+0.0%	+0.4%	+0.9%
Fuel Prices	-0.6%	-3.9%	-4.4%

VAN LOAD-TO-TRUCK RATIO



# COST TO OPERATE

ITEM	\$		ITEM	\$
Wages & Benefits	\$1.00		Miles	1,000
Fuel	\$0.65		Cost	\$2,370
Truck/Trailer Payments	\$0.35		Pay w/Deadhead	\$1,629.60
Repairs & Maintenance	\$0.22		Net Revenue	\$(740.40)
Insurance	\$0.15			
Total (All Miles)	\$2.37			
Current Customer Rate Per Mile	\$1.94			
Empty Mile %	16%			

# RATE PREDICTIONS



Experts  
reliable  
real