

Expedited LTL Operating Statistics

	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	
Workdays	64	64	63	63	64	64	63	64	63	
Tonnage										
Total pounds ¹	565,682	615,315	630,753	666,308	608,822	668,129	636,831	648,423	596,640	
Pounds per day ¹	8,839	9,614	10,012	10,576	9,513	10,440	10,108	10,132	9,470	
Shipments										
Total shipments ¹	902	1,012	998	1,136	971	1,095	1,003	1,104	930	
Shipments per day ¹	14	16	16	18	15	17	16	17	15	
Weight per shipment	627	608	632	587	627	610	635	587	642	
Revenue per hundredweight	\$ 24.01	\$ 23.69	\$ 23.67	\$ 24.25	\$ 25.27	\$ 25.83	\$ 26.47	\$ 26.72	\$ 26.78	
Revenue per hundredweight, ex fuel	21.46	21.22	21.23	21.28	21.75	21.83	22.21	22.33	22.74	
Revenue per shipment	\$ 151	\$ 144	\$ 150	\$ 142	\$ 161	\$ 158	\$ 168	\$ 157	\$ 174	
Revenue per shipment, ex fuel	135	129	134	125	139	133	141	131	148	
Network Revenue from door-to-door shipments as a percentage of network revenue ^{2,3}	32.3%	32.7%	34.4%	32.7%	34.1%	34.3%	34.0%	34.0%	38.3%	

¹ In thousands

² Door-to-door shipments include all shipments with a pickup and/or delivery

³ Network revenue is comprised of all revenue, including linehaul, pickup and/or delivery, and fuel surcharge revenue, excluding accessorial and final mile revenue

Truckload Premium Services Operating Statistics

	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	
Total Miles ¹	22,846	24,450	24,714	24,516	20,072	20,136	19,197	19,485	18,757	
Empty Miles Percentage	10.2%	10.0%	9.6%	8.9%	9.7%	9.3%	8.5%	8.3%	7.9%	
Tractors (avg)	404	409	378	354	335	321	291	315	306	
Miles per tractor per week ²	2,642	2,740	2,823	2,585	2,229	2,284	2,317	1,886	1,932	
Revenue per mile	\$2.01	\$2.00	\$2.01	\$2.08	\$2.19	\$2.32	\$2.37	\$2.55	\$2.33	
Cost per mile	\$1.60	\$1.61	\$1.66	\$1.77	\$1.81	\$1.86	\$1.88	\$2.02	\$1.86	

¹ In thousands

² Calculated using company driver and owner operator miles

Pool Operating Statistics

	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
Cartons ¹	18,691	18,078	19,256	26,172	20,223	20,101	22,218	30,435	22,316
Revenue per Carton	\$ 2.08	\$ 2.09	\$ 2.09	\$ 1.98	\$ 2.11	\$ 2.15	\$ 2.13	\$ 2.00	\$ 2.02
Terminals	28	28	28	28	28	28	28	28	28

¹ In thousands

Intermodal Operating Statistics

	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	
Drayage shipments	34,754	57,591	72,476	76,007	73,671	74,021	75,981	81,566	75,607	
Drayage revenue per shipment	\$ 663	\$ 535	\$ 535	\$ 519	\$ 571	\$ 565	\$ 574	\$ 560	\$ 625	
Number of locations	13	19	19	19	19	19	19	20	21	