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FOR IMMEDIATE RELEASE

FTR Reports Final Trailer Orders for January at 26,300 Units

Bloomington, IN (February 20, 2019) FTR reports final trailer orders for January at 26,300 units down 5% m/m and 39% y/y. Although down from December, January orders came in higher than expected. The order level meets current trailer production rates so backlogs remain near record levels. The considerable y/y negative comparison for trailer orders is primarily the result of the huge spike in orders during January 2018, as fleets scrambled to catch up with robust freight growth. Cancellations were elevated in January for the second straight month, as fleets shift orders around to more precisely fit their requirements. Orders during the month were particularly strong for specialty trailers. Trailer orders for the past 12 months now total 396,000.

Don Ake, FTR vice president of commercial vehicles, commented, "This was still a positive month for trailer orders considering how many orders are already in the backlog. All trailer segments are expected to start off 2019 with momentum, which is good news for the industry and general economy. The business uncertainty and more subdued economic indicators have not impacted the trailer market as of yet. We do expect the market to cool slightly in the second half of the year as freight growth moderates, but for now, there is still a huge demand for new trailers across most segments."

For more than two decades, FTR has been the thought leader in freight transportation forecasting in North America. The company's national award-winning forecasters collect and analyze all data likely to impact

freight movement, issuing consistently reliable reports for trucking, rail, and intermodal transportation, as well as providing demand analysis for commercial vehicle and railcar. FTR's forecasting and specially designed reports have resulted in advanced planning and cost-savings for companies throughout the transportation sector.

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