

PROMISES MADE



PROMISES KEPT



2010 ANNUAL REPORT

OLD DOMINION FREIGHT LINE, INC.



HELPING THE WORLD KEEP PROMISES.™



WE MADE A PROMISE TO DELIVER. AND WE DO—EVERY DAY.

At OD, everything we do is driven by a simple idea: we may be in shipping, but your business is our business. No matter how big or small the shipment, whether it's Domestic, Expedited or Global, it's a promise to a customer. And it's our job to keep it. So we empower our people, from our sales and support teams to our drivers and dockworkers, to do everything in their power to get it there when we say we will. That's our promise. And we're going to deliver.





WE ARE PROFOUNDLY COMMITTED TO DOING WHAT'S RIGHT FOR OUR CUSTOMERS, OUR SHAREHOLDERS AND OUR PEOPLE.

FELLOW SHAREHOLDERS:

We are very pleased to report that Old Dominion produced strong growth in revenue and record profitability for 2010, which allowed us to continue our multi-year performance leadership in the less-than-truckload ("LTL") industry. We attribute our success to an unwavering commitment to our long-term growth strategy of providing high-quality, value-driven services to our customers at a fair but profitable price. Our adherence to these guiding principles and the decisions we made during the recent recessionary period created the foundation for the substantial operating leverage we generated during 2010 as economic conditions improved. In addition, we believe many of our competitors have been and remain focused on a combination of challenges that include unprofitable pricing, operational inefficiencies and integration issues, which have created further opportunities for us to gain market share. These factors, combined with substantially improved demand for our services in early 2011, give us confidence in our prospects for further profitable growth for 2011 and beyond.

The Company's revenue increased 19.0% to \$1.5 billion in 2010 and our operating ratio improved 360 basis points to 90.7%. Our operating ratio was the second lowest we have produced as a public company and was the best among publicly-traded LTL companies for the fourth consecutive year. It was also 400 basis points better than the second best operating ratio reported by the other publicly-traded LTL carriers. As a result, our earnings per diluted share increased 117.7% to \$1.35 in 2010 as compared to the prior year.

We clearly distinguished ourselves during the recession and we credit that success to our commitment to our guiding principles and the courage to make decisions that most often ran counter to our competition. We focused on improving our already high service standards; we maintained our pricing discipline as many competitors sacrificed theirs; we continued to invest in our infrastructure by increasing the capacity of our fleet and service center network and improving our technology capabilities; and we maintained high morale and loyalty in our workforce by maintaining full salaries and benefits as others cut theirs significantly. We firmly believe it was these bold actions that enabled Old Dominion to be the only publicly-traded LTL carrier that remained profitable throughout the freight recession that began in late 2007.

FOCUS ON SERVICE – We understand that each shipment we deliver represents a promise each of our customers has made. With that thought in mind, it is our goal to deliver every shipment on-time and damage-free. We redoubled our focus on improving our service as we entered the recent recessionary period and, as a result, our on-time service record exceeded 98% in 2010 on continually tightening service standards. In addition, we once again improved our cargo claims ratio to a new record low in 2010 such that our claims as a percent of revenue totaled 0.51%. By offering best-in-class service at a fair and reasonable price, we believe we have created a value proposition for shippers that should allow us to gain additional market share and create additional value for our shareholders.

MAINTAINING PRICING DISCIPLINE – Revenue per hundredweight for 2010 increased 3.1% compared with 2009, although excluding fuel surcharge it was exactly even with the prior two years. The pricing for our services remained relatively stable throughout the recessionary period, as we believed both our short-term profitability and long-term prospects would be better served by maintaining our pricing discipline. Our thoughts were that it would be difficult to obtain and efficiently handle the level of volume that would be required to offset the level of pricing discounts that became prevalent in the marketplace. We believe pricing achieved an inflection point during the third quarter of 2010 as tonnage trends shrank excess industry capacity and most of our competitors declared general rate increases. We implemented a general rate increase during the fourth quarter of 2010, which was later in the year and lower than most of our competition. As a result of this increase and ongoing successful contract negotiations, our revenue per hundredweight increased 5.9%, or 3.4% excluding fuel surcharges, as compared to the fourth quarter of 2009. This quarterly increase was our strongest in four years, and our momentum has thus far continued in 2011.

