



3PL Market Report

THIRD QUARTER 2024 | ISSUE 64

Gauge Your Business Performance
Within the 3PL Industry



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TIA 3PL Market Report – Q3 2024 Market Insights

The TIA Q3 2024 3PL Market Report highlights a mix of trends across transportation modes and company sizes. Key findings include a slight quarter-over-quarter increase in total shipments and revenue, persistent pricing pressures affecting margins, and varied performance across truckload (TL), less-than-truckload (LTL), and intermodal (IM) sectors. Smaller firms achieved notable volume growth but faced significant margin declines, while larger companies maintained steadier profitability. These trends and others are explored in detail below.

Quarter-over-quarter (QoQ), total shipments and revenue increased slightly by 0.2%, with invoice amounts per shipment remaining unchanged. However, gross margin percentage declined by 30 basis points, signaling profitability pressures. Year-over-year (YoY) comparisons showed a 4.5% increase in shipments, contrasted with a 3.9% revenue decline due to an 8.0% drop in invoice amounts per shipment and an 80-basis-point reduction in gross margin percentage. These figures indicate volume growth offset by continued pricing pressures.

Truckload (TL) transportation experienced steady QoQ growth of 0.4% in shipments, though invoice amounts and gross margin per load declined marginally. Year-over-year, TL shipments rose 4.4%, but invoice amounts per load dropped 3.6%, and gross margin per load fell 8.9%. Over the past eight quarters, TL metrics show a consistent downward trend in both invoice amounts and margins, although a slight stabilization was noted in Q3 2024.

Less-than-truckload (LTL) saw a 1.4% decline in shipments QoQ, accompanied by a 2.0% reduction in invoice amounts. Despite this, margins improved by 40 basis points to 20.3%, showcasing resilience in profitability. Year-over-year, shipments increased by 1.9%, but profitability softened, with both invoice and margin amounts per load declining by 3.7%. Over the past eight quarters, LTL margins have remained stable despite fluctuations in revenue and volume.

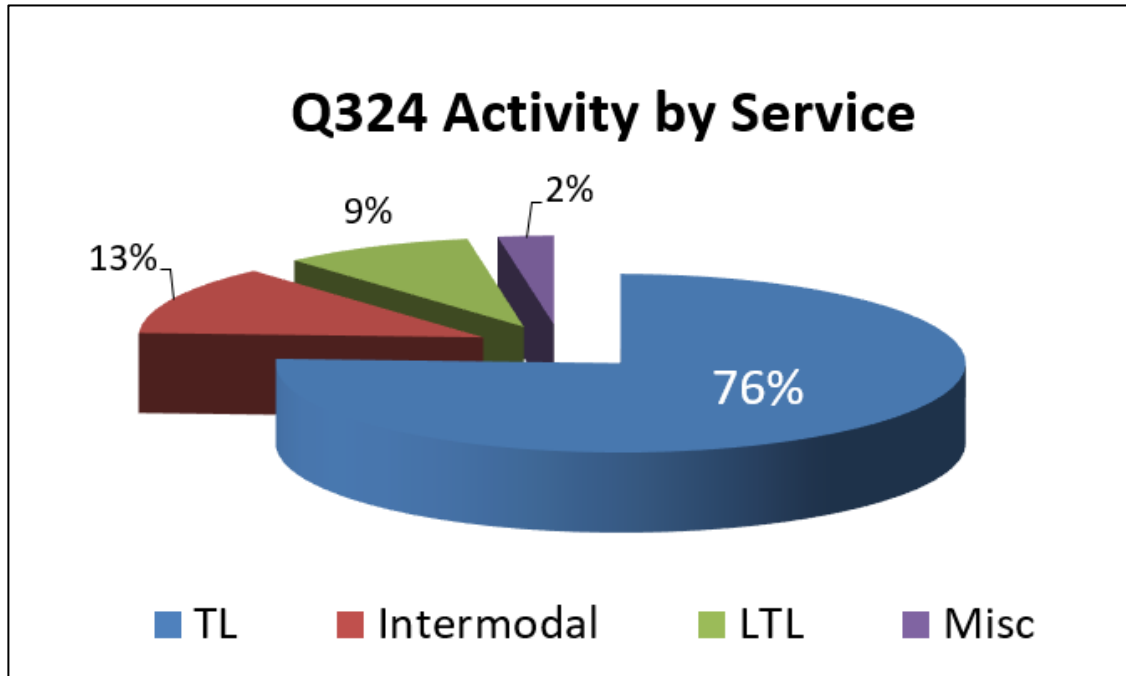
Intermodal (IM) transportation reported a 0.2% QoQ increase in shipments and a 4.3% rise in invoice amounts per load. However, margins declined significantly by 320 basis points to 11.0%. Year-over-year, IM shipments increased by 6.2%, though revenue per load fell by 9.1%, resulting in slight margin pressure. These trends reflect sustained pricing and profitability challenges over the past two years.

Performance by company size revealed contrasting trends. Small companies (<\$16M) led growth with a 4.1% QoQ revenue increase and a 13.9% YoY gain. However, they faced significant margin pressures. Mid-sized companies (\$16M–\$100M) experienced steady shipment growth but saw margin declines of 4.3% QoQ and 6.0% YoY. Large companies (>\$100M) exhibited stability in shipment volumes, with only minor reductions in revenue and margins.

