#### FOR IMMEDIATE RELEASE

# ARKANSAS BEST CORPORATION ANNOUNCES SECOND QUARTER 2012 RESULTS

- Net income of \$11.8 million
- Diluted earnings per share of \$0.44
- Panther Expedited acquisition closes
- Focus on improving ABF cost structure

(Fort Smith, Arkansas, July 31, 2012) – Arkansas Best Corporation (Nasdaq: ABFS) today announced second quarter 2012 net income of \$11.8 million, or \$0.44 per share, on revenue of \$511 million, compared with net income of \$5.3 million, or \$0.20 per share, and revenue of \$499 million in the second quarter of 2011.

The second quarter 2012 results included a tax benefit of \$8.0 million, or \$0.31 per share, related to the reversal of previously established deferred tax asset valuation allowances, and transaction costs of \$2.1 million (\$1.3 million, after tax), or \$0.05 per share, associated with the June 15, 2012 acquisition of Panther Expedited Services, Inc. ("Panther"). Excluding both of these items, Arkansas Best had second quarter 2012 net income of \$5.2 million, or \$0.18 per share.

"A number of significant developments occurred during the second quarter, including closing the acquisition of Panther, our premium logistics provider," said Arkansas Best President and CEO Judy R. McReynolds. "This transaction represents a major step in our long-term strategy to grow our non-asset-based businesses. If Panther had been included, total 2011 revenues for Arkansas Best's non-asset businesses would have exceeded \$400 million. The addition of Panther and the services provided by our other non-asset-based subsidiaries complement our offerings at ABF and allow us to strengthen customer relationships."

ABF implemented a 6.9% increase in its general rates and charges on June 25, 2012 that was in effect during the last week of the second quarter. Second quarter price increases on ABF accounts under contract and deferred pricing agreements remained at favorable levels. In the second quarter of 2011, ABF began an aggressive initiative to address inadequate pricing and improve the profitability of many accounts across its network. This effort continues in 2012. As a result, the incremental profitability of ABF's account base has improved.

"While we are encouraged by ABF's yield initiatives, we continue to focus on various paths to reduce ABF's overall cost structure," said Ms. McReynolds. "On-going efforts that offer opportunities to reduce ABF's cost structure include ABF's labor contract lawsuit, collaborative work to develop a permanent solution to correct our payment of non-ABF multiemployer pension benefits and preparations for negotiation of a new April 2013 labor contract."

ABF's second quarter 2012 daily tonnage levels continued to be below those of the same period last year as the U.S. economy remained inconsistent. However, in each month of this year's second quarter, the level of tonnage decrease improved versus 2011. During the second half of 2012, monthly tonnage levels will be compared back to the second half of 2011, when ABF experienced declining tonnage versus 2010.

### **Acquisition of Panther Expedited Services, Inc.**

As previously announced, Arkansas Best acquired Panther on June 15, 2012. The aggregate purchase price of approximately \$181 million included a preliminary post-closing adjustment to net working capital. Arkansas Best did not assume any of Panther's debt that existed prior to the acquisition.

In connection with this purchase, Arkansas Best entered into a \$100 million secured term loan facility with a syndicate of banks to finance a portion of the transaction. The balance of the proceeds needed to pay the full purchase price and transaction costs was funded out of Arkansas Best's available cash.

Changes in the accompanying Arkansas Best consolidated balance sheet from December 31, 2011 to June 30, 2012 include \$230 million of acquired assets and \$49 million of liabilities, primarily deferred tax liabilities. Additional details of these preliminary fair value assessments are included in the financial tables section of this press release.

## **Closing Comments**

"Arkansas Best is focused on listening to our customers and providing solutions that meet their needs," said Ms. McReynolds. "The addition of Panther and the investments we are making in our other non-asset-based subsidiaries will further that objective and improve our opportunities to grow our relationships and our company. Our efforts to lower ABF's cost structure will continue until we find the right solution."

