

# The 2023-2028 Outlook for General Freight Trucking in China

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# Abstracts

This study covers the latent demand outlook for general freight trucking across the regions of China, including provinces, autonomous regions (Guangxi, Nei Mongol, Ningxia, Xinjiang, Xizang - Tibet), municipalities (Beijing, Chongqing, Shanghai, and Tianjin), special administrative regions (Hong Kong and Macau), and Taiwan (all hereafter referred to as 'regions'). Latent demand (in millions of U.S. dollars), or potential industry earnings (P.I.E.) estimates are given across some 1,100 cities in China. For each major city in question, the percent share the city is of the region and of China is reported. Each major city is defined as an area of 'economic population', as opposed to the demographic population within a legal geographic boundary. For many cities, the economic population is much larger that the population within the city limits; this is especially true for the cities of the Western regions. For the coastal regions, cities which are close to other major cities or which represent, by themselves, a high percent of the regional population, actual city-level population is closer to the economic population (e.g. in Beijing). Based on this 'economic' definition of population, comparative benchmarks allow the reader to quickly gauge a city's marketing and distribution value vis-?-vis others. This exercise is quite useful for persons setting up distribution centers or sales force strategies. Using econometric models which project fundamental economic dynamics within each region and city of influence, latent demand estimates are created for general freight trucking. This report does not discuss the specific players in the market serving the latent demand, nor specific details at the product level. The study also does not consider short-term cyclicalities that might affect realized sales. The study, therefore, is strategic in nature, taking an aggregate and longrun view, irrespective of the players or products involved.

This study covers general freight trucking as defined by the North American Industrial Classification system or NAICS (pronounced 'nakes').



The NAICS code for general freight trucking is 4841. It is for this definition that aggregate latent demand estimates are derived. General freight trucking is specifically defined as follows:

4841 This industry group comprises establishments primarily engaged in providing general freight trucking. General freight establishments handle a wide variety of commodities, generally palletized, and transported in a container or van trailer. The establishments of this industry group provide a combination of the following network activities: local pickup, local sorting and terminal operations, line-haul, destination sorting and terminal operations, and local delivery.

48411 See industry description for 484110.

48412 This industry comprises establishments primarily engaged in providing longdistance general freight trucking. General freight establishments handle a wide variety of commodities, generally palletized and transported in a container or van trailer. Longdistance general freight trucking establishments usually provide trucking between metropolitan areas which may cross North American country borders. Included in this industry are establishments operating as truckload (TL) or less than truckload (LTL) carriers.

484110 This industry comprises establishments primarily engaged in providing local general freight trucking. General freight establishments handle a wide variety of commodities, generally palletized and transported in a container or van trailer. Local general freight trucking establishments usually provide trucking within a metropolitan area which may cross state lines. Generally the trips are same-day return.

484121 This U.S. industry comprises establishments primarily engaged in providing long-distance general freight truckload (TL) trucking. These long-distance general freight truckload carrier establishments provide full truck movement of freight from origin to destination. The shipment of freight on a truck is characterized as a full single load not combined with other shipments.

484122 This U.S. industry comprises establishments primarily engaged in providing long-distance, general freight, less than truckload (LTL) trucking. LTL carriage is characterized as multiple shipments combined onto a single truck for multiple deliveries within a network. These establishments are generally characterized by the following network activities: local pickup, local sorting and terminal operations, line-haul,



destination sorting and terminal operations, and local delivery.

4841101 General freight trucking, local

4841102 Establishments primarily engaged in furnishing less-than-truckload trucking or transfer of general merchandise without storage, within a city, town, or other local areas, including adjoining towns and suburban areas. Generally the trips are same-day return. General merchandise is defined as material or goods of many varieties that are packaged, generally palletized, and carried in a box, container, or van trailer and do not require refrigeration, controlled humidity, or other special handling. Less-than-truckload is defined as shipments with an actual weight of less than 10,000 pounds.

4841103 Establishments primarily engaged in furnishing general freight truckload trucking and storage services within a city, town, or other local areas, including adjoining suburban areas. General merchandise is defined as material or goods of many varieties that are packaged generally palletized, and carried in a box, container, or van trailer and do not require refrigeration, controlled humidity, or other special handling. Truckload is defined as shipments with an actual weight of 10,000 pounds or more.

4841104 Establishments primarily engaged in furnishing general freight less-thantruckload trucking and storage services within a city, town, or other local area, including adjoining suburban areas. General merchandise is defined as material or goods of many varieties which are packaged, generally palletized, and carried in a box, container, or van trailer and do not require refrigeration, controlled humidity, or other special handling. Less-than-truckload is defined as shipments with an actual weight of less than 10,000 pounds.