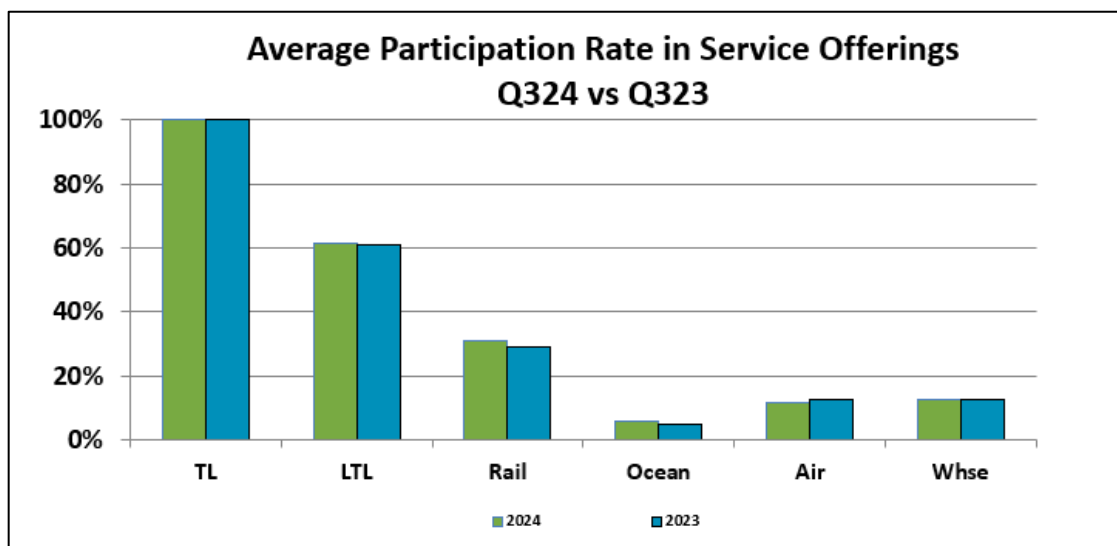
Overall, the Q3 2024 market report underscores a dynamic 3PL landscape marked by volume growth and persistent pricing pressures. Truckload and LTL modes demonstrated resilience, while intermodal faced sharper profitability challenges. Smaller firms achieved notable volume expansion but struggled with declining margins, whereas larger firms maintained steadier profitability. These insights emphasize the need for strategic adjustments to navigate an increasingly competitive market environment.

I. Introduction

The Transportation Intermediaries Association's *TIA 3PL Market Report* is a quarterly publication that summarizes data collected from participating TIA Members, who we thank for making the *TIA 3PL Market Report* possible. While the report encompasses a wide spectrum of brokerage activities, the truckload sector remains prominently featured in the findings.



The chart titled "**Q3 2024 Activity by Service**" provides a breakdown of various transportation services used within the quarter. The largest portion of activity, at 76%, is represented by **TL (Truckload)** services, indicating a strong preference or demand for this service type. **Intermodal** services make up 13% of the activity, followed by **LTL (Less-than-Truckload)** at 9%. The smallest category, labeled **Misc**, accounts for only 2%. This data suggests that TL services are the predominant choice, while the other service types play more specialized or supplementary roles.



II. Executive Summary

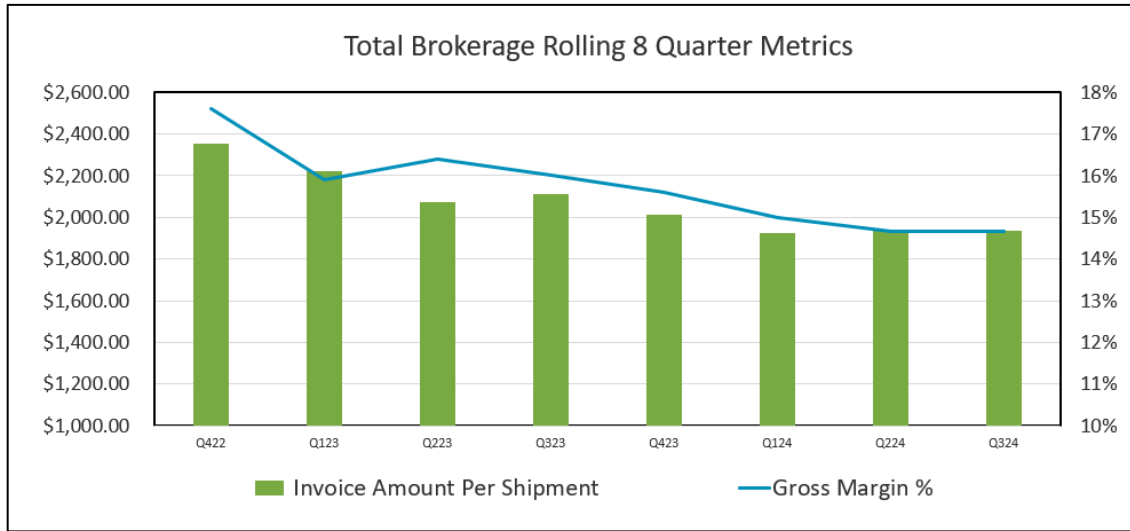
The Total Activity Summary table provides a summary of logistics activity, comparing Q3 2024 to both Q2 2024 and Q3 2023. QoQ shipments and revenue each rose slightly by 0.2%, with no change in invoice amount per shipment, though gross margin declined by 30 basis points. YoY total shipments increased by 4.5%, but revenue dropped by 3.9%, and the invoice amount per shipment fell by 8.0%, accompanied by an 80-basis-point reduction in gross margin. These figures indicate volume growth but continued pricing and margin pressures over the past year.

Total Activity Summary		
Metric	Q324 - Q224	2024-2023
Total Shipments	0.2%	4.5%
Total Revenue (000)	0.2%	-3.9%
Invoice Amount per Shipment	0.0%	-8.0%
Gross Margin %	-30 Basis Points	-80 Basis Points

The Total Mode Summary table summarizes shipment growth across different transportation modes from Q2 to Q3 2024 and year-over-year from Q3 2023. Truckload (TL) showed steady growth, with a 0.4% quarterly increase and a 4.4% rise year-over-year. Less-than-Truckload (LTL) declined by 1.4% quarter-over-quarter but increased by 1.9% over the year. Intermodal (IM) experienced minimal quarterly growth (0.2%) but showed stronger annual growth at 6.2%. The Other category reported the highest growth, with a 1.6% increase quarter-over-quarter and 6.8% year-over-year, indicating strong gains in alternative or specialized transport modes. These trends suggest that while core modes show steady growth, there is notable expansion in intermodal and other modes over the past year.

Total Mode Summary		
Segment	Q324 - Q224	2024-2023
Truckload (TL)	0.4%	4.4%
LTL	-1.4%	1.9%
Intermodal (IM)	0.2%	6.2%
Other	1.6%	6.8%

Reviewing the past eight quarters, Q3 2024 shows relatively flat average invoice per shipment compared to Q2 2024. Gross margin percentage follows a similar pattern, aligning with trends noted in the last TIA Market Report.



