

Forward Air Corporation Reports Third Quarter 2019 Results

Reports record third quarter financial results, including revenue, operating income, earnings per share and EBITDA

Reports record year-to-date financial results, including revenue, earnings per share, cash from operating activities and free cash flow

GREENEVILLE, Tenn.--(BUSINESS WIRE)-- Forward Air Corporation (NASDAQ:FWRD) today reported financial results for the three and nine months ended September 30, 2019.

Revenue for the three months ended September 30, 2019 increased 9.1% to \$361.7 million from \$331.4 million for the same period of 2018. Income from operations was \$30.7 million compared to \$29.9 million in the prior year period. Net income during the three months ended September 30, 2019 was \$22.2 million compared to \$22.3 million in the same period of 2018. Net income per diluted share for the three months ended September 30, 2019 was \$0.78 compared to \$0.76 in the prior year period.

Revenue for the nine months ended September 30, 2019 increased 6.7% to \$1,028.9 million from \$964.3 million for the same period of 2018. Income from operations was \$86.0 million compared to \$87.0 million in the prior year period. Net income during the nine months ended September 30, 2019 was \$62.9 million compared to \$64.4 million for the same period of 2018. Net income per diluted share for the nine months ended September 30, 2019 was \$2.19 compared to \$2.18 for the same period of 2018.

For the three months ended September 30, 2019, the Company generated \$46.0 million of cash flow from operations compared to \$46.9 million for the same period in 2018. For the nine months ended September 30, 2019, the Company generated \$117.7 million of cash flow from operations compared to \$113.8 million for the same period of 2018.

Earnings before interest, taxes, depreciation and amortization ("EBITDA") was \$41.2 million for the three months ended September 30, 2019 compared to \$40.2 million for the same period of 2018. Free cash flow was \$36.3 million for the three months ended September 30, 2019 compared to \$31.3 million in the prior year period.

EBITDA was \$118.0 million for the nine months ended September 30, 2019 compared to \$118.3 million for the same period of 2018. Free cash flow was \$92.7 million for the nine months ended September 30, 2019 compared to \$85.5 million in the prior year period.

EBITDA and free cash flow are non-GAAP financial measures and reconciliations of these non-GAAP financial measures are provided in the attached financial tables.

Tom Schmitt, Chairman, President and CEO, commenting on third quarter results said, "Our

growth strategies drove our record third quarter results. Consolidated revenues grew 9.1% while consolidated operating income grew 10.1% before considering the net impact of a \$2.5 million increased vehicle reserve recorded during the quarter."

Commenting on the Company's third quarter results, Michael J. Morris, CFO, said, "Our third quarter earnings per share of \$0.78 was at the high end of our guidance range, and reflected a \$0.06 per share net impact of an increased vehicular reserve for unfavorable development of claims previously disclosed on June 21, 2019." Regarding the Company's fourth quarter 2019 guidance, Mr. Morris said, "We expect fourth quarter year-on-year revenue growth to be 6% to 10% and net income per diluted share to be between \$0.90 and \$0.94 in the fourth quarter of 2019. This compares to \$0.95 in the fourth quarter of 2018, which benefited from a low book tax rate of 20.0%."

On October 22, 2019, our Board of Directors declared a quarterly cash dividend of \$0.18 per share of common stock. The dividend is payable to shareholders of record at the close of business on November 21, 2019 and is expected to be paid on December 6, 2019.

This quarterly dividend is made pursuant to a cash dividend policy approved by the Board of Directors, which anticipates a total annual dividend of \$0.72 for the full year 2019, payable in quarterly increments of \$0.18 per share of common stock. The actual declaration of future cash dividends, and the establishment of record and payment dates, is subject to final determination by the Board of Directors each quarter after its review of the Company's financial performance and position.

Review of Financial Results

Forward Air will hold a conference call to discuss third quarter 2019 results on Friday, October 25, 2019 at 9:00 a.m. EDT. The Company's conference call will be available online on the Investor Relations portion of the Company's website at www.forwardaircorp.com, where investors can easily find or navigate to pertinent information about us, or by dialing (800) 230-1059. A replay of the conference call will be available on the Investor Relations portion of the Company's website at www.forwardaircorp.com beginning shortly after completion of the live call.

