



FreightWaves' SONAR Outbound Tender Volume Index (OTVI) is a measurement of electronic offers (aka "tenders") from shippers (i.e. manufacturers, big box retailers, e-commerce companies, et. al.) to truckload

carriers (ex. National and regional trucking companies) for the transport of goods. It is an indicator of raw demand for trucking capacity as captured by FreightWaves.

### Who uses OTVI data?

Anyone who has an interest in directional indicators of freight movement patterns, volatility, and price movement, including shippers, freight brokers, fleet managers, executives in a transportation company, owner operators, economists, financial analysts, investors, bankers, and business intelligence analysts.

### What does OTVI tell a user?

Truckload freight volume is a proxy for business activity around physical goods required by consumers and businesses. Tender data is especially important as a leading indicator because it's made available to users

prior to the freight actually moving (in contrast, freight payments data is a lagging indicator as it is reported after freight has been delivered).



**OTVI data available via Bloomberg Alt Data catalogue contains:**

- National level data which tells the user about generalized shippers' requests for capacity at the points of origin (from where they are outbound).
- Trailer type – van and refrigerated loads

**Details**

- Lower 48 states and Canada
- Based on ~\$20B in annual spend on freight hauling services and ~40K daily truckloads.
- 7-day daily moving average
- Daily delivery of previous day's value
- Base value set at 10,000, based on volumes measured on March 1, 2018, with 7-day moving average. Anything above 10,000 shows growth over March 1, 2018.

Anything below 10,000 shows a decline of volumes from March 1, 2018.

- Example: OTVI value of 11,000 indicates a 10% increase in load volumes over March 1, 2018.
- Subject to availability, OTVI is separated into van and refrigerated indices.