

ELEVATE

TMSA CONFERENCE



DAT TRUCKLOAD MARKET



June 7-9, 2026, | Denver, CO

- **The reset has happened.** The market is in a supply-led repricing cycle, not a demand-driven one. Spot rates have already reset; contract rates are now catching up — accelerated by Roadcheck week.
- **Shift Toward Diversification** — *Bid season pricing pressure is now confirmed.* Large truckload carriers targeting low- to mid-single-digit contract rate increases during 2026 bid season, leaning toward the upper end, with some shippers already shifting freight intermodal to lock down capacity.
- **Structural Capacity Squeeze** — *Intensifying.* During Roadcheck (May 12–14), reefer saw its largest single-week rate increase on record, and flatbed spot rates rose for a 20th consecutive week to a record high. That reaction to a scheduled, predictable enforcement event confirms the thesis: the capacity base is structurally thinner than it looks.
- **Shrinking Driver Pool** — *The entry gate is closing faster than most anticipated and the driver pool is being permanently re-credentialed.* We're witnessing the largest enforcement action against commercial driver training programs in agency history.
- **The Bottom Line** — *H2 setup is getting harder to argue against.* Van linehaul spot rates are running 25% above year-ago levels, reefer is up 31%, and flatbed is 27% higher year over year. The market is firmer than at any point in the past several years, driven by structural supply contraction — not a demand surge...yet. That distinction matters for what comes next.



The Great Re-Credentialing

This is not a demand story.

Supply is being **structurally and permanently removed** from the market — by enforcement, by statute, and by the courts — independent of freight volumes.

Not Cyclical

Prior down cycles were driven by demand collapse. Capacity returned when rates improved. These exits are different — drivers are being permanently disqualified, not temporarily sidelined.

Not Reversible

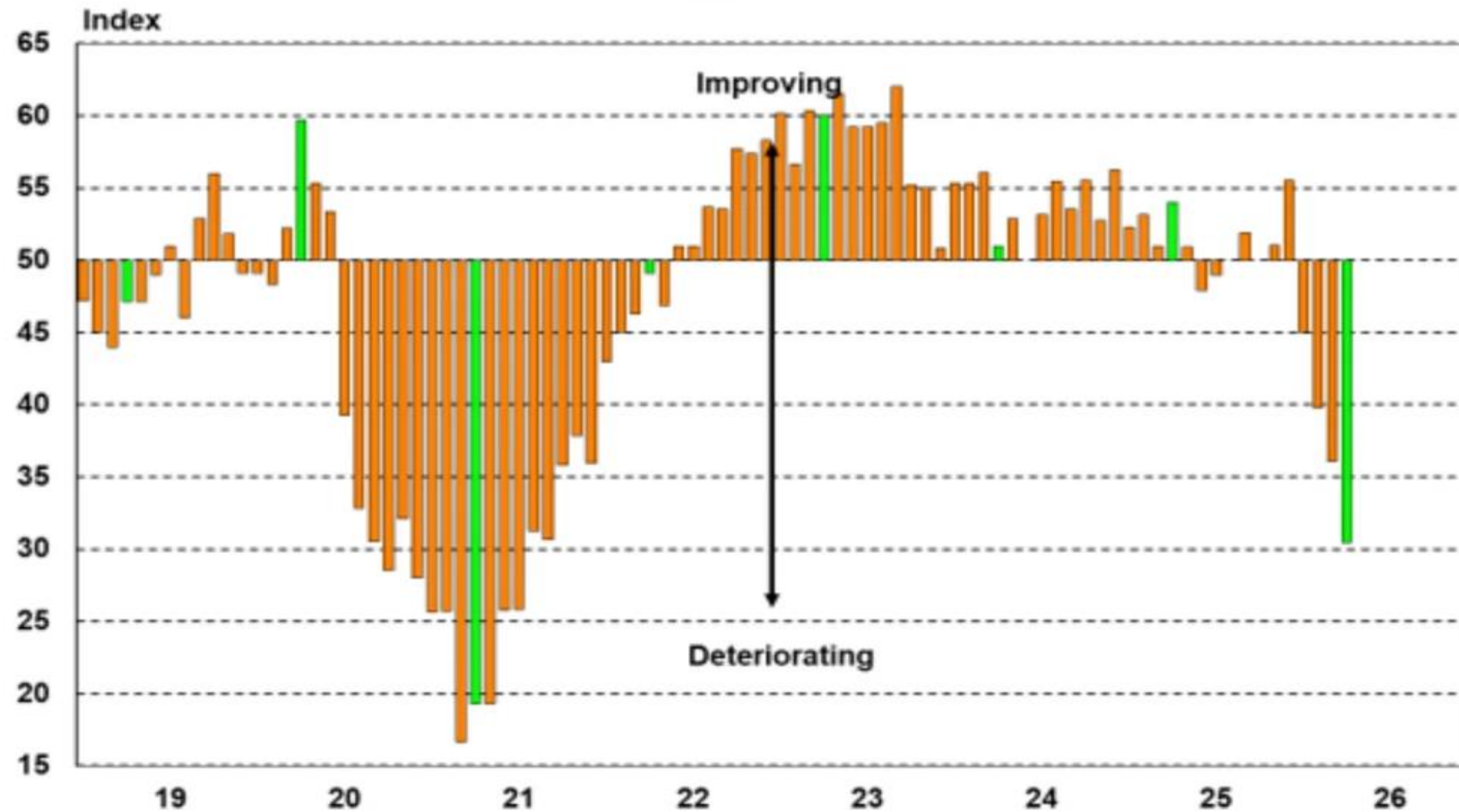
Statutes can't be undone by executive memo. Court-upheld federal rules stay in place. Database entries follow drivers for life. This is a one-way door.

