# FOR IMMEDIATE RELEASE

# ARKANSAS BEST CORPORATION ANNOUNCES THIRD QUARTER 2011 NET INCOME OF \$0.46/SHARE

(Fort Smith, Arkansas, October 28, 2011) – Arkansas Best Corporation (Nasdaq: ABFS) today announced third quarter 2011 net income of \$12.3 million, or \$0.46 per share, compared to a net loss of \$0.7 million, or \$0.03 per share in the third quarter of 2010.

Arkansas Best's third quarter 2011 performance reflects strong improvement from its largest subsidiary, ABF Freight System, Inc. ABF produced healthy revenue and profit growth that resulted from improved account pricing in the midst of moderating tonnage levels. ABF improved its third quarter operating ratio by four and a half operating points versus the same period last year and by over two operating points versus this year's second quarter.

"We are pleased to report another quarter of profitability resulting from the value and superior service that ABF offers in the marketplace. The ABF team is to be congratulated for producing better results in the face of an uncertain economic environment," said Judy R. McReynolds, Arkansas Best President and Chief Executive Officer. "In looking ahead, we are prepared to appropriately adjust resources to business levels while maintaining a high level of service for our customers. Our blend of investments in people and technology as well as the unique logistics services provided to our customers put us in a good position as we cultivate opportunities for future growth and new offerings."

# Arkansas Best Corporation

# Third Quarter 2011

- Revenue of \$510.9 million, a per day increase of 14.7% from the prior year third quarter revenue of \$445.5 million
- Net income of \$0.46 per share compared to a net loss of \$0.03 per share in the prior year third quarter
- Includes market losses on the cash surrender value of life insurance of \$0.05 per share compared to gains of \$0.06 per share in the prior year period

# ABF Freight System, Inc.

Third Quarter 2011

- Revenue of \$466.3 million compared to \$409.9 million in third quarter 2010, a per-day increase of 13.8%
- Tonnage per day decrease of 2.0% versus third quarter 2010
- Total billed revenue per hundredweight of \$27.10 compared to \$23.38 in third quarter 2010, an increase of 15.9%, including increases in fuel surcharge
- Operating income of \$18.3 million compared to an operating loss of \$2.6 million in third quarter 2010
- Operating ratio of 96.1% compared to 100.6% in third quarter 2010

"Since March of this year, ABF's year-over-year change in monthly tonnage has moderated, and beginning in August, tonnage has been below that of the same period last year. So far in October, ABF's tonnage is lower than last October by between six and seven percent, but because of greatly improved yields, ABF revenues continue to be ahead of the same period last year by approximately 5%. We attribute the tonnage decline to weakening economic conditions, our efforts to improve account pricing and more difficult comparisons from last year," said Ms. McReynolds. "Despite the softening in ABF's freight, our pricing levels have improved significantly from recent recessionary levels. We constantly strive to grow ABF's business with accounts that value our wide range of services. As a result, ABF's overall group of accounts offers a better mix of business with yields that have contributed to the improved profitability we've experienced during the last two quarters."

"ABF continues to focus on making investments in resources and personnel that strengthen the positive experience of our customers while improving our operational efficiencies," said Ms. McReynolds. "In the third quarter, ABF and its exceptional employees were recognized and honored by three national publications, twice for excellence in information technology and once for ABF's commitment to sustainability. Two ABF drivers achieved recognition for superior driving achievements, one as a national driving champion. Earlier this month, ABF earned the American Trucking Associations' Excellence in Security Award for the sixth time of the 11 times it has been awarded," said Ms. McReynolds. "As we move forward, we will continue to build on the strong foundation provided by ABF's nationwide network and the relationship-forming skills of its well-trained sales force to offer additional services and to take advantage of new growth opportunities."

# **Conference Call**

Arkansas Best Corporation will host a conference call with company executives to discuss the third quarter 2011 results. The call will be today, Friday, October 28, at 9:30 a.m. ET (8:30 a.m. CT). Interested parties are invited to listen by calling (800) 936-4761. Following the call, a recorded playback will be available through the end of the day on November 30, 2011. To listen to the playback, dial (800) 633-8284 or (402) 977-9140 (for international callers). The conference call ID for the playback is 21541622. The conference call and playback can also be accessed, through November 30, on Arkansas Best's website at arkbest.com.

## **Company Description**

Arkansas Best Corporation, headquartered in Fort Smith, Arkansas, is a transportation holding company. ABF Freight System, Inc., Arkansas Best's largest subsidiary, has been in continuous service since 1923. ABF has evolved from a local less-than-truckload (LTL) motor carrier into a global provider of customizable supply chain solutions. More information is available at arkbest.com and abf.com.