About Forward Air Corporation

Forward Air keeps your business moving forward by providing services within four business segments: Expedited LTL (provides expedited regional, inter-regional and national LTL services, including local pick-up and delivery, shipment consolidation/deconsolidation, warehousing, final mile solutions and customs brokerage by utilizing a comprehensive national network of terminals); Intermodal (provides first-and last-mile high-value drayage services both to and from seaports and railheads, dedicated contract and Container Freight Station warehouse and handling services); Truckload Premium Services (provides expedited truckload brokerage, dedicated fleet services, as well as high-security and temperature-controlled logistics services); and Pool Distribution (provides high-frequency handling and distribution of time sensitive product to numerous destinations within a specific geographic region). For more information, visit our website at www.forwardaircorp.com.

Forward Air Corporation Consolidated Statements of Comprehensive Income (In thousands, except per share data) (Unaudited)

	Three months ended					Nine months ended			
	Sep	tember 30, 2019	30, September 30, 2018		Sep	otember 30, 2019	September 30 2018		
Operating revenue:									
Expedited LTL	\$	210,060	\$	188,507	\$	594,336	\$	551,342	
Intermodal		58,347		50,545		163,000		148,275	
Truckload Premium Services		45,458		47,942		137,239		142,982	
Pool Distribution		50,962		47,280		141,952		133,256	
Eliminations and other operations		(3,164)		(2,899)		(7,636)		(11,530)	
Operating revenue		361,663		331,375		1,028,891		964,325	
Operating expenses:									
Purchased transportation		163,606		155,451		462,744		450,833	
Salaries, wages and employee									
benefits		87,259		76,028		243,899		217,682	
Operating leases		20,521		18,671		60,021		54,640	
Depreciation and amortization		10,528		10,295		32,036		31,346	
Insurance and claims		10,930		9,203		33,531		26,442	
Fuel expense		6,105		5,634		17,642		16,786	
Other operating expenses		32,025		26,214		93,045		79,612	
Total operating expenses		330,974		301,496		942,918		877,341	
Income (loss) from operations:									
Expedited LTL		25,896		23,724		72,332		71,023	
Intermodal		6,900		7,321		18,326		16,333	
Truckload Premium Services		606		1,673		2,137		3,348	
Pool Distribution		1,867		735		4,685		3,695	
Other operations		(4,580)		(3,574)		(11,507)		(7,415)	
Income from operations		30,689	-	29,879		85,973		86,984	
Other expense:									
Interest expense		(761)		(472)		(1,916)		(1,327)	
Other, net		1		(1)		(1)		(2)	
Total other expense		(760)		(473)		(1,917)		(1,329)	
Income before income taxes		29,929		29,406		84,056		85,655	
Income tax expense		7,734		7,077		21,124		21,289	
Net income and comprehensive income	\$	22,195	\$	22,329	\$	62,932	\$	64,366	
Net income per share:									
Basic	\$	0.78	\$	0.76	\$	2.20	\$	2.18	
Diluted	\$	0.78	\$	0.76	\$	2.19	\$	2.18	
Dividends per share:	\$	0.18	\$	0.15	\$	0.54	\$	0.45	

Expedited LTL Segment Information (In millions) (Unaudited)

Three months ended September 30, Percent of September 30, Percent of Percent Revenue Change Change 2019 Revenue 2018 Operating revenue \$ 210.1 100.0% \$ 188.5 100.0% \$ 21.6 11.5% Operating expenses: Purchased transportation 95.5 45.5 88.6 47.0 6.9 7.8 Salaries, wages and employee 47.9 22.8 benefits 41.6 22.1 6.3 15.1 Operating leases 11.1 5.3 10.3 5.5 8.0 7.8 Depreciation and amortization 5.2 2.5 5.6 3.0 (0.4)(7.1)Insurance and claims 4.0 1.9 3.9 2.1 0.1 2.6 Fuel expense 1.8 0.9 1.6 8.0 0.2 12.5 18.7 8.9 13.2 7.0 5.5 41.7 Other operating expenses 184.2 87.7 164.8 87.4 19.4 11.8 Total operating expenses 25.9 12.3% 23.7 12.6% 2.2 9.3% \$ Income from operations

Expedited L	TL Operating	Statistics
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	Three months ended					
	Sep	tember 30,	September 30,		Percent	
		2019		2018	Change	
Business days		64		63	1.6%	
Tonnage						
Total pounds ¹		613,812		636,831	(3.6)	
Pounds per day ¹		9,591		10,108	(5.1)	
Shipments						
Total shipments ¹		977		1,003	(2.6)	
Shipments per day ¹		15.3		15.9	(4.1)	
Weight per shipment		628		635	(1.1)	
Revenue per hundredweight	\$	27.65	\$	26.56	4.1	
Revenue per hundredweight, ex fuel		23.23		22.31	4.1	
Revenue per shipment	\$	176	\$	171	2.9	
Revenue per shipment, ex fuel		148		144	2.8	
Network revenue from door-to-door shipments as a percentage of network revenue ^{2,3}		40.7%		35.3%	15.3%	

