

# Looking to measure inbound and outbound tender volume?

Use the Inbound and Outbound  
Tender Volume Indices

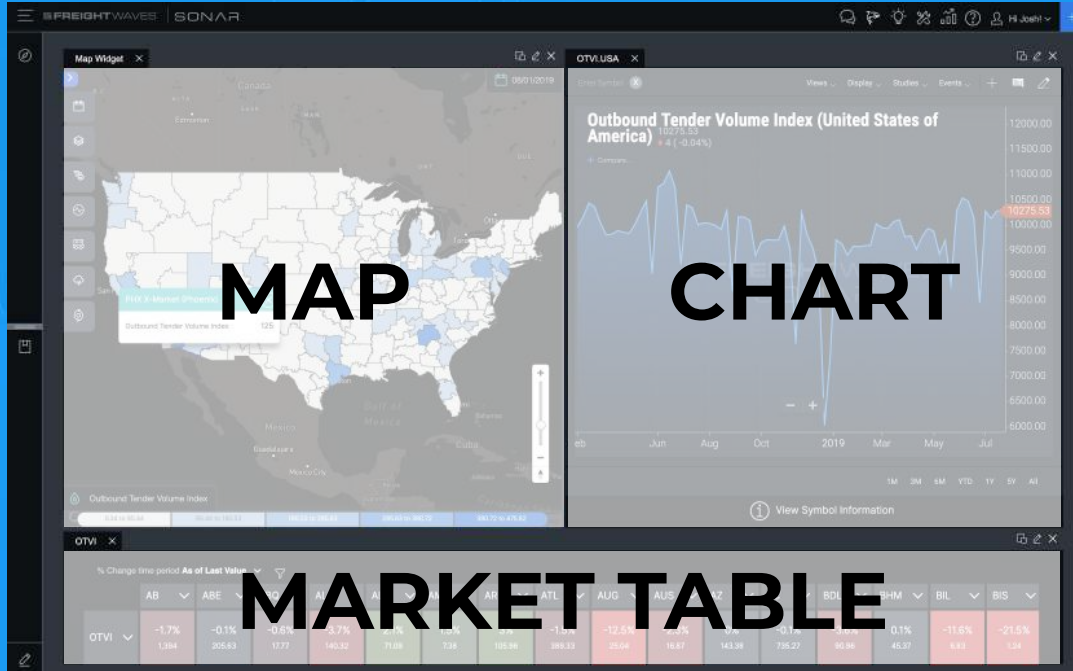
# The Inbound and Outbound Tender Volume Indices

SONAR's tender volumes represent **tender volumes (demand) of all trailer types on any given day**, organized by inbound (ITVI) and outbound (OTVI) volumes for the U.S. and regional market granularity

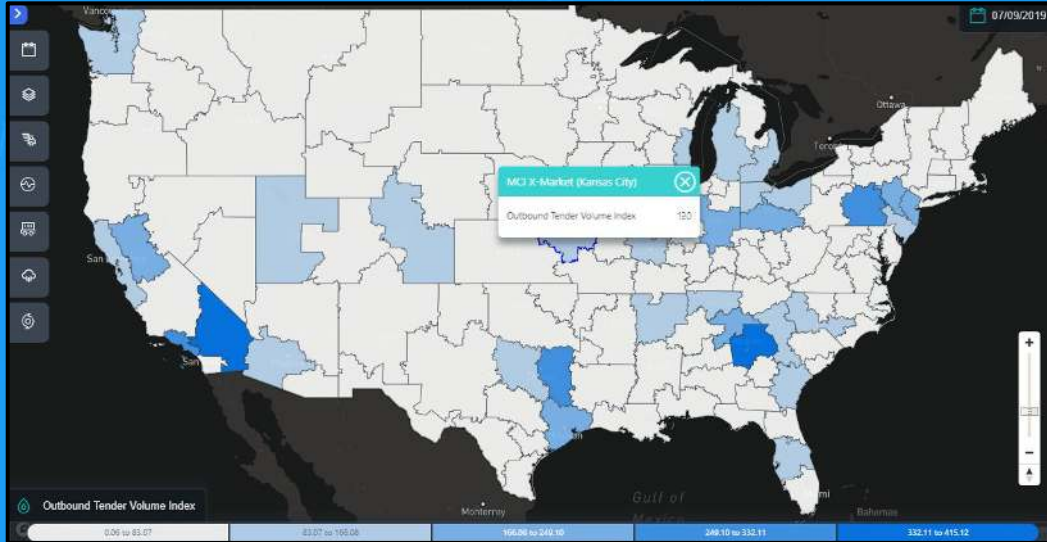
The index was created with a **base of 10,000 on a national level from March 1, 2018 volumes**

# SAME DATA, DIFFERENT VIEW

In the following slides, we'll demonstrate three **different ways** to visualize the **same data** within SONAR:



## HERE'S WHAT YOU'RE LOOKING AT: MAP VIEW



The Outbound Tender Volume Index (OTVI) map helps quickly identify markets that have high or low tender volumes.