#### **Conference Call**

Arkansas Best Corporation will host a conference call with company executives to discuss the 2012 second quarter results. The call will be today, Tuesday, July 31, at 9:30 a.m. ET (8:30 a.m. CT). Interested parties are invited to listen by calling (800) 618-4645. Following the call, a recorded playback will be available through the end of the day on August 31, 2012. To listen to the playback, dial (800) 633-8284 or (402) 977-9140 (for international callers). The conference call ID for the playback is 21598607. The conference call and playback can also be accessed, through August 31, on Arkansas Best's website at arkbest.com.

### **Company Description**

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

The following is a "safe harbor" statement under the Private Securities Litigation Reform Act of 1995: Statements contained in this report 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, general economic conditions and related shifts in market demand that impact the performance and needs of industries served by Arkansas Best Corporation's subsidiaries and limit our customers' access to adequate financial resources; the successful integration of Panther; relationships with employees, including unions; union and nonunion employee wages and benefits, including changes in required contributions to multiemployer pension plans; competitive initiatives, pricing pressures, the effect of volatility in fuel prices and the associated changes in fuel surcharges on securing increases in base freight rates and the inability to collect fuel surcharges; availability of fuel; availability and cost of reliable third-party services; the timing and amount of capital expenditures; future costs of operating expenses such as fuel and related taxes; self-insurance claims and insurance premium costs; governmental regulations and policies; future climate change legislation; availability and cost of capital and financing arrangements; the cost and timing of growth initiatives; the impact of our brand and corporate reputation; the cost, integration, and performance of any future acquisitions; costs of continuing investments in technology and the impact of cyber incidents; weather conditions; 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.

		Three Mo	nths En ne 30	ded	Six Months Ended June 30				
		2012		2011		2012		2011	
				(Unau	dited)				
			(\$ thousands, except share and per share do						
OPERATING REVENUES	\$	510,543	\$	498,550	\$	951,410	\$	933,481	
OPERATING EXPENSES AND COSTS		503,342		489,552		967,196		946,475	
OPERATING INCOME (LOSS)		7,201		8,998		(15,786)		(12,994)	
OTHER INCOME (EXPENSE)									
Interest and dividend income		215		273		469		516	
Interest expense and other related financing costs		(1,112)		(932)		(2,255)		(1,927)	
Other, net		(220)		281		1,120		2,892	
		(1,117)		(378)		(666)		1,481	
INCOME (LOSS) BEFORE INCOME TAXES		6,084		8,620		(16,452)		(11,513)	
INCOME TAX PROVISION (BENEFIT)		(5,757)		3,169		(10,131)		(4,177)	
NET INCOME (LOSS)		11,841		5,451		(6,321)		(7,336)	
LESS: NONCONTROLLING INTEREST IN NET INCOME OF SUBSIDIARY		_		153		_		174	
NET INCOME (LOSS) ATTRIBUTABLE TO									
ARKANSAS BEST CORPORATION	\$	11,841	\$	5,298	\$	(6,321)	\$	(7,510)	
EARNINGS (LOSS) PER COMMON SHARE <sup>(1)</sup>									
Basic	\$	0.44	\$	0.20	\$	(0.25)	\$	(0.30)	
Diluted	\$	0.44	\$	0.20	\$	(0.25)	\$	(0.30)	
AVERAGE COMMON SHARES OUTSTANDING									
Basic	2	5,544,455	2	5,411,339	2	5,496,871	2	5,358,130	
Diluted		5,544,455		5,411,942		5,496,871		5,358,130	
CASH DIVIDENDS DECLARED									
PER COMMON SHARE	\$	0.03	\$	0.03	\$	0.06	\$	0.06	
(1) The Company uses the two-class method for calculating e undistributed net income (but not losses) to unvested restricted					ocation o	of dividends pa	id and	a portion of	
NET INCOME (LOSS) ATTRIBUTABLE TO ARKANSAS BEST CORPORATION	\$	11,841	\$	5,298	\$	(6,321)	\$	(7,510)	
EFFECT OF UNVESTED RESTRICTED STOCK AWARDS <sup>(1)</sup>		(549)		(213)		(75)		(60)	
ADJUSTED NET INCOME (LOSS) FOR									
CALCULATING EARNINGS PER COMMON SHARE	\$	11,292	\$	5,085	\$	(6,396)	\$	(7,570)	

