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NDMCA STAFF

ADMINISTRATOR
Kacey M. Heidrich kacey@ndmca.org

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The North Dakota Motor Carriers Association has been publishing the Rolling Along magazine since 1948. Each issue provides members with information concerning their association and the issues impacting the trucking industry.



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MESSAGE FROM THE PRESIDENT

As we gratefully move into spring, it is not without its challenges. We are all very aware of the rising fuel costs, driver shortages and the start of road restrictions/construction season, just to mention a couple that first come to my mind.

Trucking is never without its trials. I am thankful to be a part of it and face it with so many hard-working men and women! I like to say, "If it was easy, everyone would do it." I believe our industry to be one of the most innovative and exciting ones today and is forever reinventing itself.

If we step back and look at the evolution we have faced even in the last 10 years, from ELD mandates, emission controls and CSA introduction, we believed each would impede our success. They have not. When things get tough, we must take stock in our accomplishments and take each new challenge head-on.

Our trade has a lot to offer our young workforce. It is good to see pilot programs put forth to help 18-yr-olds join our ranks in interstate commerce. These programs are an excellent opportunity to introduce young drivers to our industry at a crucial point in their lives. I appreciate the diligent people that continue to make it happen and are working to pass it on to the next generation of professional drivers. BSC's TrainND CDL program is a good example of a program geared at producing great drivers. Their classes have seen a tremendous influx in interest since the new ELDT training requirements went into effect. Currently, they are set to graduate over 40 drivers and they are looking to double that number with the help of an expansion grant.

In our industry, road safety is our highest priority. As America's 3.36 million truck drivers travel across the country hauling all the goods that our communities rely on; food, clothing, medicine, and everything you need for your favorite activities, safety comes first to ensure on-time deliveries.

Through company and industry training programs, drivers are empowered with the tools, resources, and technology they need to stay safe on the roads. In fact, at least \$10 billion is invested each year into safety programs and training for trucks.

As the weather warms in North Dakota and more motorists hit the road, we must all take heed. Drive responsibly, especially through work zones, to keep ourselves, our families and those driving next to us, safe.

May 17-19th will bring our International Roadcheck. The North Dakota Department of Transportation, Highway Patrol and all motor carriers have the same goal in mind: keeping our roadways safe. The focus this year is on wheels, rims, axles, and tires. In the past, this section has been up to 25% of out-of-service violations. Let's do all we can to ensure the safety of our roadways, not just during Roadcheck week, but all year long.

Our industry has much to be thankful for, with positivity and perseverance, we will make it through the next obstacle in our path. Just as the Covid pandemic swept our nation, the trucking industry has shown the public how important the men and women of our profession are, showcasing what we are willing and capable of doing for our nation.

Thank you for all you do!

Sincerely



Eric Grove



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LOCAL NEWS

NDMCA NEW MEMBERS

The North Dakota Motor Carriers Association encourages all members to do business with each other. The following companies and organizations have recently made an important investment in their businesses by joining the North Dakota Motor Carriers Association. Please consider them for your professional and personal needs. To find a complete listing of members, view the Member Directory online at <https://members.ndmca.org/memberdirectory>

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NDDOT OFFICE PREPS FOR COMPUTER SYSTEM UPGRADE

The North Dakota Department of Transportation (NDDOT) is preparing for a computer system upgrade scheduled for completion May 9. This system will integrate driver license and motor vehicle services, and allow us to streamline transactions. During this time, North Dakotans will encounter limited driver license and motor vehicle services.

All motor vehicle offices will be closed for in-person services from May 5-8. Driver license office closures will be May 6-8. Online services, including kiosks, will be unavailable from May 4-8. We know that limiting online services and closing offices temporarily may inconvenience some, but this is an important step to ensure these upgrades are implemented quickly and efficiently. This will greatly enhance our existing infrastructure and result in better customer service for all North Dakotans.

Customers are encouraged to plan ahead and schedule appointments early to avoid scheduled service disruptions. For a complete list of NDDOT office locations or to schedule an appointment visit dot.nd.gov.

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OUR GOALS OF AN IFTA/IRP AUDIT

The North Dakota Department of Transportation, Quality Assurance and Internal Review Division (QA&IR) is required to conduct audits on 3% of all motor carriers in the International Fuel Tax Agreement (IFTA) and International Registration Plan (IRP) programs annually. I think we can all agree that “audit” is never a term we want to hear, especially when it affects us or our business. That’s why we’d like to take some time to explain why these programs are so important for North Dakota Motor Carriers, as well as the goal of the audit.

