

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 impending capacity shortage and/or the re-industrialization of America themes.

Prices are as of the close, 3/11/15.

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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. Lastly, we attended some of the group sessions to witness the heartwarming best driver and best owner-operator award ceremonies, as well as an emotional tribute to the TCA's amazing Wreaths Across America program, which culminates with truckload carriers delivering wreaths to Arlington National Cemetery every year. Every holiday season, participants in the program dress each gravestone marking a deceased war hero with a beautiful Christmas wreath. Big, burly truck drivers participating in the annual delivery are frequently brought to tears as they swell up with pride upon their arrival at Arlington, while they receive a warm welcome from current members of the military, members of the Boy Scouts of America, and members of the deceased's families. The TCA and its members have their priorities straight—they value the freedom secured by our fallen warriors and the great work performed daily by the professional truck drivers of America, who are the folks that form the backbone of America's supply chain. 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. 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 quo 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.

Stifel 12-Month Target Price/Fair Value Estimate Matrix

Company	Ticker	Rating	Closing 3/11/2015	Earnings Per Share		12-Mo. Target Price / Fair Value		
				CY 15E	CY 16E	P/E Multiple ⁽⁸⁾	Estimate	Potential 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%
Universal 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%
WABCO 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%
YRC Worldwide	YRCW	Hold	\$ 17.84	\$ 0.92	\$ 1.65	12.0x	\$ 20	12.1%
Wabash National Corp.	WNC	Buy	\$ 14.55	\$ 1.10	\$ 1.20	13.0x	\$ 16	10.0%
XPO 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%
L.B. Foster Company	FSTR	Hold	\$ 43.15	\$ 3.30	\$ 3.60	13.0x	\$ 47	8.9%
Saia, 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	7.5%
Norfolk Southern Corp.	NSC	Hold	\$ 108.25	\$ 7.00	\$ 7.90	14.5x	\$ 115	6.2%
Roadrunner Transportation Svcs.	RRTS	Hold	\$ 25.47	\$ 1.73	\$ 1.98	13.5x	\$ 27	6.0%
Canadian Pacific Railway	CP	Hold	\$ 185.58	\$ 8.88	\$ 11.55	17.0x	\$ 196	5.6%
FedEx Corp. ⁽²⁾	FDX	Hold	\$ 171.56	\$ 10.23	\$ 12.00	15.0x	\$ 180	4.9%
Landstar System	LSTR	Hold	\$ 68.79	\$ 3.50	\$ 3.95	18.0x	\$ 71	3.2%
Westport Innovations	WPRT	Hold	\$ 4.85	\$ (1.10)	\$ (0.70)	NM	\$ 5	3.1%
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%
Union Pacific Corp.	UNP	Hold	\$ 114.29	\$ 6.60	\$ 7.50	15.5x	\$ 116	1.5%
UTi Worldwide ⁽³⁾	UTIW	Hold	\$ 13.09	\$ 0.36	\$ 0.61	21.0x	\$ 13	-0.7%
Forward Air Corp.	FWRD	Hold	\$ 53.40	\$ 2.43	\$ 2.95	18.0x	\$ 53	-0.7%
Kirby Corp.	KEX	Hold	\$ 75.97	\$ 4.60	\$ 5.00	15.0x	\$ 75	-1.3%
Ryder System	R	Hold	\$ 92.52	\$ 6.30	\$ 7.00	13.0x	\$ 91	-1.6%
CSX Corp.	CSX	Hold	\$ 33.66	\$ 2.10	\$ 2.30	14.5x	\$ 33	-2.0%
ArcBest Corporation	ARCB	Hold	\$ 40.04	\$ 2.60	\$ 3.15	12.5x	\$ 39	-2.6%
Expeditors International	EXPD	Hold	\$ 47.58	\$ 2.11	\$ 2.30	20.0x	\$ 46	-3.3%
Old Dominion Freight Line	ODFL	Hold	\$ 77.89	\$ 3.65	\$ 4.20	17.5x	\$ 74	-5.0%
United Parcel Service	UPS	Hold	\$ 98.72	\$ 5.15	\$ 5.80	16.0x	\$ 93	-5.8%
Werner Enterprises	WERN	Hold	\$ 31.86	\$ 1.55	\$ 1.75	16.5x	\$ 29	-9.0%
Deutsche Post DHL	DPW-DE	Hold	€ 29.73	€ 1.77	€ 2.02	15.0x	€ 27	-9.2%
Wabtec Corporation	WAB	Hold	\$ 92.68	\$ 4.05	\$ 4.65	18.0x	\$ 84	-9.4%
Marten Transport	MRTN	Hold	\$ 22.22	\$ 1.10	\$ 1.27	15.5x	\$ 20	-10.0%
Heartland Express	HTLD	Hold	\$ 24.62	\$ 1.10	\$ 1.23	17.5x	\$ 22	-10.6%
Panalpina World Transport Holding	PWTN-CH	Hold	CHF 140.30	CHF 5.15	CHF 6.50	19.0x	CHF 124	-11.6%
C.H. Robinson Worldwide	CHRW	Sell	\$ 72.48	\$ 3.32	\$ 3.60	17.5x	\$ 63	-13.1%
J.B. Hunt Transport Svcs.	JBHT	Hold	\$ 86.80	\$ 3.60	\$ 4.15	18.0x	\$ 75	-13.6%
Hub Group, Inc.	HUBG	Hold	\$ 40.21	\$ 1.90	\$ 2.15	16.0x	\$ 34	-15.4%
Kansas City Southern	KSU	Sell	\$ 114.51	\$ 5.40	\$ 6.10	15.5x	\$ 95	-17.0%
Kuehne+Nagel International AG	KNIN-CH	Hold	CHF 143.70	CHF 5.82	CHF 6.28	19.0x	CHF 119	-17.2%
Echo Global Logistics	ECHO	Sell	\$ 28.13	\$ 0.95	\$ 1.10	19.0x	\$ 21	-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

