

Expedited LTL Operating Statistics

Three months ended

	March 31, 2016*	June 30, 2016*	September 30, 2016*	December 31, 2016*	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
Workdays	64	64	64	63	64	64	63	63	64	64	63	64	63	64	64
Tonnage															
Total pounds ¹	563,727	606,033	588,929	612,098	565,682	615,315	630,753	666,308	608,822	668,129	636,831	648,423	596,640	626,748	613,812
Pounds per day ¹	8,808	9,469	9,202	9,716	8,839	9,614	10,012	10,576	9,513	10,440	10,108	10,132	9,470	9,793	9,591
Shipments															
Total shipments ¹	876	965	910	1,006	902	1,012	998	1,136	971	1,095	1,003	1,104	930	1,014	977
Shipments per day ¹	14	15	14	16	14	16	16	18	15	17	16	17	15	16	15
Weight per shipment	643	628	647	608	627	608	632	587	627	610	635	587	642	618	628
Revenue per hundredweight	\$21.73	\$21.83	\$22.26	\$21.87	\$ 24.01	\$ 23.69	\$ 23.67	\$ 24.25	\$ 25.27	\$ 25.91	\$ 26.56	\$ 26.72	\$ 26.78	\$ 27.39	\$ 27.65
Revenue per hundredweight, ex fuel	21	21	21	21	21.46	21.22	21.23	21.28	21.75	21.89	22.31	22.33	22.74	22.91	23.23
Revenue per shipment	140	137	144	133	\$ 151	\$ 144	\$ 150	\$ 142	\$ 161	\$ 160	\$ 171	\$ 157	\$ 174	\$ 171	\$ 176
Revenue per shipment, ex fuel	135	131	137	127	135	129	134	125	139	136	144	131	148	144	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%	36.0%	35.3%	34.0%	38.3%	39.9%	40.7%

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,	June 30,	September 30,	December 31,	March 31,	June 30,	September 30,	December 31,	March 31,	June 30,	September 30,	December 31,	March 31,	June 30,	September 30,
	2016*	2016*	2016*	2016*	2017	2017	2017	2017	2018	2018	2018	2018	2019	2019	2019
Total Miles ¹	20,895	21,598	23,225	23,822	22,846	24,450	24,714	24,516	20,072	20,136	19,197	19,485	18,757	19,259	19,813
Empty Miles Percentage	11.7%	10.7%	10.5%	10.4%	10.2%	10.0%	9.6%	8.9%	9.7%	9.3%	8.5%	8.3%	7.9%	6.6%	7.7%
Tractors (avg)	483	423	422	420	404	409	378	354	335	321	291	315	306	337	391
Miles per tractor per week ²	2,234	2,606	2,756	2,715	2,642	2,740	2,823	2,585	2,229	2,284	2,317	1,886	1,932	1,912	2,006
Revenue per mile	\$1.81	\$1.77	\$1.78	\$1.80	\$2.01	\$2.00	\$2.01	\$2.08	\$2.19	\$2.32	\$2.37	\$2.55	\$2.33	\$2.29	\$2.21
Cost per mile	\$1.38	\$1.34	\$1.37	\$1.42	\$1.60	\$1.61	\$1.66	\$1.77	\$1.81	\$1.86	\$1.88	\$2.02	\$1.86	\$1.83	\$1.79

¹ In thousands

² Calculated using company driver and owner operator miles