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

Intermodal Segment Information (In millions) (Unaudited)

	Three months ended							
	Septe	mber 30,	Percent of	Sep	tember 30,	Percent of	1	Percent
		2019	Revenue		2018	Revenue	Change	Change
Operating revenue	\$	58.3	100.0%	\$	50.5	100.0%	\$ 7.8	15.4%
Operating expenses:								
Purchased transportation		21.0	36.0		19.3	38.2	1.7	8.8
Salaries, wages and employee								
benefits		14.2	24.4		10.9	21.6	3.3	30.3
Operating leases		4.3	7.4		4.0	7.9	0.3	7.5
Depreciation and amortization		2.6	4.5		1.5	3.0	1.1	73.3
Insurance and claims		1.8	3.1		1.4	2.8	0.4	28.6
Fuel expense		2.2	3.8		1.6	3.2	0.6	37.5
Other operating expenses		5.3	9.1		4.5	8.9	0.8	17.8
Total operating expenses	-	51.4	88.2		43.2	85.5	8.2	19.0
Income from operations	\$	6.9	11.8%	\$	7.3	14.5%	\$ (0.4)	(5.5)%

Intermodal	Operating	Statistics
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	Three months ended						
	Sep	tember 30,	Sept	tember 30,	Percent		
		2019		2018	Change		
Drayage shipments		84,230		75,981	10.9%		
Drayage revenue per shipment	\$	597	\$	574	4.0		
Number of locations		21		19	10.5%		

Truckload Premium Services Segment Information	
(In millions)	
(Unaudited)	

	Three months ended								
	Sept	ember 30,	Percent of	Sep	tember 30,	Percent of		Percent	
		2019	Revenue		2018	Revenue	Change	Change	
Operating revenue	\$	45.5	100.0%	\$	47.9	100.0%	\$ (2.4)	(5.0)%	
Operating expenses:									
Purchased transportation		34.5	75.8		35.8	74.7	(1.3)	(3.6)	
Salaries, wages and employee									
benefits		4.3	9.5		4.7	9.8	(0.4)	(8.5)	
Operating leases		0.4	0.9		0.1	0.2	0.3	300.0	
Depreciation and amortization		1.2	2.6		1.5	3.1	(0.3)	(20.0)	
Insurance and claims		1.3	2.9		1.2	2.5	0.1	8.3	
Fuel expense		0.7	1.5		0.7	1.5	_	_	
Other operating expenses		2.5	5.5		2.2	4.6	0.3	13.6	
Total operating expenses		44.9	98.7		46.2	96.5	(1.3)	(2.8)	
Income from operations	\$	0.6	1.3%	\$	1.7	3.5%	\$ (1.1)	(64.7)%	

Truckload Premium Services Operating Statistics

Throo	months	hahna

	Sept	tember 30, 2019	Sep	otember 30, 2018	Percent Change			
Total Miles ¹		19,813		19,197	3.2%			
Empty Miles Percentage		7.7%		8.5%	(9.4)			
Tractors (avg)		391		291	34.4			
Miles per tractor per week ²		2,006		2,317	(13.4)			
Revenue per mile Cost per mile	\$ \$	2.21 1.79	\$ \$	2.37 1.88	(6.8) (4.8)%			

¹ In thousands

Pool Distribution Segment Information (In millions) (Unaudited)

Three months ended

	Three months ended							
	Sept	tember 30,	Percent of	Sep	tember 30,	Percent of		Percent
		2019	Revenue		2018	Revenue	Change	Change
Operating revenue	\$	51.0	100.0%	\$	47.3	100.0%	\$ 3.7	7.8%
Operating expenses:								
Purchased transportation		15.5	30.4		14.3	30.2	1.2	8.4
Salaries, wages and employee								
benefits		19.0	37.3		17.5	37.0	1.5	8.6
Operating leases		4.7	9.2		4.2	8.9	0.5	11.9
Depreciation and amortization		1.5	2.9		1.7	3.6	(0.2)	(11.8)
Insurance and claims		1.3	2.5		1.3	2.7	_	_
Fuel expense		1.5	2.9		1.6	3.4	(0.1)	(6.3)
Other operating expenses		5.6	11.0		6.0	12.7	(0.4)	(6.7)
Total operating expenses		49.1	96.3		46.6	98.5	2.5	5.4
Income from operations	\$	1.9	3.7%	\$	0.7	1.5%	\$ 1.2	171.4%