Comparative Valuation Matrix

(figures in \$US millions, except per share amounts)

Company name (Ticker)	Rating	Closing Price 3/11/2015	Diluted S/O	Market cap.	Total Debt	Cash & equiv.	TEV ^(a)	Equity value as a multiple of				Enterprise value as a multiple of					TTM ROA	TTM ROE	TTM ROIC	PEG ratio ^(d)	Div. Yield	2015E FCF Yld
								Earnings per Share			Book value	TTM Revenue	2015E EBITDA	TTM EBITDA	TTM EBITDAR ^(c)	TTM EBIT						
								2013A ^(b)	2014E ^(b)	2015E ^(b)												
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			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%
	Max			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



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Celadon Group Income Statement

(figures in \$ millions, except per share amounts)
Fiscal year end June 30

	FY 2014										FY 2015				FY 2016												
	2004A	2005A	2006A	2007A	2008A	2009A	2010A	2011A	2012A	2013A	FY 2014				FY 2015				FY 2016								
											1QA	2QA	3QA	4QA	1QA	2QA	3QE	4QE	2015E	1QE	2QE	3QE	4QE	2016E	2017E		
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	597.9	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	964.1	
% 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%	
Operating expenses:																											
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%	93.9%	91.3%	91.9%	90.9%	92.4%	92.5%	90.4%	91.3%	90.7%	
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	
% margin	8.3%	8.8%	9.8%	12.3%	9.1%	14.3%	15.0%	16.3%	17.1%	17.3%	15.8%	13.3%	11.7%	14.1%	13.7%	15.0%	15.0%	14.7%	16.3%	15.3%	16.7%	16.1%	14.8%	16.3%	16.0%	16.0%	
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	1.4	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	
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%	1.4%	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%	
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⁾⁻⁽¹⁰⁾	(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																											