INVESTMENT IN INFRASTRUCTURE – We have taken advantage of opportunities to expand the capacity of our service center network by adding new service centers and either expanding existing facilities or relocating to larger ones. As a result, we operated 213 service centers at December 31, 2010, providing direct service throughout the continental United States. We also increased our door count by 3.4% during 2010. The combination of the expansion of our network and changes in our freight trends during the recession created excess capacity in our system, which allowed us to increase our tonnage at a much faster rate than the industry in 2010 and should allow us to continue to gain market share in 2011. Our positioning also allowed us to generate incremental margins on these gains of 28.5%, which is significantly higher than our historical margins.

TAKING CARE OF OUR EMPLOYEES – We believe strongly in promoting the OD Family Spirit and our employees responded favorably to us not cutting salaries or benefits like most of our competitors did during the recent recession. While it is hard to quantify the impact of high morale and loyalty, we are confident this was the right decision. We have generated many improvements in the productivity of our linehaul, pickup and delivery and dock operations in recent years. However, our productivity metrics were mixed in 2010, which is expected in a period of rapid expansion due to the significant addition of new people and our continued focus on maintaining our service standards. Despite our mixed results, we remained highly productive and were pleased to reward the dedication and success of our employees with a salary increase in the third quarter of 2010.

POSITIONING FOR LONG-TERM GROWTH

Our financial position strengthened during 2010 as we applied free cash flow generated from operations to the reduction of debt. Total debt to capitalization improved 510 basis points during 2010 to 28.9% at the end of the year from 34.0% at the end of 2009. This improvement positions the Company well for a planned increase in capital expenditures for 2011 to a range of \$265 million to \$300 million. Our planned 2011 capital budget is certainly aggressive when compared to the \$106 million of actual capital expenditures in 2010; however, we are positioning ourselves to take advantage of continued strength in our growth and opportunistic acquisitions of real estate that will drive our growth into the future.

In addition to the growth we expect from an expanding economy, Old Dominion continues to have a substantial opportunity to gain market share in 2011 and beyond. While we have consistently increased our market share within the \$39 billion LTL industry, we still have less than a 5% share of the market. The success of our business model of providing regional, inter-regional and national services through one integrated, non-union company gives us structural competitive advantages versus most LTL carriers and will be a primary driver for us to gain additional market share. In addition, while the LTL industry has always been capital intensive, the increasing investment and operating scale required to be truly competitive on a national and international basis is driving industry consolidation. We believe these factors and the success of the long-term strategy that brought us successfully through the recession will produce continuing profitable growth for us well into the future.

We are proud of Old Dominion's performance for 2010 and throughout the economic downturn, and we are optimistic about our prospects for the future. At the most basic level, all the discussion in this letter about the strength and success of our long-term growth strategy is a testament to the skills, hard work and dedication of our employees and management team. We thank everyone in the OD Family for rising to the challenges of the last several years and achieving Old Dominion's position of industry leadership. We are honored to work by their side to leverage future opportunities to produce growth in earnings and shareholder value.

Sincerely,

Earl E. Congdon

Earl E. Congdon
Executive Chairman

David S. Congdon

David S. Congdon
President and Chief Executive Officer



OUR COMPANY IS BUILT WITH ONE MISSION IN MIND – TO DELIVER.

Our customers receive the transportation products and services they need through our OD Domestic, OD Expedited, OD Global, OD Technology and OD Solutions brands. We offer our products and services through one company with the help of our most important group of all, OD People. Our single-source solution and commitment to best-in-class service differentiates us in the marketplace and allows us to help our customers deliver on their promises.