III. Total Activity

Total Activity Q324 vs. Q224

The Total Activity summary - YoY table provides a snapshot of logistics activity from Q2 to Q3 2024, showing modest growth with total shipments and total revenue both increasing by 0.2%. The invoice amount per shipment remained unchanged, while the gross margin percentage declined by 30 basis points to 14.7%, indicating a slight decrease in profitability. These figures suggest steady volume and revenue with minor margin pressures over the quarter.

Total Activity Summary			
Metric	Q324	Q224	% Change
Total Shipments	1,910,822	1,906,787	0.2%
Total Revenue (000)	\$3,703,027	\$3,696,167	0.2%
Invoice Amount per Shipment	\$1,938	\$1,938	0.0%
Gross Margin %	14.7%	15.0%	-30 Basis Points

Participant Size Summary

The Total Activity Summary – QoQ Percent Change table outlines quarterly changes from Q2 to Q3 2024 in logistics activity across different revenue tiers. Small companies (under \$16 million) led in growth, with a 4.1% increase in revenue and a 5.7% rise in shipments, though their margin percentage dropped by 3.8%. Mid-sized companies (\$16 million - \$100 million) saw a 1.3% revenue gain and a 3.6% increase in shipments, alongside a 4.3% decline in margin percentage, indicating profitability challenges. Large companies (over \$100 million) showed no revenue growth, a slight decrease in shipments (-0.3%), and a 1.0% decline in margin percentage, reflecting stability with minimal expansion.

Total Activity				
Q324 vs. Q224 Percent Change				
Annual Revenue	Revenue	Shipments	Margin %	Invoice Amount
< \$16MM	4.1%	5.7%	-3.8%	-1.5%
\$16MM - \$100MM	1.3%	3.6%	-4.3%	-2.2%
> \$100MM	0.0%	-0.3%	-1.0%	0.9%
Total	0.2%	0.2%	-1.7%	0.0%

Mode Comparison

The Mode summary QoQ table shows Q2 to Q3 2024 changes across transportation modes. Truckload (TL) had slight growth in shipments (0.4%) and total invoice dollars (2.4%) with stable margins. LTL saw a 1.4% drop in shipments and a 3.4% decline in total invoice dollars, but margins improved by 40 basis points. Intermodal had minimal shipment growth (0.2%) but faced significant profitability pressures, with a 3.4% drop in invoice amount per load and a 320-basis-point margin decline.

Mode Summary Q324 vs. Q224			
Metric	TL	LTL	Intermodal
Total Shipments	0.4%	-1.4%	0.2%
Invoice Amount/Load	-0.4%	-2.0%	-3.4%
Total Invoice Dollars	2.4%	-3.4%	-3.1%
Margin %	Even	40 Basis Points	-320 Basis Points

Total Activity Q324 vs. Q323

The Total Activity Summary table below compares logistics activity from Q3 2023 to Q3 2024, showing a 4.5% increase in total shipments but a 3.9% decline in total revenue, reflecting pricing pressures. The invoice amount per shipment dropped by 8.0%, while gross margin percentage decreased by 80 basis points to 14.7%, indicating a squeeze on profitability despite higher shipment volumes.

Total Activity Summary			
Metric	Q324	Q323	% Change
Total Shipments	1,910,822	1,829,354	4.5%
Total Revenue (000)	\$3,703,027	\$3,852,796	-3.9%
Invoice Amount/Shipment	\$1,938	\$2,106	-8.0%
Gross Margin %	14.7%	15.5%	-80 Basis Points

Participant Size Summary

The Total Activity YoY Percent Change table below compares year-over-year logistics activity by company size from Q3 2023 to Q3 2024. Small companies (under \$16 million) led in growth, with a 13.9% revenue increase and a 15.5% rise in shipments, though their margin percentage dropped by 6.0%. Mid-sized companies (\$16 million - \$100 million) saw a moderate 3.3% revenue gain and 8.9% increase in shipments, but also experienced a 6.0% margin decrease. Large companies (over \$100 million) faced a revenue decline of 4.7% despite a 3.7% increase in shipments, along with a 4.4% drop in margin percentage.

Total Activity				
Q324 vs. Q323 Percent Change				
Annual Revenue	Revenue	Shipments	Margin %	Invoice Amount
< \$16M	13.9%	15.5%	-6.0%	-1.4%
\$16M - \$100M	3.3%	8.9%	-6.0%	-5.2%
> \$100M	-4.7%	3.7%	-4.4%	-2.7%
Total	-3.9%	4.5%	-4.8%	-8.0%

Mode Comparison

This table compares year-over-year performance by transportation mode from Q3 2023 to Q3 2024. Truckload (TL) saw a 4.4% increase in shipments and a 10.1% rise in revenue, although invoice amount per load dropped by 3.6%, leading to an 80-basis-point decline in margin percentage. Less-than-Truckload (LTL) shipments grew modestly by 1.9%, with no change in margin percentage but a 1.8% decline in total revenue due to a 3.7% reduction in invoice amount per load. Intermodal reported the highest growth in shipments (6.2%) but faced substantial pricing pressure, with invoice amount per load down 12.5% and a 30-basis-point drop in margin, resulting in a 7.0% decrease in total revenue. These trends indicate that while shipment volumes are growing across all modes, pricing pressures are impacting revenue and margins, especially in intermodal.

Mode Summary			
Q324 vs. Q323 Percent Change			
Metric	TL	LTL	Intermodal
Total Shipments	4.4%	1.9%	6.2%
Invoice Amount/Load	-3.6%	-3.7%	-12.5%
Total Revenue	10.1%	-1.8%	-7.0%
Margin %	-90 Basis Points	Even	-30 Basis Points

IV. Truckload Comparison

TL Activity Q324 vs. Q224

The QoQ Truckload table summarizes truckload metrics from Q2 to Q3 2024, showing a slight increase in total shipments by 0.4%. The invoice amount per load and gross margin per load both declined slightly, by 0.4% and 0.5%, respectively, while the gross margin percentage remained stable at 14.5%. These figures indicate steady shipment volume with minimal changes in revenue and profitability per load.