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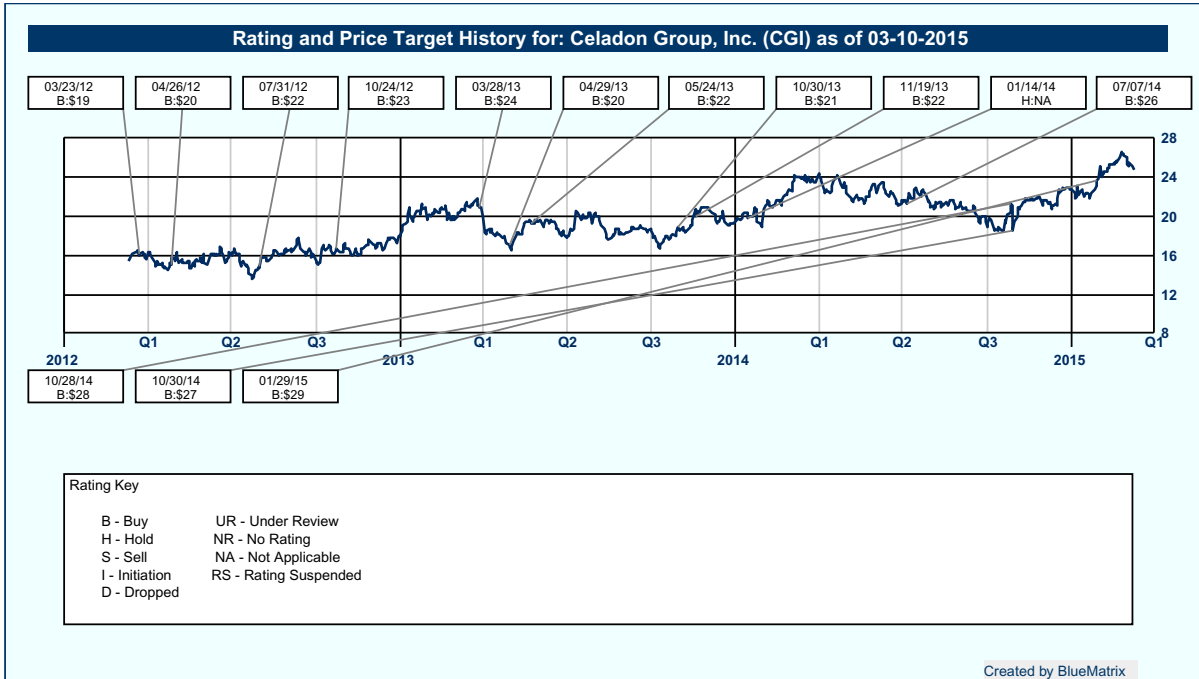
Swift Transportation Income Statement

(figures in \$ millions, except per share amounts)