Pool Operating Statistics

Three	months	ended

	Sep	tember 30, 2019	Sept	tember 30, 2018	Percent Change
Cartons 1		25,692		22,218	15.6%
Revenue per cartor	1 \$	1.98	\$	2.13	(7.0)
Terminals		30		28	7.1%

¹ In thousands

 $^{^{2}}$ Calculated using Company-employed driver and owner-operator miles $\,$

Forward Air Corporation Condensed Consolidated Balance Sheets (In thousands) (Unaudited)

(Unaudited)					
	September 30, 2019		December 31, 2018		
Assets					
Current assets:					
Cash and cash equivalents	\$	34,824	\$	25,657	
Accounts receivable, net		157,494		156,359	
Other current assets		23,393		19,066	
Total current assets		215,711		201,082	
Property and equipment		438,656		413,900	
Less accumulated depreciation and amortization		217,813		204,005	
Total property and equipment, net		220,843		209,895	
Operating lease right-of-use assets		158,977		_	
Goodwill and other acquired intangibles:					
Goodwill		220,423		199,092	
Other acquired intangibles, net of accumulated amortization	n	130,038		113,661	
Total goodwill and other acquired intangibles, net		350,461		312,753	
Other assets		34,641		36,485	
Total assets	\$	980,633	\$	760,215	
Liabilities and Shareholders' Equity					
Current liabilities:					
Accounts payable	\$	32,599	\$	34,630	
Accrued expenses		51,412		39,784	
Other current liabilities		7,049		_	
Current portion of debt and finance lease obligations		1,578		309	
Current portion of operating lease obligations		47,137			
Total current liabilities		139,775		74,723	
Debt and finance lease obligations, less current portion		72,738		47,335	
Operating lease obligations, less current portion		112,553		_	
Other long-term liabilities		51,316		47,739	
Deferred income taxes		43,106		37,174	
Shareholders' equity:					
Common stock		279		285	
Additional paid-in capital		221,629		210,296	
Retained earnings		339,237		342,663	
Total shareholders' equity		561,145		553,244	
Total Shareholders equity	\$	980,633	\$	760,215	

Forward Air Corporation Consolidated Statements of Cash Flows (In thousands) (Unaudited)

	Three months ended		
· · · · · · · · · · · · · · · · · · ·	September 30, 2019	September 30, 2018	
Operating activities:			
Net income	\$ 22,195	\$ 22,329	
Adjustments to reconcile net income to net cash provided by operating activities			
Depreciation and amortization	10,528	10,295	
Change in fair value of earn-out liability	890	(455)	
Share-based compensation	2,762	2,847	
Loss on disposal of property and equipment, net	1,098	120	
Provision for loss (recovery) on receivables	197	(509)	
Provision for revenue adjustments	963	1,092	
Deferred income tax expense	2,653	2,182	
Changes in operating assets and liabilities			
Accounts receivable	(3,939)	3,345	
Prepaid expenses and other current assets	511	(1,241)	
Income taxes	(374)	(1,765)	
Accounts payable and accrued expenses	8,483	8,615	
Net cash provided by operating activities	45,967	46,855	
Investing activities:			
Proceeds from disposal of property and equipment	829	1,150	
Purchases of property and equipment	(10,504)	(16,738)	
Acquisition of business, net of cash acquired	(12,000)	(3,737)	
Other	_	(9)	
Net cash used in investing activities	(21,675)	(19,334)	
Financing activities:			
Payments of finance lease obligations	(391)	(77)	
Proceeds from senior credit facility	10,000	_	
Proceeds from exercise of stock options	785	2,570	
Payments of cash dividends	(5,088)	(4,385)	
Repurchase of common stock (repurchase program)	(9,289)	(16,820)	
Cash settlement of share-based awards for tax withholdings	(262)	_	
Net cash used in financing activities	(4,245)	(18,712)	
Net increase in cash	20,047	8,809	
Cash at beginning of period	14,777	20,102	
Cash at end of period	\$ 34,824	\$ 28,911	