# ARKANSAS BEST CORPORATION CONSOLIDATED BALANCE SHEETS

	June 30 2012		De	cember 31 2011
	(U	naudited)		Note
A GGTTPG		(\$ thousands, exc	cept share	data)
ASSETS				
CURRENT ASSETS				
Cash and cash equivalents	\$	53,618	\$	141,295
Short-term investments		46,619		33,960
Restricted cash equivalents and short-term investments		21,025		52,693
Accounts receivable, less allowances (2012 – \$4,484; 2011 – \$5,957)		201,668		149,665
Other accounts receivable, less allowances (2012 – \$1,429; 2011 – \$1,226)		7,541		7,538
Prepaid expenses		15,818		11,363
Deferred income taxes		36,129		35,481
Prepaid and refundable income taxes Other		6,317		6,905
TOTAL CURRENT ASSETS		9,805 398,540		6,186 445,086
TOTAL CORRENT ASSETS		390,340		443,000
PROPERTY, PLANT AND EQUIPMENT				
Land and structures		242,170		242,120
Revenue equipment		595,542		569,303
Service, office and other equipment		117,285		110,511
Software		99,310		64,229
Leasehold improvements		23,000		21,426
I11		1,077,307		1,007,589
Less allowances for depreciation and amortization		614,335 462,972		592,171 415,418
GOODWILL		82,604		3,660
INTANGIBLE ASSETS, NET		71,222		2,822
		· ·		ŕ
OTHER ASSETS		51,693		49,234
	\$	1,067,031	\$	916,220
LIABILITIES AND STOCKHOLDERS' EQUITY				
CURRENT LIABILITIES				
Bank overdraft and drafts payable	\$	15,327	\$	20,836
Accounts payable	,	94,561		66,517
Income taxes payable		220		169
Accrued expenses		163,159		151,887
Current portion of long-term debt		46,282		24,262
TOTAL CURRENT LIABILITIES		319,549		263,671
LONG-TERM DEBT, less current portion		133,796		46,750
PENSION AND POSTRETIREMENT LIABILITIES		91,869		106,578
OTHER LIABILITIES		12,630		13,751
DEFERRED INCOME TAXES		46,820		19,855
STOCKHOLDERS' EQUITY				
Common stock, \$0.01 par value, authorized 70,000,000 shares;				
issued 2012: 27,262,457 shares; 2011: 27,099,819 shares		273		271
Additional paid-in-capital		287,678		286,408
Retained earnings		287,182		295,108
Treasury stock, at cost, 1,677,932 shares		(57,770)		(57,770
Accumulated other comprehensive loss		(54,996)		(58,402
TOTAL STOCKHOLDERS' EQUITY		462,367		465,615

Note: The balance sheet at December 31, 2011 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.

