



A Roaring 2021:

Demand Drives 3PLs to the Best Growth and M&A Year on Record

Latest Third-Party Logistics Market Results and Predictions for 2022

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ABOUT ARMSTRONG & ASSOCIATES, INC.

Armstrong & Associates, Inc. (A&A) was established in 1980 to meet the needs of a newly deregulated domestic transportation market. Since then, through its leading Third-Party Logistics (3PL) market research and history of helping companies outsource logistics functions, A&A has become an internationally recognized key resource for 3PL market information and consulting.

A&A's mission is to have leading proprietary supply chain knowledge and market research not available anywhere else. As proof of our continued work in supporting our mission, A&A's 3PL market research is frequently cited in media articles, publications, and securities filings by publicly traded 3PLs. In addition, A&A's email newsletter currently has over 88,000 subscribers globally.

A&A's market research complements its consulting activities by providing continually updated data for analysis. Based upon its unsurpassed knowledge of the 3PL market and the operations of leading 3PLs, A&A has provided strategic planning consulting services to over 40 3PLs, supported 24 closed investment transactions, and provided advice to numerous companies looking to benchmark existing 3PL operations or outsource logistics functions.

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3PL Market Segments ITM and DTM Lead the Way

Figure 1. U.S. 3PL Market 2010 - 2022E (US\$ Billions)

Table 1. U.S. 3PL Market Growth by Segment**Figure 2. U.S. 3PL Market Segment Net Revenues (US\$ Millions) and CAGRs***

International Transportation Management (ITM)

Table 2. Top 25 Global Freight Forwarders*

Figure 3. Top 3 Global Freight Forwarders – Air Freight Volumes 2019-2021

Figure 4. Top 3 Global Freight Forwarders – Ocean Freight Volumes 2019-2021

Table 3. Top Global Freight Forwarders 2021 vs. 2020 Select Providers Comparison*

Domestic Transportation Management (DTM)

Value-Added Warehousing and Distribution (VAWD)

Dedicated Contract Carriage (DCC)

2022 Projections

Table 4. U.S. 3PL Segment Growth Projections for 2022

Top U.S. 3PLs

Table 5. Top 50 U.S. 3PLs by Gross Logistics Revenue

Global Logistics Market and Third-Party Logistics Revenues

Table 6. 2021-2022E Global Logistics Market and 3PL Segment Revenues by Country/Region (US\$ Billions)

Top Global 3PLs

Table 7. Top 50 Global 3PLs by Gross Logistics Revenue

Figure 5. Top 50 Global 3PLs by Country

Merger and Acquisition Activity

Figure 6. 3PL Acquisitions over \$100 Million 1999-June 2022*

Market Research

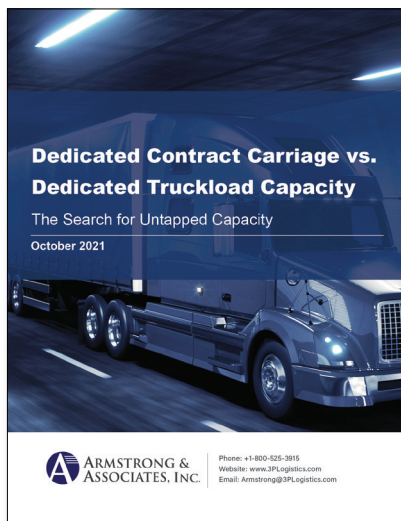
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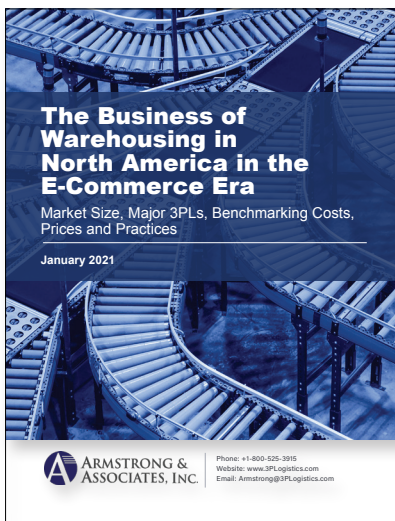
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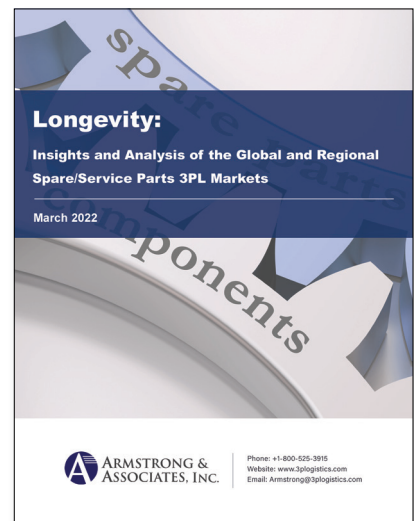
Dedicated Contract Carriage vs. Dedicated Truckload Capacity - The Search for Untapped Capacity

This report provides background information on the history of the dedicated transportation market and growth trends. The Dedicated Contract Carriage (DCC) and Dedicated Truckload Capacity (DTC) segments are compared and contrasted. The report covers historical and projected estimates for DCC and DTC (2010-2023E), the different characteristics by segment, contract terms, profitability, power units, equipment assignment, industries served, lease versus truckload providers, the 25 largest U.S. DCC providers and more.



The Business of Warehousing in North America – 2021 Market Size, Major 3PLs, Benchmarking Costs, Prices and Practices

This major market research report on North American warehousing provides updates on facility sizes, capacity, revenues, pricing (including e-commerce rates), and commodities handled. Operating margins are provided for contract warehousing operations. Expected operating margins and profitability measures are compared to actual results. Statistical analyses detail the effects of open book relationships and leasing, versus ownership on overall warehouse profitability. E-commerce logistics costs, 3PL revenue, growth rates, and for the first time, e-commerce fulfillment benchmark rates are also covered. In addition, warehouse rents and vacancy rates, customer service trends, key performance indicators, value-added services and warehouse management systems used and A&A's list of Top 50 North American Value-Added Warehousing and Distribution (VAWD) third-party logistics providers list is included.



Longevity: Insights and Analysis of the Global and Regional SPL 3PL Markets

This report covers the global spare/service parts (SPL) third-party logistics (3PL) market, the major regions and vertical industries being served by 3PLs, and provides the SPL capabilities, services, markets, and industries served, supporting technology, customers, and case studies of 12 leading and niche SPL third-party logistics providers (3PLs). Detailed 3PL SPL market segmentations and sizes are provided for key regions and countries for years 2016-2023E and for major vertical industries globally and within regions.

Reports are available for purchase at <http://www.3plogistics.com>