#### **Forward-Looking Statements**

The following is a "safe harbor" statement under the Private Securities Litigation Reform Act of 1995: Statements contained in this press release that are not based on historical facts are "forward-looking statements." Terms such as "anticipate," "believe," "estimate," "expect," "forecast," "intend," "plan," "predict," "prospects," "scheduled," "should," "would," and similar expressions and the negatives of such terms are intended to identify forward-looking statements. Such statements are by their nature subject to uncertainties and risk including, but not limited to, recessionary economic conditions; competitive initiatives, pricing pressures and effect of volatility in fuel prices and the associated changes in fuel surcharges on securing increases in base freight rates; the impact of any limitations on our customers' access to adequate financial resources; availability and cost of capital; shifts in market demand; weather conditions; the performance and needs of industries served by Arkansas Best Corporation's subsidiaries; future costs of operating expenses such as fuel and related taxes; self-insurance claims and insurance premium costs; relationships with employees, including unions; union and non-union employee wages and benefits, including changes in required contributions to multiemployer pension plans; governmental regulations and policies; future climate change legislation; costs of continuing investments in technology; the timing and amount of capital expenditures; the cost, integration and performance of any future acquisitions; and other financial, operational and legal risks and uncertainties detailed from time to time in Arkansas Best Corporation's Securities and Exchange Commission ("SEC") public filings.

The following tables show financial data and operating statistics on Arkansas Best Corporation and its subsidiary companies.

## ARKANSAS BEST CORPORATION CONSOLIDATED STATEMENTS OF OPERATIONS

	Three Months Ended September 30				Nine Months Ended September 30				
		2011		2010		2011		2010	
			(\$ 1		idited)				
			(\$ thous	anas, except sn	are and	l per share data)	)		
OPERATING REVENUES	\$	510,887	\$	445,531	\$	1,444,369	\$	1,216,768	
OPERATING EXPENSES AND COSTS		489,769		447,307		1,436,245		1,264,619	
OPERATING INCOME (LOSS)		21,118		(1,776)		8,124		(47,851	
OTHER INCOME (EXPENSE)									
Interest and dividend income		273		313		790		920	
Interest expense and other related financing costs		(973)		(853)		(2,899)		(1,853	
Other, net		(1,345)		1,346		1,544		1,558	
		(2,045)		806		(565)		625	
INCOME (LOSS) BEFORE INCOME TAXES		19,073		(970)		7,559		(47,226	
INCOME TAXES									
Current provision (benefit)		7,041		(1,864)		9,432		(11,199	
Deferred provision (benefit)		(233)		1,479		(6,802)		(6,722	
		6,808		(385)		2,630		(17,921	
NET INCOME (LOSS)		12,265		(585)		4,929		(29,305	
LESS: NONCONTROLLING INTEREST IN NET INCOME OF SUBSIDIARY		_		164		174		280	
NET INCOME (LOSS) ATTRIBUTABLE TO ARKANSAS BEST CORPORATION	\$	12,265	\$	(749)	\$	4,755	\$	(29,585	
EARNINGS PER COMMON SHARE <sup>(1)</sup>									
Basic	\$	0.46	\$	(0.03)	\$	0.18	\$	(1.18	
Diluted	•	0.46	-	(0.03)	•	0.18	•	(1.18	
AVERAGE COMMON SHARES OUTSTANDING									
Basic	25,421,887		25,199,123		25,388,174		25,166,67		
Diluted		25,421,887		5,199,123				25,166,678	
CASH DIVIDENDS DECLARED									
PER COMMON SHARE	\$	0.03	\$	0.03	\$	0.09	\$	0.09	

(1) The Company uses the two-class method for calculating earnings per share. This method, as calculated below, requires an allocation of dividends paid and a portion of undistributed net income (but not losses) to unvested restricted stock for calculating per share amounts.

NET INCOME (LOSS) ATTRIBUTABLE TO ARKANSAS BEST CORPORATION	\$ 12,265	\$ (749)	\$ 4,755	\$ (29,585)
EFFECT OF UNVESTED RESTRICTED STOCK AWARDS <sup>(1)</sup>	(532)	(21)	(191)	(38)
ADJUSTED NET INCOME (LOSS) FOR CALCULATING EARNINGS PER COMMON SHARE	\$ 11,733	\$ (770)	\$ 4,564	\$ (29,623)