Not Isolated

Six regulatory streams are hitting simultaneously: immigration status, language proficiency, drug testing, training standards, ELD enforcement, and state mandates.

ACT For-Hire Trucking Index: Driver Availability

January 2019 - April 2026



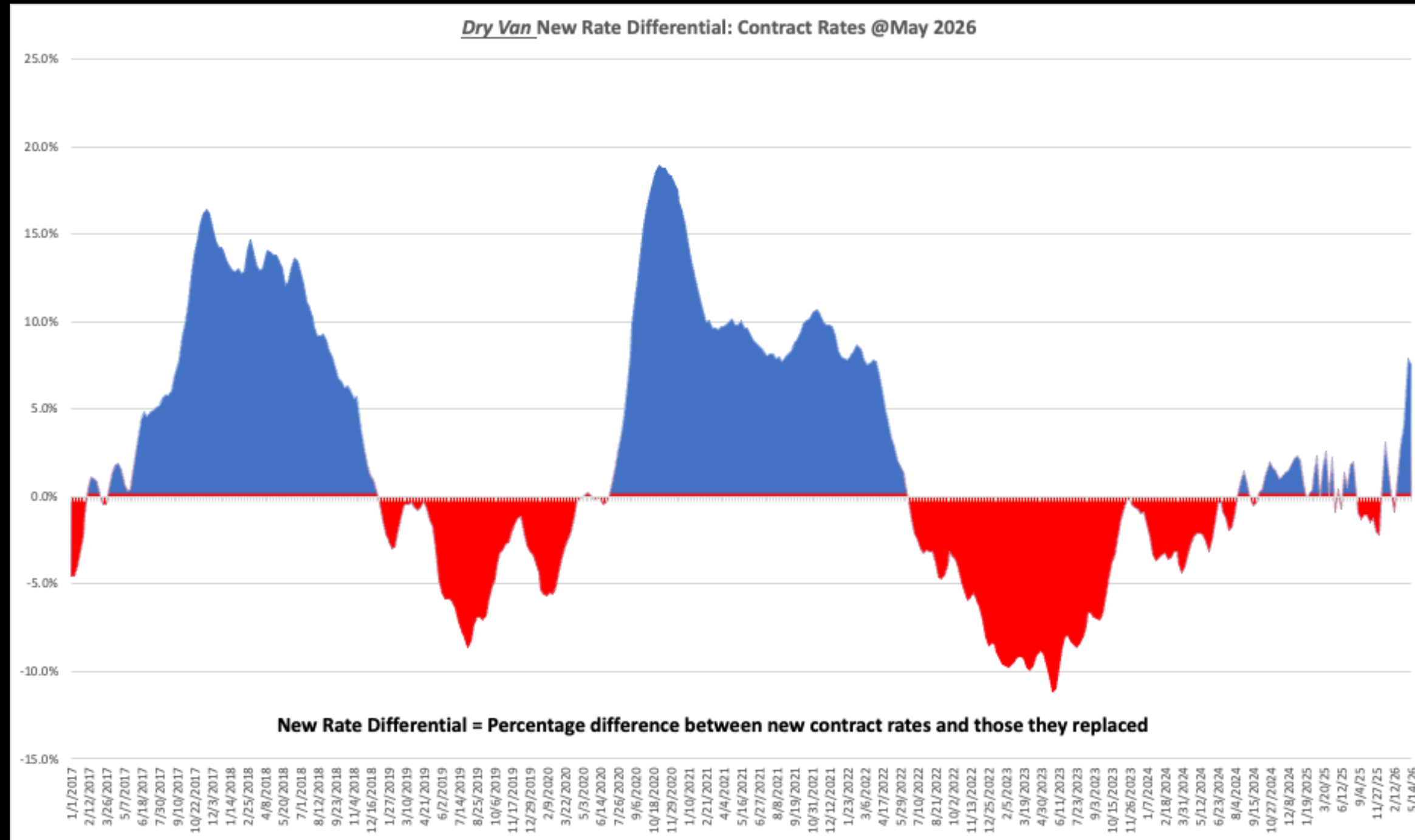
Source: ACT Research Co. © 2026

- ACT's driver availability index hit 30.4 in April 2026, a cycle low — nearly 20 points below the 50-point neutral threshold and the weakest reading in the dataset.
- The "drivers abundant" era is firmly over.
- The ACT index stayed above 50 — indicating surplus driver supply — from mid-2020 through late 2023.

National Spot Linehaul Rates by Equipment Type

7-Day Rolling Average, Through Week 22, 2026 | Source: DAT Freight & Analytics





- ### Dry Van NRD for May 2026
- Replacement rates are in the positive up **7.5% (8.0%)**
 - new contract rates are almost 8% higher than the rates being replaced.
 - Pricing power has shifted to carriers.
 - YTD up 3.2%
 - Rolling 12-month aver 1.0%
 - Rolling 2-year aver 0.6%