



Weekly Trucking Insight

Overview

Job Board Searches and Clicks

Last week saw a decrease in the number of searches after the previous week's large increase, while clicks inched upwards once again.

Spot Freight Market

Spot rates excluding fuel surcharges dropped by 8 cents per mile (CPM) WoW.

Load posting volume in the Truckstop.com system rose 19% WoW.

- Even with last week's recovery, load volume was 15% below its level in late June.

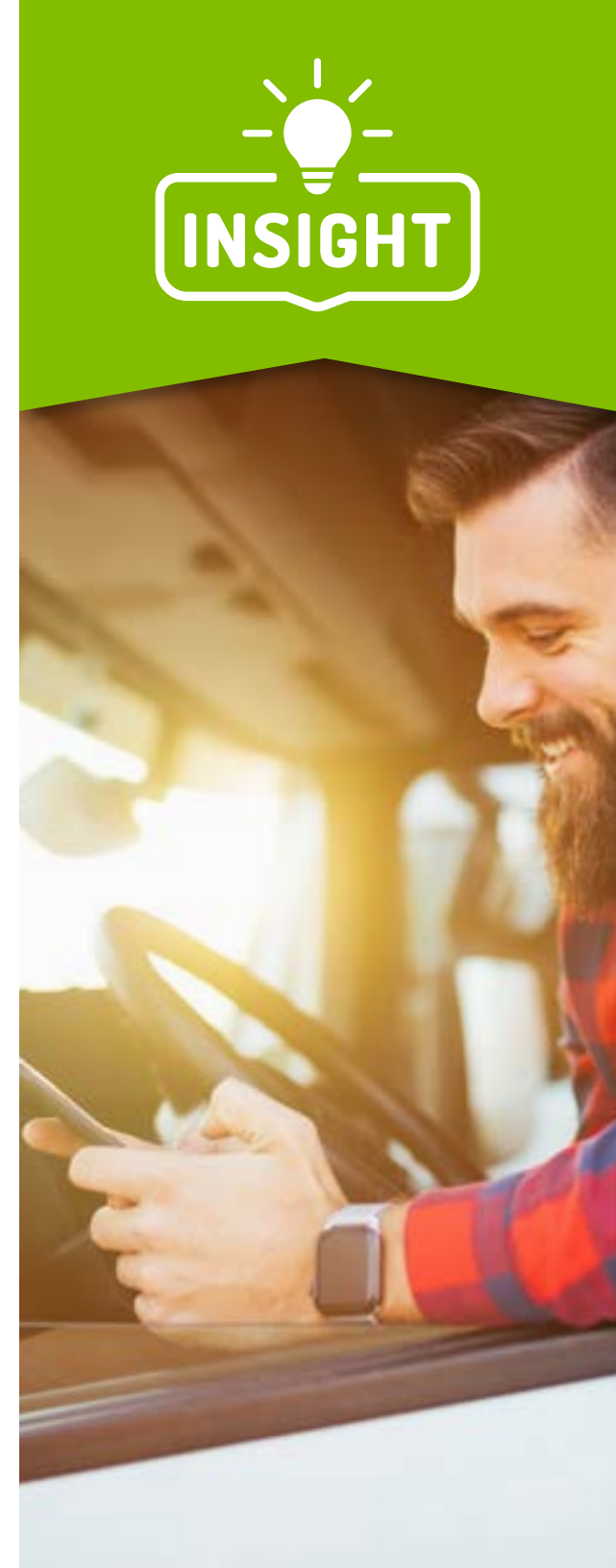
Truck availability on the spot market increased 15% WoW.

Story of the Week

Per diem programs can put more money in drivers' pockets while saving fleets money in payroll taxes.

