

# FedEx Freight delays enforcement of LTL re-classification



*The reclassification of how items are priced in LTL shipping will most impact shippers with cargo that takes up a lot of space but weighs very little. Photo credit: Jon Tetzlaff / Shutterstock.com.*

**William B. Cassidy, Senior Editor, Trucking | Jul 21, 2025, 3:52 PM EDT**

FedEx Freight, the largest US less-than-truckload (LTL) carrier, is delaying by 150 days the implementation of changes to the shipment classification system used to set LTL pricing.

The revisions to the National Motor Freight Classification (NMFC), which took effect Saturday, affect thousands of products, moving them to density-based classes.

“To ensure ample time to fully adapt processes and pricing to the new classifications, FedEx Freight is delaying enforcement until Dec. 1,” the company said [on its website](#).

No other LTL carriers have followed suit yet, but FedEx Freight is a large enough provider that the 150-day reprieve will impact thousands of US shippers.

FedEx Freight has nearly 15% of the total US LTL market in terms of daily shipments, hauling about 98,900 shipments a day in 2024, according to SJ Consulting Group data.

The trucking arm of FedEx had about \$9.1 billion in revenue in calendar year 2024. The next largest LTL carrier, Old Dominion Freight Line, had \$5.8 billion in revenue.

## **Greater weight on density**

Shippers have been wrestling for much of the past year with how to adjust and prepare for changes that move more than 2,000 NMFC items into full-scale density classes.

The National Motor Freight Traffic Association (NMFTA), which administers the NMFC, and LTL carriers have urged shippers to review how they build palletized shipments.

With the revisions now in place, the question turns from whether shippers are ready to adapt to whether trucking companies are willing to implement them in a weak LTL market.

Old Dominion Freight Line (ODFL) and XPO saw shipment volumes drop in May, with ODFL's daily volume falling 6.8% year over year that month and XPO's shipments slipping 5%, according to company reports.

FedEx Freight's shipment count fell 1% year over year in the quarter ending May 31.

LTL pricing has remained resilient, however, with the US long-distance LTL producer price index (PPI) up 7.8% year over year in June at a reading of 261, its highest to date this year, according to the US Bureau of Labor Statistics.

## US BLS long-haul less-than-truckload producer price index (PPI)

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1Y	2Y	YTD	MAX
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3/4

With more products shifting to density-only classifications, shippers that move low-density items such as cabinets, chairs and foam that take up lots of trailer space may pay more.

High density items such as ceramic tile, concrete bricks, or steel fasteners are likely to cost less to ship because they take up less space in the truck.

The goal is to maximize the use of space inside the trailer with as many shipments from as many customers as possible, increasing daily productivity and reducing costs.

The key to avoiding rate increases, experts say, is for shippers to provide exact weight and dimension data for palletized shipments on bills of lading.

Inaccurate data or a lack of information could lead to repricing of freight or additional charges. FedEx Freight said after Dec. 1 it may apply an inspection surcharge for shipments with incomplete or inaccurate information listed on the bill of lading.

*Contact William B. Cassidy at [bill.cassidy@spglobal.com](mailto:bill.cassidy@spglobal.com).*

*Senior Editor Ari Ashe contributed to this report.*

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