

Expedited Freight: LTL Operating Statistics

	Three months ended												
	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	June 30, 2020	September 30, 2020
Business days	63	63	64	64	63	64	63	64	64	64	64	64	64
Tonnage^{1,2}													
Total pounds	630,753	666,308	608,822	668,129	636,831	648,423	596,640	626,748	613,812	642,092	569,956	522,031	636,194
Pounds per day	10,012	10,576	9,513	10,440	10,108	10,132	9,470	9,793	9,591	10,033	8,906	8,157	9,941
Shipments^{1,3}													
Total shipments	998	1,136	971	1,095	1,003	1,104	930	1,014	977	1,069	885	963	1,018
Shipments per day	16	18	15	17	16	17	15	16	15	17	14	15	16
Weight per shipment	632	587	627	610	635	587	642	618	628	601	644	542	625
Revenue per hundredweight ⁴	\$ 23.67	\$ 24.25	\$ 25.27	\$ 25.91	\$ 26.56	\$ 26.81	\$ 26.78	\$ 27.39	\$ 27.65	\$ 27.02	\$ 27.16	\$ 26.32	\$ 26.84
Revenue per hundredweight, ex fuel ⁵	21.23	21.28	21.75	21.89	22.31	22.42	22.74	22.91	23.23	22.72	23.09	23.09	23.41
Revenue per shipment ³	\$ 150	\$ 142	\$ 161	\$ 160	\$ 171	\$ 160	\$ 174	\$ 171	\$ 176	\$ 164	\$ 172	\$ 139	\$ 166
Revenue per shipment, ex fuel ⁵	134	125	139	136	144	134	148	144	148	139	145	122	145
Network revenue from door-to-door shipments as a percentage of network revenue ^{4,5,6}	34.4%	32.7%	34.1%	36.0%	35.3%	35.6%	38.3%	39.9%	40.7%	41.1%	44.3%	49.9%	51.3%
Network Gross Margin ⁶					52.7%	54.3%	55.8%	55.6%	53.8%	53.4%	50.6%	49.7%	

¹ In thousands

² Excludes accessorials, full Truckload and Final Mile products

³ Includes intercompany revenue between the Network and Truckload revenue streams

⁴ Network revenue is comprised of all revenue, including linehaul, pickup and/or delivery, and fuel surcharge revenue, excluding accessorials

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

⁶ Network revenue less Network purchased transportation as a percentage of Network revenue

Intermodal Operating Statistics

	Three months ended												
	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	June 30, 2020	September 30, 2020
Drayage shipments	72,476	76,007	73,671	74,021	75,981	81,566	75,607	76,074	84,230	77,906	82,474	68,974	74,506
Drayage revenue per shipment	\$ 535	\$ 519	\$ 571	\$ 565	\$ 574	\$ 560	\$ 625	\$ 571	\$ 597	\$ 603	\$ 636	\$ 556	\$ 562
Number of locations	19	19	19	19	19	20	21	21	21	21	24	24	24

Pool Operating Statistics

	Three months ended												
	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	June 30, 2020	September 30, 2020
Cartons ¹	19,256	26,172	20,223	20,101	22,218	30,435	22,316	23,031	25,692	33,563	18,701	6,252	17,673
Revenue per Carton	\$ 2.09	\$ 1.98	\$ 2.11	\$ 2.15	\$ 2.13	\$ 2.00	\$ 2.02	\$ 1.99	\$ 1.98	\$ 1.95	\$ 2.11	\$ 2.24	\$ 2.12
Terminals	28	28	28	28	28	28	28	28	30	30	30	29	29

¹ In thousands