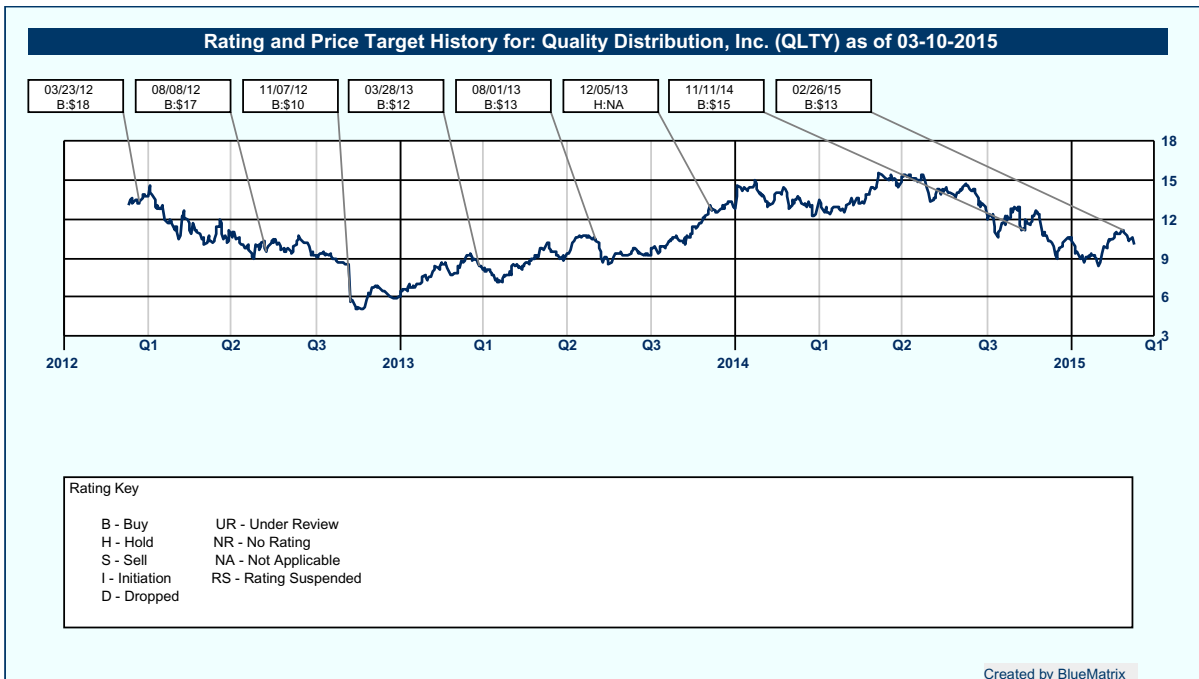
	2004A	2005A	2006A	2007A	2008A	2009A	2010A	2011A	2012A	2013				2014				2015				2015E	2016E		
										1Q	2Q	3Q	4Q	2013A	1Q	2Q	3Q	4Q	2014A	1Q	2Q			3Q	4Q
Truckload revenue, ex FSC							1,748.4	1,844.2	1,798.7	441.3	468.6	460.4	469.7	1,839.9	441.4	459.1	460.0	498.5	1,859.0	483.3	505.0	494.5	528.4	2,011.3	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 y/y							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%
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	29.1	29.6	24.6	25.0	26.0	24.6	6.1	5.4	6.7	6.4	24.7	7.2	7.7	7.3	7.7	29.9	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	2.1	(0.2)	(0.2)	0.8	(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)	(5.2)	(5.3)	(5.3)	(5.4)	(21.2)	(22.5)
Total operating expenses	2,645.6	2,989.3	2,909.3	3,133.9	3,284.9	2,413.5	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	1,001.6	3,907.2	1,034.9	1,064.7	1,048.1	1,083.4	4,231.2	4,492.9
Adjusted Operating ratio	93.6%	93.5%	91.7%	96.2%	96.6%	93.9%	89.8%	90.3%	90.2%	92.3%	89.3%	91.3%	90.0%	90.7%	94.9%	90.9%	90.3%	87.9%	90.9%	93.3%	90.6%	90.3%	88.6%	90.6%	90.2%
Adjusted Operating ratio, net of FSC							88.0%	87.9%	87.8%	90.4%	86.8%	89.2%	87.8%	88.5%	93.7%	88.8%	88.2%	85.7%	89.0%	91.8%	88.6%	88.4%	86.6%	88.8%	88.3%
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%	10.0%	9.3%	5.1%	9.1%	9.7%	12.1%	9.1%	6.7%	9.4%	9.7%	11.4%	9.4%	9.8%
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
% margin	12.9%	12.7%	15.3%	12.2%	12.2%	15.2%	16.9%	15.9%	15.5%	13.6%	16.6%	14.4%	15.2%	15.0%	10.7%	14.2%	14.7%	17.0%	14.3%	12.7%	15.2%	15.4%	17.1%	15.1%	15.6%
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
Interest (expense)	(18.9)	(28.0)	(26.1)	(205.5)	(240.9)	(256.1)	(283.9)	(145.9)	(118.1)	(26.1)	(24.3)	(26.1)	(25.1)	(101.6)	(24.9)	(23.1)	(22.1)	(16.5)	(86.6)	(11.1)	(10.7)	(10.3)	(9.7)	(41.8)	(34.9)
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
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%
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%	4.0%	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%	32.0%	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												