	Six Months Ended June 30					
		2011				
		2012 (Una	udited)	2011		
			ousands)			
OPERATING ACTIVITIES						
Net loss	\$	(6,321)	\$	(7,336)		
Adjustments to reconcile net loss to net cash provided by operating activities:						
Depreciation and amortization		39,970		35,971		
Amortization of intangibles		200		_		
Share-based compensation expense		3,342		3,699		
Provision for losses on accounts receivable		729		1,122		
Deferred income tax benefit		(8,520)		(6,569)		
Gain on sale of property and equipment		(516)		(873)		
Changes in operating assets and liabilities:						
Receivables		(20,885)		(25,756)		
Prepaid expenses		1,363		836		
Other assets		(452)		269		
Income taxes		522		2,417		
Accounts payable, accrued expenses and other liabilities <sup>(1)</sup>		4,740		29,352		
NET CASH PROVIDED BY OPERATING ACTIVITIES		14,172		33,132		
		•				
INVESTING ACTIVITIES						
Purchases of property, plant and equipment, net of financings		(18,401)		(18,766)		
Proceeds from sales of property and equipment		2,692		3,370		
Purchases of short-term investments		(22,143)		(12,250)		
Proceeds from sales of short-term investments		9,555		14,125		
Business acquisition, net of cash acquired		(180,793)		_		
Capitalization of internally developed software and other		(3,435)		(2,183)		
NET CASH USED IN INVESTING ACTIVITIES		(212,525)		(15,704)		
FINANCING ACTIVITIES						
Borrowings under credit facilities		100,000		_		
Payments on long-term debt		(12,303)		(6,994)		
Net change in bank overdraft and other		(5,510)		2,797		
Change in restricted cash equivalents and short-term investments		31,668		(20)		
Deferred financing costs		(1,574)		(133)		
Payment of common stock dividends		(1,605)		(1,585)		
Proceeds from the exercise of stock options		_		763		
NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES		110,676		(5,172)		
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENCE		(97.475)		10.056		
NET INCREASE (DECREASE) IN CASH AND CASH EQUIVALENTS  Cash and cash equivalents at beginning of period		(87,677)		12,256		
	ф.	141,295	¢	102,578		
CASH AND CASH EQUIVALENTS AT END OF PERIOD	\$	53,618	\$	114,834		
NONCASH INVESTING ACTIVITIES						
Accruals for equipment received	\$	7,416	\$	5,358		
Equipment financed under capital leases and notes payable	\$	21,370	\$	3,882		
Equipment intuited under cupital leases and notes payable	Ψ	41,010	Ψ	3,002		

<sup>(1)</sup> Includes \$18.0 million in contributions to the Company's nonunion pension plan for 2012.

2012  6 11,841 (7,973) 1,294 6 5,162  6 0.44 (0.31) 0.05 6 0.18	\$	5,298 - - 5,298 0.20			\$	(7,510) - (7,510)
(7,973) 1,294 6 5,162 6 0.44 (0.31) 0.05	\$ \$	5,298 - - 5,298	\$	(6,321) (3,333) 1,294		_
(7,973) 1,294 6 5,162 6 0.44 (0.31) 0.05	\$	5,298	\$	(3,333) 1,294		_
(7,973) 1,294 6 5,162 6 0.44 (0.31) 0.05	\$	5,298	\$	(3,333) 1,294		_
(7,973) 1,294 6 5,162 6 0.44 (0.31) 0.05	\$	5,298	\$	(3,333) 1,294		_
1,294 6 5,162 6 0.44 (0.31) 0.05	\$	,	-	1,294	\$	(7,510)
5,162 6 0.44 (0.31) 0.05	\$	,	-		\$	(7,510)
0.44 (0.31) 0.05	\$	,	-	(8,360)		(7,510)
(0.31) 0.05		0.20	\$			_
(0.31) 0.05		0.20	\$			
(0.31) 0.05		-		(0.25)	\$	(0.30)
0.05				(0.13)		_
	\$	_		0.05		_
		0.20	\$	(0.33)	\$	(0.30)
11.841	\$	5.298	\$	(6.321)	\$	(7,510
1,112		932		2,255		1,927
(5,757)		3,169		(10,131)		(4,177
20,850		18,053		40,170		35,971
		2,253		3,342		3,699
1,900		1,840		5,693		3,680
1,900 2,846		31,545		35,008		33,590
		31,343				
2,846		-		2,129		_
8	(5,757) 20,850	1,112 (5,757) 20,850	1,112     932       (5,757)     3,169       20,850     18,053	1,112     932       (5,757)     3,169       20,850     18,053	1,112     932     2,255       (5,757)     3,169     (10,131)       20,850     18,053     40,170	1,112     932     2,255       (5,757)     3,169     (10,131)       20,850     18,053     40,170

<sup>(1)</sup> Tax benefit adjustments related to deferred tax asset valuation allowances.

