STIFEL

Transportation Transportation & Logistics

Industry Update

Takeaways from 77th Annual Truckload Convention: Economy Still Mixed as Capacity Crisis Looms

We had the good fortune to attend the 77th edition of the Truckload Carriers Association (TCA) Annual Meeting held in Kissimmee, Florida on Monday and Tuesday, March 9-10, 2015. Over 1,700 attendees were present, which was a modest uptick from recent years' conventions. We had the pleasure of speaking to the assembled masses on Tuesday morning as we shared our views on the economy and the state of the truckload sector. In addition, we had nearly 20 one-on-one meetings with carriers and vendors from both the publicly traded and privately held realms. The following paragraphs summarize our two and a half day deep dive into the truckload industry:

- The economy continues to grow at a slow, steady rate, in the aggregate. Some regions, however, are performing better than average, while others are still struggling.
- Not all truckload demand is held in the same regard as some niches outperform others. Certain sectors of the industry are currently experiencing tighter supply and demand than others. Among the tighter segments are the team-expedited segment, the refrigerated segment, and the tank truck segment.
- Driver recruiting and retention remain problems #1, #2, and #3. The apprenticeship programs advocated by the TCA could potentially be a partial answer. That program would allow the industry to capture high school graduates who otherwise would be too young to qualify for a commercial driver's license (CDL).
- Mergers and acquisitions are in vogue. With drivers remaining so difficult to recruit and retain, carriers possessing balance sheet strength are turning to acquisitions as a value creation mechanism. We expect to see more deals in 2015 and for the foreseeable future as the industry continues to consolidate around larger, more sophisticated, lower cost carriers that tend to price services rationally.
- Natural gas isn't going away. Truck stop chains and fuel vendors all report that they are moving ahead with plans to make CNG and LNG available to carriers throughout the U.S. As diesel prices recover over time, we would expect to hear much more about the economic and environmental advantages associated with natural gas as a truckload fuel.
- Few hold out any hope for a major change in the trajectory of the federal regulatory agenda. Those within the beltway continue to push for ever safer operations, more fuel efficiency, and reduced emissions.
- Insider selling usually indicates that valuations are getting close to the top. Insider selling has been fairly rampant across the group over the past 6-9 months. On the contrary, little, if any, insider buying has been noted.
- Investment conclusions: Our long-term outlook for the truckload industry is bullish. Demand is likely to continue rising as the U.S. population grows, as manufacturing comes back to North America, and as U.S. exports of Western lifestyle goods become increasingly appealing to Europe and Asia. Capacity is likely to grow slower than demand as the driver shortage persists. The inevitable mother of all capacity shortages should become evident in the 2017 timeframe as capacity sapping regulations near full implementation. While we continue to think that valuations are generally stretched across the transportation and logistics group, we continue to believe that select truckload carriers offer interesting upside potential over the coming 12 months. Our favorite Buy-rated names remain: Swift Transportation (SWFT, \$28.16), Celadon Group (CGI, \$25.51), Quality Distribution (QLTY, \$10.43), and Universal Truckload Services (UACL \$26.67). Each is a play on the impording capacity shortage and/or the re-industrialization of America themes.

(UACL, \$26.67). Each is a play on the impending capacity shortage and/or the re-industrialization of America themes. *Prices are as of the close, 3/11/15.*

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The economy continues to grow at a slow, steady rate, in the aggregate. Some regions, however, are performing better than average, while others are still struggling. The recent West Coast port strife has set up the potential for strong demand from the West for the next several months as backlogs created by the recent rolling work slowdowns are drawn down. This strong demand from the ports will be super-imposed upon what has become the peak season (March, April, and May-the period when spring and summer merchandise, beverages, and food are pushed in large quantities through the nation's supply chain). Despite a comparatively less debilitating winter than last year in most parts of the country (New England excluded), improved intermodal service, partial relief with regard to the hours-of-service rules, and the transition of some displaced oilfield workers into truckload driver jobs, supply and demand should remain generally tight in the truckload sector through at least July 1. But, with still sub-potential economic growth, a reduction in energy exploration activities, and the first disruption free operating environment in 18+ months, it is entirely possible that supply and demand can loosen somewhat more in the second half of the year on top of what has already been experienced YTD. This could potentially make it more difficult to secure additional rate increases on top of the mid- to upper-single digit rate increases recently reported by many truckload carriers. Having said that, by the time we hit the 2017-2019 time period, the full implementation of the electronic logging device (ELD) and speed limiter rules will have such a dramatic impact on industry capacity (as much as 2/3 of the industry may presently be non-compliant with respect to the hours-of-service rules, and observation of speed limits), that carriers will have much more flexibility in setting prices and selecting which customers and freight lanes to serve. With that new flexibility, should come enhanced margins.

Not all truckload demand is held in the same regard as some niches outperform others. Certain sectors of the industry are currently experiencing tighter supply and demand than others. Among the tighter segments are the team-expedited segment, the refrigerated segment, and the tank truck segment. Flatbed demand has been slightly cooler, as of late, due to the dramatic slowdown in drilling activity in the shales. Dry van volume has been more typical, given ongoing struggles experienced by the average American consumer. Contractual pricing renewals can be expected to at least partially reflect the relative tightness of supply and demand in each of the individual sectors.

Driver recruiting and retention remain problems #1, #2, and #3. Not a single carrier has found the magic bullet that will solve this perplexing problem. Driver pay hikes, referral bonuses, signing bonuses, longevity bonuses, fuel efficiency bonuses, safety bonuses, productivity bonuses, service quality bonuses, driver wellness programs, driver recognition programs, fleet manager behavioral adjustments, reductions in the driver-to-fleet manager ratio, driver input on equipment specifications, establishment of driver training schools, and partnerships with driver training schools have hardly scratched the surface of the problem. Carriers' strategies conjure up visions of the story of the group of five campers rudely awakened by a bear. One need only be faster than the slowest camper to avoid becoming the bear's breakfast. Similarly, carriers need to be only among the more attractive carriers (in the eyes of the driver population) to attract a portion of the dwindling labor force. Until the industry finds a way to attract more drug free, safe, disciplined individuals into the industry, the status guo may just persist until autonomous and driverless trucks finally arrive on the scene (15-20 years from now, in our view). The apprenticeship programs advocated by the TCA could potentially be a partial answer. That program would allow the industry to capture high school graduates who otherwise would be too young to qualify for a commercial driver's license (CDL). Oftentimes, motivated high school graduates who are not headed to college will find fulfilling careers away from the trucking industry prior to reaching the age of 21, which is the minimum age requirement for a CDL. It is also noted that some carriers require new hires to be at least 23 or even 25 years of age before applying for a driver job, which further magnifies this issue. It seems that insurance industry data suggest that young males can be a large liability to cover, and subsequently they charge large premiums to do so. The aforementioned apprenticeship program offers much hope as at least a partial solution to the driver challenge.

Mergers and acquisitions are in vogue. With drivers remaining so difficult to recruit and retain, carriers possessing balance sheet strength are turning to acquisitions as a value creation mechanism; however, no single formula applies. Carriers will buy other carriers that offer complimentary services or that cover complimentary geographies. Carriers will buy carriers to build density, or will buy those expected to see a dramatic improvement in financial performance as the acquiring carriers operating plan is rolled out across the new property. We expect to see more deals in 2015 and for the foreseeable future as the industry continues to consolidate around larger, more sophisticated, lower cost carriers that tend to price services rationally. As some smaller carriers are expected to perish once the ELD and speed limiter rules are fully implemented, and with those having poor pricing schemes being consolidated out of the industry, the future is bright for the larger, more sophisticated, well-capitalized carriers. The same may not be true for truck brokers who have long relied on the small, less sophisticated carriers as a source of capacity. Time will tell how this all plays out, but from our perspective, the handwriting would appear to be on the proverbial wall.

Natural gas isn't going away. Truck stop chains and fuel vendors all report that they are moving ahead with plans to make CNG and LNG available to carriers throughout the U.S. According to one large vendor, the payback period for many carriers on the incremental investment required on a natural gas powered truck is still 18-24 months, in spite of the recent downward movement in diesel prices. As diesel prices recover over time, we would expect to hear much more about the economic and environmental advantages associated with natural gas as a truckload fuel.

Few hold out any hope for a major change in the trajectory of the federal regulatory agenda. Those within the beltway continue to push for ever safer operations, more fuel efficiency, and reduced emissions. One commentator suggested that the trucking industry has become the most regulated industry in America. As is almost always the case, regulations designed to protect the "small guy" end up pulverizing the small guy and creating bigger competitive advantages for the larger carriers, which are more capable of coping with the myriad of regulations currently in place and the avalanche of additional regulations close to issuance, or in the developmental stages.

Insider selling usually indicates that valuations are getting close to the top. Insider selling has been fairly rampant across the group over the past 6-9 months. In the contrary, little, if any, insider buying has been noted. After collectively following this industry for 30 years, we cannot remember a situation where heavy insider selling did not indicate that valuations were full, if not somewhat extended. We have no reason to believe that anything is different this time around.

Investment conclusions: Our long-term outlook for the truckload industry is bullish. Demand is likely to continue rising as the U.S. population grows, as manufacturing comes back to North America, and as U.S. exports of Western lifestyle goods become increasingly appealing to Europe and Asia. Capacity is likely to grow slower than demand as the driver shortage persists. The inevitable mother of all capacity shortages should become evident in the 2017 timeframe as capacity sapping regulations near full implementation. While we continue to think that valuations are generally stretched across the transportation and logistics group, we continue to believe that select truckload carriers offer interesting upside potential over the coming 12 months. Our favorite Buy-rated names remain: Swift Transportation (SWFT, \$28.16), Celadon Group (CGI, \$25.51), Quality Distribution (QLTY, \$10.43), and Universal Truckload Services (UACL, \$26.67). Each is a play on the impending capacity shortage and/or the re-industrialization of America themes.

