

Expedited Freight: 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	June 30, 2019	September 30, 2019	December 31, 2019
Workdays	64	64	63	63	64	64	63	64	63	64	64	64
Tonnage^{1,2}												
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
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
Shipments^{1,2}												
Total shipments	902	1,012	998	1,136	971	1,095	1,003	1,104	930	1,014	977	1,069
Shipments per day	14	16	16	18	15	17	16	17	15	16	15	17
Weight per shipment	627	608	632	587	627	610	635	587	642	618	628	601
Revenue per hundredweight	\$ 24.01	\$ 23.69	\$ 23.67	\$ 24.25	\$ 25.27	\$ 25.91	\$ 26.56	\$ 26.81	\$ 26.78	\$ 27.39	\$ 27.65	\$ 27.02
Revenue per hundredweight, ex fuel	21.46	21.22	21.23	21.28	21.75	21.89	22.31	22.42	22.74	22.91	23.23	22.72
Revenue per shipment	\$ 151	\$ 144	\$ 150	\$ 142	\$ 161	\$ 160	\$ 171	\$ 160	\$ 174	\$ 171	\$ 176	\$ 164
Revenue per shipment, ex fuel	135	129	134	125	139	136	144	134	148	144	148	139
Network Revenue from door-to-door shipments as a percentage of network revenue ^{3,4}	32.3%	32.7%	34.4%	32.7%	34.1%	36.0%	35.3%	35.6%	38.3%	39.9%	40.7%	41.1%
Network Gross Margin ⁵								52.7%				53.8%

¹ In Thousands

² Excludes accessorial, full truckload and final mile products

³ Door-to-door shipments include all shipments with a pickup and/or delivery

⁴ Network revenue is comprised of all revenue, including linehaul, pickup and/or delivery, and fuel surcharge revenue excluding accessorial, truckload and final mile revenue

⁵ 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		September 30,	December 31,	March 31,	June 30,	September 30,	December 31,
	2017	2017	2017	2017	March 31,	June 30,	2018	2018	2019	2019	2019	2019
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
Drayage revenue per shipment	\$ 663	\$ 535	\$ 535	\$ 519	\$ 571	\$ 565	\$ 574	\$ 560	\$ 625	\$ 571	\$ 597	\$ 603
Number of locations	13	19	19	19	19	19	19	20	21	21	21	21

Pool Operating Statistics

	2017				Three months ended				2019			
	March 31,	June 30,	September 30,	December 31,	March 31,	June 30,	September 30,	December 31,	March 31,	June 30,	September 30,	December 31,
Cartons ¹	18,691	18,078	19,256	26,172	20,223	20,101	22,218	30,435	22,316	23,031	25,692	33,563
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
Terminals	28	28	28	28	28	28	28	28	28	28	30	30

¹ In thousands