Markets with the lowest outbound tender volumes are shaded **white**

As outbound tender volumes increase, the markets are shaded from **light blue** to **dark blue**, as shown on the map legend.

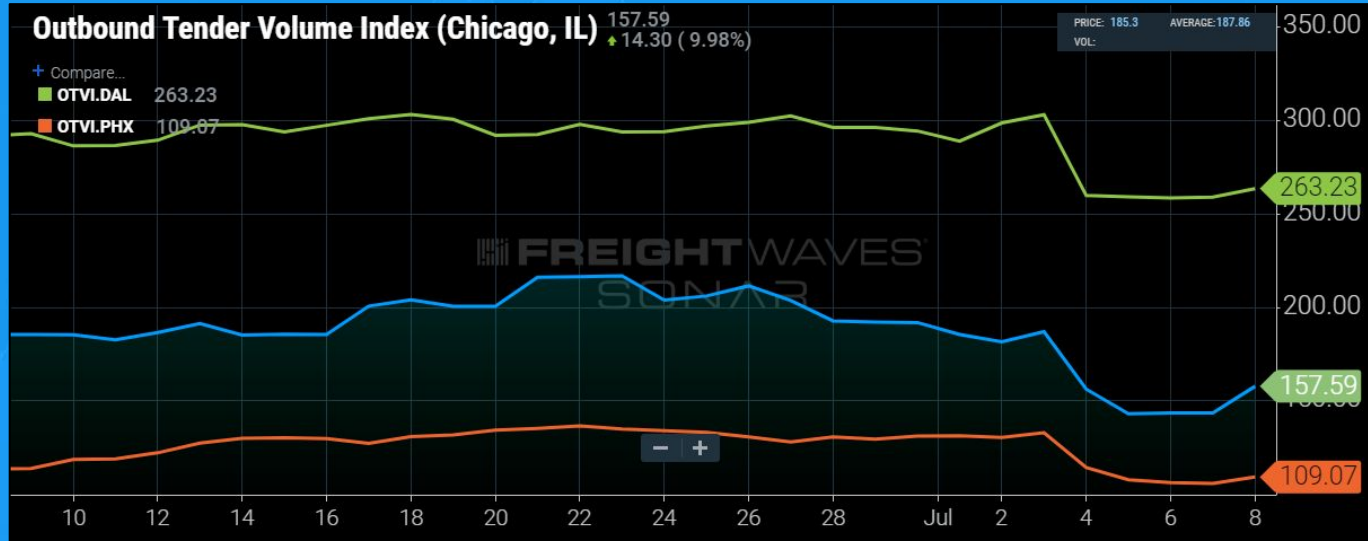
## HERE'S HOW YOU COULD USE IT

Turn to SONAR first thing in the morning to make a note of markets that have high tender volumes, indicating the markets where carriers will be motivated to relocate their assets.

Higher tender volumes give carriers a higher probability of booking an outbound load from that market to keep their drivers moving.

Use in conjunction with other map types including outbound tender rejection index, and the headhaul index **to gain the most market context.**

## HERE'S WHAT YOU'RE LOOKING AT: CHART VIEW



SONAR Chart of Outbound Tender Volumes (OTVI) Chicago—blue, compared to Dallas—red, and Phoenix—green

# With the Outbound Tender Volume Index (OTVI), you can:

- Identify outbound tender volume trends, or changes in an individual market
- Understand if outbound tender volumes are increasing, or decreasing in an individual market over time.
- Compare indices within a market, or to other indices of an outside market