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			CI	osing	E	arnings	Per S	hare	12 <u>-Mo. T</u>	ar <u>get</u>	Price / F	air V <u>alue</u>
Company	Ticker	Rating		1/2015		15E		Y 16E	P/E Multiple ⁽⁸⁾		timate	Potenti Upside
Greenbrier ⁽⁶⁾	GBX	Buy	\$	51.84	\$	5.30	\$	6.00	11.0x	\$	66	27.3
Trinity Industries	TRN	Buy	\$	31.77	\$	4.20	\$	4.00	10.0x	\$	40	25.9
Student Transportation Inc. ⁽⁵⁾	STB	Buy	\$	5.37	\$	0.04	\$	0.06	NM	\$	6.30	25.5
Quality Distribution	QLTY	Buy	\$	10.43	\$	0.80	\$	0.92	14.0x	\$	13	24.6
Jniversal Truckload Svcs	UACL	Buy	\$	26.67	\$	1.85	\$	2.05	15.5x	\$	32	20.0
GATX Corporation	GMT	Hold	\$	56.96	\$	5.20	\$	5.60	12.0x	\$	67	17.6
Swift Transportation	SWFT	Buy	\$	28.18	\$	1.70	\$	1.95	17.0x	\$	33	17.1
American Railcar Industries	ARII	Hold	\$	48.86	\$	5.00	\$	5.20	11.0x	\$	57	16.7
Cummins	CMI	Buy	\$	137.37	\$	10.15	\$	11.60	13.5x	\$	157	14.3
VABCO Holdings Inc.	WBC	Buy	\$	115.20	\$	6.00	\$	7.25	18.0x	\$	131	13.7
Celadon Group ⁽¹⁾	CGI	Buy	\$	25.51	\$	1.49	\$	1.80	16.0x	\$	29	13.7
Freightcar America ⁽⁷⁾	RAIL	Hold	\$	29.39	\$	1.50	\$	2.30	10.0x	\$	33	12.3
RC Worldwide	YRCW	Hold	\$	17.84	\$	0.92	\$	1.65	12.0x	\$	20	12.1
Vabash National Corp.	WNC	Buy	\$	14.55	\$	1.10	\$	1.20	13.0x	\$	16	10.0
(PO Logistics, Inc. ⁽⁴⁾	XPO	Buy	\$	45.61	\$	(0.12)	\$	0.85	NM	\$	50	9.6
Genesee & Wyoming, Inc.	GWR	Buy	\$	103.37	\$	4.96	\$	6.27	18.0x	\$	113	9.3
.B. Foster Company	FSTR	Hold	\$	43.15	\$	3.30	\$	3.60	13.0x	\$	47	8.9
aia, Inc.	SAIA	Hold	\$	44.30	\$	2.65	\$	3.20	15.0x	\$	48	8.4
con-way Inc.	CNW	Hold	\$	43.73	\$	2.79	\$	3.47	13.5x	\$	47	7.
lorfolk Southern Corp.	NSC	Hold	\$	108.25	\$	7.00	\$	7.90	14.5x	\$	115	6.2
oadrunner Transportation Svcs.	RRTS	Hold	\$	25.47	\$	1.73	\$	1.98	13.5x	\$	27	6.0
anadian Pacific Railway	CP	Hold	\$	185.58	\$	8.88	\$	11.55	17.0x	\$	196	5.0
edEx Corp. ⁽²⁾	FDX	Hold	\$	171.56	\$	10.23	\$	12.00	15.0x	\$	180	4.9
andstar System	LSTR	Hold	\$	68.79	\$	3.50	\$	3.95	18.0x	\$	71	3.2
Vestport Innovations	WPRT	Hold	\$	4.85	\$	(1.10)	\$	(0.70)	NM	\$	5	3.
Knight Transportation	KNX	Hold	\$	33.00	\$	1.45	\$	1.70	20.0x	\$	34	3.0
Canadian National Railway	CNI	Hold	\$	67.17	\$	3.78	\$	4.31	16.0x	\$	69	2.7
Inion Pacific Corp.	UNP	Hold	\$	114.29	\$	6.60	\$	7.50	15.5x	\$	116	1.(
JTi Worldwide ⁽³⁾	UTIW	Hold	\$	13.09	\$	0.36	\$	0.61	21.0x	\$	13	-0.7
orward Air Corp.	FWRD	Hold	\$	53.40	\$	2.43	\$	2.95	18.0x	\$	53	-0.7
(irby Corp.	KEX	Hold	\$	75.97	\$	4.60	\$	5.00	15.0x	\$	75	-1.3
Ryder System	R	Hold	э \$	92.52	ֆ \$	4.00 6.30	ф \$	7.00	13.0x	э \$	91	-1.0
CSX Corp.	CSX	Hold	э \$	92.52 33.66	գ Տ	2.10	ф \$	2.30	13.0x 14.5x	э \$	33	-1.0
ArcBest Corporation	ARCB	Hold	э \$	33.00 40.04	э \$	2.10	э \$	2.30 3.15	14.5x 12.5x	э \$	33 39	-2.0
Expeditors International	EXPD	Hold	э \$	40.04 47.58	ъ \$	2.60	э \$	2.30	12.5x 20.0x	э \$	39 46	-2.0
Did Dominion Freight Line	ODFL	Hold	э \$	77.89	գ Տ	3.65	ф \$	4.20	20.0x 17.5x	э \$	40 74	-5.0
Inited Parcel Service	UPS	Hold	э \$	98.72	э \$	5.05 5.15	э \$	4.20 5.80	17.5x 16.0x	э \$	93	-5.6
			-									
Verner Enterprises Deutsche Post DHL	WERN DPW-DE	Hold	\$ €	31.86	\$ £	1.55	\$ £	1.75	16.5x	\$ £	29 27	-9.0
		Hold	€ ¢	29.73	€ ¢	1.77	€ \$	2.02	15.0x	€ ¢	27 84	-9.2
Vabtec Corporation	WAB	Hold	\$	92.68	\$	4.05		4.65	18.0x	\$	84	-9.4
Marten Transport		Hold	\$	22.22	\$	1.10	\$	1.27	15.5x	\$	20	-10.0
leartland Express	HTLD	Hold	\$ CUE	24.62	\$ CUE	1.10	\$	1.23	17.5x	\$	22	-10.6
Panalpina World Transport Holding	PWTN-CH		CHF	140.30		5.15		F 6.50	19.0x		IF 124	-11.6
C.H. Robinson Worldwide	CHRW	Sell	\$	72.48	\$	3.32	\$	3.60	17.5x	\$	63	-13.1
I.B. Hunt Transport Svcs.	JBHT	Hold	\$	86.80	\$	3.60	\$	4.15	18.0x	\$	75	-13.0
lub Group, Inc.	HUBG	Hold	\$	40.21	\$	1.90	\$	2.15	16.0x	\$	34	-15.4
Kansas City Southern		Sell	\$ СЫБ	114.51	\$ СШБ	5.40	\$ СЦ	6.10	15.5x	\$ CL	95 JE 110	-17.0
Kuehne+Nagel International AG Echo Global Logistics	KNIN-CH ECHO	Hold Sell	CHF \$	143.70 28.13	CHF \$	5.82	СН \$	F 6.28 1.10	19.0x 19.0x	CF \$	IF 119 21	-17.2 -25.3

(1) CGI is on June 30 fiscal year

(2) FedEx is on May 31 fiscal year

(3) UTIW is on a January 31 fiscal year; fair value estimate based on FY2017 EPS estimates

(4) XPO Logistics 12-month target price of \$50 is derived by discounting our 2016 estimated share price of \$60 (i.e. 13.0x our 2017 EBITDA estimate of \$575 million less 2017 net debt of \$1.2 billion) back one year to 2016 at an annual discount rate of 20%.

(5) Student Transportation Inc. target price is derived from the average of a DDM and DCF of FCFE. Additionally, the upside potential includes the annual dividend yield in USD.

(6) Greenbrier (GBX) is on an August 31 fiscal year; target price based on FY2016 EPS estimates

(7) Freightcar America (RAIL) fair value estimate is \$33.00 or 10.0x \$2.30 plus ~\$10.00 cash and securities per share

(8) Multiples listed are applied to 2016 EPS estimates unless none is established or otherwise noted

Source: FactSet Research Systems, Stifel estimates

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Equity Comps - Transportation

							Compai	rative Va	luation	Matrix												
(figures in \$US millions, except per share amounts)																						
		Closing						Equit	y value as	a multipl	e of		Enterpris	e value as	a multiple of							
		Price	Diluted	Market	Total	Cash &			ngs per S		Book	TTM	2015E	TTM	TTM	TTM	TTM	TTM	TTM	PEG	Div.	2015E
Company name (Ticker)	Rating	3/11/2015	S/O	cap.	Debt	equiv.	TEV ^(a)	2013A ^(b)	2014E ^(b)	2015E ^(b)	value	Revenue	EBITDA	EBITDA	EBITDAR ^(c)	EBIT	ROA	ROE	ROIC	ratio ^(d)	Yield	FCF Yld
Truckload																						
Celadon Group (CGI)	Buy	25.51	24.1	613.9	429.4	10.1	1,033.3	25.8x	22.8x	17.1x	2.3x	1.3x	7.4x	9.2x	8.6x	21.5x	3.3%	10.6%	4.7%	1.5	0.3%	1.5%
Covenant Transport (CVTI)	NC	35.65	15.1	536.6	232.1	19.9	748.8	NM	36.4x	28.5x	5.5x	1.0x	NE	12.0x	9.9x	NM	0.9%	4.1%	3.2%	NM	0.0%	NE
Heartland Express (HTLD)	Hold	24.62	87.9	2,163.4	24.6	17.3	2,170.7	29.0x	25.5x	22.4x	4.5x	2.5x	8.3x	9.0x	9.0x	16.5x	11.4%	19.4%	17.4%	3.6	0.3%	5.7%
J.B. Hunt Transport Svcs. (JBHT)	Hold	86.80	117.5	10,198.8	933.5	5.7	11,126.6	30.2x	27.5x	24.1x	8.5x	1.8x	10.7x	12.0x	11.9x	17.6x	12.1%	33.8%	20.3%	1.8	1.0%	0.3%
Knight Transportation (KNX)	Hold	33.00	84.4	2,786.0	143.4	17.1	2,942.8	38.8x	26.3x	22.8x	4.1x	2.7x	9.3x	11.5x	11.5x	18.1x	11.0%	16.7%	14.6%	1.9	0.7%	3.6%
Landstar System (LSTR)	Hold	68.79	45.2	3,109.4	90.1	140.6	3,058.9	29.1x	22.4x	19.7x	6.3x	1.0x	10.8x	12.1x	12.0x	13.6x	14.4%	30.2%	24.4%	1.9	0.4%	2.1%
Marten Transport (MRTN)	Hold	22.22	33.8	750.4	24.4	0.1	774.6	24.7x	24.4x	20.2x	1.9x	1.2x	5.7x	6.5x	6.5x	15.2x	5.4%	8.0%	7.8%	1.7	0.5%	1.2%
P.A.M. Transportation Svcs. (PTSI)	NC	52.90	8.1	429.6	107.6	0.5	536.7	NM	31.9x	22.5x	3.6x	1.3x	NE	10.2x	10.1x	NM	2.4%	6.4%	4.2%	2.7	0.0%	NE
Quality Distribution (QLTY)	Buy	10.43	28.2	294.2	351.3	1.4	644.2	15.6x	13.7x	13.0x	NM	0.6x	7.6x	9.2x	8.4x	13.3x	11 .9 %	NM	12.0%	1.4	0.0%	11.9%
Swift Transportation (SWFT)	Buy	28.18	146.7	4,133.1	1,495.1	105.1	5,523.0	23.9x	20.6x	16.6x	8.8x	1.3x	7.8x	9.0x	8.1x	14.1x	6.8%	52.1%	13.0%	1.2	0.0%	4.6%
Universal Truckload Svcs. (UACL)	Buy	26.67	30.0	799.9	238.3	8.0	1,030.2	15.8x	17.7x	14.4x	5.8x	0.9x	7.7x	9.0x	8.8x	12.8x	8.9%	37.4%	14.0%	0.9	1. 0 %	4.4%
USA Truck (USAK)	NC	28.37	10.6	300.1	125.7	0.0	425.8	NM	NM	NM	3.1x	0.7x	NE	11.0x	10.7x	NM	-2.5%	-8.1%	-2.4%	NM	0.0%	NE
Werner Enterprises (WERN)	Hold	31.86	73.0	2,325.8	75.0	22.6	2,378.2	27.0x	23.4x	20.6x	2.8x	1.1x	6.2x	7.1x	7.0x	14.9x	7.0%	12.3%	11.5%	2.0	0.6%	2.3%
Min			1	294.2	24.4	0.0	425.8	15.6x	13.7x	13.0x	1.9x	0.6x	5.7x	6.5x	6.5x	12.8x	-2.5%	-8.1%	-2.4%	0.9	0.0%	0.3%
Mean				2,187.8	328.5	26.8	2,491.8	26.0x	24.4x	20.2x	4.8x	1.3x	8.1x	9.8x	9.4x	15.8x	7.2%	18.6%	11.1%	1.9	0.4%	3.8%
Mean (Asset-based TL only)				2,423.8	359.1	19.8	2,766.1	28.5x	26.5x	21.6x	4.5x	1.5x	7.9x	9.7x	9.3x	16.8x	5.8%	15.5%	9.4%	2.1	0.3%	2.7%
Median				799.9	143.4	10.1	1,033.3	26.4x	23.9x	20.4x	4.3x	1.2x	7.8x	9.2x	9.0x	15.0x	7.0%	14.5%	12.0%	1.8	0.3%	2.9%
Мах				10,198.8	1,495.1	140.6	11,126.6	38.8x	36.4x	28.5x	8.8x	2.7x	10.8x	12.1x	12.0x	21.5x	14.4%	52.1%	24.4%	3.6	1.0%	11.9%
Stifel Transportation Average				10.786.5	1.745.4	370.7	12.209.8	23.3x	22.5x	18.4x	3.7x	2.1x	8.8x	10.4x	9.2x	14.9x	6.5%	17.2%	12.1%	1.8	0.9%	3.4%

(a) Total Enterprise Value = Market Capitalization of Equity + Total Debt - Cash + Market Value of Minority Interest

(b) Stifel estimates for those rated and First Call mean estimates for unrated securities

(c) Enterprise value adjusted to include the capitalization of off balance sheet operating leases with lease expense (or rent expense) being added back to EBITDA for the valuation multiple calculation

(d) 2014E P/E divided by First Call mean or Stifel estimated long-term growth rate

Excludes non-recurring items Calculations may vary due to rounding Source: Company data , First Call, and Stifel estimates

March 11, 2015

STIFEL

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Celadon Group Income Statement