Forward Air Corporation Consolidated Statements of Cash Flows (In thousands) (Unaudited)

		Nine months ended			
	Sep	tember 30, 2019	Sep	tember 30, 2018	
Operating activities:					
Net income	\$	62,932	\$	64,366	
Adjustments to reconcile net income to net cash provided by operating activitie	s				
Depreciation and amortization		32,036		31,346	
Change in fair value of earn-out liability		890		(455)	
Share-based compensation		9,006		7,525	
Loss (gain) on disposal of property and equipment, net		1,010		(14)	
Provision for loss (recovery) on receivables		828		(52)	
Provision for revenue adjustments		2,243		2,921	
Deferred income tax expense		5,931		6,676	
Changes in operating assets and liabilities					
Accounts receivable		(4,206)		(3,386)	
Prepaid expenses and other current assets		(4,473)		(4,880)	
Income taxes		(2,556)		(3,193)	
Accounts payable and accrued expenses		14,090		12,991	
Net cash provided by operating activities		117,731		113,845	
Investing activities:					
Proceeds from disposal of property and equipment		2,101		5,989	
Purchases of property and equipment		(27,102)		(34,344)	
Acquisition of business, net of cash acquired		(39,000)		(3,737)	
Other		_		(356)	
Net cash used in investing activities		(64,001)		(32,448)	
Financing activities:					
Payments of finance lease obligations		(528)		(228)	
Proceeds from senior credit facility		20,000		· —	
Proceeds from exercise of stock options		2,063		3,682	
Payments of cash dividends		(15,421)		(13,213)	
Repurchase of common stock (repurchase program)		(47,906)		(44,985)	
Proceeds from common stock issued under employee stock purchase plan		261		237	
Cash settlement of share-based awards for tax withholdings		(3,032)		(1,872)	
Net cash used in financing activities		(44,563)		(56,379)	
Net increase in cash		9,167		25,018	
Cash at beginning of period		25,657		3,893	
Cash at end of period	\$	34,824	\$	28,911	
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Forward Air Corporation Reconciliation of U.S. GAAP and Non-GAAP Financial Measures

The Company reports its financial results in accordance with GAAP (also referred to herein as "reported"). However, the Company also uses "non-GAAP financial measures" that are derived on the basis of methodologies other than in accordance with GAAP. Specifically, the Company believes that meaningful analysis of its financial performance in 2019 and 2018 requires an understanding of the factors underlying that performance, including an understanding of items that are non-operational. Management uses these non-GAAP financial measures in making financial, operating, compensation and planning decisions and in evaluating the Company's performance.

This press release contains the following non-GAAP financial measures on a consolidated basis: earnings before interest, taxes, depreciation and amortization ("EBITDA") for the three and nine months ended September 30, 2019 and 2018; operating income growth before considering the net impact of increased vehicle reserve for the three months ended September 30, 2019; and free cash flow for the three and nine months ended September 30, 2019 and 2018. The Company believes that including these items will assist investors in understanding its core operating performance and allow for more accurate comparisons of results, as they eliminate the impact of investing activities.

The Company believes that EBITDA improves comparability from period to period by removing the impact of its capital structure (interest and financing expenses), asset base (depreciation and amortization), tax impacts and other adjustments as set out in the attached tables. The Company believes that excluding the increased vehicle reserve is useful to investors because it provides a view of the Company's operating income excluding the effects of a significant non-operation cost. The Company believes that free cash flow is an important measure of its ability to repay maturing debt or fund other uses of capital that it believes will enhance stockholder value.

Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, the Company's reported results prepared in accordance with GAAP. Non-GAAP financial information does not represent a comprehensive basis of accounting. As required by the Securities and Exchange Act of 1933 and the rules and regulations promulgated thereunder, the tables below present, for the periods indicated, a reconciliation of the Company's presented non-GAAP financial measures to the most directly comparable GAAP financial measures.