OD DOMESTIC

OD Domestic enables shippers to manage their domestic LTL and logistical needs throughout the continental U.S. by providing:

- SUPERIOR DIRECT SERVICE THROUGHOUT THE CONTINENTAL U.S.
- NEXT- AND SECOND-DAY SERVICE WITHIN OUR SOUTHEAST, GULF COAST, NORTHEAST, MIDWEST, CENTRAL AND WEST REGIONS OF THE COUNTRY
- COMMITMENT TO INDUSTRY-LEADING ON-TIME DELIVERY AND CLAIMS-FREE SERVICE
- ASSEMBLY AND DISTRIBUTION SERVICES
- SECURITY DIVIDER SERVICE TO PROVIDE LOCKED-IN SECURITY FOR FREIGHT

OD EXPEDITED

OD Expedited allows domestic and global shippers to customize their delivery requirements through the following services:

- **GUARANTEED** – PROVIDES GUARANTEED ON-TIME DELIVERY WITHIN OUR NORMAL TRANSIT TIMES
- **ON DEMAND** – PROVIDES TIME-SPECIFIC DELIVERY FOR SHIPMENTS REQUIRING MORE EXPEDIENT SERVICE
- **AIR** – PROVIDES TIME-SPECIFIC AIR FREIGHT SERVICES WITHIN THE CONTINENTAL U.S.
- **WHITE GLOVE** – PROVIDES SPECIALIZED DELIVERY AND ASSEMBLY SERVICES TO RESIDENTIAL, MEDICAL AND RETAIL FACILITIES ACROSS THE CONTINENTAL U.S.

OD GLOBAL

OD Global offers a full complement of services within the global supply chain, all of which provide door-to-door freight visibility, including:

- DIRECT SERVICE TO CANADA, MEXICO, ALASKA, HAWAII, AND THE CARIBBEAN
- DOOR-TO-DOOR SERVICES BETWEEN CHINA AND THE U.S.
- WORLDWIDE LESS-THAN-CONTAINER LOAD AND FULL-CONTAINER LOAD SERVICES
- NATIONAL CONTAINER DRAYAGE
- INTERNATIONAL AIR FREIGHT SERVICES AROUND THE GLOBE
- GLOBAL ASSEMBLY AND DISTRIBUTION SERVICES

OD TECHNOLOGY

OD Technology not only empowers our customers to manage their shipping needs, but it also puts the right tools in the skilled hands of our people to improve the efficiency of our operations. What's more, our use of proven technology is one reason why *InformationWeek* chose OD as the top logistics and transportation company in their 2010 *InformationWeek* 500 ranking.

OD SOLUTIONS

OD Solutions offers a variety of value-added services to enable shippers to effectively manage their supply chain, including:

- TRUCKLOAD BROKERAGE SERVICES THROUGHOUT NORTH AMERICA
- WAREHOUSING SERVICES FOR BOTH DOMESTIC AND GLOBAL SHIPPERS
- LOGISTICAL CONSULTING SERVICES
- TRANSPORTATION MANAGEMENT SYSTEMS