(figures in \$ millions, except per share amounts)										Г		FY 20	14		Ī		FY 20	15				FY 2	016			
Fiscal year end June 30										-	Sept	Dec	Mar	Jun		Sept	Dec	Mar	Jun		Sept	Dec	Mar	Jun		
	2004A	2005A	2006A	2007A	2008A	2009A	2010A	2011A	2012A	2013A	1QA	2QA	3QA	4QA	2014A	1QA	2QA	3QE	4QE	2015E	1QE	2QE	3QE	4QE	2016E	2017E
																										1
Freight revenues	374.8	391.8	406.1	423.0	448.2	409.4	451.5	467.0	404.6	405.9	114.5	127.8	123.0	124.5	489.7	125.9	148.2	148.9	154.8	577.9	153.1	162.7	161.8	169.9	647.5	700.3
Asset Light revenue	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	42.2	44.0	13.2	14.0	14.4	16.8	58.4	16.5	21.8	22.6	24.1	85.1	23.0	23.3	24.2	25.8	96.3	100.2
Intermodal revenue	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	16.5	22.4	7.5	9.7	10.5	11.1	38.8	9.2	8.6	9.7	10.6	38.1	10.0	9.6	9.9	11.1	40.6	41.8
Other Revenue (formerly Truckers B2B)	8.1	7.8	8.3	10.0	9.3	0.0	0.0	0.0	11.8	16.8	6.7	5.7	7.7	8.3	28.4	6.0	8.6	7.7	7.3	29.6	7.8	8.2	7.9	7.6	31.5	32.2
Fuel surcharge revenues	15.0	37.1	65.7	69.7	108.4	82.2	77.1	101.2	123.8	124.6	33.1	36.4	37.7	36.7	143.9	35.7	35.2	23.6	22.4	116.9	20.9	21.4	23.8	27.4	93.4	109.8
Gross revenues	397.9	436.8	480.2	502.7	565.9	491.6	528.6	568.2	599.0	613.6	175.1	193.6	193.2	197.4	759.3	193.4	222.4	212.6	219.2	847.6	214.8	225.0	227.7	241.8	909.3	984.1
% change y/y	8.4%	9.8%	9.9%	4.7%	12.6%	-13.1%	7.5%	7.5%	5.4%	2.5%	14.2%	30.7%	29.1%	21.4%	23.7%	10.5%	14.9%	10.0%	11.1%	11.6%	11.1%	1.2%	7.1%	10.3%	7.3%	8.2%
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Operating expenses:																										1
Salaries, wages and employee benefits	124.5	133.6	144.6	144.8	159.9	155.6	156.0	150.2	158.9	165.5	46.7	53.9	52.9	56.4	209.9	57.2	63.6	65.6	65.9	252.3	64.2	68.2	69.4	72.8	274.5	291.6
Fuel	57.1	81.5	109.3	116.3	163.1	125.9	125.2	138.5	156.2	143.8	36.8	43.7	46.8	44.4	171.7	40.0	39.2	31.9	32.3	143.5	31.5	33.2	35.1	36.5	136.3	153.5
Operations and maintenance	33.1	33.7	29.4	32.3	37.2	35.5	36.6	41.1	39.2	32.7	11.3	11.7	14.4	12.3	49.7	11.2	13.0	12.8	12.7	49.7	12.4	13.1	13.4	13.9	52.8	56.0
Insurance and claims	15.8	14.4	13.7	13.1	15.5	13.8	17.1	14.5	13.9	15.3	4.1	4.6	5.6	4.9	19.3	5.7	7.2	7.2	7.1	27.2	6.9	7.3	7.4	7.7	29.3	31.6
Depreciation and amortization	16.0	14.9	13.0	21.6	32.4	54.2	59.5	58.3	55.4	57.6	16.1	16.7	15.9	15.6	64.3	15.6	17.7	18.4	18.6	70.3	18.3	18.7	18.5	18.8	74.3	75.8
Gains on sale of equipment	0.0	0.0	(0.5)	0.3	0.8	0.0	0.6	(1.1)	(8.2)	(6.8)	(1.2)	(0.8)	(2.3)	(2.2)	(6.5)	(4.6)	(4.0)	(6.5)	(5.7)	(20.7)	(5.5)	(5.6)	(5.5)	(5.8)	(22.4)	(22.6)
Revenue equipment rentals	30.2	35.8	39.6	31.9	25.6	6.4	3.7	1.6	6.0	7.0	1.7	1.6	1.8	1.6	6.6	2.6	2.6	2.8	2.8	10.9	3.0	3.1	3.2	3.3	12.6	13.5
Purchased transportation (12)	77.6	73.0	70.3	73.7	82.2	55.8	82.6	106.7	108.9	125.7	41.7	45.6	43.3	43.3	173.9	43.6	58.2	58.3	59.0	219.2	57.6	60.6	62.0	64.6	244.8	265.4
Cost of products and services sold	5.0	4.8	5.4	7.0	6.4	5.8	5.9	3.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Professional and consulting fees	2.4	2.6	2.7	2.2	0.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Communications and utilities	4.2	4.2	4.1	4.8	5.1	4.9	4.8	4.2	4.3	5.4	1.4	1.5	1.8	1.7	6.4	1.8	2.1	2.0	2.0	7.9	1.8	1.9	1.9	2.0	7.5	8.1
Operating taxes and licenses	8.2	8.5	8.2	8.6	9.1	9.7	9.8	9.9	10.3	10.5	2.8	3.3	3.4	3.7	13.3	3.3	3.7	3.8	3.8	14.6	3.7	3.9	3.7	3.8	15.2	15.3
General and other operating	6.9	6.3	6.1	6.0	9.1	8.1	7.0	6.7	7.3	8.4	2.1	3.0	2.8	3.3	11.2	3.5	3.4	3.4	3.4	13.7	3.3	3.2	3.4	3.5	13,4	14.4
Total operating expenses	381.1	413.4	446.0	462.6	547.1	475.7	508.9	533.9	552.2	565.0	163.6	184.7	186.4	185.2	719.9	179.9	206.8	199.7	202.1	788.5	197.2	207.5	212.4	221.2	838.3	902.9
Operating ratio	95.8%	94.6%	92.9%	92.0%	96.7%	96.8%	96.3%	94.0%	92.2%	92.1%	93.4%	95.4%	96.5%	93.8%	94.8%	93.0%	93.0%	93.9%	92.2%	93.0%	91.8%	92.2%	93.3%	91.5%	92.2%	91.7%
Operating ratio, net of FSC	95.6%	94.1%	91.7%	90.7%	95.9%	96.1%	95.6%	92.6%	90.2%	90.0%	91.9%	94.3%	95.6%	92.4%	93.6%	91.5%	91.7%	93.2%	91.3%	91.9%	90.9%	91.4%	92.5%	90.4%	91.3%	90.7%
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EBIT	16.9	23.4	34.2	40.1	18.8	15.9	19.8	34.3	46.8	48.7	11.5	8.9	6.8	12.2	39.4	13.5	15.6	12.9	17.1	59.0	17.6	17.6	15.3	20.6	71.0	81.2
% margin	4.2%	5.4%	7.1%	8.0%	3.3%	3.2%	3.7%	6.0%	7.8%	7.9%	6.6%	4.6%	3.5%	6.2%	5.2%	7.0%	7.0%	6.1%	7.8%	7.0%	8.2%	7.8%	6.7%	8.5%	7.8%	8.3%
EBITDA	32.9	38.3	47.2	61.7	51.2	70.1	79.3	92.6	102.2	106.3	27.7	25.7	22.7	27.8	103.8	29.0	33.3	31.3	35.7	129.3	36.0	36.2	33.7	39.4	145.3	157.1
	32.9 8.3%	38.3 8.8%	9.8%	12.3%	9.1%	14.3%	15.0%	92.6 16.3%	102.2	17.3%	15.8%	13.3%	11.7%	27.0	13.7%	29.0 15.0%	33.3 15.0%	31.3 14.7%	35.7 16.3%	129.3	36.0 16.7%	30.2 16.1%	33.7 14.8%	39.4 16.3%	145.5	16.0%
% margin	0.3%	0.0%	9.0%	12.3%	9.1%	14.3%	15.0%	10.3%	17.170	17.3%	15.6%	13.3%	11.770	14.1%	13.1%	15.0%	15.0%	14.7%	10.3%	15.3%	10.7%	10.1%	14.0%	10.3%	10.0%	10.0%
Interest (income)	(0.0)	(0.0)	(0.2)	(0.0)	(0.1)	(0.0)	(0.1)	(0.1)	(0.1)	0.0	0.0	(0.0)	(0.0)	(0.0)	(0.0)	0.0	(0.0)	(0.0)	(0.0)	(0.1)	(0.0)	(0.0)	(0.0)	(0.0)	(0.2)	(0.2)
Interest expense	3.8	(0.0)	0.9	3.5	5.0	9.1	10.1	8.2	5.7	4.9	1.2	1.3	1.4	1.2	5.1	1.2	2.0	1.9	1.9	7.0	1.8	1.7	1.7	1.6	6.8	5.6
Other (income) expense, net	0.2	0.0	0.0	0.1	0.2	(0.2)	0.1	(0.6)	(0.4)	(1.0)	(0.2)	(0.2)	(0.3)	(0.3)	(1.0)	(0.1)	(0.0)	0.0	0.0	(0.1)	0.0	0.0	0.0	0.0	0.0	0.0
Other (income) expense, net	0.2	0.0	0.0	0.1	0.2	(0.2)	0.1	(0.6)	(0.4)	(1.0)	(0.2)	(0.2)	(0.3)	(0.3)	(1.0)	(0.1)	(0.0)	0.0	0.0	(0.1)	0.0	0.0	0.0	0.0	0.0	0.0
Profit before tax	13.0	22.0	33.4	36.5	13.7	7.1	9.6	26.8	41.5	44.7	10.5	7.8	5.7	11.3	35.4	12.4	13.6	11.0	15.3	52.2	15.8	15.9	13.6	19.0	64.3	75.8
% margin	3.3%	5.0%	7.0%	7.3%	2.4%	1.4%	1.8%	4.7%	6.9%	7.3%	6.0%	4.1%	3.0%	5.7%	4.7%	6.4%	6.1%	5.2%	7.0%	6.2%	7.4%	7.0%	6.0%	7.9%	7.1%	7.7%
76 margin																										
Tax rate	48.9%	42.8%	38.5%	39.0%	52.2%	68.1%	60.1%	44.7%	38.5%	39.1%	37.8%	34.6%	39.2%	40.4%	38.1%	35.0%	37.2%	38.5%	38.5%	37.3%	38.5%	38.5%	38.5%	38.5%	38.5%	38.5%
Net income (loss) from continuing operations	6.6	12.6	20.5	22.3	6.5	2.3	3.8	14.8	25.5	27.3	6.6	5.1	3.5	6.7	21.9	8.0	8.5	6.8	9.4	32.7	9.7	9.8	8.4	11.7	39.6	46.6
Extraordinary item (net of tax) ^{(1) - (9)}	(6.9)	0.0	0.0	0.0	0.0	0.0	0.0	0.3	0.0	0.0	0.0	0.0	0.0	8.8	8.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	(0.3)	12.6	20.5	22.3	6.5	2.3	3.8	15.1	25.5	27.3	6.6	5.1	3.5	15.5	30.7	8.0	8.5	6.8	9.4	32.7	9.7	9.8	8.4	11.7	39.6	46.6
% margin	1.7%	2.9%	4.3%	4.4%	1.2%	0.5%	0.7%	2.7%	4.3%	4.4%	3.7%	2.6%	1.8%	7.9%	4.0%	4.2%	3.8%	3.2%	4.3%	3.9%	4.5%	4.3%	3.7%	4.8%	4.4%	4.7%
Average shares outstanding - diluted (10) (11)	18.0	23.0	23.4	23.7	22.6	22.1	22.4	22.6	22.9	23.4	23.7	23.7	23.8	23.9	23.8	23.9	24.0	23.9	23.9	23.9	23.9	23.9	23.9	23.9	23.9	23.9
FY EPS - diluted (continuing operations)	\$0.37	\$0.55	\$0.88	\$0.94	\$0.29	\$0.10	\$0.17	\$0.66	\$1.12	\$1.17	\$0.28	\$0.22	\$0.15	\$0.28	\$0.92	\$0.34	\$0.36	\$0.28	\$0.39	\$1.37	\$0.41	\$0.41	\$0.35	\$0.49	\$1.65	\$1.95
% change y/y	60.9%	48.6%	60.0%	6.8%	-69.1%	-65.5%	70.0%	288.2%	69.7%	4.5%	-22.2%	-31.3%	-21.1%	-9.7%	-21.4%	21.4%	63.6%	86.7%	39.3%	48.9%	20.6%	13.9%	25.0%	25.6%	20.4%	18.2%
FY EPS - diluted	(\$0.02)	\$0.55	\$0.88	\$0.94	\$0.29	\$0.10	\$0.17	\$0.67	\$1.12	\$1.17	\$0.28	\$0.22	\$0.15	\$0.65	\$1.29	\$0.34	\$0.36	\$0.28	\$0.39	\$1.37	\$0.41	\$0.41	\$0.35	\$0.49	\$1.65	\$1.95
% change y/y	-110.0%	NM	60.0%	6.8%	-69.1%	-65.5%	70.0%	294.1%	67.2%	4.5%	-22.2%	-31.3%	-21.1%	109.7%	10.3%	21.4%	63.6%	86.7%	-40.0%	6.2%	20.6%	13.9%	25.0%	25.6%	20.4%	18.2%
CY EPS - diluted (continuing operations)	\$0.43	\$0.71	\$1.03	\$0.56	\$0.38	(\$0.08)	(\$0.89)	\$0.81	\$1.31	\$0.99	\$0.15	\$0.28	\$0.34	\$0.36	\$1.12	\$0.28	\$0.39	\$0.41	\$0.41	\$1.49	\$0.35	\$0.49	\$0.48	\$0.48	\$1.80	
% change y/y	-119.2%	65.1%	45.1%	-45.6%	-32.1%	-121.1%	NM	-191.0%	61.7%	-24.4%	-21.1%	-9.7%	21.4%	63.6%	13.1%	86.7%	39.3%	20.6%	13.9%	33.0%	25.0%	25.6%	17.1%	17.1%	20.8%	
CY EPS - diluted	\$0.43	\$0.71	\$1.03	\$0.56	\$0.38	(\$0.08)	(\$0.89)	\$0.82	\$1.31	\$0.99	\$0.15	\$0.65	\$0.34	\$0.36	\$1.49	\$0.28	\$0.39	\$0.41	\$0.41	\$1.49	\$0.35	\$0.49	\$0.48	\$0.48	\$1.80	
% change y/y	NM	65.1%	45.1%	-45.6%	-32.1%	-121.1%	NM	-192.1%	59.8%	-24.4%	-21.1%	109.7%	21.4%	63.6%	50.5%	86.7%	-40.0%	20.6%	13.9%	0.0%	25.0%	25.6%	17.1%	17.1%	20.8%	