# **Contents**

# **1 INTRODUCTION**

1.1 OVERVIEW
1.2 WHAT IS LATENT DEMAND AND THE P.I.E.?
1.3 THE METHODOLOGY
1.3.1 STEP 1. PRODUCT DEFINITION AND DATA COLLECTION
1.3.2 STEP 2. FILTERING AND SMOOTHING
1.3.3 STEP 3. FILLING IN MISSING VALUES
1.3.4 STEP 4. VARYING PARAMETER, NON-LINEAR ESTIMATION
1.3.5 STEP 5. FIXED-PARAMETER LINEAR ESTIMATION
1.3.6 STEP 6. AGGREGATION AND BENCHMARKING
1.4 FREQUENTLY ASKED QUESTIONS (FAQ)
1.4.1 CATEGORY DEFINITION
1.4.2 UNITS
1.4.3 METHODOLOGY

# 2 SUMMARY OF FINDINGS

- 2.1 LATENT DEMAND IN CHINA
- 2.2 TOP 100 CITIES SORTED BY RANK
- 2.3 LATENT DEMAND BY YEAR IN CHINA

# 3 ANHUI

- 3.1 LATENT DEMAND BY YEAR ANHUI
- 3.2 CITIES SORTED BY RANK ANHUI
- 3.3 CITIES SORTED ALPHABETICALLY ANHUI

# 4 BEIJING

4.1 LATENT DEMAND BY YEAR - BEIJING4.2 CITIES SORTED BY RANK - BEIJING4.3 CITIES SORTED ALPHABETICALLY - BEIJING

# **5 CHONGQING**

5.1 LATENT DEMAND BY YEAR - CHONGQING



5.2 CITIES SORTED BY RANK - CHONGQING 5.3 CITIES SORTED ALPHABETICALLY - CHONGQING

# **6 FUJIAN**

6.1 LATENT DEMAND BY YEAR - FUJIAN6.2 CITIES SORTED BY RANK - FUJIAN6.3 CITIES SORTED ALPHABETICALLY - FUJIAN

# 7 GANSU

7.1 LATENT DEMAND BY YEAR - GANSU7.2 CITIES SORTED BY RANK - GANSU7.3 CITIES SORTED ALPHABETICALLY - GANSU

## **8 GUANGDONG**

8.1 LATENT DEMAND BY YEAR - GUANGDONG8.2 CITIES SORTED BY RANK - GUANGDONG8.3 CITIES SORTED ALPHABETICALLY - GUANGDONG

## 9 GUANGXI

9.1 LATENT DEMAND BY YEAR - GUANGXI9.2 CITIES SORTED BY RANK - GUANGXI9.3 CITIES SORTED ALPHABETICALLY - GUANGXI

## **10 GUIZHOU**

10.1 LATENT DEMAND BY YEAR - GUIZHOU10.2 CITIES SORTED BY RANK - GUIZHOU10.3 CITIES SORTED ALPHABETICALLY - GUIZHOU

## **11 HAINAN**

11.1 LATENT DEMAND BY YEAR - HAINAN11.2 CITIES SORTED BY RANK - HAINAN11.3 CITIES SORTED ALPHABETICALLY - HAINAN



#### 12 HEBEI

12.1 LATENT DEMAND BY YEAR - HEBEI12.2 CITIES SORTED BY RANK - HEBEI12.3 CITIES SORTED ALPHABETICALLY - HEBEI

#### **13 HEILONGJIANG**

13.1 LATENT DEMAND BY YEAR - HEILONGJIANG13.2 CITIES SORTED BY RANK - HEILONGJIANG13.3 CITIES SORTED ALPHABETICALLY - HEILONGJIANG

#### **14 HENAN**

14.1 LATENT DEMAND BY YEAR - HENAN14.2 CITIES SORTED BY RANK - HENAN14.3 CITIES SORTED ALPHABETICALLY - HENAN

#### **15 HONG KONG**

15.1 LATENT DEMAND BY YEAR - HONG KONG15.2 CITIES SORTED BY RANK - HONG KONG15.3 CITIES SORTED ALPHABETICALLY - HONG KONG