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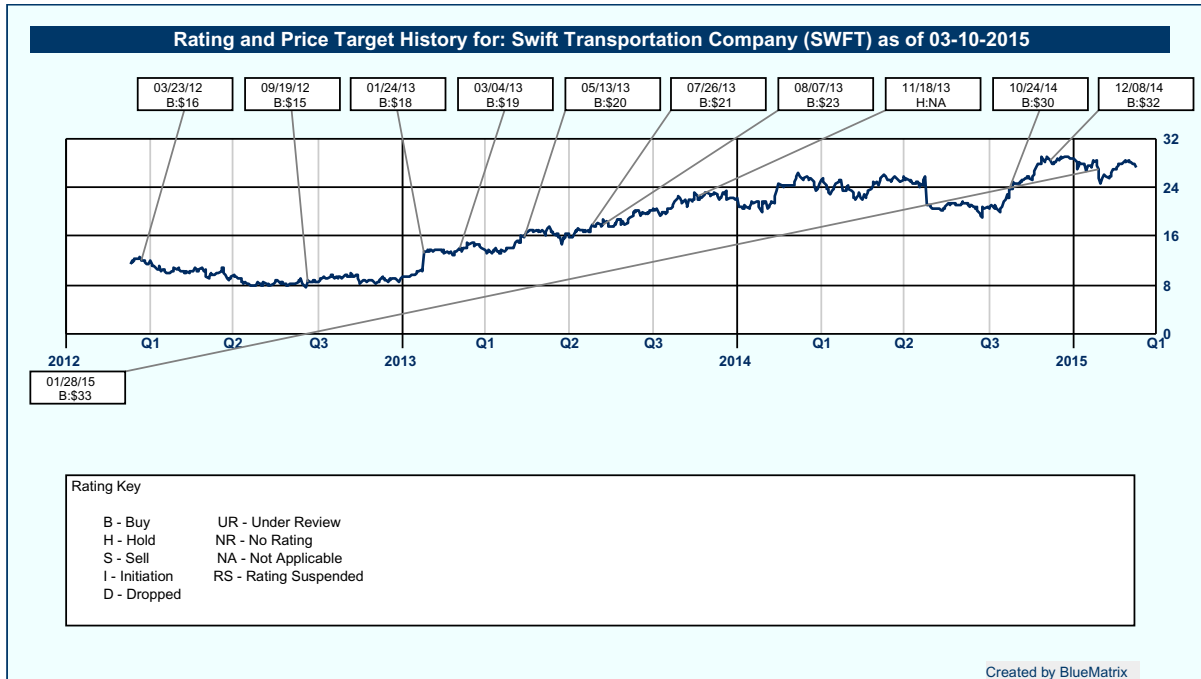
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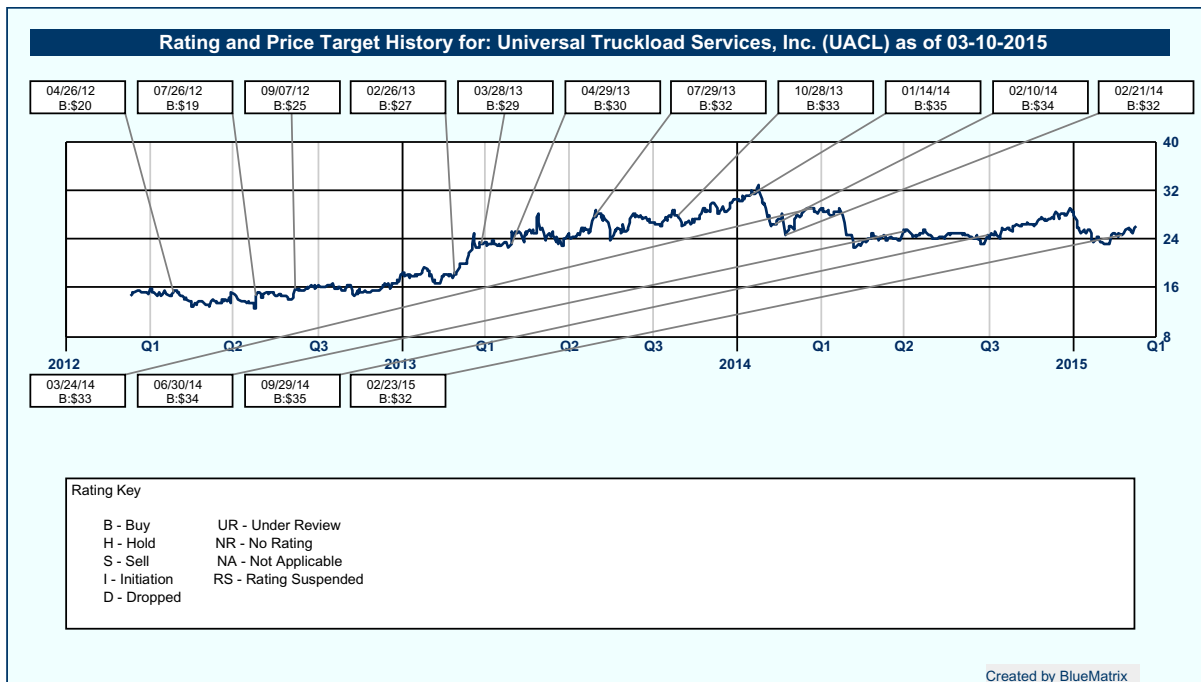
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