(1) FY99 excludes a \$1.2 million pretax charge (\$0.7 million aftertax) related to the expiration of its previously announced merger agreement with Odyssey Investment Partners

(2) F1Q00 excludes a \$3.3 million pretax loss (\$2.0 million aftertax) on disposition of equipment

(3) F4Q00 excludes \$2.8 million non-cash pretax charge (\$1.7 million aftertax) related to the fair value of shares of TruckersB2B common stock earned by its strategic partners

(a) F4000 excludes a scalar initiation in pretax density (c) in mixed in a relatively relative to a strategic partner (c) F4000 excludes \$0.8 million pretax density (c) in mixed in a relatively relative to a strategic partner (c) F4000 excludes a \$3.7 million pretax density (c) in mixed in a relatively scalar base of the company's flatbed division and approximately \$350,000 of non-cash member and vendor development expense related to issuing shares of TruckersB2B common stock at fair value to a strategic partner (c) F1003 excludes a \$314,000 pretax write-off of unamortized loan origination costs for refinancing the company's line of credit

(7) F1Q04 excludes a \$9.8 million pretax (\$6.9 million aftertax) impairment charge on 48' trailers

(8) F4Q04 excludes a \$3.1 million pretax benefit from a fuel tax refund relating to prior years as well as a \$3.1 million pretax increase in insurance and claims expense, primarily relating to a large accident in F4Q04

(9) F2Q06 includes \$940,000 pretax compensation expense due to accounting adjustment to account for increased value of stock appreciation rights (SARs), as Celadon's common stock price increased 29% in 2Q06. Without this additional expense, 2Q06 OR would have been 92.8% and EPS would have been \$0.52. (10) Adjusted for 3:2 stock split, effective February 15, 2006 (11) Adjusted for 3:2 stock split, effective June 15, 2006

(12) Includes revenue equipment rentals for periods before FY04

Note: Per a change in accounting treatment during F3Q12, the company is now classifying certain leases as capital leases as opposed to being historically treated as operating leases. As such, the company has included the reclassified leases on the balance sheet as assets under PP&E, liabilities under capital leases (both current and long-term). Additionally, the company has restated its income statement and cash flow statement data for FY2009, FY2010, FY2011—including FY2011 and YTD FY2012 quarterly data—as well as restating its balance sheet information as of 6/30/2010, 6/30/2011, and each quarter in YTD FY2012. Note that this reclassification increased PP&E, debt-like instruments, depreciation and interest expense, while decreasing the revenue equipment rentals line item. Additionally, revenue within the restated periods increased slightly as revenue that was included as a contra-account within the revenue equipment rental expense line item was reclassified as revenue in the restated historical periods.

