

TrueMark - April 2023

# Reconex LTL Carrier Performance Report



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At this point, it appears that we can comfortably conclude that LTL carrier performance has settled in well below pre-pandemic levels and are here for the long haul.

Traditionally we would expect to see LTL performance in the low 90% range, but we have yet to come close to that since early 2020, even with what is clearly a freight recession. At the same time, LTL carriers have posted record operating ratios, and since the industry is relatively insulated with high barriers to entry, what's the incentive to improve service? There are those with an excellent marketing game around service; apparently, that's all it takes these days. Talk a good game, and perception becomes a reality. Sounds familiar.

So what's the answer? While the conversations around performance have died down a bit, we still hear comments disconnected from reality ("We've NEVER had missed pick-ups!"). Yes, you have — you just don't capture the data, so you're not measuring reality. Shippers must plan for some degree of failure — that's the simple truth, even though you don't want to hear it.

Reconex has the only tool in the industry to help you strategically plan LTL better by optimizing price, transit, and performance through our SmartSelect<sup>™</sup> feature. But that isn't all of it — no system can understand how important a particular shipment is (wait - maybe AI can...), so extra planning may be in order at times.

The answers ARE there! Look at the details. Understand your carrier lineup. Lean on Reconex to do a SmartSelect<sup>™</sup> evaluation of where you are and how to improve.





# Reconex LTL Carrier Performance April 2023

CARRIER	PERFORMANCE	ISSUES	DAMAGE	LATE	LOST	MISSED PU	SHORT
Overall	81.16%	18.84%	0.15%	16.36%	0.18%	2.74%	0.27%
R&L	88.36%	11.64%	0.26%	9.41%	0.14%	2.13%	0.18%
ODFL	85.34%	14.66%	0.00%	14.15%	0.14%	0.22%	0.43%
FedEx Priority	84.66%	15.34%	0.26%	14.15%	0.13%	1.46%	0.26%
Forward Air	80.08%	19.92%	0.00%	11.49%	0.00%	11.49%	0.00%
Estes	79.64%	20.36%	0.45%	15.34%	0.45%	5.74%	0.27%
A. Duie	94.15%	5.85%	0.00%	4.46%	0.00%	1.11%	0.28%
Averitt	92.36%	7.64%	0.32%	6.05%	0.00%	1.27%	0.00%
SEFL	91.98%	8.02%	0.26%	6.14%	0.34%	1.96%	0.17%
Sutton	91.03%	8.97%	0.00%	5.43%	0.00%	3.80%	0.00%
Dayton	90.99%	9.01%	0.00%	7.29%	0.00%	2.27%	0.08%

\*Higher Performing / Higher Volume Carriers\*





# Reconex LTL Carrier Performance Last 12 Months - April 2023

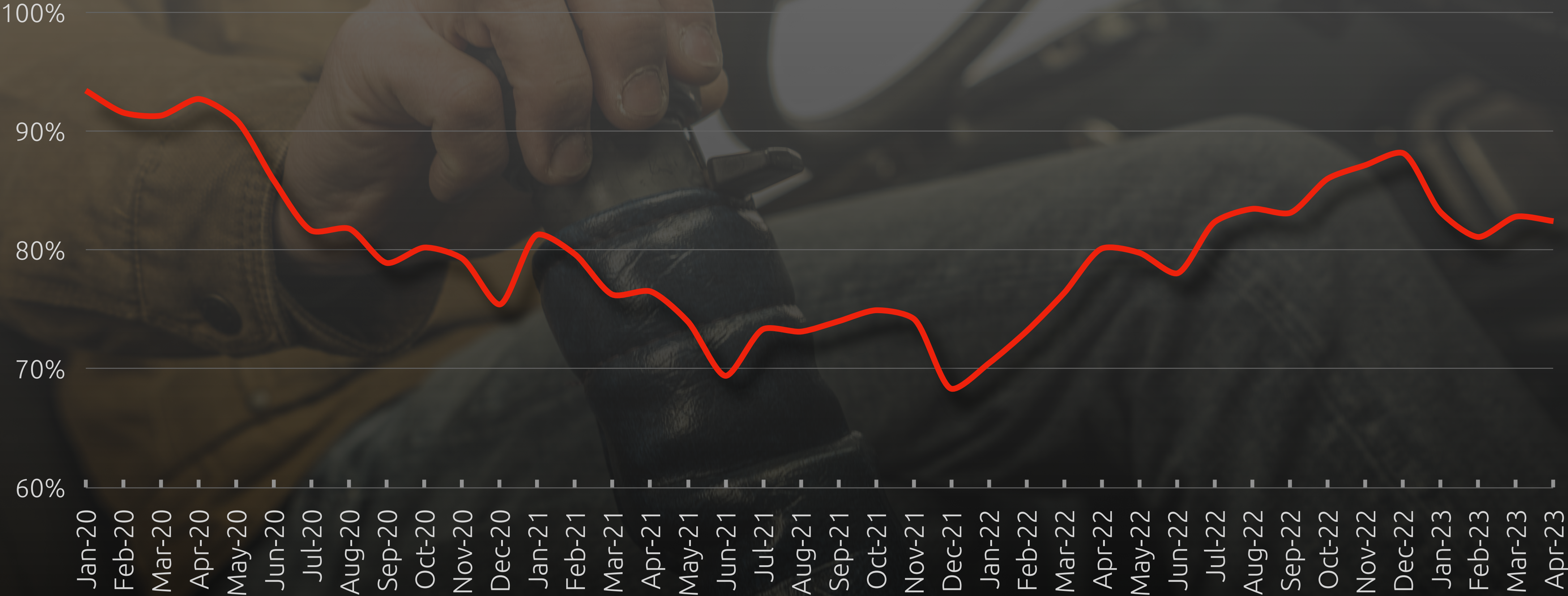
CARRIER	PERFORMANCE	ISSUES	DAMAGE	LATE	LOST	MISSED PU	SHORT
Overall	82.28%	17.72%	0.30%	15.31%	0.18%	2.47%	0.36%
R&L	91.11%	8.89%	0.28%	6.73%	0.08%	1.98%	0.12%
FedEx Priority	84.05%	15.95%	0.13%	14.94%	0.11%	1.09%	0.16%
ODFL	83.71%	16.29%	0.08%	15.57%	0.09%	0.42%	0.39%
Estes	76.46%	23.54%	0.98%	18.71%	0.70%	4.69%	0.52%
Forward Air	76.25%	23.75%	0.97%	13.50%	0.19%	10.98%	0.05%
SEFL	92.94%	7.06%	0.08%	5.00%	0.17%	2.01%	0.10%
Sutton	92.13%	7.87%	0.00%	5.01%	0.03%	2.99%	0.18%
Dayton	91.55%	8.45%	0.14%	6.91%	0.02%	1.57%	0.03%
RMX	90.90%	9.10%	0.03%	6.51%	0.00%	2.84%	0.00%
A. Duie	90.84%	9.16%	0.11%	6.59%	0.11%	2.55%	0.11%

\*Higher Performing / Higher Volume Carriers\*





# Reconex LTL Carrier Performance Past 40 Months





# Top-performing Carriers



## **NATIONAL CARRIER April 2023**

Congratulations to R&L Carriers for earning the top spot in April for national carriers!



## **REGIONAL CARRIER April 2023**

Congratulations to A. Duie Pyle for earning the top spot in April for regional carriers!