IFTA and IRP is a clearinghouse for all jurisdictions (states) which allows the carriers to move from state to state, and some Canadian provinces, without having to register, pay fees and pay fuel tax in each Jurisdiction in which they travel through. Without these programs, Motor Carriers based in North Dakota would be required to purchase trip permits for every jurisdiction they traveled through. In addition, motor carriers would be required to file quarterly fuel tax returns to all jurisdictions in which they travelled.

One of our main considerations when completing an audit of IFTA and IRP is that we are auditing on behalf of all jurisdictions. One of the main purposes of IFTA and IRP is to accurately disburse registration fees and fuel taxes to jurisdictions based on the actual distance and actual fuel used by a carrier. A major goal of an IFTA and IRP audit is to ensure all jurisdictions are receiving the accurate share of registration fees and fuel taxes by auditing on behalf of all jurisdictions.

Another major goal of an IFTA/IRP Audit is to increase compliance. Ensuring a carrier is meeting the recordkeeping requirements also ensures they have accurate data from which to file their returns. And again, the main purpose of IFTA and IRP is to ensure that each jurisdiction is receiving the accurate share of registration fees and fuel taxes, and the way that happens is with accurate and timely filings.

Another goal of an IFTA and IRP audit is to educate Motor Carriers. Good audit recommendations are important to ensure the Motor Carrier has accurate filings in the future. Recommendations are made on internal controls, recordkeeping requirements, and the Motor Carrier’s reporting process.

What is NOT the audit goal? Although these items may be the result of an audit, they are not the goal of the audit. The goal of an audit is not to actively seek out additional revenue. If the carrier hasn’t filed accurately, assessments will be applied when records are determined to be inadequate.

Creating obstacles for the carrier is also NOT a goal of the audit, however, an audit will create a certain amount of work for the Motor Carrier as they need to provide records and participate in entrance and exit conferences.

The goal of the audit is NOT to put a Motor Carrier out of business. If the motor carrier doesn’t follow through and pay the assessment, they may have their credentials revoked. The Motor Vehicle Division, Motor Carrier Section has payment plans available to help ease the burden on the Motor Carrier.

The Motor Vehicle Division, Motor Carrier Section, as well as the Quality Assurance and Internal Review Division, are available to help answer questions. Please reach out if you have recordkeeping or audit related questions. We are here to help!

Motor Vehicle Division, Motor Carrier Section
701-328-2725
motorcarrier@nd.gov

Quality Assurance & Internal Review Division
nddotga@nd.gov



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www.wallworkfinancial.com

Sam Worwa
701-476-7446
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MESSAGE FROM THE TDC CHAIRMAN CLINT LARBY

As I sit and write this, the wind is howling, rain is pouring, and there is a strong likelihood that we will see snow in the forecast once again. Nothing like spring in the northern Midwest. While it may feel like an eternity before we get to experience some summer warmth, it really is right around the corner. I mean, it has to come sometime, right?

That much needed vitamin D, warmth, and excitement for the summer to come is indeed quickly approaching and with it marks the return of the ND Truck Driving Championship. After three years, WE ARE BACK. And it feels good.

For those of you that have never participated or helped, this is an opportunity for drivers from around the state to compete in multiple areas for not only the bragging rights of being the best driver in North Dakota, but to also advance to the national Trucking Driving Championship. It's kind of like Miss America. But for truckers.

All jokes aside, this is our best of the best, and as an industry, a chance for us to come together, shoulder-to-shoulder and celebrate these men and women and the skills needed to succeed. It is also a way for us to celebrate trucking as a whole and involve the public at large. While trucking has seen more exposure in the last two years, many people are still unaware of the challenges professional drivers face or the role they play when sharing the road with our drivers. It takes two in many things in life, and sharing the road is no different. Knowing this and knowing that our Truck Driving Championship is a way to highlight our elite, the planning committee has been busy working on ways to add to our event and create more of a Safe Driving Expo.

In addition to our Truck Driving Championship, we are planning on bringing some additional events and exhibits to help raise awareness and involvement with the general public while having some fun along the way. A tall order of sorts in some respects, but oh so worth it in the long run.