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(figures in \$ millions, except per share amounts) Fiscal Year End December 31													ĺ		201	3		ĺ		201	14				201	5			
	2000A	2001A	2002A	2003A	2004A	2005A	2006A	2007A	2008A	2009A	2010A	2011A	2012A	1QA	2QA	3QA	4QA	2013A	1QA	2QA	3QA	4QA	2014A	1QE	2QE	3QE	4QE	2015E	2016E
Operating revenues																													
Transportation	506.0	459.6	441.9	479.7	520.6	546.5	577.2	580.7	565.8	454.7	498.4	517.8	597.4	164.0	174.6	171.9	164.6	675.1	170.6	184.3	186.1	177.5	718.5	180.9	195.9	199.9	192.9	769.6	831.6
% change y/y		-9.2%	-3.9%	8.6%	8.5%	5.0%	5.6%	0.6%	-2.6%	-19.6%	9.6%	3.9%	15.4%	23.1%	16.0%	7.4%	7.1%	13.0%	4.0%	5.5%	8.3%	7.9%	6.4%	6.1%	6.3%	7.4%	8.7%	7.1%	8.0%
Fuel surcharge	0.0	0.0	6.0	15.6	30.8	64.0	86.3	94.7	147.6	54.0	80.7	117.6	123.6	32.0	31.9	32.2	31.4	127.5	31.7	34.1	36.6	34.5	137.0	35.2	35.5	38.0	35.9	144.7	147.6
% change y/y		NM	NM	158.8%	97.4%	107.8%	34.7%	9.7%	55.9%	-63.4%	49.4%	45.7%	5.1%	4.1%	-0.7%	5.6%	3.9%	3.2%	-0.7%	6.8%	13.7%	9.9%	7.4%	11.0%	4.0%	4.0%	4.0%	5.6%	2.0%
Other service revenue	64.7	63.7	68.9	70.1	70.6	67.5	66.6	76.1	101.9	105.0	107.5	110.6	121.1	33.5	32.7	31.6	29.4	127.2	32.2	37.2	35.8	31.1	136.3	33.8	39.7	38.3	33.0	144.9	152.3
% change y/y		-1.6%	8.1%	1.8%	0.7%	-4.4%	-1.3%	14.3%	33.8%	3.0%	2.4%	2.9%	9.5%	19.5%	8.9%	0.2%	-6.7%	5.0%	-3.8%	13.6%	13.3%	5.7%	7.1%	5.1%	6.8%	7.1%	6.1%	6.3%	5.2%
Gross revenues	570.8	523.3	516.8	565.4	622.0	678.1	730.2	751.5	815.3	613.6	686.6	746.0	842.1	229.4	239.3	235.7	225.4	929.8	234.5	255.6	258.5	243.2	991.8	250.0	271.1	276.3	261.8	1,059.2	1,131.5
% change y/y	-2.3%	-8.3%	-1.3%	9.4%	10.0%	9.0%	7.7%	2.9%	8.5%	-24.7%	11.9%	8.6%	12.9%	19.5%	12.5%	6.1%	4.7%	10.4%	2.2%	6.8%	9.7%	7.9%	6.7%	6.6%	6.1%	6.9%	7.7%	6.8%	6.8%
Operating expenses:																													
Purchased transportation	322.6	300.1	301.9	360.3	420.6	471.2	493.7	471.5	466.8	373.5	474.9	522.9	552.5	142.9	150.4	153.2	148.3	594.7	157.6	173.7	174.7	161.8	667.8	160.1	171.9	174.9	165.3	672.3	717.9
Compensation	80.3	73.6	69.1	60.6	58.7	62.6	73.2	85.8	109.1	77.0	57.6	61.1	82.1	26.5	25.5	24.4	22.3	98.7	21.3	23.0	23.9	24.4	92.4	27.3	29.3	29.8	28.2	114.7	122.5
Fuel, supplies and maintenance	51.8	47.0	43.2	38.3	32.8	35.9	53.7	81.7	114.4	62.4	51.3	51.1	82.0	27.0	26.3	26.2	25.9	105.5	23.1	25.6	24.8	26.4	100.0	28.0	30.1	30.6	28.9	117.7	125.7
Depreciation and amortization	37.0	35.1	31.8	28.5	22.5	16.7	15.9	17.1	21.0	20.2	16.0	14.4	21.1	6.7	6.7	6.3	6.4	26.1	5.5	5.4	5.3	5.4	21.6	5.5	5.9	6.0	5.6	22.9	24.5
Selling and administrative	18.1	14.1	13.6	12.5	25.7	20.4	24.0	31.3	35.8	24.6	19.3	21.6	33.9	7.5	8.2	8.3	7.6	31.5	7.3	7.8	9.0	8.7	32.8	9.0	9.7	9.9	9.3	37.9	40.5
Insurance claims	8.3	8.6	18.4	32.2	22.8	19.2	13.3	23.9	15.0	14.1	15.5	14.0	15.8	4.5	4.4	4.6	5.7	19.2	6.3	47	5.6	4.5	21.1	5.9	6.4	6.5	6.1	24.9	26.6
Taxes and licenses	5.0	4.5	4.2	4.3	2.4	2.9	3.8	4.0	5.2	3.6	2.2	2.2	2.8	0.9	1.3	1.0	0.9	4.2	0.5	0.7	0.9	1.0	3.5	0.7	0.4	0.5	0.1	3.0	3.2
Communication and utilities	8.5	7.9	7.5	6.9	5.3	7.9	9.0	11.4	12.7	7.9	4.1	2.7	3.6	1.1	0.9	0.9	0.9	3.8	0.9	1.0	0.9	1.0	3.9	1.2	1.3	1.3	1.2	5.0	5.3
Loss (gain) on sale of property and equipment	(0.5)	0.1	0.5	0.0	2.1	0.3	(5.2)	1.0	(3.1)	(6.7)	1.1	(1.3)	(1.0)	(3.1)	1.6	(1.0)	0.1	(2.5)	(0.5)	(1.2)	(0.1)	(0.7)	(2.6)	(0.2)	(0.3)	(0.3)	(0.2)	(1.0)	(1.1)
Impairment on property, equipment, or goodwill	0.0	0.0	0.0	0.0	2.9	0.0	0.3	0.0	0.0	148.6	0.0	0.0	0.0	0.0	55.7	0.0	35.6	91.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CLC expenses	6.7	2.4	2.3	2.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Restructuring charges	3.2	1.0	1.8	0.7	0.0	0.0	0.0	0.0	5.3	3.5	7.8	(0.5)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
PPI professional fees	0.0	0.0	0.0	0.0	8.3	1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.0	0.0	0.0	0.0	2.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total operating expenses	541.1	494.4	494.4	546.6	606.9	638.2	681.8	727.7	782.3	728.8	649.9	688.3	793.0	214.0	281.0	224.1	253.6	972.6	222.4	240.7	245.0	232.4	940.5	237.6	255.0	259.6	245.3	997.5	1.065.1
Operating ratio	94.8%	94.5%	95.7%	96.7%	97.6%	94.1%	93.4%	96.8%	96.0%	118.8%	94.6%	92.3%	94.2%	93.3%	117.4%		112.5%	104.6%	94.8%	94.2%	94.8%	95.6%	94.8%	95.0%	94.1%	93.9%	93.7%	94.2%	94.1%
Operating ratio - adjusted (1)	94.2%	94.3%	92.0%	83.8%	93.3%	93.0%	93.2%	95.7%	98.0%	95.1%	92.1%	91.9%	93.2%	94.0%	93.4%	93.0%	94.2%	94.3%	94.3%	95.1%	93.1%	94.0%	94.1%	95.0%	94.1%	93.9%	93.7%	94.2%	94.1%
EBIT ⁽²⁾	29.7	28.9	22.4	18.8	15.1	39.9	48.4	23.7	33.0	(115.2)	36.7	57.7	49.1	15.4	(41.7)	11.6	(28.1)	(42.8)	12.1	14.9	13.5	10.8	51.2	12.4	16.1	16.7	16.5	61.7	66.4
% margin	5.2%	5.5%	4.3%	3.3%	2.4%	5.9%	6.6%	3.2%	4.0%	-18.8%	5.4%	7.7%	5.8%	6.7%	-17.4%	4.9%	-12.5%	-4.6%	5.2%	5.8%	5.2%	4.4%	5.2%	5.0%	5.9%	6.1%	6.3%	5.8%	5.9%
EBITDA	66.7	64.0	54.2	47.3	37.6	56.6	64.3	40.9	54.0	(95.0)	52.7	72.1	70.2	22.1	20.7	17.9	(21.8)	74.7	17.6	20.3	18.8	16.2	72.8	17.9	21.9	22.7	22.2	84.7	90.9
% margin	11.7%	12.2%	10.5%	8.4%	6.0%	8.3%	8.8%	5.4%	6.6%	-15.5%	7.7%	9.7%	8.3%	9.6%	8.7%	7.6%	-9.7%	8.0%	7.5%	7.9%	7.3%	6.7%	7.3%	7.1%	8.1%	8.2%	8.5%	8.0%	8.0%
Interest expense, net	40.2	40.2	34.0	30.0	22.4	26.7	29.4	30.5	35.1	28.0	35.5	28.9	29.3	7.5	7.7	8.0	7.2	30.3	7.2	7.2	7.3	6.4	28.1	6.3	6.2	6.2	6.1	24.8	23.9
Interest expense, transaction fees (3)	0.0	0.0	10.1	0.7	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest expense, preferred stock conversion	0.0	0.0	0.0	59.4	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Foreign currency transaction loss	0.0	0.0	0.0	0.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Write-off of debt issuance costs	0.0	0.0	0.0	0.0	0.0	1.1	0.0	2.0	0.3	0.0	7.4	3.2	0.0	0.0	0.0	0.5	0.0	0.5	0.0	0.0	0.4	0.1	0.5	0.0	0.0	0.0	0.0	0.0	0.0
Gain on debt extinguishment	0.0	0.0	0.0	(4.7)	0.0	0.0	0.0	0.0	(16.5)	(1.9)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(4.2)	0.0	0.0	(4.2)	0.0	0.0	0.0	0.0	0.0	0.0
Interest income and other income (expense), net	0.0	(0.0)	0.0	(0.3)	0.8	(0.2)	0.9	0.9	(2.9)	1.9	0.8	0.2	(2.9)	(7.0)	(0.3)	(0.1)	0.1	(7.3)	0.2	(0.2)	(0.3)	0.2	(0.1)	0.0	0.0	0.0	0.0	0.0	0.0
																		62.9											
Profit before tax	(10.6)	(11.3)	(21.7)	(67.2)	(8.1)	12.3	18.1	(9.8)	17.1	(143.3)	(7.0)	25.4	22.7	14.9	(49.1)	3.2	(35.4)	(66.3)	4.7	12.1	6.1	4.2	27.0	6.1	9.8	10.6	10.4	36.9	42.4
% margin	-1.9%	-2.2%	-4.2%	-11.9%	-1.3%	1.8%	2.5%	-1.3%	2.1%	-23.4%	-1.0%	3.4%	2.7%	6.5%	-20.5%	1.4%	-15.7%	-7.1%	2.0%	4.7%	2.4%	1.7%	2.7%	2.4%	3.6%	3.8%	4.0%	3.5%	3.7%
Tax rate	NM	-10.1%	-6.7%	0.5%	-29.8%	2.9%	NM	21.3%	29.0%	-26.0%	-5.9%	7.7%	-120.1%	38.6%	36.5%	14.8%	35.6%	36.6%	34.7%	5.9%	41.2%	37.2%	23.7%	39.0%	39.0%	39.0%	39.0%	39.0%	39.0%
Net income (loss)	(41.8)	(12.4)	(23.1)	(66.9)	(10.6)	11.9	54.1	(7.7)	12.1	(180.5)	(7.4)	23.4	50.1	9.1	(31.1)	2.8	(22.8)	(42.0)	3.1	11.4	3.6	2.6	20.6	3.7	6.0	6.4	6.4	22.5	25.9
Preferred stock and minority stock dividends	(1.7)	(2.8)	(6.0)			0.0	0.0		0.0		0.0	0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income (loss) attributable to common stockholders	(43.6)	(15.2)	(29.1)	(71.4)	(10.7)	11.9	54.1	(7.7)	12.1	(180.5)	(7.4)	23.4	50.1	9.1	(31.1)	2.8	(22.8)	(42.0)	3.1	11.4	3.6	2.6	20.6	3.7	6.0	6.4	6.4	22.5	25.9
% margin	-7.6%	-2.9%	-5.6%	-12.6%	-1.7%	1.8%	7.4%	-1.0%	1.5%	-29.4%	-1.1%	3.1%	5.9%	4.0%	-13.0%	1.2%	-10.1%	-4.5%	1.3%	4.4%	1.4%	1.1%	2.1%	1.5%	2.2%	2.3%	2.4%	2.1%	2.3%
Adjustments to net income (loss) ⁽⁴⁻¹⁴⁾ :																													
Provision for income taxes	31.2	1.1	1.4	(0.1)	2.4	0.4	(36.0)	(2.1)	4.9	37.2	0.4	1.9	(27.3)	5.8	(17.9)	0.5	(12.6)	(24.3)	1.6	0.7	2.5	1.6	6.4	2.4	3.8	4.1	4.1	14.4	16.5
Gain on asset sales	0.0	0.0	0.0	0.0	2.1	0.3	0.0	0.0	(2.1)	(7.1)	0.0	0.0	0.0	(2.6)	0.0	0.0	0.0	(2.6)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Gain on early debt extinguishment	0.0	0.0	0.0	(4.7)	0.0	0.0	0.0	0.0	(16.5)	(1.9)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Write off of debt issuance costs	0.0	0.0	0.0	0.0	0.0	1.1	0.0	2.0	0.3	0.0	7.4	3.2	0.0	0.0	0.0	0.5	0.0	0.5	0.0	0.0	0.4	0.1	0.5	0.0	0.0	0.0	0.0	0.0	0.0
Refinancing costs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.3	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Restructuring costs	3.2	1.0	1.8	0.7	0.0	0.0	0.0	0.0	5.3	3.5	7.8	(0.5)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.0	0.0	17.3	77.1	24.6	6.4	1.3	6.4	(3.4)	148.6	2.5	0.0	7.8	(6.0)	57.4	4.9	41.1	97.5	1.3	(2.4)	4.0	3.8	6.7	0.0	0.0	0.0	0.0	0.0	0.0
Total adjustments	34.4	2.2	20.5	73.0	29.1	8.1	(34.7)	6.3	(11.5)	182.7	18.0	4.6	(19.5)	(2.8)	39.5	5.9	28.5	71.1	3.0	(1.7)	6.9	5.4	13.6	2.4	3.8	4.1	4.1	14.4	16.5
Adjusted net income (loss) before income taxes	(7.4)	(10.2)	(2.6)	6.1	18.5	20.0	19.4	(1.4)	0.6	2.2	10.6	28.0	30.5	6.4	8.3	8.7	5.7	29.1	6.0	9.7	10.5	8.1	34.3	6.1	9.8	10.6	10.4	36.9	42.4
Provision for income taxes at 35%/39%	(2.6)	(3.6)	(0.9)	2.1	6.5	7.0	6.8	(0.5)	0.2	0.9	4.1	10.9	11.9	2.5	3.0	3.4	2.2	11.1	2.1	3.6	4.0	3.1	12.8	2.4	3.8	4.1	4.1	14.4	16.5
Preferred stock and minority stock dividends	1.7	2.8	6.0	4.5	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income (loss) from continuing operations	(6.6)	(9.4)	(7.7)	(0.6)	11.9	13.0	12.6	(0.9)	0.4	1.3	6.5	17.1	18.6	3.9	5.3	5.3	3.5	18.0	3.9	6.1	6.5	5.0	21.4	3.7	6.0	6.4	6.4	22.5	25.9
% marain	-1.2%	-1.8%	-1.5%	-0.1%	1.9%	1.9%	12.0	-0.1%	0.4	0.2%	0.5	2.3%	2.2%	1.7%	2.2%	2.2%	3.5 1.5%	1.9%	1.7%	2.4%	2.5%	2.1%	21.4	1.5%	2.2%	2.3%	2.4%	22.5	25.9
Average shares outstanding - diluted	3.4	3.4	3.4	5.7	18.9	19.2	19.6	19.4	19.4	19.9	21.5	24.3	27.2	27.1	27.1	27.1	26.7	27.0	28.0	27.9	28.3	28.2	28.1	28.2	28.2	28.2	28.2	28.2	28.2
EPS - diluted % change v/v	(\$12.72)	(\$4.44) NM	(\$8.64) NM	(\$12.46) NM	(\$0.57) NM	\$0.62 NM	\$2.76 345.2%	(\$0.40)	\$0.62 NM	(\$9.07) NM	(\$0.35) NM	\$0.96 -374.3%	\$1.84 91.7%	\$0.34 30.8%	(\$1.18) -213.5%	\$0.10	(\$0.85) -504.8%	(\$1.56) -184.8%	\$0.11 -67.6%	\$0.41 -134 7%	\$0.13 30.0%	\$0.09 -110.6%	\$0.73 -146.8%	\$0.13 18.2%	\$0.21 -48.8%	\$0.23 76.9%	\$0.23 155.6%	\$0.80 9.6%	\$0.92 15.0%
	(\$1.92)		(\$2.29)		\$0.63	\$0.68	345.2% \$0.64	(\$0.05)	\$0.02	\$0.07	\$0.30	-374.3% \$0.70	\$0.69	30.8% \$0.14	\$0.20	\$0.20	-504.8% \$0.13	-184.8% \$0.67	-67.6% \$0.14	-134.7% \$0.22	30.0% \$0.23	-110.6% \$0.18	-146.8% \$0.76	18.2% \$0.13	-48.8% \$0.21	\$0.23	\$0.23	9.6% \$0.80	15.0% \$0.92
% change y/y	(01.02)	(\$2.75) NM	(\$2.29) NM	(\$0.10) NM	\$0.63 NM	7.9%	-5.9%	(\$0.05) NM	\$0.02 NM		328.6%	133.3%	-1.4%	-17.6%	-16.7%	17.6%	18.2%	-2.9%	0.0%	10.0%	15.0%	38.5%	13.4%	-7.1%	-4.5%	0.0%	27.8%	5.3%	15.0%

 % change y/y
 MAI
 AMI
 AMI
 AMI
 Zelo Str
 328 d/Str
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 -1.4%
 -1.7%
 16.2%
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 Certain profy years have been reclassified to conform to current presentation. Normalized tax rate adjustments were made at 35% hom 2004-2006 and assume 33% hom 2007 through hered of the modeling period
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 (1) Operating pation-adjusted* factore on tournouring terms, such as gaine/bases on equipment sides (prior to the the booming neurring in 2006), issuituting change, PHI (big all and accounting less, epistess estibulated to the company's genations prior to the 1998 acquisition of CLC and restructuring change.
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 (4) The provision for hormone states
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development of a prior period claim. 4005 excludes \$0.5mm pretex benefit (reflected on Compensation line, related to a change in actualities assumptions in one of the company's pension plans. (9) 2006 excludes \$0.5mm in separations related to a shearing line a tark wash holdly, as well as \$0.5mm in interest income recognized upon the regeneration (an inspective company) speciarion plans. (9) 2006 excludes \$1.0mm pretax change for restructuring and \$0.5mm initerest income recognized upon the regeneration (an inspective company). (10) 1009 excludes \$1.0mm pretax change for restructuring and as \$0.57mm pretax change for restructuring and the restructuring and as \$0.57mm pretax change for restructuring and the restructuring and as \$0.57mm pretax change for rimpiamment of goodwill and intangibles (13) 2009 excludes \$0.57mm pretax change for restructuring and as \$1.57mm pretax change for rimpiamment debt, 2.57mm pretax change for restructuring changes o