Truckload			
Metric	Q324	Q224	% Change
Total Shipments	1,456,840	1,451,548	0.4%
Invoice Amount/Load	\$1,798	\$1,806	-0.4%
Gross Margin/Load	\$261	\$263	-0.5%
Gross Margin %	14.5%	14.5%	Even

This Truckload QoQ Metrics table breaks down truckload metrics by company size from Q2 to Q3 2024, revealing distinct trends across revenue tiers. Small companies (under \$16 million) experienced a 6.2% increase in total loads but faced declines in both invoice amount per load (-1.4%) and gross margin per load (-4.7%), resulting in a 60-basis-point drop in gross margin percentage to 17.6%. Mid-sized companies (\$16 to \$100 million) saw a 4.7% growth in loads, though their invoice amount per load dropped by 3.0% and gross margin per load declined by 8.1%, causing an 80-basis-point decrease in gross margin percentage to 14.9%. Large companies (over \$100 million) maintained steady volumes with a slight 0.3% decrease in loads, a small increase in invoice amount per load (0.2%), and a 1.4% rise in gross margin per load, resulting in a 20-basis-point improvement in gross margin percentage to 14.4%. Overall, smaller and mid-sized companies are growing in volume but facing margin pressures, while larger companies show stability and modest margin gains.

Truckload			
Metric			
Less than \$ 16 million	Q324	Q224	% Change
Total Loads	15,733	14,808	6.2%
Invoice Amount/Load	\$1,805	\$1,830	-1.4%
Gross Margin/Load	\$317	\$333	-4.7%
Gross Margin %	17.6%	18.2%	-60 Basis Points
\$16 to \$100 million	Q324	Q224	% Change
Total Loads	168,349	160,765	4.7%
Invoice Amount/Load	\$1,687	\$1,740	-3.0%
Gross Margin/Load	\$252	\$274	-8.1%
Gross Margin %	14.9%	15.7%	-80 Basis Points
Over \$100 million	Q324	Q224	% Change
Total Loads	1,272,758	1,275,975	-0.3%
Invoice Amount/Load	\$1,823	\$1,820	0.2%
Gross Margin/Load	\$262	\$259	1.4%
Gross Margin %	14.4%	14.2%	20 Basis Points

TL Activity Q324 vs. Q323

The year-over-year Truckload performance reveals growth-margin tradeoffs. While shipment volumes increased significantly by 4.4% to 1.46M loads, this came with pricing pressure as invoice amounts per load fell 3.6% to \$1,798. More notably, gross margin per load dropped 8.9% from \$287 to \$261, resulting in a 90 basis point decline in margin percentage. This suggests a more competitive market environment where volume growth was achieved at the expense of profitability.

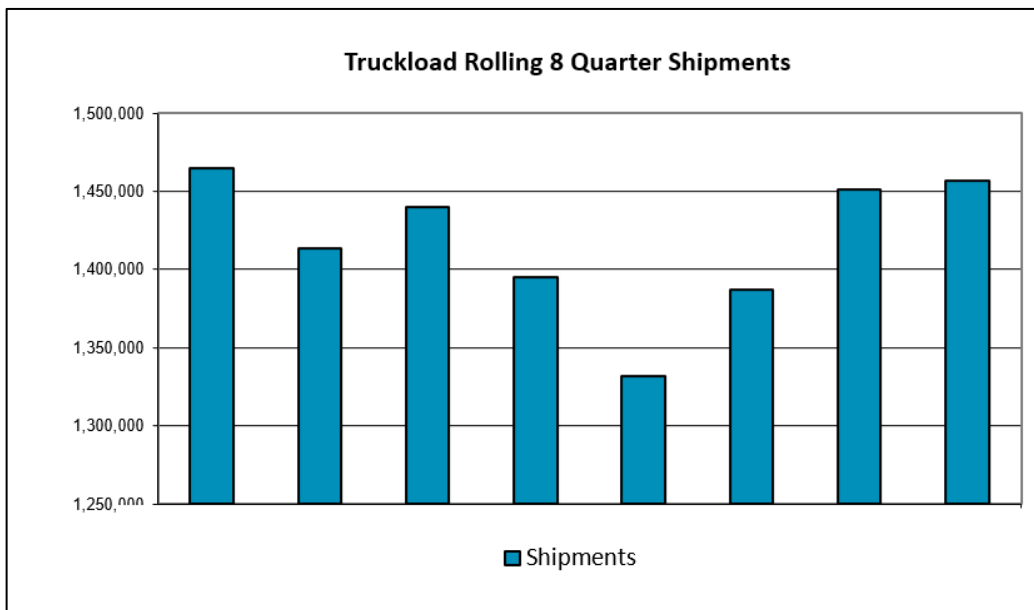
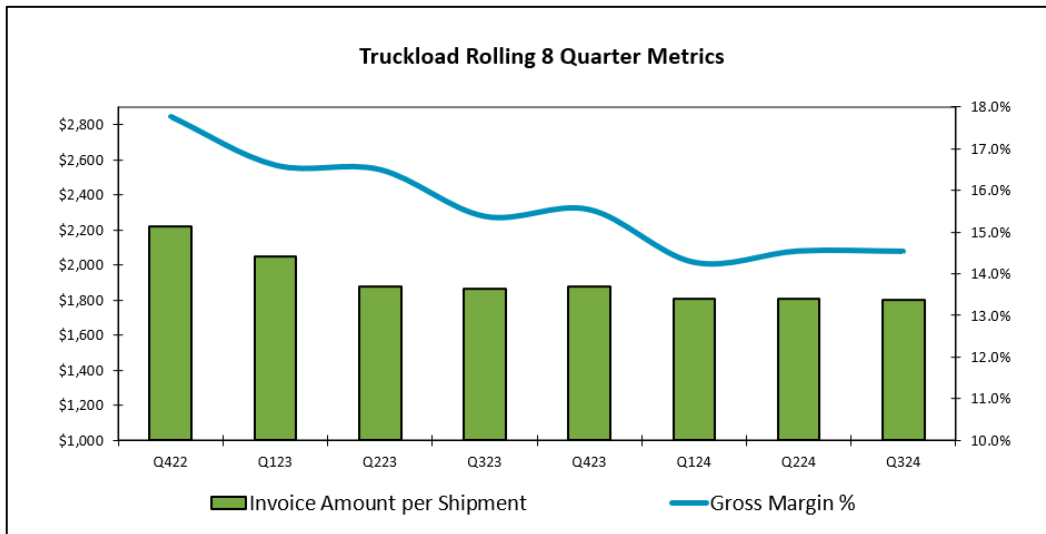
Truckload			
Metric	Q324	Q323	% Change
Total Shipments	1,456,840	1,395,320	4.4%
Invoice Amount/Load	\$1,798	\$1,866	-3.6%
Gross Margin/Load	\$261	\$287	-8.9%
Gross Margin %	14.5%	15.4%	-90 Basis Points