One of our limiting factors at our old location was space; space for our driving course and space to involve our family and friends of trucking. Our new location at the Red River Valley Fairgrounds in West Fargo gives ample opportunity for us to get out and stretch our legs a bit.

While some would rightfully say I am biased in my assessment, I truly do not know of a better venue where your drivers can compete for top honors and you as a company can showcase your own pride in your fleet and your drivers.

This is where I need your help. If you have never had one of your drivers compete, there really is no better time like now to do so. If you do normally have a driver or two, think about adding a few more. It is always awesome to see the pride of drivers in their equipment and their company on full display. And if you just do not have drivers that can or want to compete, still come!

Bring a truck and yourself and just have some fun. Just be prepared to tell outsiders why trucking is kind of awesome. A new twist this year as well is to see company executives and management take a turn at the driving course at the end of the day for their own bragging rights and to say they still can drive after all these years.

Of course, there are other ways that you can help. Donating your time to help prep and plan in advance of the day is always needed and of course, financial contributions are always needed to continue and grow. Your ND Truck Driving Championship is no different. A special thank you to Cummins Sales and Service, Dixon Insurance, E.W. Wylie, Great West Casualty, Nelson International and Magnum Companies for their continued and early support for this great event.

So, while you may be bundled up today, be sure to mark your calendars for Saturday, June 4th, at the Red River Valley Fairgrounds. Registration begins at 8:00 am and the awards banquet festivities will begin at 6:00 pm at the Delta by Marriot in Fargo.

To sign up your best of the best, be sure to go our website at www.ndmca.org and look up upcoming events. Or if you have questions regarding sponsorship or how to help out, be sure to reach out to Kacey at kacey@ndmca.org or myself at clint@bmtransportinc.com.

Thanks in advance and I sincerely hope to see you there.

Best regards,

Clint Larby
TDC Chairman





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SUPPLY CHAIN PRESSURES SOAR TO A RECORD

A measure of U.S. supply chain pressures rose to a record, adding to already stiff inflationary headwinds from logistics amid dwindling warehouse space and unprecedented inventory costs.

The Logistics Managers' Index, released April 5, advanced for a third straight month in March, reaching 76.2 from 75.2 in February. The monthly survey, released by Colorado State University and allied with four other American universities, asks logistics managers about inventories, warehousing and transportation.

"Continued inventory congestion has driven inventory costs, warehousing prices and overall aggregate logistics costs to all-time high levels," the report stated. "This is putting even more pressure on already-constrained capacity."

Inventory levels dipped to 75.7 from February's high of 80.2, though their costs rose to a record 91, according to the report. Warehouse capacity suffered "a rather precipitous drop" in March, pushing prices for storage space to an all-time peak of 90.5.

The report highlighted crosscurrents buffeting the U.S. economy, in which accelerating inflation threatens to hurt consumer demand. Firms that boosted stockpiles during two years of pandemic-driven supply uncertainty, meanwhile, are trying to assess whether they have overbought or whether the added cushion is a more permanent feature.

Inventory costs "are anticipated to remain very high throughout the next 12 months," according to the report. Some respondents "expect to hold a lot of inventory in the next year, and to pay a significant amount to do so."

FMCSA WARNS CDL DRIVERS TO BE ALERT TO PHISHING SCAM

The Federal Motor Carrier Safety Administration (FMCSA) is warning commercial drivers to be careful of a phishing scam targeted at the motor carrier industry.

Phishing involves emails that appear to be legitimate but are not. They attempt to induce unsuspecting recipients into some type of scam, which usually involves revealing personal information, such as passwords and credit card numbers.

FMCSA is warning commercial driver's license (CDL) holders of emails that appear to be coming from the federal agency under the guise of "Assistant of Administration," claiming the recipient needs to "complete your most recent up-to-date membership license certificate."

Delete suspicious email

"If you receive any suspicious email from info@fmcsa.dot.gov or any other entity that you are not expecting or looks suspicious, please delete the email from your inbox.

Some survey respondents saw more inventory growth than others as goods "continue to trickle into the U.S. but are finding less consumer interest than anticipated," the researchers said. One explanation "is that the continued fears about inflation may have led firms to build inventories as a hedge against higher future costs."

It is possible, they said, that recent supply chain challenges "taught manufacturers, suppliers, retailers and customers that holding inventory provides an important element of safety in uncertain times."