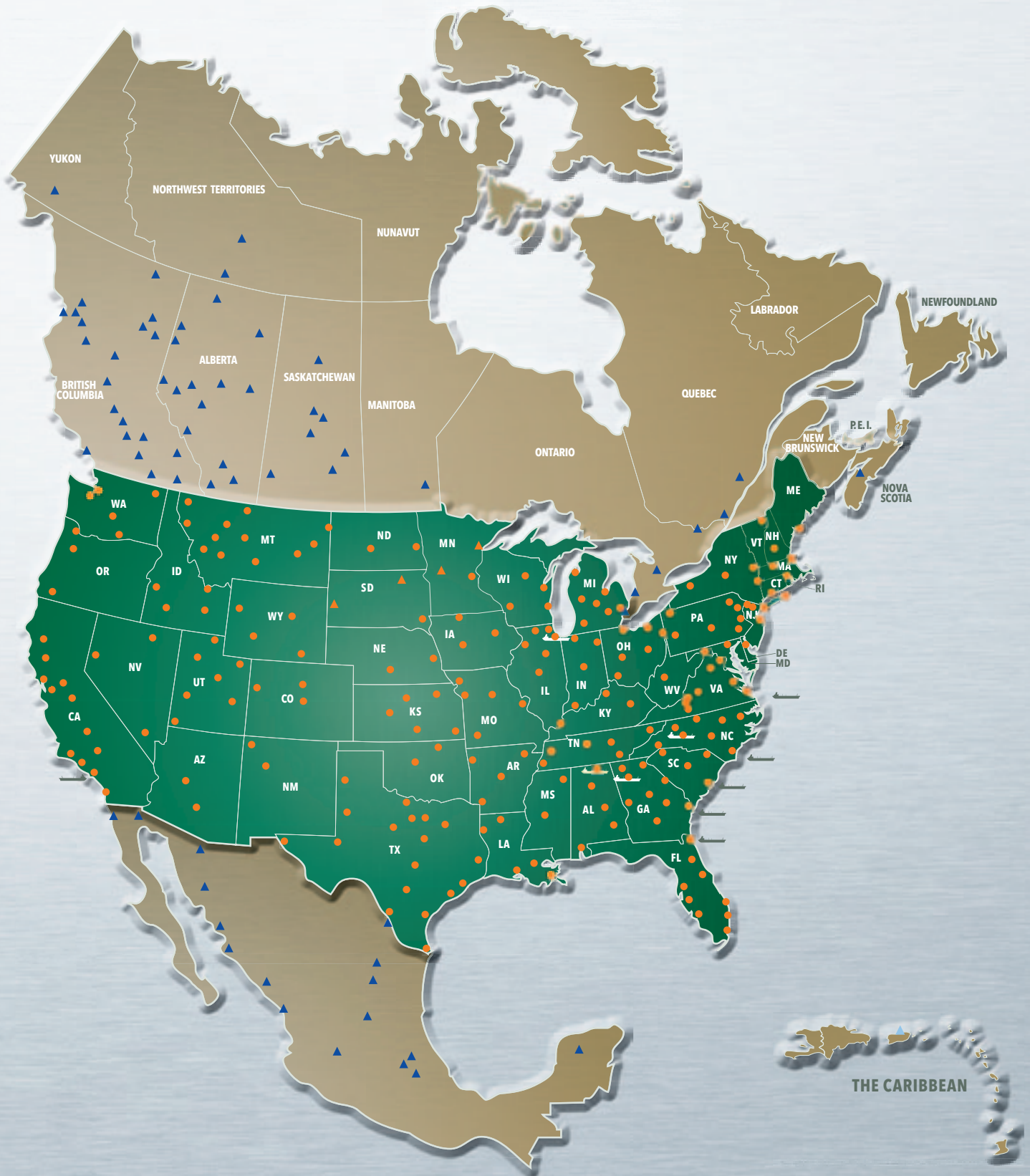
WE GET IT THERE — NO MATTER

- Direct, on-time domestic LTL service throughout the continental United States.
- Next-day and second-day domestic service within each of our six geographic regions.
- Expedited service for time-sensitive shipments.
- Global service to and from all of North America, Central America, South America and the Far East.
- Worldwide less-than-container load and full-container load services.



- OD Domestic Service Center
- ▲ OD Domestic Service Partner
- ▲ OD Global Service Center
- ▲ OD Global Service Partner
- Container Drayage Operations

WHERE *THERE* IS.



SELECTED FINANCIAL DATA

(In thousands, except per share amounts and operating statistics)

	2010	2009	2008	2007	2006
Operating Data:					
Revenue from operations	\$1,480,998	\$1,245,005	\$1,537,724	\$1,401,542	\$1,279,431
Operating income	137,739	70,391	129,070	129,937	130,485
Net income	75,651	34,871	68,677	71,832	72,569
Diluted earnings per share	\$ 1.35	\$ 0.62	\$ 1.23	\$ 1.28	\$ 1.30
Diluted weighted average shares outstanding	55,927	55,927	55,927	55,927	55,927

Operating Statistics:

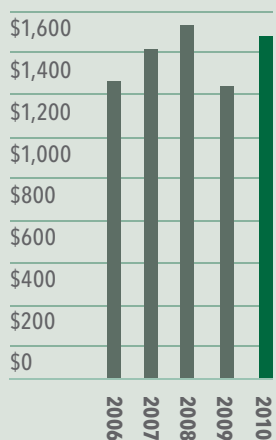
Operating ratio	90.7%	94.3%	91.6%	90.7%	89.8%
Revenue per hundredweight	\$ 13.09	\$ 12.70	\$ 13.88	\$ 13.30	\$ 13.16
Revenue per intercity mile	\$ 4.38	\$ 4.16	\$ 4.60	\$ 4.31	\$ 4.32
Intercity miles (in thousands)	338,504	299,330	334,219	325,268	296,464
Total tons (in thousands)	5,656	4,902	5,545	5,271	4,859
Total shipments (in thousands)	6,327	5,750	6,691	6,765	6,428
Average length of haul (in miles)	948	928	901	926	922
Total service centers	213	210	206	192	182
Tractors	5,718	5,390	5,058	5,016	4,643
Trailers	20,986	21,185	20,067	19,513	17,915