The table below compares truckload metrics by company size from Q3 2023 to Q3 2024, highlighting growth in volume but declines in profitability across all tiers. Small companies (under \$16 million) saw a substantial 17.8% increase in total loads, but the invoice amount per load fell by 2.2%, and gross margin per load dropped by 8.1%, resulting in a 110-basis-point reduction in gross margin percentage to 17.6%. Mid-sized companies (\$16 to \$100 million) experienced a 15.7% increase in loads, yet faced a 6.4% drop in invoice amount per load and a 13.4% decline in gross margin per load, with their gross margin percentage falling by 120 basis points to 14.9%. Large companies (over \$100 million) achieved a 2.9% rise in total loads but saw declines in both invoice amount per load (-3.1%) and gross margin per load (-7.9%), with gross margin percentage decreasing by 80 basis points to 14.4%. These trends indicate strong volume growth but persistent pressure on pricing and margins across all company sizes.

Truckload			
Metric	Q324	Q323	% Change
Less than \$ 16 million			
Total Loads	15,733	13,354	17.8%
Invoice Amount/Load	\$1,805	\$1,846	-2.2%
Gross Margin/Load	\$317	\$345	-8.1%
Gross Margin %	17.6%	18.7%	-110 Basis Points
\$16 to \$100 million			
Total Loads	168,349	145,521	15.7%
Invoice Amount/Load	\$1,687	\$1,802	-6.4%
Gross Margin/Load	\$252	\$291	-13.4%
Gross Margin %	14.9%	16.1%	-120 Basis Points
Over \$100 million			
Total Loads	1,272,758	1,236,445	2.9%
Invoice Amount/Load	\$1,823	\$1,880	-3.1%
Gross Margin/Load	\$262	\$285	-7.9%
Gross Margin %	14.4%	15.2%	-80 Basis Points

TL 8-Quarter Trends

This chart shows a consistent decline in both invoice amount per shipment and gross margin percentage over eight quarters, with a flattening over the past 6 months, with invoice values dropping from around \$2,800 to \$2,000 and gross margins falling from 18% to just above 14%. The parallel decline in revenue per shipment and profitability suggests pricing pressures or other challenges impacting margins. Despite a slight uptick in Q3 2024, the overall trend remains downward, indicating a potential need for strategic adjustments.



Truckload Rolling 8 Quarters								
Measurement	Q422	Q123	Q223	Q323	Q423	Q124	Q224	Q324
Invoice Amount/Load	\$2,217	\$2,046	\$1,879	\$1,866	\$1,876	\$1,805	\$1,806	\$1,798
Margin/Load	\$394	\$340	\$310	\$287	\$292	\$258	\$263	\$261
Gross Margin %	17.8%	16.6%	16.5%	15.4%	15.5%	14.3%	14.5%	14.5%

V. LTL Comparison

LTL Activity Q324 vs. Q224

The LTL table below summarizes LTL metrics from Q2 to Q3 2024, showing a 1.4% decline in total loads and a 2.0% drop in invoice amount per load. Despite these decreases, the gross margin per load remained steady, and the gross margin percentage improved by 40 basis points to 20.3%, indicating a slight enhancement in profitability. Overall, the data suggests that while load volumes and invoice rates are slightly down, margin management efforts are yielding positive results in profitability.

LTL			
Metric	Q324	Q224	% Change
Total Loads	173,048	175,474	-1.4%
Invoice Amount/Load	\$497	\$507	-2.0%
Gross Margin/Load	\$101	\$101	-0.4%
Gross Margin %	20.3%	19.9%	40 Basis Points

The larger LTL metric table provides a breakdown of LTL metrics by company size from Q2 to Q3 2024, highlighting different performance trends across revenue tiers. Small companies (under \$16 million) saw an 8.4% increase in total loads, with a slight 1.0% decline in invoice amount per load but a 3.1% rise in gross margin per load, resulting in a 90-basis-point improvement in gross margin percentage to 23.6%. Mid-sized companies (\$16 to \$100 million) experienced a slight decrease in total loads (-0.4%) and declines in both invoice amount per load (-3.4%) and gross margin per load (-2.4%), though their gross margin percentage increased by 20 basis points to 19.8%. Large companies (over \$100 million) saw a 2.2% drop in loads and a 1.6% decrease in invoice amount per load, while maintaining a stable gross margin per load, which led to a 40-basis-point improvement in gross margin percentage to 20.3%. Overall, smaller firms are growing in volume with slight profitability gains, while larger companies focus on margin improvements amid slight declines in volume and revenue per load.

LTL			
Metric	Q324	Q224	% Change
Less than \$ 16 million			
Total Loads	5,075	4,680	8.4%
Invoice Amount/Load	\$557	\$563	-1.0%
Gross Margin/Load	\$132	\$128	3.1%
Gross Margin %	23.6%	22.7%	90 Basis Points
\$16 to \$100 million			
Total Loads	50,647	50,847	-0.4%
Invoice Amount/Load	\$518	\$536	-3.4%
Gross Margin/Load	\$103	\$105	-2.4%
Gross Margin %	19.8%	19.6%	20 Basis Points
Over \$100 million			
Total Loads	117,029	119,658	-2.2%
Invoice Amount/Load	\$484	\$491	-1.6%
Gross Margin/Load	\$98	\$98	0.3%
Gross Margin %	20.3%	19.9%	40 Basis Points

LTL Activity Q324 vs. Q323

The YoY table below compares LTL metrics from Q3 2023 to Q3 2024, showing a 1.9% increase in total shipments. However, the invoice amount per load and gross margin per load both declined by 3.7%, while the gross margin percentage remained steady at 20.3%. These figures suggest that while shipment volumes are up, profitability per load has softened, likely due to pricing pressures.