### ARKANSAS BEST CORPORATION CONSOLIDATED BALANCE SHEETS

	Sep	otember 30 2011	De	cember 31 2010
	(U	naudited)		Note
ASSETS		(\$ thousands, e	xcept share	data)
CURRENT ASSETS				
Cash and cash equivalents	\$	137,099	\$	102,578
Short-term investments	·	30,992		39,288
Restricted cash equivalents and short-term investments		52,323		51,661
Accounts receivable, less allowances (2011 – \$6,265; 2010 – \$3,944)		165,259		145,426
Other accounts receivable, less allowances (2011 – \$1,206; 2010 – \$1,254)		6,226		8,157
Prepaid expenses		9,114		10,258
Deferred income taxes		37,031		32,681
Prepaid and refundable income taxes		2,106		3,958
Other		5,251		5,677
TOTAL CURRENT ASSETS		445,401		399,684
PROPERTY, PLANT AND EQUIPMENT				
Land and structures		241,310		243,981
Revenue equipment		568,639		530,424
Service, office and other equipment		169,743		163,732
Leasehold improvements		21,258		21,890
		1,000,950		960,027
Less allowances for depreciation and amortization		590,418		552,781
		410,532		407,246
OTHER ASSETS		52,439		54,021
	\$	908,372	\$	860,951
LIABILITIES AND STOCKHOLDERS' EQUITY				
CURRENT LIABILITIES			<b>.</b>	10.000
Bank overdraft and drafts payable	\$	14,631	\$	13,023
Accounts payable		74,656		62,134
Income taxes payable		5,787		196
Accrued expenses		156,537		144,543
Current portion of long-term debt		21,179		14,001
TOTAL CURRENT LIABILITIES		272,790		233,897
LONG-TERM DEBT, less current portion		45,900		42,657
PENSION AND POSTRETIREMENT LIABILITIES		66,907		65,421
OTHER LIABILITIES		13,933		19,827
DEFERRED INCOME TAXES		20,045		19,405
STOCKHOLDERS' EQUITY				
Common stock, \$0.01 par value, authorized 70,000,000 shares; issued 2011: 27,099,819 shares; 2010: 26,934,847 shares		271		269
Additional paid-in capital		284,991		281,169
Retained earnings		294,501		292,129
Treasury stock, at cost, 1,677,932 shares		(57,770)		(57,770)
Accumulated other comprehensive loss		(33,196)		(36,053)
TOTAL STOCKHOLDERS' EQUITY		488,797		479,744
	\$	908,372	\$	860,951

Note: The balance sheet at December 31, 2010 has been derived from the audited financial statements at that date but does not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements.

# ARKANSAS BEST CORPORATION CONSOLIDATED STATEMENTS OF CASH FLOWS

		Nine Month Septemb					
		2011			2010		
			(Una	udited)			
			(\$ tho	usands)			
OPERATING ACTIVITIES							
Net income (loss)	\$	4,	929	\$	(29,305)		
Adjustments to reconcile net income (loss)							
to net cash provided by operating activities:							
Depreciation and amortization		54,	201		53,771		
Other amortization			177		200		
Pension settlement expense			_		178		
Share-based compensation expense		5,	116		4,191		
Provision for losses on accounts receivable		2,	105		453		
Deferred income tax benefit		(6,	802)		(6,722)		
Gain on sale of property and equipment		(1,	934)		(142)		
Changes in operating assets and liabilities:							
Receivables		(20,	244)		(31,595)		
Prepaid expenses		1,	144		1,724		
Other assets		2,	293		659		
Income taxes		8,	457		18,145		
Accounts payable, accrued expenses and other liabilities		22,	836		10,316		
NET CASH PROVIDED BY OPERATING ACTIVITIES		72,	278		21,873		
INVESTING ACTIVITIES							
Purchases of property, plant and equipment, net of capital leases and notes payable		(32,	127)		(4,322)		
Proceeds from sales of property and equipment		5,	678		3,393		
Purchases of short-term investments		(27,	930)		(51,065)		
Proceeds from sales of short-term investments		36,	175		99,175		
Capitalization of internally developed software and other		(3,	735)		(3,265)		
NET CASH PROVIDED BY (USED IN) INVESTING ACTIVITIES		(21,	939)		43,916		
FINANCING ACTIVITIES			~ ~ ~		·		
Payments on long-term debt		(10,	886)		(5,167)		
Proceeds from issuance of long-term debt			-		11,416		
Acquisition of noncontrolling interest		. ,	084)		_		
Net change in bank overdraft and other			608		(10,057)		
Change in restricted cash equivalents and short-term investments			662)		103		
Deferred financing costs		-	174)		(35)		
Payment of common stock dividends			383)		(2,340)		
Proceeds from the exercise of stock options			763		465		
NET CASH USED IN FINANCING ACTIVITIES		(15,	818)		(5,615)		
NET INCREASE IN CASH AND CASH FOUNDAL ENTS		24	501		60 174		
NET INCREASE IN CASH AND CASH EQUIVALENTS		34,			60,174		
Cash and cash equivalents at beginning of period	\$	102,		\$	<u>39,332</u> 99,506		
CASH AND CASH EQUIVALENTS AT END OF PERIOD	Ф	137,	UYY	φ	99,300		
NONCASH INVESTING ACTIVITIES							
Accruals for equipment received	\$	,	177	\$	5,896		
Equipment financed under capital leases and notes payable	\$	21,	307	\$	21,421		