Financial Position:

Current assets	\$ 222,582	\$ 174,175	\$ 209,230	\$ 216,277	\$ 256,367
Current liabilities	170,046	148,125	142,190	127,723	121,546
Total assets	1,239,881	1,159,278	1,074,905	981,048	892,193
Long-term debt (including current maturities)	271,217	305,532	251,989	263,754	274,582
Shareholders' equity	668,649	593,000	558,129	489,452	417,620

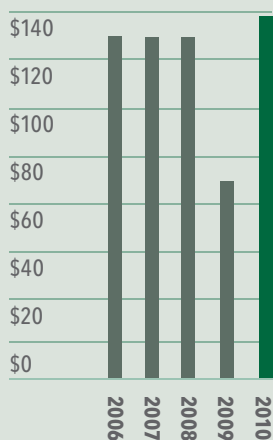
Revenue from Operations

(in millions)

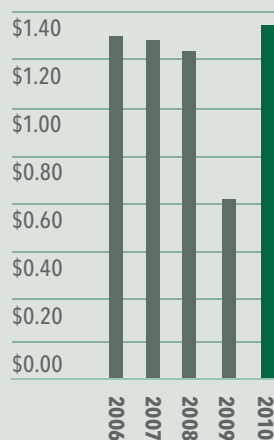


Operating Income

(in millions)

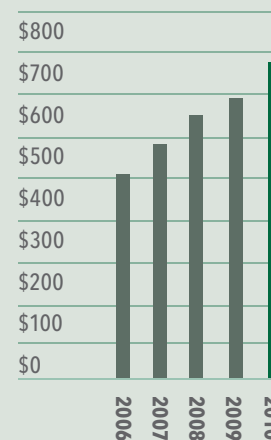


Diluted EPS



Shareholders' Equity

(in millions)



BOARD OF DIRECTORS AND EXECUTIVE OFFICERS

Earl E. Congdon ⁽¹⁾⁽⁴⁾
Executive Chairman

David S. Congdon ⁽¹⁾⁽⁴⁾
Director; President and
Chief Executive Officer

John R. Congdon ⁽¹⁾⁽⁴⁾
Vice Chairman; Chairman,
Old Dominion Truck Leasing, Inc.

Robert G. Culp, III ⁽¹⁾⁽²⁾⁽³⁾
Lead Independent Director;
Chairman of the Board of Directors, Culp, Inc.

J. Paul Breitbach ⁽¹⁾⁽²⁾⁽⁵⁾
Director; Retired Executive Vice President,
Krispy Kreme Doughnuts, Inc.

John R. Congdon, Jr. ⁽¹⁾
Director; Vice Chairman,
Old Dominion Truck Leasing, Inc.

John D. Kasarda, Ph.D. ⁽¹⁾⁽⁵⁾
Director; Professor and Director of the Kenan
Institute of Private Enterprise at the University
of North Carolina at Chapel Hill

Leo H. Suggs ⁽¹⁾⁽³⁾⁽⁵⁾
Director; Chairman of the Board of Directors and
Chief Executive Officer, Greatwide Logistics
Services, Inc.

D. Michael Wray ⁽¹⁾⁽²⁾⁽³⁾
Director; President,
Riverside Brick & Supply Company, Inc.

Kevin M. Freeman
Senior Vice President – Sales

J. Wes Frye
Senior Vice President – Finance,
Chief Financial Officer,
Treasurer and Assistant Secretary

Greg C. Gantt
Senior Vice President – Operations

Joel B. McCarty, Jr.
Senior Vice President,
Secretary and General Counsel

Cecil E. Overbey, Jr.
Senior Vice President – Marketing,
Pricing and Strategic Development

(1) Director (2) Audit Committee (3) Compensation Committee (4) Executive Committee (5) Governance & Nomination Committee



OD-DOMESTIC

OD-EXPEDITED

OD-PEOPLE

OD-GLOBAL

OD-TECHNOLOGY

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KEEP PROMISES.™**

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