In the survey results, transportation prices were little changed from a month earlier, utilization rose and capacity edged higher — perhaps not yet reflecting signs of weakness elsewhere in the second half of March that some analysts say portends a freight recession.

While that's possible, "there's also a good chance it could lead to a moderation in prices that could end up being a relief in some sectors of the economy," Zac Rogers, an assistant professor of supply chain management at Colorado State, said in an email.

The transport sector is "at a much stronger place in terms of supply and demand relative to the last freight recession we saw in 2019," he said. "With capacity as short as it has been over the last 18 months, it would take a lot to get to the point where supply is really outstripping demand."

Still, diesel fuel prices that are about 64% higher than a year ago could cloud the outlook in transportation if they stay there for an extended period, Rogers added.

Once the email has been deleted, go into your deleted mail and delete it from your deleted mailbox. Doing this will limit the exposure of the phishing email," the FMCSA warned.

The agency added that "the only legitimate way to log in to the Training Provider Registry is via login.gov. Never enter your email address and password into a third-party website claiming to give you access to the Training Provider Registry."

The FMCSA notes that the key to knowing if a website is an official government site is to make sure that it ends in .gov or .mil. Also, check the URL and make sure it has "https://" at the beginning.

The https:// ensures that users are connecting to the official website and that any information they provide is encrypted and transmitted securely.

MAKE YOUR
NOMINATIONS
FOR THE

2022 NDMCA SAFETY AWARDS



WHO WILL YOU NOMINATE?

Nomination forms can be found online at www.ndmca.org and be submitted by email or by mail.

Nomination forms must be submitted to NDMCA by the close of business on June 15, 2022.

Nominations are reviewed by an independent committee. Not all awards will be given each year as they are dependent on the quality of the nominations submitted.

Each year the North Dakota Motor Carriers Association gathers at our annual convention to give special recognition to industry professionals who go above and beyond and show an unwavering commitment to safety. Awards given in 2022 are in recognition for achievements in the previous year. NDMCA offers awards in the following categories:

- **Fleet Safety Awards**
- **Service Technician of the Year**
- **Service Manager of the Year**
- **Safety Professional of the Year**
- **Driver of the Year**

OAKLAND A'S HOWARD TERMINAL BALLPARK HOPES DIM

The Oakland A's plans to build a waterfront ballpark and development hit a setback on March 16 after a state committee recommended against eliminating maritime use at the Howard Terminal site to make way for the team's \$12 billion plan.

The Seaport Planning Advisory Committee's decision came after 4 1/2 hours of discussion and public comment. Some committee members said they were concerned that the port would give up valuable space used for freight and truck parking — particularly if cargo usage at the port increases. Six members voted against recommending eliminating maritime uses, and three voted in favor of it. One member abstained.

The California Trucking Association and the Harbor Trucking Association are opposed to the location because they say it will significantly interfere with port operations and harm trucking and freight. Some of the committee members said they needed more information from the A's and the port to understand how the proposed development would not impact maritime operations.

Dave Kaval, president of the A's, said the decision is a "major setback" in getting the necessary approvals for the waterfront ballpark. At stake is one of the largest developments in California, one that would bring needed housing, jobs, tax revenue and economic development to Oakland. If the A's leave Oakland because they can't build a new ballpark, it would be the third professional sports team to depart in five years.

From our perspective ... [that] an unelected body would choose a parking lot instead of approve a privately financed ballpark with 3,000 housing units is really disappointing."

-Dave Kaval, president of the Oakland A's

Committee Chair Jim McGrath also said he didn't support changing Howard Terminal's uses because of projected cargo growth and because he hasn't seen evidence that Howard Terminal "has no utility." The committee's decision comes despite port officials insisting that the maritime operations would not be impacted if the port's priority-use designation is removed from Howard Terminal. The committee's decision is not final. Its vote is a recommendation to the San Francisco Bay Conservation and Development Commission, a state agency that protects the bay. BCDC's approval is needed for the A's to build at Howard Terminal.

"The project cannot move forward without (BCDC's) approvals, and to have one of their key advisory groups vote no, it's very disappointing," Kaval said. "I think from our perspective ... an unelected body would choose a parking lot instead of approve a privately financed ballpark with 3,000 housing units is really disappointing."

The BCDC meeting is scheduled for June 2. The A's will need to get a two-thirds vote of support to move forward with the project. BCDC could vote against its committee's recommendation. BCDC staff will release their own recommendation in early April. Kaval said the team plans to meet with BCDC members before the meeting to answer their questions and concerns.