## HERE'S HOW YOU COULD USE IT

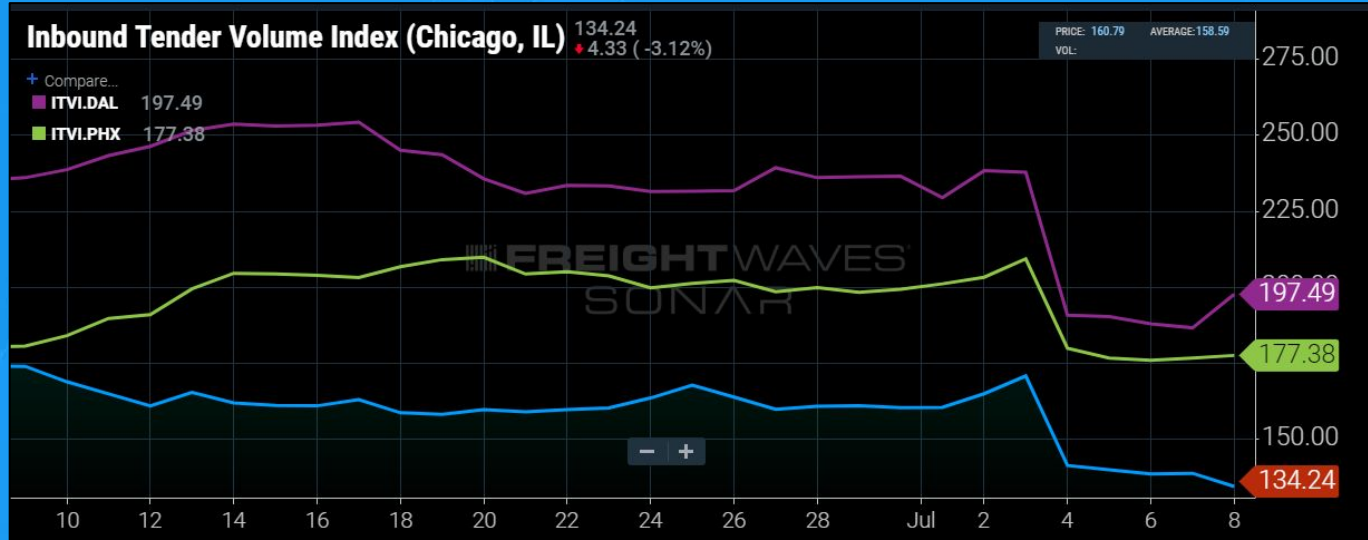
After reviewing the example SONAR Outbound Tender Volume Index map on the previous slide, three markets grab your attention: **Dallas, Chicago, and Phoenix.**

Say you want to know what the trends are on the three markets, and how they compare. You can see all three market trends are very close, but the three markets are different in market size by volume.

Over the last few days, Chicago tender volumes are **increasing at a higher rate** than the other two markets, while Phoenix has been very **slow to rebound after the 4th of July holiday.**



## HERE'S WHAT YOU'RE LOOKING AT: CHART VIEW



SONAR Chart of Inbound Tender Volumes (ITVI) Chicago—blue, compared to Dallas—purple, and Phoenix—green

# With the Inbound Tender Volume Index (ITVI), you can:

- Identify inbound tender volume trends, or changes in an individual market
- Understand if inbound tender volumes are increasing, or decreasing in an individual market over time.
- Compare indices within a market, or to other indices of an outside market

## HERE'S HOW YOU COULD USE IT

You are looking to bid loads out of **Chicago, Dallas, and Phoenix**. You notice a change in the Headhaul Index for all three locations. You want to understand the changes in inbound tender volumes to see how it has affected the Headhaul Index.

**Phoenix** inbound tender volumes have remained flat over the past few days, while **Dallas** has seen more trucks entering the market as the inbound tender volume index has increased. **Chicago** has seen a decline in inbound tender volumes, which could quickly constrict capacity if outbound tender volumes continue to climb.

# HERE'S WHAT YOU'RE LOOKING AT: MARKET TABLE WATCHLIST

	ITVI	OTVI
BOS	-3.6% 91.03	1.3% 43.87
CMH	3.3% 141.86	2.4% 176.01
DEN	-0.1% 117.88	3% 130.74
FWA	-2.2% 63.95	1% 23.77
IND	-1.7% 139.51	3.7% 193.85
JOT	-5% 198.48	-2.5% 195.41

*SONAR Market Table of Inbound Tender Volumes, and Outbound Tender Volumes for selected markets. Boston, MA; Columbus, OH; Denver, CO; Fort Wayne, IN; Indianapolis, IN; Joliet, IL*

The highest tender volume rates are at the top left, and the lowest lowest tender volume rates are at the bottom right. Each square identifies the market, % changes from the previous day, and actual volume rates.

**Markets in green have increased from the previous day, markets in red have declined from previous day.**

## HERE'S HOW YOU COULD USE IT

Looking to compare multiple indices for multiple markets? **Build a market table** listing the indices you want to compare along with the markets. In the previous slide, I wanted to compare **Inbound Tender Volumes** and **Outbound Tender Volumes** for selected markets to see the effects on capacity.

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