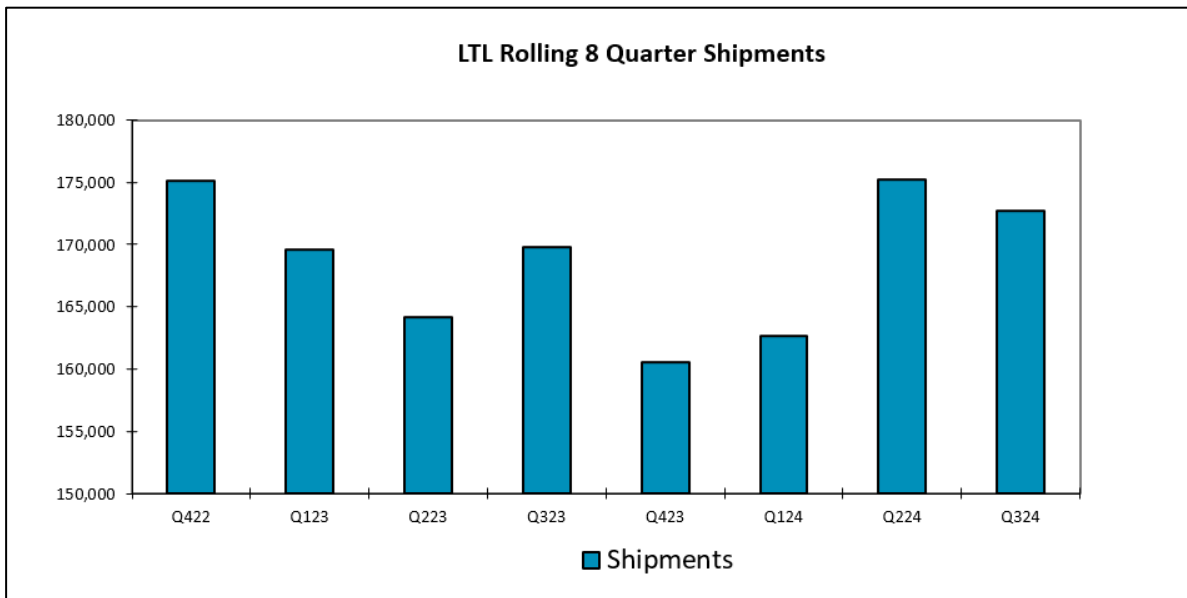
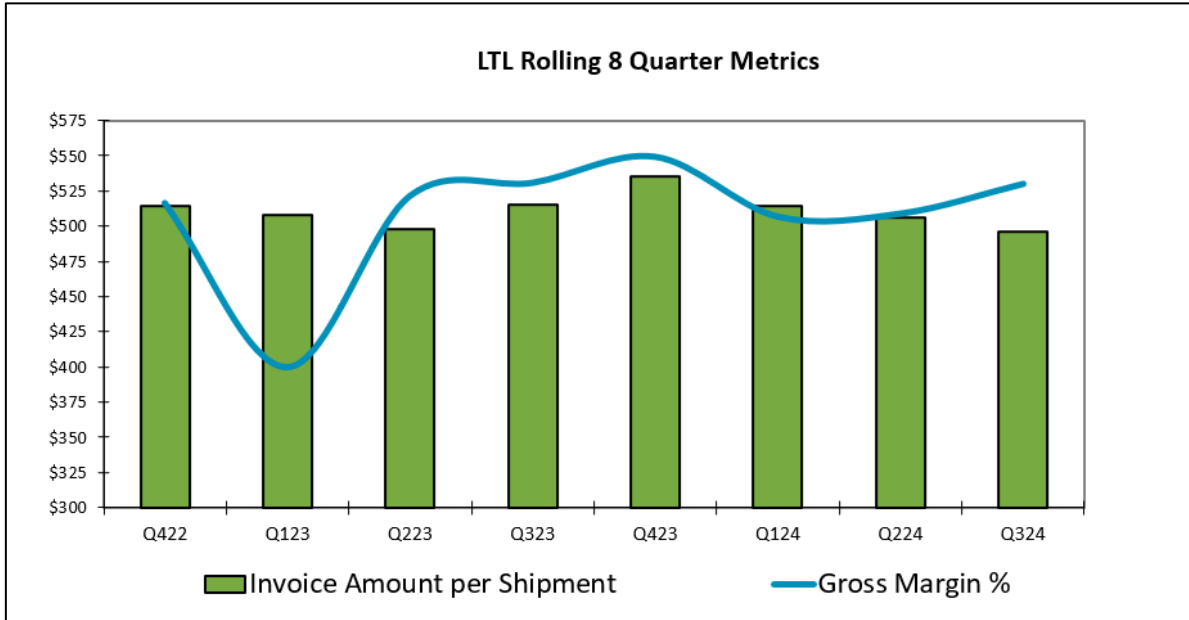
LTL			
Metric	Q324	Q323	% Change
Total Shipments	173,048	169,785	1.9%
Invoice Amount/Load	\$497	\$515	-3.7%
Gross Margin/Load	\$101	\$105	-3.7%
Gross Margin %	20.3%	20.3%	Even

This table compares LTL metrics across revenue tiers from Q3 2023 to Q3 2024, showing differing trends by company size. Small companies (under \$16 million) experienced an 8.1% increase in shipments but saw declines in invoice amount per load (-9.9%) and gross margin per load (-9.3%), with the gross margin percentage holding nearly steady at 23.6%. Mid-sized companies (\$16 to \$100 million) faced a 4.3% drop in shipments, accompanied by declines in invoice amount per load (-8.4%) and gross margin per load (-12.9%), resulting in a 100-basis-point drop in gross margin percentage to 19.8%. Large companies (over \$100 million) saw a 4.3% increase in shipments, stable gross margin per load, and a 50-basis-point improvement in gross margin percentage to 20.3%, indicating a relative resilience in profitability. Overall, smaller firms are growing in volume with stable margins, while mid-sized firms face margin pressures, and large firms demonstrate both volume and profitability growth.