The committee's decision comes less than a month after the city council voted to certify the environmental review of the A's proposed development. That certification triggered a 140-day process, set by state law, for the A's to get approvals from state regulatory agencies.

The team wants to build a 35,000-seat waterfront ballpark, 3,000 units of housing, 1.5 million square feet of offices, 270,000 square feet of retail space, a 3,500-capacity performance venue, up to 400 hotel rooms and 8,900 parking spaces. If the project gets final approvals — which the A's are pushing for this year — it would be one of the largest developments in state history.

The Seaport Planning Advisory Committee is made up of officials from ports throughout the Bay Area, environmental groups and transportation agencies. Its decision is based on an analysis of whether Howard Terminal is needed for port operations and what the impact of opening the area to public access would be. The committee examined how sea level rise and environmental justice issues could affect the project.

Port officials have said that it's not critical to maintain the site for port use despite objections from port workers. Even if the number of cargo ships that use the port increases, port officials said other sites can accommodate the growth. Danny Wan, executive director of the Port of Oakland, said at the March 16 meeting that cargo growth projections have been too ambitious and have failed to materialize over the past 10 years. But some committee members disagreed with Wan's projections and said the reality is that there is some growth.

Wan said "it's clear" that the port doesn't need Howard Terminal for port use, but some committee members disagreed. Since 2014, Howard Terminal has been used for worker training, truck parking and staging, storage, cargo loading and tugboat docking.



WERNER PARTNERS WITH AURORA TO HAUL FREIGHT AUTONOMOUSLY IN TEXAS

Aurora Innovation Inc. has announced a deal to haul freight on a route between Fort Worth and El Paso, Texas, for Werner Enterprises. “We look forward to building a hybrid world where drivers continue to haul freight while autonomous trucks supplement rising demand,” Werner President and CEO Derek Leathers said in an April 6 news release.

Aurora said the trucking lane it will test for Werner is an essential link in the nation’s freight network, as it is the middle leg between Atlanta and Los Angeles. The route is more than 600 miles and takes approximately nine hours to complete.

“Its long distance and monotony contribute to this lane’s reputation for being unappealing for truck drivers. By deploying the Aurora Driver on such hauls, Aurora and the companies it is working with are building a future in which autonomous trucks can handle less popular routes, while human drivers transport more convenient hauls that are conducive to desirable lifestyles,” the company said in an April 6 statement. Aurora Driver is the name for the company’s autonomous technology.

“We look forward to maturing and streamlining these hybrid operations and ultimately delivering a product that delivers value to Werner and its customers at a large scale,” said Sterling Anderson, Aurora’s co-founder and chief product officer.

Werner ranks No. 17 on the Transport Topics Top 100 list of the largest for-hire carriers in North America and No. 30 on the TT Top 50 list of the largest logistics companies.

The Werner agreement is the third pilot program Aurora has in progress to carry loads autonomously. Aurora operates terminals in South Dallas, Houston, Fort Worth and El Paso to support multiple commercial lanes it uses to haul freight for Werner, FedEx and Uber Freight. Separately, the Pittsburgh-based company said it hired Kendra Phillips, the former chief technology officer at Ryder, as vice president of its logistic partner programs and operations.

Phillips will help create Aurora’s terminal service blueprint. She also will build out Aurora Shield, the company’s roadside assistance program that provides maintenance and command center operations for trucks using Aurora Driver.

Aurora upgraded Aurora Driver in March, adding advanced autonomy capabilities to navigate complex construction zones better. The system now better handles lane changes and driving around the concrete barriers and cones common to construction sites. It also improved its camera resolution to more quickly identify potential obstacles and improved its mapping.