- This saves about 30% in payroll taxes, which increases a driver's take-home pay by about \$100 a week (\$5,000 a year).
 - Without a per diem program, motor carriers would need to increase driver pay by more than \$8,500 annually to get the same \$5,000 in drivers' pockets.
- Giving a per diem saves motor carriers significant money by reducing their matching amount of state and federal payroll taxes, and it also saves on workers comp premiums in most states.

ELDs can be used to verify when and where drivers qualify for per diem pay.



Numbers at a Glance

TRUCK DRIVER SEARCHES

WoW: ▼ Down 13%

MoM: ▼ Down 8%

YoY: ▼ Down 12%

LOAD VOLUME

WoW: ▲ Up 19%

VOLUME BY SEGMENT

WoW: Dry Van ▲ Up 29%

WoW: Refrigerated ▲ Up 27%

Wow: Flatbed ▲ Up 11%

SPOT RATES

WoW: ▼ Down 8¢ per mile

CLICKS ON TRUCK DRIVER POSTINGS

WoW: ▲ Up 1%

MoM: ▲ Up 3%

YoY: ▲ Up 10%

TRUCK POSTINGS

WoW: ▲ Up 15%

TRUCK POSTINGS BY SEGMENT

WoW: Dry Van ▲ Up 27%

WoW: Refrigerated ▲ Up 21%

WoW: Flatbed ▲ Up 15%

RATES BY SEGMENT

WoW: Dry Van ▼ Down 4¢ per mile

WoW: Refrigerated ▼ Down 4¢ per mile

WoW: Flatbed ▼ Down 9¢ per mile



This Week in Job Board Searches & Clicks

Searches and Clicks on Job Aggregator Partner Network¹

Truck Driver Searches

vs 1 Week Ago:

▼ 13%

vs 1 Month Ago:

▼ 8%

vs 1 Year Ago:

▼ 12%

Clicks on Truck Driver Postings

vs 1 Week Ago:

▲ 1%

vs 1 Month Ago:

▲ 3%

vs 1 Year Ago:

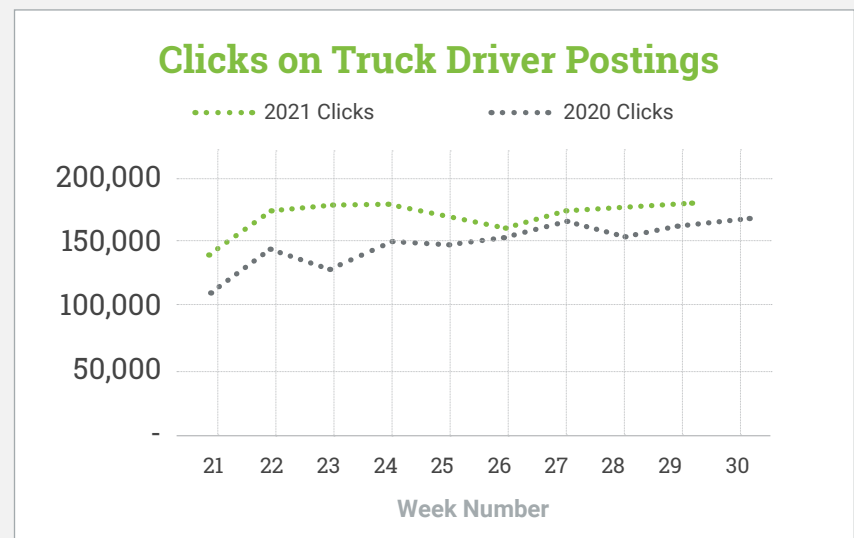
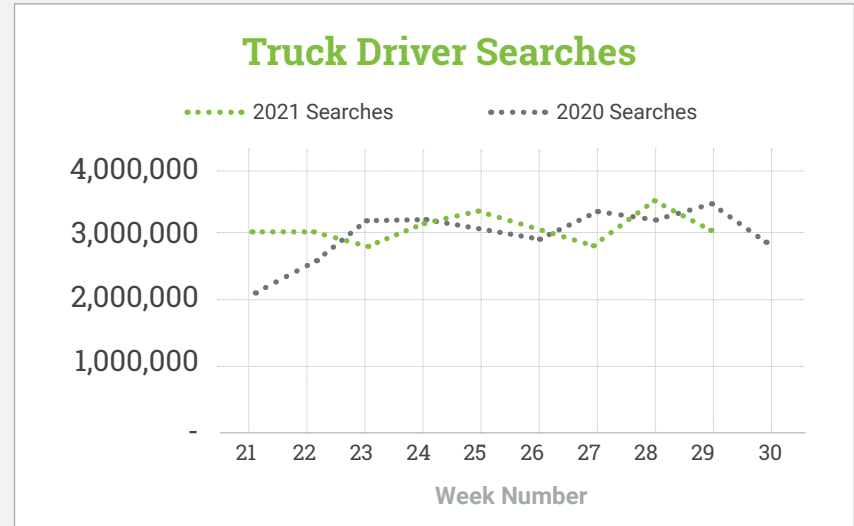
▲ 10%