Non-GAAP Financial Measures. The company reports its financial results in accordance with generally accepted accounting principles ("GAAP"). However, management believes that certain non-GAAP performance measures and ratios utilized for internal analysis provide financial statement users meaningful comparisons between current and prior period results, as well as important information regarding performance trends. Certain information discussed in the scheduled conference call could be considered non-GAAP measures. Non-GAAP financial measures should be viewed in addition to, and not as an alternative for, the company's reported results. Management believes EBITDA to be relevant and useful information as EBITDA is a standard measure commonly reported and widely used by analysts, investors and others to measure financial performance and ability to service debt obligations. However, these financial measures should not be construed as better measurements than operating income, operating cash flow, net income or earnings per share, as defined by GAAP. Other companies may calculate Adjusted EBITDA differently, and therefore the Company's Adjusted EBITDA may not be comparable to similarly titled measures of other companies. As Panther's net income is not presented, EBITDA has been reconciled to operating income, which is the reported GAAP measure.

<sup>(2)</sup> Transaction costs associated with the June 15, 2012 acquisition of Panther Expedited Services, Inc.

<sup>(3)</sup> Includes the results of Panther Expedited Services, Inc., for the period of June 16 to June 30, 2012.

On June 15, 2012, Arkansas Best completed the acquisition of Panther Expedited Services, Inc. The following table summarizes the preliminary fair values of the acquired assets and liabilities for Panther.

	Preliminary Allocation
	(\$ millions)
Fair value of assets acquired:	
Accounts receivable	\$ 31.8
Deferred income taxes	0.6
Other current assets	5.8
Property, plant and equipment (other than acquired software)	7.4
Intangible assets (including acquired software)	101.0
Goodwill	78.9
Other assets	4.3
Total assets acquired	229.8
Fair value of liabilities assumed:	
Accounts payable	(12.3)
Other current liabilities	(4.5)
Deferred income taxes on acquired assets	(32.2)
Total liabilities	(49.0)
Cash paid, net of cash acquired	\$ 180.8

The above purchase price allocation was based on preliminary information regarding the fair values of acquired assets and liabilities for Panther and the amount of goodwill recognized as of June 15, 2012. With the assistance of a third-party valuation firm, Arkansas Best is conducting an assessment of the fair values of acquired assets and liabilities for Panther and the amount of goodwill recognized as of June 15, 2012. This assessment requires a significant amount of judgment, and Arkansas Best has not completed this analysis as it relates to the valuation of Panther. Based on the preliminary purchase price allocation, amortization of intangible assets, including software, is estimated to total approximately \$8 million per year.