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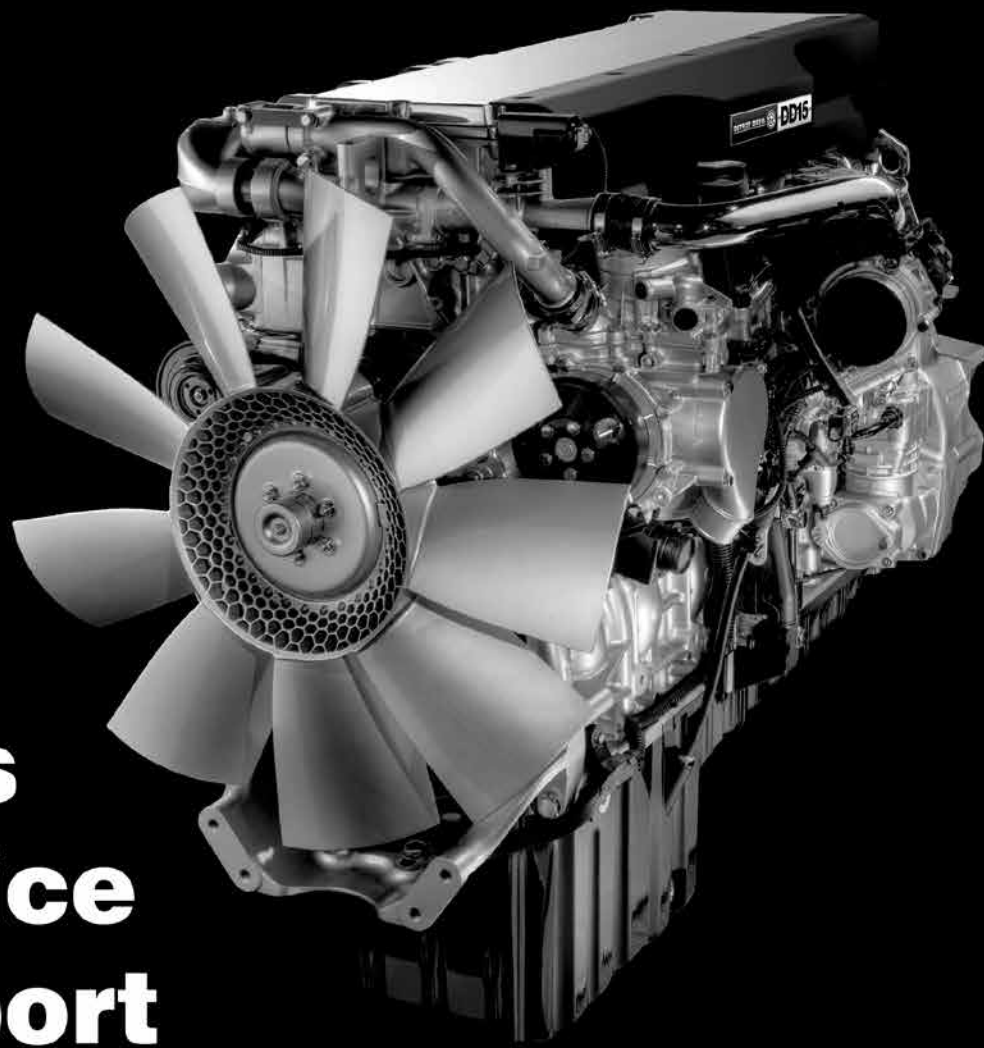


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FEBRUARY CLASS 8 SALES DOWN 2.9%

U.S. Class 8 retail sales in February fell compared with a year earlier, and landed just below 15,000 to put most truck brands in negative territory, Wards Intelligence reported. Sales reached 14,916, down 2.9% compared with 15,369 in the 2021 period. This January, sales were 14,854, according to Wards. This time of year, “things are kind of pedestrian. There’s a seasonal component to be sure,” said Steve Tam, vice president at ACT Research. A different analyst saw in the sales number another aspect of the disrupted supply chain. “This market is as frozen as you can get it,” Don Ake, vice president of commercial vehicles at FTR, told Transport Topics.

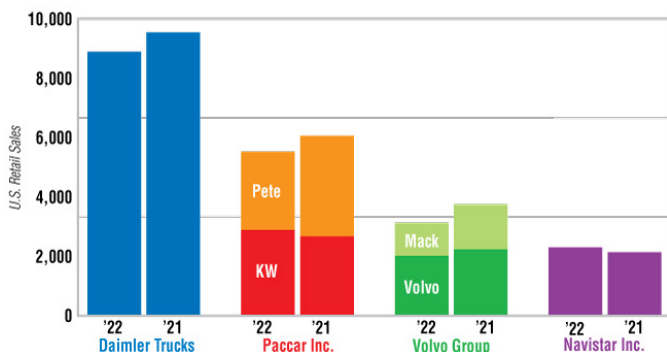
Ake suggested, with production rising in February, truck-makers were having difficulty “moving product through the channel and getting them sold. The sales number should be much higher, and inventories went up. And that doesn’t make a lot of sense in this market. People need trucks. The trucks got manufactured in January and February, but the trucks didn’t get sold.”

