

**Expedited Freight: LTL Operating Statistics**

Business days	Three months ended												
	March 31, 2017	June 30, 2017	September 30, 2017	December 31, 2017	March 31, 2018	June 30, 2018	September 30, 2018	December 31, 2018	March 31, 2019	June 30, 2019	September 30, 2019	December 31, 2019	March 31, 2020
Tonnage <sup>1,2</sup>	64	64	63	63	64	64	63	64	63	64	64	64	64
Total pounds	565,682	615,315	630,753	666,308	608,822	668,129	636,831	648,423	596,640	626,748	613,812	642,092	569,956
Pounds per day	8,839	9,614	10,012	10,576	9,513	10,440	10,108	10,132	9,470	9,793	9,591	10,033	8,906
Shipments <sup>1,3</sup>													
Total shipments	902	1,012	998	1,136	971	1,095	1,003	1,104	930	1,014	977	1,069	885
Shipments per day	14	16	16	18	15	17	16	17	15	16	15	17	14
Weight per shipment	627	608	632	587	627	610	635	587	642	618	628	601	644
Revenue per hundredweight <sup>4</sup>	\$ 24.01	\$ 23.69	\$ 23.67	\$ 24.25	\$ 25.27	\$ 25.91	\$ 26.56	\$ 26.81	\$ 26.78	\$ 27.39	\$ 27.65	\$ 27.02	\$ 27.16
Revenue per hundredweight, ex fuel <sup>5</sup>	21.46	21.22	21.23	21.28	21.75	21.89	22.31	22.42	22.74	22.91	23.23	22.72	23.09
Revenue per shipment <sup>6</sup>	\$ 151	\$ 144	\$ 150	\$ 142	\$ 161	\$ 160	\$ 171	\$ 160	\$ 174	\$ 171	\$ 176	\$ 164	\$ 172
Revenue per shipment, ex fuel <sup>5</sup>	135	129	134	125	139	136	144	134	148	144	148	139	145
Network revenue from door-to-door shipments as a percentage of network revenue <sup>4,5</sup>	32.3%	32.7%	34.4%	32.7%	34.1%	36.0%	35.3%	35.6%	38.3%	39.9%	40.7%	41.1%	44.3%
Network Gross Margin <sup>6</sup>								52.7%	54.3%			53.8%	53.4%

<sup>1</sup> In thousands

<sup>2</sup> Excludes accessorials, full Truckload and Final Mile products

<sup>3</sup> Includes intercompany revenue between the Network and Truckload revenue streams

<sup>4</sup> Network revenue is comprised of all revenue, including linehaul, pickup and/or delivery, and fuel surcharge revenue excluding accessorials, Truckload and Final Mile revenue

<sup>5</sup> Door-to-door shipments include all shipments with a pickup and/or delivery

<sup>6</sup> Network revenue less Network purchased transportation as a percentage of Network revenue

**Intermodal Operating Statistics**

	March 31,	June 30,	September 30,	December 31,	Three months ended				March 31,	June 30,	September 30,	December 31,	March 31,
	2017	2017	2017	2017	March 31,	June 30,	September 30,	December 31,	2019	2019	2019	2019	2020
					2018	2018	2018	2018					
Drayage shipments	34,754	57,591	72,476	76,007	73,671	74,021	75,981	81,566	75,607	76,074	84,230	77,906	82,474
Drayage revenue per shipment	\$ 663	\$ 535	\$ 535	\$ 519	\$ 571	\$ 565	\$ 574	\$ 560	\$ 625	\$ 571	\$ 597	\$ 603	\$ 636
Number of locations	13	19	19	19	19	19	19	20	21	21	21	21	24

**Pool Operating Statistics**

	March 31,	June 30,	September 30,	December 31,	Three months ended				March 31,	June 30,	September 30,	December 31,	March 31,
	2017	2017	2017	2017	March 31,	June 30,	September 30,	December 31,	2019	2019	2019	2019	2020
					2018	2018	2018	2018					
Cartons <sup>1</sup>	18,691	18,078	19,256	26,172	20,223	20,101	22,218	30,435	22,316	23,031	25,692	33,563	18,701
Revenue per Carton	\$ 2.08	\$ 2.09	\$ 2.09	\$ 1.98	\$ 2.11	\$ 2.15	\$ 2.13	\$ 2.00	\$ 2.02	\$ 1.99	\$ 1.98	\$ 1.95	\$ 2.11
Terminals	28	28	28	28	28	28	28	28	28	28	30	30	30

<sup>1</sup> in thousands