

THOUGH THE MARKET SEEMS TEPID DISRUPTIONS BEGIN TO MOUNT FOR SHIPPERS

It's been an interesting year for the transportation market – an unenthusiastic freight market, U.S./China trade discord and an increase in capacity. While some shippers gravitate back to purchasing decisions based on cost, strategic shippers know there is more to making the right transportation decisions. The transportation market is cyclical and disruption drives capacity availability and cost.



DISRUPTIONS AFFECTING THE MARKET



Owner-operator misclassification lawsuits are mounting and put both the carrier and shipper at huge risk.



The driver shortage is not going away, estimated at 50,000. Even small events reduce available driver capacity, causing delays and cancellations.



Carriers are leaving the market due to the cost of doing business to keep up with regulations, increasing driver pay, purchasing equipment and more.



The legislative and regulatory landscape is broad – like lack of fuel tax increases to fund the crumbling infrastructure, Drug and Alcohol Clearinghouse, the ELD Mandate.

WHAT YOU CAN DO



The most important thing shippers can do in this market is to diversify their carrier base and transportation modes to obtain and keep long-term capacity at fair, market-driven costs.

**Need to diversify your carrier base?
Talk to an expert.**

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