LTL			
Metric			
Less than \$ 16 million	Q324	Q323	% Change
Total Shipments	5,075	4,696	8.1%
Invoice Amount/Load	\$557	\$618	-9.9%
Gross Margin/Load	\$132	\$145	-9.3%
Gross Margin %	23.6%	23.5%	10 Basis Points
\$16 to \$100 million	Q324	Q323	% Change
Total Shipments	50,647	52,906	-4.3%
Invoice Amount/Load	\$518	\$565	-8.4%
Gross Margin/Load	\$103	\$118	-12.9%
Gross Margin %	19.8%	20.8%	-100 Basis Points
Over \$100 million	Q324	Q323	% Change
Total Shipments	117,029	112,183	4.3%
Invoice Amount/Load	\$484	\$488	-0.8%
Gross Margin/Load	\$98	\$97	1.7%
Gross Margin %	20.3%	19.8%	50 Basis Points

LTL 8-Quarter Trends

This chart shows the LTL Rolling 8 Quarter Metrics, where the invoice amount per shipment has fluctuated but generally remained steady, hovering between \$450 and \$550 over the past eight quarters. Gross margin percentage has varied slightly but shows resilience, maintaining a generally stable trend despite fluctuations in invoice amounts.



LTL Rolling 8 Quarters									
Measurement	Q422	Q123	Q223	Q323	Q423	Q124	Q224	Q324	
Invoice Amount/Load	\$515	\$508	\$498	\$515	\$536	\$515	\$506	\$496	
Margin/Load	\$103	\$92	\$100	\$105	\$110	\$102	\$101	\$100	
Gross Margin %	20.0%	18.1%	20.1%	20.3%	20.6%	19.9%	19.9%	20.3%	

VI. Intermodal Comparison

IM Activity: Q324 vs. Q224

The QoQ table shows a slight increase in intermodal shipments (0.2%) from Q2 to Q3 2024, along with a 4.3% rise in invoice amount per load. However, the gross margin percentage dropped significantly by 320 basis points, from 14.2% to 11.0%, indicating pressure on profitability despite higher revenue per load.

Intermodal			
Metric	Q324	Q224	% Change
Total Shipments	243,384	242,872	0.2%
Invoice Amount/Load	\$2,412	\$2,313	4.3%
Gross Margin %	11.0%	14.2%	-320 Basis Points