Five truck brands posted lower sales in February compared with a year earlier. Three of those — Kenworth Truck Co., Peterbilt Motors Co. and International — were off by less than 1%. Another market leader, Freightliner, was off 5.7%. Mack Trucks dropped the most, down 16.8% compared with a year earlier.

Two brands notched higher sales in the month. Western Star, the smallest, climbed 32% (to 458 units). Volvo Trucks North America rose 1.1%.

Kenworth and Peterbilt are units of Paccar Inc. International is a unit of Traton SE’s Navistar Inc. Freightliner and Western Star are brands of Daimler Truck North America. VTNA and Mack are units of Volvo Group.

Class 8 Truck Sales Through February 28



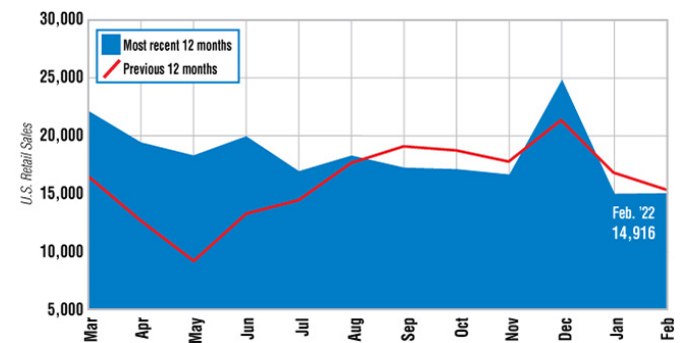
“After VTNA experienced a strong fourth quarter in 2021, our retail sales were lower than expected in January 2022. However, our deliveries improved in February with a 10.9% share for the month in the U.S.,” said Magnus Koeck, vice president of strategy at VTNA.

“We are now looking forward to a strong March, but expect the industry will continue to face labor shortages and supply chain constraints which will impact the industry retail numbers for the foreseeable future.” February market shares the parent companies earned were: DTNA: 42.6%; Paccar: 29.8%; Volvo Group: 17.5%; Navistar: 10.2%.

For the full year, sales were 29,773, off 7.6% compared with 32,213 a year earlier. Other truck-makers either declined or did not respond to a request to comment.

Meanwhile, not unexpectedly, the Environmental Protection Agency’s renewed focus on toughening standards in 2027 on nitrogen oxides (NOx) and on greenhouse gases (GHG) has raised the rumble of a pre-buy — or accelerating purchases before the sale of the compliant and more costly trucks. Especially so if EPA harmonizes its rule with the California Air Resources Board’s emission-reduction steps coming

Class 8 (more than 33,000 pounds)



In any case, Section 177 of the Clean Air Act authorizes states to choose to adopt California’s standards in lieu of federal requirements. Those states, currently numbering 16 plus the District of Columbia, in addition to California, account for about 20% of the market, Tam said.

“As we have seen time and time again in these mandates it becomes disruptive to the whole revenue cycle — manufacturing and sales,” Tam said. He said ACT is expecting a disruption in 2024, but rather than taking the form of a pre-buy — which the truck makers could not meet due to ongoing capacity constraints — it may take the shape of a no buy.

Looking at 2024, Ake agreed, “There are no trucks to pre-buy. We are behind 100,000 trucks. Next month, the 100,000 grows higher because they can’t produce up to the demand level.” At the same time, Tam said, assuming the more strict EPA mandate is enacted, “you would see disruption in spades before 2027.”

“Right now the phrase we are using for 2027 is ‘the mother of all pre-buys.’ That’s what we anticipate.” As for this year, another analyst said most economists expect the freight market to soften in 2022.

With higher inflation, rising gas prices and tighter monetary policy, “it’s hard not to imagine a world where consumer demand softens over 2022 and into 2023,” said Aaron Terrazas, director of economic research at Convoy Inc., a digital freight broker. “Consumer demand has been the primary driver of freight demand over the past year and a half,” he said.

He suggested there will be continued pockets of strength in the freight market — home building and the automotive sector — but those are not going to be enough to offset the erosion of consumer demand. “And it is hard for a lot of trucking companies to justify adding capacity just when the consensus is the market will begin to give ground,” said Terrazas. “That’s just a very long, risky horizon.”



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