¹ Job board data is aggregated from many partners.



Last week saw a decrease in the number of searches after the previous week's large increase, while clicks inched upwards once again.

- Like last week, clicks increased on postings for experienced company drivers and teams while decreasing on postings for owner-operators and inexperienced/trainee positions.
- Clicks have been quite consistent for the past few months: total clicks have been between 170K and 180K in 7 of the past 8 weeks.



This Week in Spot Freight

Spot volume rebounds after three-week slide.²

Spot rates excluding fuel surcharges dropped by 8 cents per mile (CPM) WoW.

Rates for these segments are currently between 24% and 35% higher than they were a year ago.

Dry Van: **-4¢ CPM** | Refrigerated: **-4¢ CPM** | Flatbed: **-9¢ CPM**

Load posting volume in the Truckstop.com system rose 19% WoW.

Even with last week's recovery, load volume was 15% below its level in late June.

Dry Van: **+29% WoW** | Refrigerated: **+27% WoW** | Flatbed: **+11% WoW**

Truck availability on the spot market increased 15% WoW

The overall ratio of loads to trucks rose slightly WoW but remains lower than levels seen most weeks in 2021.

Dry Van: **+27% WoW** | Refrigerated: **+21% WoW** | Flatbed: **+15% WoW**

² Data is taken from Truckstop. To read Truckstop's full weekly report, [click here](#).



WOW Rates

Spot Rates Excluding Fuel Charges

▼ **8¢ CPM**

Load Postings in Truckstop.com

▲ **19% WoW**

Truck Availability on Spot Market

▲ **15% WoW**



Story of The Week

Fleets, drivers using automated per diem pay to shelter income.³

Per diem programs can put more money in drivers' pockets while saving fleets money in payroll taxes.

Motor carriers are able to allocate \$66 per day to a per diem, which amounts to between \$300 and \$400 of income each week shifting to the tax-free column.

This saves about 30% in payroll taxes, which increases a driver's take-home pay by about \$100 a week (\$5,000 a year).

- Without a per diem program, motor carriers would need to increase driver pay by more than \$8,500 annually to get the same \$5,000 in drivers' pockets.

Giving a per diem saves motor carriers significant money by reducing their matching amount of state and federal payroll taxes.

ELDs can be used to verify when and where drivers qualify for per diem pay.

Motor carriers and drivers do not need receipts for meals.

- Instead, they need a record of the date, time and location to show each day where they could or should have stopped for a meal on the road.

One fleet instituted per diem payments in January 2017, at a time when they weren't able to offer a pay increase for drivers.

It helped reduce driver turnover for them by 4% in 2017.

- Their driver turnover rate has been trending down every year since 2017.

³ Huff, Aaron. "[Fleets, drivers using automated per diem pay to shelter income.](#)" 20 Jul 2021, ccjdigital.com.



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