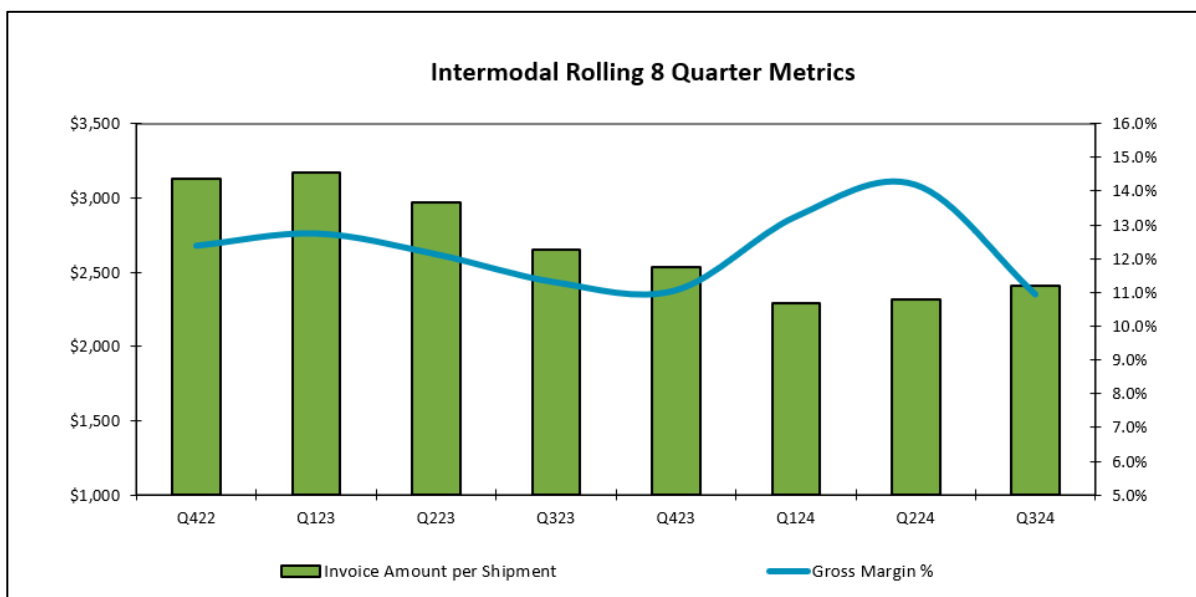
IM Activity: Q324 vs. Q323

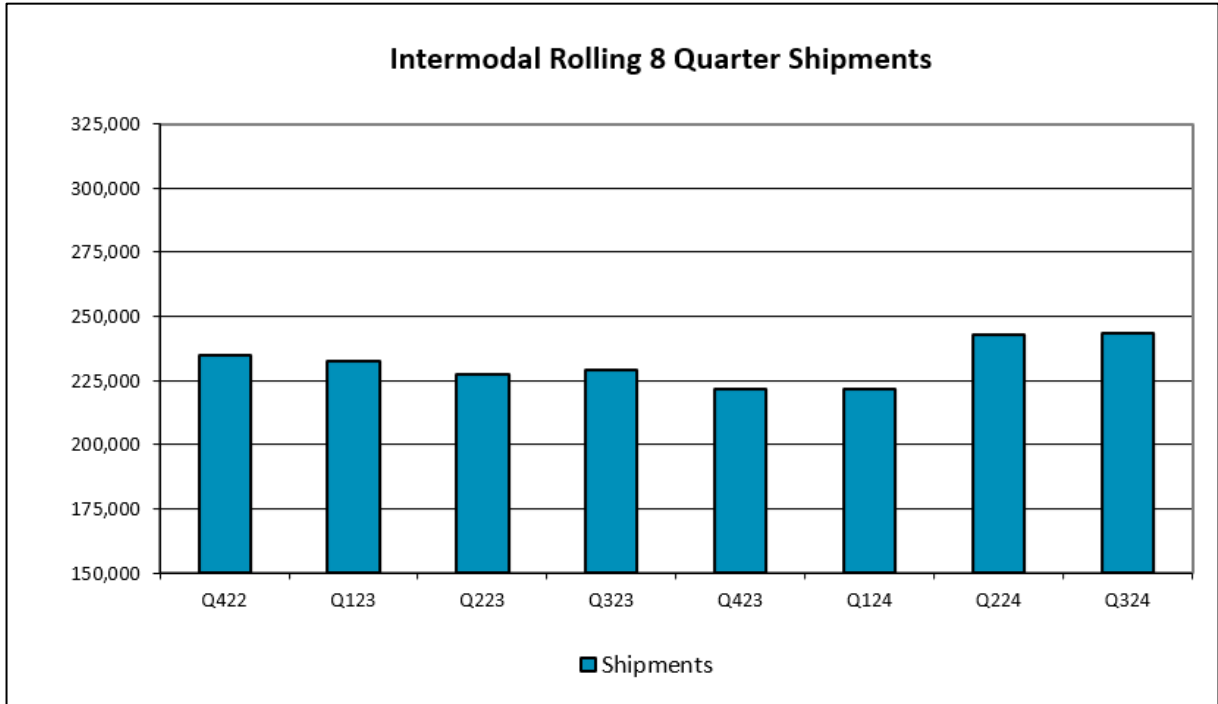
The YoY table below highlights a 6.2% increase in intermodal shipments from Q3 2023 to Q3 2024, while the invoice amount per load dropped by 9.1%. The gross margin percentage decreased slightly by 30 basis points, indicating stable profitability despite a decline in per-load revenue.

Intermodal			
Metric	Q324	Q323	% Change
Total Shipments	243,384	229,089	6.2%
Invoice Amount/Load	\$2,412	\$2,654	-9.1%
Gross Margin %	11.0%	11.3%	-30 Basis Points

IM 8-Quarter Trends

This chart shows intermodal metrics over eight quarters, with the invoice amount per shipment gradually declining from around \$3,300 to approximately \$2,500. The gross margin percentage fluctuates but generally trends downward, dropping from above 13% to just over 11%, indicating increasing pressure on profitability alongside declining revenue per shipment.





Intermodal Rolling 8 Quarters								
Measurement	Q422	Q123	Q223	Q323	Q423	Q124	Q224	Q324
Invoice Amount/Load	\$3,131	\$3,167	\$2,968	\$2,654	\$2,537	\$2,289	\$2,313	\$2,412
Margin/Load	\$388	\$404	\$360	\$300	\$281	\$303	\$328	\$264
Gross Margin %	12.4%	12.7%	12.1%	11.3%	11.1%	13.2%	14.2%	11.0%

VII. Truckstop 2024 Q3 Analysis
Noël Perry, Transportation Economist

Truckload Volumes: The .4% growth in TIA truckload volume compares favorably to the total spot market, which continues to shrink slowly. This success is likely due to TIA gains in contract volumes that rose during the third quarter.

Truckload Pricing: The 1.4% drop in invoice per load mirrors a drop in total spot pricing, as this segment struggles with excess capacity. Although capacity is dropping, only about half of the surplus developed in 2021-2022 has departed.

Truckload Gross Margin: The .1% drop continues a trend that sees brokers competing on margin, a new development this down cycle. The reductions are concentrated in the smaller brokers, as the larger brokers gained margin.

Prospects: The spot market shows signs of bottoming in volumes and pricing, which should lead to modest improvements in results in 2025. However, there are no signs of the major upward inflection that many brokers are expecting – or at least hoping for. This 'freight recession' that has plagued the spot market looks to have two more years before pricing reaches normal levels. Volumes have dropped less than pricing this cycle, meaning volumes should return to normal next year. However, remember that 'normal' is not the extraordinary volume and price levels of 2021.

Other segments: LTL and Intermodal results are consistent with results in the total market. There is no news in either segment save for LTL volumes' 'normal' volatility.

VIII. Definitions

Air/Expedited Transportation: Any shipment that is marked to be moved via air service.

Basis Points: A unit equal to 1/100 of a **percentage point** or one part per **ten thousand**.

Gross Invoice Dollars per Shipment: Total gross invoice dollars divided by the total number of shipments.

Gross Margin/Margin: Gross invoice dollars defined above less direct cost for purchased transportation with carriers to include any cost paid to a carrier (e.g., line-haul transport, detention, delay, fuel surcharge, stop-offs, team drivers, loading unloading services, lumper, transloading) and without regard to the type of cargo (e.g., hazardous materials, pharmaceuticals, electronics, general commodities, geographic region of transport, weight, miles) or equipment (dry van, flatbed, tank, refrigerated).

Gross Margin per Shipment: Total gross margin divided by the total number of shipments.

LTL-Highway Transportation: Any shipment picked up and combined on a truck with other shipments that do not constitute at least 75% of the trailer's capacity.

MDI: Market Demand Index

Miscellaneous: Revenue and activities that do not logically fit with any of the above.

Number of Shipments: The total number of shipments handled during the period being evaluated.

Ocean Transportation: Any shipment that travels on an oceangoing vessel.

Rail/Intermodal Transportation: A combination of truck and rail service. Domestic intermodal moves in domestic trailers and containers (usually 53' long). International intermodal moves in 40' international containers.

Total Gross Dollars (Revenue) Billed: Gross invoice billings during the period being evaluated, without regard to the type of cargo (e.g., hazardous materials, pharmaceuticals, electronics, general commodities, geographic region of transport, weight, miles) or equipment (dry van, flatbed, tank, refrigerated), length of haul, number of stop accessorial (e.g., detention, delay, fuel surcharge, stop-offs, team drivers, loading unloading services, lumper, transloading).

Truckload-Highway Transportation: Pure over the road, one truck pick-up, and delivery. This includes container traffic to or from the port where the broker provides a single over-the-road service only.

Warehouse Brokerage: Includes any billing amount directly attributed to providing warehousing services.

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