Forward Air Corporation Reconciliation to U.S. GAAP (In thousands) (Unaudited)

	Three mo	nths	ended	Nine months ended				
Sep	tember 30, 2019	Sep	tember 30, 2018	Sep	tember 30, 2019	Sep	tember 30, 2018	
\$	22,195	\$	22,329	\$	62,932	\$	64,366	
	760		473		1,917		1,329	
	7,734		7,077		21,124		21,289	
	10,528		10,295		32,036		31,346	
\$	41,217	\$	40,174	\$	118,009	\$	118,330	
	Three mo	nths	ended		Nine mon	ths e	ended	
Sep	tember 30, 2019	Sep	tember 30, 2018	Sep	tember 30, 2019	Sep	tember 30, 2018	
\$	45,967	\$	46,855	\$	117,731	\$	113,845	
nt	829		1,150		2,101		5,989	
	(10,504)		(16,738)		(27,102)		(34,344)	
\$	36,292	\$	31,267	\$	92,730	\$	85,490	
	\$ Sep	September 30, 2019 \$ 22,195 760 7,734 10,528 \$ 41,217 Three mol September 30, 2019 \$ 45,967 at 829 (10,504)	September 30, 2019 \$ 22,195	September 30, 2019 September 30, 2018 \$ 22,195 \$ 22,329 760 473 7,734 7,077 10,528 10,295 \$ 41,217 \$ 40,174 Three months ended September 30, 2018 \$ 45,967 \$ 46,855 nt 829 1,150 (10,504) (16,738)	September 30, 2019 September 30, 2018 September 30, 2018 \$ 22,195 \$ 22,329 \$ 760 473 7,077 10,528 10,295 \$ \$ 41,217 \$ 40,174 \$ Three months ended September 30, 2018 \$ 45,967 \$ 46,855 \$ at 829 1,150 (10,504) (10,504) (16,738) \$	September 30, 2019 September 30, 2018 September 30, 2019 \$ 22,195 \$ 22,329 \$ 62,932 760 473 1,917 7,734 7,077 21,124 10,528 10,295 32,036 \$ 41,217 \$ 40,174 \$ 118,009 Three months ended Nine months ended September 30, 2019 \$ 2018 \$ 2019 \$ 45,967 \$ 46,855 \$ 117,731 nt 829 1,150 2,101 (10,504) (16,738) (27,102)	September 30, 2019 September 30, 2018 September 30, 2019 Septemb	

The following table summarizes supplemental guidance information that management believes to be useful.

Forward Air Corporation Additional Guidance Data (In thousands, except per share data) (Unaudited)

	Three	Three months ended			
Actual	Septe	September 30, 2019			
Net income	\$	22,195			
Income allocated to participating securities		(236)			
Numerator for diluted income per share - net income	\$	21,959			
Fully diluted share count		28,082			
Diluted earnings per share	\$	0.78			
Projected	Full year 2019				
Projected tax rate		25.5%			
Projected capital expenditures, net	\$	30,500			
Projected	Dece	ember 31, 2019			
Projected year end fully diluted share count		28,100			

Note Regarding Forward-Looking Statements

This press release contains "forward-looking statements" within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. Forward-looking statements can be identified by words such as: "anticipate," "intend," "plan," "goal," "seek," "believe," "project," "estimate," "expect," "strategy," "future," "likely," "may," "should," "will" and similar references to future periods. Forward-looking statements included in this press release relate to expected fourth quarter 2019 financial growth, including revenue growth and net income per diluted shares, full year 2019 projected tax rate, share count, capital expenditures and the declaration of dividends.

Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations and assumptions regarding the future of our business, future plans and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward looking statements relate to the future, they are subject to inherent uncertainties, risks and changes in circumstances that are difficult to predict and many of which are outside of our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forwardlooking statements. The following is a list of factors, among others, that could cause actual results to differ materially from those contemplated by the forward-looking statements: economic factors such as recessions, inflation, higher interest rates and downturns in customer business cycles, the creditworthiness of our customers and their ability to pay for services rendered, the availability and compensation of qualified independent owneroperators and freight handlers as well as contracted, third-party carriers needed to serve our customers' transportation needs, the inability of our information systems to handle an increased volume of freight moving through our network, changes in fuel prices, our inability to maintain our historical growth rate because of a decreased volume of freight or decreased average revenue per pound of freight moving through our network, loss of a major customer, increasing competition and pricing pressure, our ability to secure terminal facilities in desirable locations at reasonable rates, our inability to successfully integrate acquisitions, claims for property damage, personal injuries or workers' compensation, enforcement of and changes in governmental regulations, environmental and tax matters, insurance matters, the handling of hazardous materials and the risks described in our Annual Report on Form 10-K for the year ended December 31, 2018.

Any forward-looking statement made by us in this press release is based only on information currently available to us and speaks only as of the date on which it is made. We undertake no obligation to publicly update any forward-looking statement, whether written or oral, that may be made from time to time, whether as a result of new information, future developments or otherwise.

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