#### **16 HUBEI**

16.1 LATENT DEMAND BY YEAR - HUBEI16.2 CITIES SORTED BY RANK - HUBEI16.3 CITIES SORTED ALPHABETICALLY - HUBEI

#### **17 HUNAN**

17.1 LATENT DEMAND BY YEAR - HUNAN17.2 CITIES SORTED BY RANK - HUNAN17.3 CITIES SORTED ALPHABETICALLY - HUNAN

#### **18 JIANGSU**

18.1 LATENT DEMAND BY YEAR - JIANGSU



18.2 CITIES SORTED BY RANK - JIANGSU18.3 CITIES SORTED ALPHABETICALLY - JIANGSU

## **19 JIANGXI**

19.1 LATENT DEMAND BY YEAR - JIANGXI19.2 CITIES SORTED BY RANK - JIANGXI19.3 CITIES SORTED ALPHABETICALLY - JIANGXI

## 20 JILIN

20.1 LATENT DEMAND BY YEAR - JILIN20.2 CITIES SORTED BY RANK - JILIN20.3 CITIES SORTED ALPHABETICALLY - JILIN

# **21 LIAONING**

21.1 LATENT DEMAND BY YEAR - LIAONING21.2 CITIES SORTED BY RANK - LIAONING21.3 CITIES SORTED ALPHABETICALLY - LIAONING

## 22 MACAU

22.1 LATENT DEMAND BY YEAR - MACAU22.2 CITIES SORTED BY RANK - MACAU22.3 CITIES SORTED ALPHABETICALLY - MACAU

## 23 NEI MONGGOL

23.1 LATENT DEMAND BY YEAR - NEI MONGGOL23.2 CITIES SORTED BY RANK - NEI MONGGOL23.3 CITIES SORTED ALPHABETICALLY - NEI MONGGOL

## 24 NINGXIA

24.1 LATENT DEMAND BY YEAR - NINGXIA24.2 CITIES SORTED BY RANK - NINGXIA24.3 CITIES SORTED ALPHABETICALLY - NINGXIA



#### **25 QINGHAI**

25.1 LATENT DEMAND BY YEAR - QINGHAI25.2 CITIES SORTED BY RANK - QINGHAI25.3 CITIES SORTED ALPHABETICALLY - QINGHAI

#### **26 SHAANXI**

26.1 LATENT DEMAND BY YEAR - SHAANXI26.2 CITIES SORTED BY RANK - SHAANXI26.3 CITIES SORTED ALPHABETICALLY - SHAANXI

#### **27 SHANDONG**

27.1 LATENT DEMAND BY YEAR - SHANDONG27.2 CITIES SORTED BY RANK - SHANDONG27.3 CITIES SORTED ALPHABETICALLY - SHANDONG

#### 28 SHANGHAI

28.1 LATENT DEMAND BY YEAR - SHANGHAI28.2 CITIES SORTED BY RANK - SHANGHAI28.3 CITIES SORTED ALPHABETICALLY - SHANGHAI

#### **29 SHANXI**

29.1 LATENT DEMAND BY YEAR - SHANXI29.2 CITIES SORTED BY RANK - SHANXI29.3 CITIES SORTED ALPHABETICALLY - SHANXI

#### **30 SICHUAN**

30.1 LATENT DEMAND BY YEAR - SICHUAN30.2 CITIES SORTED BY RANK - SICHUAN30.3 CITIES SORTED ALPHABETICALLY - SICHUAN

#### **31 TAIWAN**

31.1 LATENT DEMAND BY YEAR - TAIWAN



31.2 CITIES SORTED BY RANK - TAIWAN 31.3 CITIES SORTED ALPHABETICALLY - TAIWAN

# **32 TIANJIN**

32.1 LATENT DEMAND BY YEAR - TIANJIN32.2 CITIES SORTED BY RANK - TIANJIN32.3 CITIES SORTED ALPHABETICALLY - TIANJIN

## **33 XINJIANG UYGUR**

33.1 LATENT DEMAND BY YEAR - XINJIANG UYGUR33.2 CITIES SORTED BY RANK - XINJIANG UYGUR33.3 CITIES SORTED ALPHABETICALLY - XINJIANG UYGUR

# 34 XIZANG [TIBET]

34.1 LATENT DEMAND BY YEAR - XIZANG [TIBET]34.2 CITIES SORTED BY RANK - XIZANG [TIBET]34.3 CITIES SORTED ALPHABETICALLY - XIZANG [TIBET]

## **35 YUNNAN**

35.1 LATENT DEMAND BY YEAR - YUNNAN35.2 CITIES SORTED BY RANK - YUNNAN35.3 CITIES SORTED ALPHABETICALLY - YUNNAN

## **36 ZHEJIANG**

36.1 LATENT DEMAND BY YEAR - ZHEJIANG36.2 CITIES SORTED BY RANK - ZHEJIANG36.3 CITIES SORTED ALPHABETICALLY - ZHEJIANG

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