## ARKANSAS BEST CORPORATION FINANCIAL STATEMENT OPERATING SEGMENT DATA AND OPERATING RATIOS

	Three Months Ended September 30								s Ended r 30			
		2011			2010			2011			2010	
						(Una (\$ the						
ABF Freight System, Inc. <sup>(1)</sup>	\$	466,287		\$	409,916		\$	1,327,168		\$	1,122,384	
Other revenues and eliminations	·	44.600			35,615		·	117.201			94,384	
Total consolidated		,			,						,	
operating revenues	\$	510,887		\$	445,531		\$	1,444,369		\$	1,216,768	
<b>OPERATING EXPENSES AND</b> <b>ABF Freight System, Inc.</b> <sup>(1)</sup> Salaries, wages and benefits	cos \$	STS 272,038	58.3%	\$	259,613	63.3%	\$	807,792	60.9%	\$	745,037	66.4%
Fuel, supplies and expenses	Ŷ	86,570	18.6	Ŧ	67,045	16.4	Ŷ	254,292	19.2	+	192,686	17.2
Operating taxes and licenses		11,343	2.4		11,229	2.7		34,336	2.6		32,438	2.9
Insurance		5,139	1.1		4,870	1.2		18.132	1.4		14,981	1.3
Communications and utilities		3,779	0.8		3,830	0.9		11,490	0.9		11,008	1.0
Depreciation and amortization		17,540	3.8		16,992	4.2		52,160	3.9		51,698	4.6
Rents and purchased transportatio Gain on sale of property	n	49,598	10.6		46,830	11.4		140,455	10.6		120,771	10.7
and equipment		(1,060)	(0.2)		(74)	_		(1,944)	(0.1)		(498)	_
Other		2,997	0.7		2,141	0.5		6,547	0.3		5,101	0.4
		447,944	96.1%		412,476	100.6%		1,323,260	99.7%		1,173,222	104.5%
Other expenses and eliminations		41,825			34,831			112,985			91,397	
Total consolidated operating expenses and costs	\$	489,769		\$	447,307		\$	1,436,245		\$	1,264,619	
OPERATING INCOME (LOSS) ABF Freight System, Inc. <sup>(1)</sup>	\$	18,343		\$	(2,560)		\$	3,908		\$	(50,838)	
Other income (loss) and		2			704			1010			0.007	
eliminations Total consolidated operating		2,775			784			4,216			2,987	
income (loss)	\$	21,118		\$	(1,776)		\$	8,124		\$	(47,851)	

(1) Includes U.S., Canadian and Puerto Rican operations of ABF affiliates.

## ABF FREIGHT SYSTEM, INC. OPERATING STATISTICS

	Three Mont <u>2011</u>	hs Ended Se <u>2010</u>	<u>% Change</u>	Nine Mont <u>2011</u> audited)	hs Ended Sej <u>2010</u>	ptember 30 <u>% Change</u>
Workdays	64	64		191.5	190.5	
Billed Revenue <sup>(1)</sup> / CWT	\$ 27.10	\$ 23.38	15.9%	\$ 25.70	\$ 23.52	9.3%
Billed Revenue (1) / Shipment	\$ 386.25	\$ 340.54	13.4%	\$ 365.09	\$ 334.56	9.1%
Shipments	1,203,970	1,201,683	0.2%	3,652,776	3,366,599	8.5%
Shipments / Day	18,812	18,776	0.2%	19,075	17,672	7.9%
Tonnage (tons)	858,048	875,156	(2.0)%	2,594,053	2,394,510	8.3%
Tons / Day	13,407	13,674	(2.0)%	13,546	12,570	7.8%

(1) Billed Revenue does not include revenue deferral required for financial statement purposes under the company's revenue recognition policy.

Includes U.S., Canadian and Puerto Rican operations of ABF affiliates.

Contact: Mr. David Humphrey, Vice President, Investor Relations and Corporate Communications Telephone: (479) 785-6200

# END OF RELEASE