March 11, 2015

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								Swift	Transp	ortation	Income	e Staten	nent												
(figures in \$ millions, except per share amounts)									1		201	3				201	14		I I		201	15			
(g	2004A	2005A	2006A	2007A	2008A	2009A	2010A	2011A	2012A	1QA	2QA	3QA	4QA	2013A	1QA	2QA	3QA	4QA	2014A	1QE	2QE	3QE	4QE	2015E	2016E
Truckload revenue, ex FSC							1,748.4	1.844.2	1,798.7	441.3	468.6	460.4	469.7	1,839.9	441.4	459.1	460.0	498.5	1,859.0	483.3	505.0	494.5	528.4	2.011.3	2,172.2
% change y/y							NA	5.5%	-2.5%	1.6%	3.9%	2.9%	0.8%	2.3%	0.0%	-2.0%	-0.1%	6.1%	1.0%	9.5%	10.0%	7.5%	6.0%	8.2%	8.0%
Dedicated revenue, ex FSC							450.1	513.4	589.9	144.8	148.7	150.1	157.3	600.9	157.1	183.3	197.7	202.5	740.7	188.5	207.2	219.4	222.8	837.9	907.2
% change y/y							NA	14.1%	14.9%	3.1%	0.8%	0.2%	3.4%	1.9%	8.5%	23.3%	31.7%	28.8%	23.3%	20.0%	13.0%	11.0%	10.0%	13.1%	8.3%
Central Refrigerated revenue, ex FSC							NA	NA	NA	NA	NA	110.8	115.7	226.5	83.6	86.0	80.6	84.2	334.3	91.1	94.1	87.8	91.3	364.4	391.7
% change y/y							NA	NA	NA	NA	NA	NA	NA	NA	NA	NA	-27.3%	-27.2%	47.6%	9.0%	9.5%	9.0%	8.5%	9.0%	7.5%
Intermodal revenue, ex FSC							177.3	187.7	263.2	60.6	66.9	71.2	79.0	277.7	72.9	80.8	80.1	89.7	323.6	81.3	90.1	89.3	100.1	360.8	387.9
% change y/y							NA	5.8%	40.2%	11.0%	4.7%	4.9%	2.8%	5.5%	20.4%	20.9%	12.5%	13.6%	16.6%	11.5%	11.5%	11.5%	11.5%	11.5%	7.5%
Fuel surcharge revenue							429.2	653.9	688.9	169.5	171.7	197.7	195.6	734.5	189.7	197.2	190.9	177.1	755.0	195.4	203.2	196.7	182.4	777.7	793.2
% change y/y							NA	52.4%	5.3%	4.3%	-2.3%	17.4%	7.3%	6.6%	11.9%	14.9%	-3.4%	-9.5%	2.8%	3.0%	3.0%	3.0%	3.0%	3.0%	2.0%
Other revenue, net of intercompany eliminations							124.7	134.7	152.5	40.6	42.4	41.8	58.1	183.0	63.7	69.5	65.5	87.4	286.1	69.8	75.8	72.4	97.6	315.7	330.7
% change v/v							NA	8.0%	13.2%	16.0%	23.1%	11.9%	27.3%	20.0%	56.6%	64.1%	56.6%	50.4%	56.3%	9.7%	9.1%	10.6%	11.7%	10.4%	4.7%
Gross revenue	2.826.2	3.197.5	3.174.0	3.256.8	3.399.8	2,571.4	2.929.7	3,333.9	3,493.2	856.8	898.1	1,032.1	1.075.4	3,862.4	1,008.4	1.075.9	1.074.9	1.139.5	4,298.7	1,109.6	1,175.4	1.160.3	1.222.7	4.667.9	4.982.9
% change y/y	17.9%	13.1%	-0.7%	2.6%	4.4%	-24.4%	13.9%	13.8%	4.8%	3.6%	2.9%	18.5%	16.6%	10.6%	17.7%	19.8%	4.1%	6.0%	11.3%	10.0%	9.2%	7.9%	7.3%	8.6%	6.7%
i onango yiy		10.770	0.770	2.070		2	10.070	10.070	1.070	0.070	2.070	10.070	10.070	10.070		10.070		0.070		10.070	0.270	1.070	1.070	0.070	0.770
Operating expenses:																									
Salaries, wages and employee benefits	971.7	996.4	905.2	948.6	892.7	728.8	741.4	789.9	804.0	206.6	202.8	218.2	232.3	859.9	228.3	238.1	240.0	261.7	968.1	245.1	252.1	248.2	256.5	1,001.9	1,063.7
Operating supplies and expenses	274.1	286.3	268.7	287.1	272.0	206.1	218.0	238.2	245.1	60.7	68.1	85.2	82.8	296.8	80.8	84.1	88.5	88.7	342.1	90.3	92.9	91.5	94.6	369.4	392.1
Fuel	446.8	610.9	632.8	697.7	768.7	385.5	468.5	631.6	602.6	151.9	144.4	160.6	150.4	607.3	156.0	153.7	149.1	133.1	591.9	182.8	189.1	183.0	189.1	744.0	789.9
Purchased transportation	499.8	583.4	588.2	631.5	741.2	620.3	771.3	889.4	1,010.2	244.8	257.5	318.3	337.1	1,157.7	319.2	340.2	328.1	333.7	1,321.2	335.4	345.1	341.8	353.3	1,375.6	1,460.4
Rental expense	79.1	58.0	50.9	72.1	76.9	79.8	76.5	81.8	108.9	29.3	30.5	46.3	50.4	156.5	51.7	56.1	59.7	61.8	229.3	48.8	50.2	49.4	51.1	199.5	211.8
Insurance and claims	94.9	156.5	153.7	126.9	141.9	81.3	87.4	95.1	107.6	27.8	29.2	35.1	41.9	134.0	42.4	33.3	37.7	45.8	159.2	41.5	42.7	42.1	43.5	169.8	180.3
Depreciation and amortization	184.1	197.5	222.4	273.9	300.4	232.0	194.5	205.4	201.0	50.6	52.8	58.5	56.3	218.3	56.2	54.8	54.4	56.1	221.4	66.0	68.0	66.9	69.3	270.1	287.7
Communications and utilities	30.4	30.9	28.6	273.5	29.6	232.0	25.0	203.4	201.0	6.1	5.4	6.7	6.4	210.3	7.2	7.7	7.3	7.7	221.4	9.3	8.5	9.5	9.8	37.1	39.4
Operating taxes and licenses	62.9	69.7	59.0	66.1	67.9	57.2	56.2	61.9	62.1	15.5	15.9	18.6	19.1	69.1	18.3	17.9	17.9	17.7	71.8	20.8	21.4	21.0	21.7	84.9	90.1
Other operating expenses	2.9	(0.2)	(0.2)	00.1	(6.5)	(2.2)	(8.3)	(8.5)	(14.1)	(2.4)	(4.7)	(5.6)	(9.1)	(21.7)	(3.2)	(8.3)	(11.6)	(4.6)	(27.7)	20.0	(5.3)	(5.3)	(5.4)	(21.2)	(22.5)
	2,645.6	2,989.3	2,909.3	3.133.9	3,284.9		2,630.5	3,010.9	3,152.0	790.9	801.9	941.8	967.7	3,502.4	957.0	977.6	971.0	(4.6)	3,907.2	1,034.9	1,064.7	1,048.1	1,083.4	4,231.2	4,492.9
Total operating expenses Adjusted Operating ratio				3,133.9 96.2%	3,284.9 96.6%	2,413.5 93.9%	2,630.5	90.3%	3,152.0 90.2%	92.3%	89.3%	941.8 91.3%	90.0%	3,502.4 90.7%	957.0	977.6 90.9%	90.3%	87.9%	3,907.2 90.9%	93.3%	90.6%	90.3%	88.6%	4,231.2 90.6%	4,492.9 90.2%
Adjusted Operating ratio, net of FSC	93.6%	93.5%	91.7%	90.2%	90.0%	93.9%	88.0%	90.3% 87.9%	90.2 <i>%</i> 87.8%	92.3% 90.4%	86.8%	91.3% 89.2%	90.0% 87.8%	90.7% 88.5%	94.9% 93.7%	90.9% 88.8%	90.3% 88.2%	87.9% 85.7%	90.9% 89.0%	93.3% 91.8%	90.6% 88.6%	90.3% 88.4%	86.6%	90.8% 88.8%	88.3%
Adjusted Operating fatio, her of FSC							00.0%	07.9%	01.0%	90.4%	00.0%	09.2%	07.0%	00.3%	93.7%	00.0%	00.2%	00.7%	09.0%	91.0%	00.0%	00.4%	00.0%	00.0%	00.3%
EBIT	180.6	208.2	264.7	123.0	114.9	157.9	299.2	323.0	341.2	65.9	96.2	90.3	107.6	360.0	51.4	98.3	103.9	137.9	391.6	74.6	110.6	112.2	139.2	436.7	490.0
% margin	6.4%	6.5%	8.3%	3.8%	3.4%	6.1%	10.2%	9.7%	9.8%	7.7%	10.7%	8.7%	107.0%	9.3%	5.1%	9.1%	9.7%	12.1%	9.1%	6.7%	9.4%	9.7%	11.4%	9.4%	9.8%
76 margin	0.470	0.5%	0.376	3.070	3.470	0.170	10.2 /0	5.170	9.070	1.170	10.776	0.770	10.078	9.370	3.176	9.170	5.170	12.170	5.170	0.778	9.470	3.170	11.4/0	5.470	9.078
EBITDA	364.7	405.6	487.1	396.8	415.3	389.9	493.7	528.4	542.2	116.5	149.0	148.8	163.9	578.3	107.6	153.1	158.3	194.0	613.0	140.6	178.6	179.1	208.5	706.8	777.7
	12.9%	405.6	15.3%	12.2%	12.2%		493.7	15.9%	542.2 15.5%	13.6%	16.6%	140.0	15.2%	15.0%	107.6	155.1	136.3	194.0	14.3%	140.6	15.2%	15.4%	208.5	15.1%	15.6%
% margin	12.9%	12.1%	15.3%	12.270	12.270	15.2%	10.9%	15.9%	15.5%	13.0%	10.0%	14.4%	15.2%	15.0%	10.7%	14.270	14.770	17.0%	14.3%	12.1%	13.2%	13.4%	17.170	15.1%	13.0%
Interest income	0.9	1.7	2.0	8.0	3.5	1.8	1.4	1.9	2.1	0.6	0.5	0.6	0.7	2.4	0.8	0.7	0.8	0.7	2.9	0.4	0.4	0.4	0.4	1.5	1.3
	(18.9)	(28.0)	(26.1)	(205.5)	(240.9)	(256.1)	(283.9)		(118.1)	(26.1)	(24.3)	(26.1)	(25.1)	(101.6)		(23.1)	(22.1)	(16.5)	(86.6)		(10.7)	(10.3)	(9.7)		(34.9)
Interest (expense)				. ,	. ,		· · · · · ·	(145.9)		. ,	. ,	. ,	, ,		(24.9)	, ,	. ,	. ,	. ,	(11.1)	. ,	. ,	()	(41.8)	· · · ·
Other income (expense), net (1)	(2.6)	1.2	(4.7)	(26.1)	(12.8)	13.3	3.7	1.9	2.9	6.6	1.3	2.0	0.9	10.7	0.9	0.7	0.8	1.7	4.1	0.0	0.0	0.0	0.0	0.0	0.0
	150.0			(400 7)	(105.0)	(00.4)		400.0			70 7			074.0		=0.0									150.4
Profit before tax	159.9	183.1	236.0	(100.7)	(135.2)	(83.1)	20.4	180.9	228.1	46.9	73.7	66.8	84.1	271.6	28.2	76.6	83.4	123.8	312.0	63.9	100.3	102.3	129.9	396.4	456.4
% margin	5.7%	5.7%	7.4%	-3.1%	-4.0%	-3.2%	0.7%	5.4%	6.5%	5.5%	8.2%	6.5%	7.8%	7.0%	2.8%	7.1%	7.8%	10.9%	7.3%	5.8%	8.5%	8.8%	10.6%	8.5%	9.2%
	05.004	00.50		o	0.404		10.001		00.00/		00 50/	00 50/	00 50/	00.444	00 50/	00 50/		00.00/		00 50/	00 50/	00 50/	00 50/	00 504	00.544
Tax rate	35.3%	38.5%	36.3%	-9.1%	-8.4%	-2.2%	13.6%	39.2%	38.6%	38.0%	38.5%	38.5%	38.5%	38.4%	38.5%	38.5%	33.0%	36.6%	36.3%	38.5%	38.5%	38.5%	38.5%	38.5%	38.5%
Net income (loss) from continuing operations	103.5	112.6	150.4	(109.8)	(146.6)	(85.0)	17.6	110.1	140.0	29.1	45.4	41.1	51.8	167.3	17.3	47.1	55.9	78.5	198.9	39.3	61.7	62.9	79.9	243.8	280.7
Extraordinary item (net of tax) (1)	(2.0)	(15.3)	(10.4)	0.0	0.0	(350.7)	(143.0)	(19.5)	(25.4)	(5.7)	(2.4)	(11.1)	(6.5)	(25.7)	(5.0)	(6.9)	(5.7)	(20.0)	(37.7)	(2.2)	(2.2)	(2.2)	(2.2)	(8.7)	(8.7)
Net income	101.5	97.2	140.0	(109.8)	(146.6)	(435.6)	(125.4)	90.6	114.6	23.3	42.9	30.0	45.3	141.5	12.3	40.2	50.2	58.5	161.2	37.1	59.5	60.7	77.7	235.1	272.0
% margin	3.6%	3.0%	4.4%	-3.4%	-4.3%	-16.9%	-4.3%	2.7%	3.3%	2.7%	4.8%	2.9%	4.2%	3.7%	1.2%	3.7%	4.7%	5.1%	3.7%	3.3%	5.1%	5.2%	6.4%	5.0%	5.5%
Average shares outstanding - diluted	64.2	59.0	60.6	60.5	60.1	60.1	63.3	139.7	139.6	141.3	141.8	142.3	142.7	142.0	143.0	143.4	143.4	143.7	143.4	143.7	143.7	143.7	143.7	143.7	143.7
EPS - diluted	\$1.61	\$1.71	\$2.31	(\$1.82)	(\$2.44)	(\$7.25)	(\$1.98)	\$0.65	\$0.82	\$0.17	\$0.30	\$0.21	\$0.32	\$1.00	\$0.09	\$0.28	\$0.35	\$0.41	\$1.12	\$0.26	\$0.41	\$0.42	\$0.54	\$1.64	\$1.89
% change y/y	37.6%	6.2%	35.1%	-178.8%	34.1%	197.1%	-72.7%	-132.8%	26.2%	325.0%	25.0%	5.0%	-5.9%	22.0%	-47.1%	-6.7%	66.7%	28.1%	12.0%	188.9%	46.4%	20.0%	31.7%	46.4%	15.2%
EPS - diluted (continuing operations)	\$1.58	\$1.84	\$2.48	(\$1.82)	(\$2.44)	(\$1.41)	\$0.28	\$0.79	\$1.00	\$0.21	\$0.32	\$0.29	\$0.36	\$1.18	\$0.12	\$0.33	\$0.39	\$0.55	\$1.39	\$0.27	\$0.43	\$0.44	\$0.56	\$1.70	\$1.95
% change y/y	37.4%	16.5%	34.8%	-173.4%	34.1%	-42.2%	-119.9%	NM	26.6%	50.0%	18.5%	38.1%	-5.3%	18.0%	-42.9%	3.1%	34.5%	52.8%	17.8%	125.0%	30.3%	12.8%	1.8%	22.3%	14.7%

