



# Transition:

## Soft Landing at a New Level

Latest Third-Party Logistics Market Results and Predictions for 2023

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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 25\* closed investment transactions, and provided advice to numerous companies looking to benchmark existing 3PL operations or outsource logistics functions.

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\*In its latest transaction, A&A was the sole buy-side search advisor for Redwood Logistics in its acquisition of Rockfarm Supply Chain Solutions and Global Distribution and Logistics announced July 11, 2023.



# The U.S. 3PL Market

Figure 1. U.S. 3PL Market 2010 - 2023E (US\$ Billions)

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

# The Domestic Transportation Management (DTM) 3PL Market Segment

**Figure 3. U.S. DTM 3PL Segment Revenues (US\$ Billions) and Gross Margins 2010-2023E**



## **The Dedicated Contract Carriage (DCC) 3PL Market Segment**

## **The Value-Added Warehousing & Distribution (VAWD) 3PL Market Segment**



## **The International Transportation Management (ITM) 3PL Market Segment**

## **2023 Projections**

**Table 2. U.S. 3PL Segment Growth Projections for 2023**

## **Top 50 U.S. 3PLs**

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

## **Global Logistics Market and Third-Party Logistics Revenues**

**Figure 4. Shanghai (Export) Containerized Freight Index**

**Table 4. 2022-2023E Global Logistics Market and 3PL Segment Revenues by Country/Region (US\$ Billions)**

Sources: International Monetary Fund, Australian Logistics Council, NESDB, Vietnam Business Forum, Logistics Viewpoints and Indonesia Investment, and Armstrong & Associates, Inc. Databases



## Top 50 Global 3PLs

**Table 5. Top 50 Global 3PLs by Gross Logistics Revenue**

\*Revenues cover all four 3PL Segments (DTM, ITM, DCC and VAWD), are company reported or Armstrong & Associates, Inc. estimates, and have been converted to US\$ using the annual average exchange rate.  
\*\*In-house logistics revenues were capped at 50% for fairness.

**Figure 5. Top 50 Global 3PLs by Country**

## 3PL Merger and Acquisition Activity

**Figure 6. 3PL Acquisitions over \$100 Million 1999-June 2023\***

\*Published or estimated terms.



# Market Research

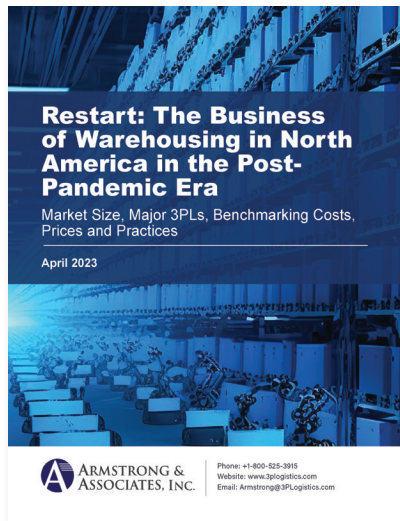
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### Expert Information Service (E.I.S.)

Our premium market research and analysis offering includes access to our eight most popular 3PL market research reports and a subscription to our leading 3PL guide, [Who's Who in Logistics Online](#). Phone consulting is available.



### **Restart:** **The Business of Warehousing** **in North America in the Post-** **Pandemic Era**

This major market research report on North American warehousing provides updates on North American Value-Added Warehousing and Distribution (VAWD) market estimates, extensive guidelines for warehouse pricing, capability and technology benchmarks, contract lengths, warehouse sizes, and revenues, operating margins, expected versus actual results, warehouse ownership, primary warehousing handling types, advanced breakdowns of contract warehouses, and more.

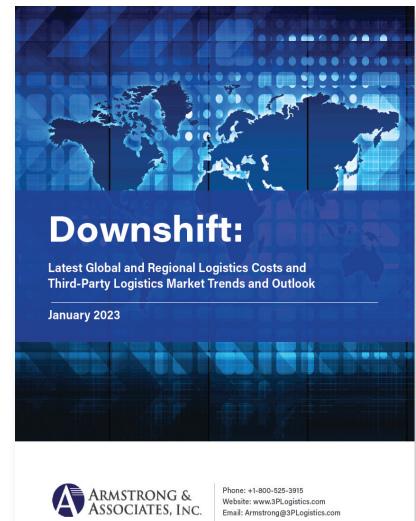
This report is part of A&A's premium market research Expert Information Service (E.I.S.). (Note: This report is downloadable as an Adobe PDF file with a single user license.)



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This report is an expanded update of Armstrong & Associates' best-selling report covering the various trends between third-party logistics providers (3PLs) and the customers they serve. From its analysis of over 8,400 current 3PL customer relationships in 44 countries, totaling nearly 22,000 services, the report identifies and details key trends in outsourced "3PL" customer relationships. Armstrong & Associates has been tracking and analyzing customer relationships in the 3PL market for over a decade with ever-increasing detail.

This report is part of A&A's premium market research Expert Information Service (E.I.S.). (Note: This report is downloadable as an Adobe PDF file with a single user license.)



### **Downshift:** **Latest Global and Regional** **Logistics Costs and Third-Party** **Logistics Market Trends and** **Outlook**

This report provides Global Third-Party Logistics Market and Logistics Cost estimates from 2016-2025. Besides that, the report also covers revenues and growth rates by region and country and by 3PL segments including the Global Spare/Service Parts Logistics and Time-Critical Delivery Markets for the same years, the Top 50 Global 3PLs and their competitive differentiation, among other trends and changing 3PL requirements to further minimize supply chain risk.

This report is part of A&A's premium market research Expert Information Service (E.I.S.). (Note: This report is downloadable as an Adobe PDF file with a single user license.)

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