Prior period results have been restated to conform to current presentation

(1) 1Q06 net income from continuing operations excludes the \$811 thousand pre-tax benefit related to the reduction in market value of interest rate derivative agreements, and the \$5.1 million gain resulting from the settlement of litigation.

(2) 2Q06 salaries, wages, and benefits line excludes \$4.8 million benefit from a change in the company's 401(k) plan discretionary match

(3) 3Q06 excludes one-time pretax impairment charges of \$9.2 million (\$7.8 million due to write-down of trailer assets and \$1.4 million related to assets in Mexico) and excludes \$0.5 million pretax change in market value of interest rate derivatives

(4) 4Q10 excludes: (1) \$22.6 million pre-tax non-cash equity compensation, (2) \$95.5 million pre-tax loss on extinguishment of debt related tendering previous indebtedness, and (3) impairment/depreciation of \$7.3 million

(5) 2010-2012 excludes interest expense for swap amortization of \$33.9 mm, \$15.0mm, and \$5.3mm, respectively.
(6) 2010-2015 excludes intangible amortization of \$19.6mm, \$17.1mm, \$15.8, \$15.6, \$14.3, and \$14.3 respectively.

March 11, 2015

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STIFEL

								Univ	versal T	ruckloa	d Servi	ces Inco	ome Sta	itemen	t											
(figures in \$ millions, except per share amounts)										[201	3		[201	4		٦		201	15			
REVENUE	2003A	2004A	2005A	2006A	2007A	2008A	2009A	2010A	2011A	2012A	1QA	2QA	3QA	4QA	2013A	1QA	2QA	3QA	4QA	2014A	1QE	2QE	3QE	4QE	2015E	2016E
Truckload	005.0	249.1	332.2	075.0	400.4	400.0	040.0	070.4	423.2	500.5	400.0	179.4	400.0	179.8	707.0	470.0	197.5	400.0	195.2	700.0	400.0	040.0	040 5	040.0	050.7	000.0
	205.8			375.2	402.1	438.2	313.6	370.1		502.5	166.9		180.8		707.0	179.8		196.8		769.3	199.2	218.0	218.5	216.9	852.7	886.6
% change y/y	NA	21.0%	33.3%	12.9%	7.2%	9.0%	-28.4%	18.0%	14.3%	18.7%	10.9%	15.0%	18.8%	-0.2%	40.7%	7.7%	10.1%	8.8%	8.6%	8.8%	10.8%	10.4%	11.1%	11.1%	10.8%	4.0%
Brokerage	43.0	77.7	147.1	170.6	171.8	208.3	112.9	148.0	173.8	136.5	NA	NA	NA	NA	NA NA	NA	NA	NA	NA NA	NA NA	NA	NA	NA	NA	NA	NA
% change y/y	NA	80.8%	89.3%	15.9%	0.7%	21.2%	-45.8%	31.0%	17.5%	-21.5%	NA	NA	NA	NA		NA	NA	NA		NA	NA	NA	NA	NA	NA	NA
Value-Added		NA	NA	NA	NA	NA	NA	NA	NA	44.0	47.8	51.2	47.9	48.2	195.1	69.5	76.0	69.2	69.8	284.5	72.3	78.3	72.3	73.0	295.8	307.6
% change y/y		NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	9.5%	NM	45.4%	48.5%	44.3%	44.9%	45.8%	4.0%	3.0%	4.5%	4.5%	4.0%	4.0%
Intermodal	28.9	35.2	52.0	95.9	106.5	113.0	76.7	87.9	102.8	120.4	33.4	33.6	32.9	31.6	131.4	30.1	34.0	36.2	37.4	137.7	33.1	36.8	40.2	41.6	151.5	156.1
% change y/y	NA	21.8%	47.9%	84.2%	11.1%	6.2%	-32.1%	14.5%	16.9%	17.1%	31.8%	15.5%	6.0%	-9.7%	9.2%	-10.0%	1.4%	10.0%	18.6%	4.8%	10.0%	8.0%	11.0%	11.0%	10.0%	3.0%
Total operating revenue	277.7	362.0	531.3	641.6	680.4	759.5	503.2	605.9	699.8	803.4	248.1	264.2	261.7	259.5	1,033.5	279.4	307.5	302.1	302.5	1,191.5	304.6	333.1	331.0	331.4	1,300.0	1,350.4
% change y/y	9.8%	30.4%	46.8%	20.8%	6.0%	11.6%	-33.7%	20.4%	15.5%	14.8%	41.1%	42.8%	42.7%	0.2%	28.6%	12.6%	16.4%	15.5%	16.5%	15.3%	9.0%	8.3%	9.5%	9.6%	9.1%	3.9%
OPERATING EXPENSES			100.1		500.4	500.0	070.0		500.0	500 5					500.0						150.0					
Purchased transportation	205.9	269.7	406.4	491.8	520.1	593.0	378.0	461.0	538.3	563.5	134.5	141.6	143.4	140.4	560.0	140.4	155.5	160.3	159.1	615.3	156.9	168.7	168.9	168.2	662.7	683.6
Direct personnel and related benefits	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	39.1	43.3	45.7	43.9	45.5	178.4	52.9	55.0	47.4	50.6	205.9	54.1	58.5	57.0	58.0	227.6	240.5
Commissions to agents	22.2	27.4	34.7	40.4	45.1	47.3	34.0	38.8	41.9	41.7	9.3	9.8	10.1	10.0	39.2	9.7	11.0	11.7	11.5	43.9	11.2	12.0	11.9	12.0	47.0	48.7
Other operating costs	3.1	5.3	6.6	8.6	9.4	9.5	10.3	13.3	14.2	22.1	19.2	19.7	18.9	20.7	78.5	30.5	30.8	28.3	25.6	115.2	30.1	33.6	33.5	32.7	129.8	137.3
Occupancy expense	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	4.5	5.0	5.3	4.7	5.1	20.0	6.8	6.6	6.5	6.7	26.5	6.0	6.4	6.4	6.4	25.3	26.2
Insurance and claims	7.0	9.6	14.3	15.8	20.5	21.4	17.3	17.2	17.0	17.0	4.7	4.7	5.5	4.3	19.2	6.6	5.0	6.3	8.1	26.0	7.0	7.0	7.0	7.1	28.1	28.0
Selling, general, and administrative	22.6	27.6	37.4	46.1	48.4	52.0	44.2	49.3	52.4	59.0	7.8	8.7	7.9	8.6	33.0	10.1	11.2	10.4	13.2	44.8	10.9	11.6	11.6	11.7	45.8	47.4
Depreciation and amortization	2.9	3.9	4.3	5.7	8.2	9.6	10.4	11.0	11.6	13.8	5.1	5.0	4.7	4.9	19.7	7.6	8.0	8.5	8.9	33.1	10.2	8.6	9.2	10.9	38.8	36.2
Total operating expenses	263.6	343.5	503.7	608.5	651.6	732.9	494.2	590.6	675.4	760.7	228.9	240.5	239.2	239.7	948.3	264.7	283.1	279.1	283.7	1,110.7	286.3	306.4	305.5	306.9	1,205.1	1,247.8
Operating ratio (as % of operating revenue)	94.9%	94.9%	94.8%	94.8%	95.8%	96.5%	98.2%	97.5%	96.5%	94.7%	92.2%	91.1%	91.4%	92.3%	91.8%	94.8%	92.1%	92.4%	93.8%	93.2%	94.0%	92.0%	92.3%	92.6%	92.7%	92.4%
FDIT		40.0		00.4	00.7	00.0		45.4		40.7	40.0	23.6	00 F	40.0	05.0	44.6	24.4		40.0		40.0		05.5	24.5		100.5
EBIT	14.1	18.6 5.1%	27.7	33.1	28.7	26.6	9.0	15.4	24.4	42.7	19.3	23.6 8.9%	22.5 8.6%	19.9	85.2	14.6		23.0	18.8	80.8	18.3	26.6	25.5	24.5 7.4%	94.9 7.3%	102.5
% margin	5.1%	5.1%	5.2%	5.2%	4.2%	3.5%	1.8%	2.5%	3.5%	5.3%	7.8%	8.9%	8.0%	7.7%	8.2%	5.2%	7.9%	7.6%	6.2%	6.8%	6.0%	8.0%	7.7%	7.4%	1.3%	7.6%
EDITD A	40.0	22.5	22.0		20.0		40.4		20.0	50.5		28.6	07.0		404.0		20.4	04 F	27.7	440.0	00.4	35.2		05.4	400.7	138.7
EBITDA	16.9	22.5 6.2%	32.0	38.8	36.9	36.3	19.4 3.8%	26.4 4.4%	36.0 5.1%	56.5	24.3 9.8%	28.6 10.8%	27.2	24.8 9.6%	104.9	22.3 8.0%	32.4 10.5%	31.5		113.9	28.4 9.3%		34.6 10.5%	35.4	133.7	
% margin	6.1%	6.2%	6.0%	6.1%	5.4%	4.8%	3.8%	4.4%	5.1%	7.0%	9.8%	10.8%	10.4%	9.6%	10.2%	8.0%	10.5%	10.4%	9.2%	9.6%	9.3%	10.6%	10.5%	10.7%	10.3%	10.3%
lateration (summary) and	(0.0)	(0.0)	0.4	4.0	0.0	0.0	(0.0)			(4.7)	(4.4)	(0.0)	(4.4)	(0.0)	(4.0)	(1.0)	(0.5)	(0,0)	(0.4)	(0.0)	(4.7)	(4 7)	(4.0)	(4.0)	(0.7)	(5.0)
Interest income (expense), net	(0.2) 0.0	(0.8) 0.0	0.4	1.0 0.0	0.9 0.0	0.0 1.3	(0.3) 0.5	0.1 0.6	0.1 1.0	(1.7)	(1.1) 0.1	(0.9) 0.1	(1.1) 0.1	(0.9) 0.1	(4.0) 0.5	(1.6) 0.1	(2.5) 0.1	(2.0) 0.1	(2.1) 0.1	(8.2)	(1.7)	(1.7)	(1.6) 0.1	(1.6) 0.1	(6.7) 0.6	(5.0) 0.6
Other income (expense), net	0.0	0.0	0.0	0.0	0.0	1.3	0.5	0.6	1.0	1.0	0.1	0.1	0.1	0.1	0.5	0.1	0.1	0.1	0.1	0.4	0.1	0.1	0.1	0.1	0.6	0.6
Deafit hafana tau	13.8	17.8	28.1	34.1	29.7	27.9	9.3	16.1	25.4	42.0	18.3	22.8	21.5	19.0	81.6	13.1	22.1	21.1	16.8	73.1	16.7	25.1	24.0	23.1	88.8	98.0
Profit before tax	5.0%	4.9%		5.3%	4.4%				3.6%		7.4%	8.6%				4.7%	7.2%				5.5%	7.5%				
% margin	5.0%	4.9%	5.3%	5.3%	4.4%	3.7%	1.8%	2.7%	3.0%	5.2%	7.4%	8.0%	8.2%	7.3%	7.9%	4.1%	1.2%	7.0%	5.6%	6.1%	5.5%	7.5%	7.2%	7.0%	6.8%	7.3%
Terrarda	00.00/	07.40/	00.004	00.40/	00.404	00.40/	38.7%	40.000	39.8%	00 50/	07.00/	00.00/	00.40/	38.2%	07.50/	00.00/	38.2%	07.00/	37.5%	07.00/	00.00/	00.00/	00.00/	00.00/	00.00/	00.000
Tax rate	36.9%	37.4%	38.9%	38.4%	38.4%	38.4%	38.1%	40.6%	39.8%	38.5%	37.8%	38.0%	36.1%	38.2%	37.5%	38.2%	38.2%	37.8%	37.5%	37.9%	38.0%	38.0%	38.0%	38.0%	38.0%	38.0%
	0.7		47.0	21.0	40.0	47.0			45.0	05.0	11.4	14.2	13.7	11.8	54.0	8.1	13.6	40.4	40.5	45.4	10.0	45.5	14.9	44.0	55 4	
Net income (loss) from continuing operations	8.7 0.0	11.1	17.2 0.0	21.0	18.3	17.2 (2.3)	5.7 (0.8)	9.6 3.2	15.3 0.5	25.8 (9.3)				(0.5)	51.0		0.0	13.1	10.5	45.4	10.3	15.5 0.0	14.9	14.3	55.1	60.8 0.0
Extraordinary item (net of tax)		0.0			(0.4)					(0.0)	0.0	0.0	0.0		(0.5)	0.0		0.0	0.0	0.0	0.0		0.0	0.0	0.0	
Net income	8.7	11.1 3.1%	17.2	21.0 3.3%	17.8	14.9	4.9	12.7	15.8	16.6	11.4 4.6%	14.2 5.4%	13.7	11.3	50.6	8.1	13.6	13.1 4.3%	10.5		10.3	15.5 4.7%	14.9 4.5%	14.3	55.1 4.2%	60.8
% margin	3.1%	3.1%	3.2%	3.3%	2.6%	2.0%	1.0%	2.1%	2.3%	2.1%	4.6%	5.4%	5.3%	4.4%	4.9%	2.9%	4.4%	4.3%	3.5%	3.8%	3.4%	4.7%	4.5%	4.3%	4.2%	4.5%
Average shares outstanding - diluted (2)	10.0	10.0	15.4	16.2	16.1	16.1	16.0	15.9	15.6	19.1	30.2	30.2	30.1	30.0	30.1	30.2	30.1	30.0	30.0	30.0	29.9	29.9	29.8	29.8	29.8	29.7
EPS - diluted (continuing operations)	\$0.87	64.44	\$1.12	64.20	64.40	£1.07	\$0.36	\$0.60	\$0.98	64.95	26.03	\$0.47	£0.46	\$0.39	\$4.00	£0.27	\$0.45	\$0.44	\$0.35	64.54	\$0.25	\$0.52	£0.50	\$0.48	¢4.07	\$2.05
% change y/y	\$0.87	\$1.11 27.6%	\$1.12	\$1.30 16.1%	\$1.13 -13.1%	\$1.07 -5.3%	\$0.36 -66.4%	\$0.60 66.7%	\$0.98 63.3%	\$1.35 37.8%	\$0.38 72.7%	\$0.47 56.7%	\$0.46 43.8%	\$0.39 -9.3%	\$1.69 25.2%	\$0.27 -28.9%	\$0.45 -4.3%	\$0.44 -4.3%	\$0.35 -10.3%	\$1.51 -10.7%	\$0.35 29.6%	\$0.52 15.6%	\$0.50 13.6%	\$0.48 37.1%	\$1.85 22.5%	\$2.05
/o unanye y/y	22.5%	27.0%	0.9%	10.1%	-13.1%	-0.3%	-00.4%	00.7%	03.3%	57.0%	12.1%	50.7%	43.0%	-9.3%	25.2%	-20.9%	-4.3%	-4.3%	-10.3%	-10.7%	29.0%	13.0%	13.0%	51.1%	22.5%	10.0%
EPS - diluted	\$0.87	\$1.11	\$1.12	\$1.30	\$1.11	\$0.93	\$0.31	\$0.80	\$1.01	\$0.87	\$0.38	\$0.47	\$0.46	\$0.38	\$1.68	\$0.27	\$0.45	\$0.44	\$0.35	\$1.51	\$0.35	\$0.52	\$0.50	\$0.48	\$1.85	\$2.05
	\$0.87 22.5%	\$1.11 27.6%	\$1.1Z 0.9%	\$1.30 16.1%	\$1.11 -14.6%	\$0.93 -16.2%	\$0.31 -66.7%	\$0.80 158.1%	\$1.01 26.3%	\$0.87 -13.9%	\$0.38 65.2%	\$0.47 46.9%	\$0.46 27.8%	\$0.38 375.0%	\$1.68 93.1%	\$0.27 -28.9%	\$0.45 -4.3%	\$0.44 -4.3%	\$0.35 -7.9%	\$1.51 -10.1%	\$0.35 29.6%	\$0.52 15.6%	\$0.50 13.6%	\$0.48 37.1%	\$1.85 22.5%	\$2.05 10.8%
% change y/y	22.5%	21.0%	0.9%	10.1%	-14.0%	-10.2%	-00.7%	130.1%	20.3%	-13.9%	00.2%	40.9%	21.0%	3/0.0%	93.1%	-20.9%	-4.3%	-4.3%	-1.9%	-10.1%	29.0%	13.0%	13.0%	31.1%	22.5%	10.0%

(1) Pro forma consolidated revenue totals by segment as if AFA Enterprises and CrossRoad Carriers were acquired and consolidated January 1, 2003. In fact, AFA was acquired August 8, 2004, and CrossRoad was acquired November 1, 2004.

(2) Share count increases to account for initial public offering of 6.1 million shares effective February 10, 2005.

(3) 2Q07 excludes \$0.7mm pretax (or \$0.03 per diluted share) charge for the settlement of several prior period accident claims

(4) 2Q08 excludes \$2.2mm pretax (or \$0.08 per diluted share) non-cash charge for the write-down of marketable securities due largely to significant fall in the market value of the company's stock portfolio, which included financial stocks, although none were sold in the quarter

(5) 3Q08 excludes \$0.48mm pretax (or \$0.02 per diluted share) non-cash charge for the write-down of marketable securities

(6) 4Q08 excludes \$0.96mm pretax (or \$0.04 per diluted share) non-cash charge for the write-down of marketable securities due largely to significant fall in the market value of the company's stock portfolio

(7) 1Q09 excludes \$0.80mm pretax (or \$0.03 per diluted share) other-than-temporary impairments of marketable equity securities classified as available for sale

(8) 2Q09 excludes \$0.32mm pretax (or \$0.01 per diluted share) other-than-temporary impairments of marketable equity securities classified as available for sale

(9) 3Q09 excludes \$0.16mm pretax (or \$0.00 per diluted share) other-than-temporary impairments of marketable equity securities classified as available for sale

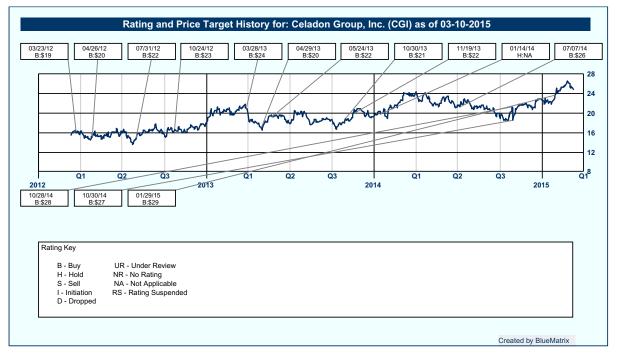
(10) 1Q10 excludes \$1.8mm pretax (or \$0.07 per diluted share) gain on sales of marketable equity securities

(11) 2Q10 excludes \$3.6mm pretax (or \$0.13 per diluted share) gain on sales of marketable equity securities

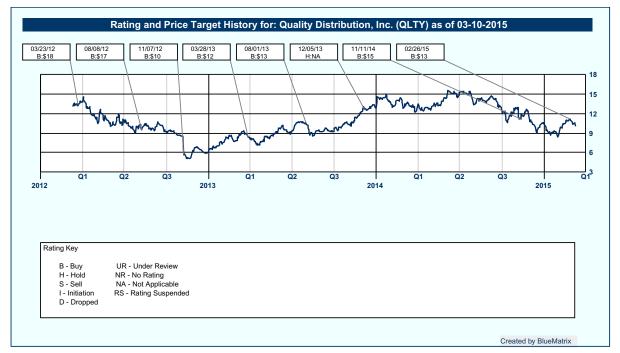
(12) 2012 excludes \$0.3mm (or \$0.02 per diluted share) of after-tax gains on the sales of marketable securities classified as available for sale (13) LINC acquisition include above as of the acquisition close date of October 1, 2012 whereas the company's full year financials show pooled results under common ownership. See Pro Forma UACL & LINC tab for combined results

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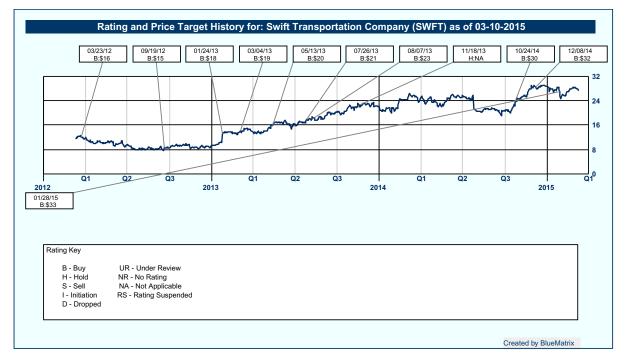
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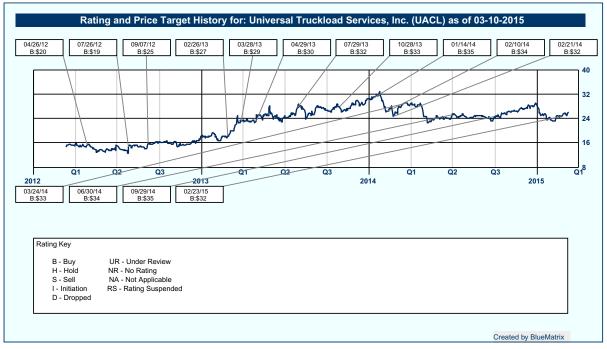
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