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

	Three Months Ended June 30							Six 1	Months E	nded		
		2012			2011			2012			2011	
						(Unat						
OPERATING REVENUES												
Freight Transportation <sup>(1)</sup>	\$	445,740		\$	452,126		\$	846,295		\$	849,398	
Premium Logistics & Expedited												
Freight Services <sup>(2)</sup>		10,835			_			10,835			_	
Truck Brokerage & Management <sup>(3)</sup>		10,021			6,411			18,060			11,511	
Emergency and Preventative Maintenance <sup>(4)</sup>		20 101			22 241			52 470			15 610	
Household Goods Moving		30,101			23,341			52,479			45,618	
Services <sup>(5)</sup>		20,479			25,241			35,531			41,112	
Total non-asset-based segments		71,436			54,993			116,905			98,241	
Other revenues and eliminations		(6,633)			(8,569)			(11,790)			(14,158)	
Total consolidated												
operating revenues	\$	510,543		\$	498,550		\$	951,410		\$	933,481	
OPERATING EXPENSES AND O	200	TC										
Freight Transportation <sup>(1)</sup>	.05	015										
Salaries, wages and benefits	\$	269,488	60.5%	\$	273,065	60.4%	\$	535,005	63.2%	\$	535,365	63.0%
Fuel, supplies and expenses	Ф	82,893	18.6	φ	88,010	19.5	Φ		19.3	φ	167,127	19.7
Operating taxes and licenses		-				2.6		163,658				2.7
		10,823	2.4		11,572			21,623	2.6		22,993	
Insurance		5,587	1.3		6,511	1.4		10,471	1.2		12,991	1.5
Communications and utilities		3,464	0.8		3,723	0.8		7,268	0.9		7,697	0.9
Depreciation and amortization		19,477	4.4		17,341	3.8		38,058	4.5		34,542	4.1
Rents and purchased transportation Gain on sale of property	1	44,285	9.9		43,170	9.5		81,043	9.6		81,525	9.6
and equipment		(231)	(0.1)		(784)	(0.2)		(513)			(883)	(0.1)
Other		2,277	0.5		1,920	0.5		3,982	0.5		3,501	0.4
		438,063	98.3%		444,528	98.3%		860,595	101.7%		864,858	101.8%
Premium Logistics & Expedited Freight Services <sup>(2)</sup>	ф	0.245	76.10/	¢			ф	0.245	<b>7</b> 7.107	ф		
Purchased transportation	\$	8,247	76.1%	\$	_	_	\$	8,247	76.1%	\$	_	_
Depreciation and amortization		473	4.4		_	_		473	4.4		_	_
Other		1,635	15.1					1,635	15.1			
		10,355	95.6%					10,355	95.6%			
Truck Brokerage & Management <sup>(3)</sup> Emergency and Preventative		9,366			5,843			17,011			10,558	
Maintenance <sup>(4)</sup> Household Goods Moving		29,407			22,424			51,921			43,779	
Services <sup>(5)</sup>		20,314			24,293			36,157			40,028	
Total non-asset-based segments		69,442			52,560			115,444			94,365	
Other expenses and eliminations		(4,163)			(7,536)			(8,843)			(12,748)	
Total consolidated operating expenses and costs	\$	503,342		\$	489,552		\$	967,196		\$	946,475	

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

		onths Ende ne 30	d				
	2012		2011		2012		2011
				(Unaudited (\$ thousands	*		
OPERATING INCOME (LOSS)							
Freight Transportation <sup>(1)</sup>	\$ 7,677	\$	7,598	\$	(14,300)	\$	(15,460)
Premium Logistics & Expedited							
Freight Services <sup>(2)</sup>	480		_		480		_
Truck Brokerage & Management (3)	655		568		1,049		953
Emergency and Preventative					,		
Maintenance <sup>(4)</sup>	694		917		558		1,839
Household Goods Moving							
Services <sup>(5)</sup>	165		948		(626)		1,084
Total non-asset-based segments	1,994		2,433		1,461		3,876
Other income (loss) and							
eliminations	(2,470)		(1,033)		(2,947)		(1,410)
Total consolidated operating	(=,)		(2,300)		(->-1)		(-,)
income (loss)	\$ 7,201	\$	8,998	\$	(15,786)	\$	(12,994)

<sup>(1)</sup> This segment includes the results of operations of Arkansas Best's largest subsidiary, ABF Freight System, Inc.®.

<sup>(2)</sup> This segment includes the results of operations of Arkansas Best's expedited services operating as Panther Expedited Services, Inc. for the period of June 16 to June 30, 2012.

<sup>(3)</sup> This segment includes the results of operations of Arkansas Best's transportation brokerage services operating as FreightValue®.

<sup>(4)</sup> This segment includes the results of operations of Arkansas Best's roadside vehicle assistance and commercial equipment services subsidiary FleetNet America, Inc.

<sup>(5)</sup> This segment includes the results of operations of Arkansas Best's subsidiaries Albert Companies, Inc. and Moving Solutions, Inc. which provide services to the consumer, corporate, and military household goods moving market.

	Three	Months End June 30	ded		Six Months Ended June 30							
	<u>2012</u>	<u>2011</u>	% Change (Un	audited)	<u>2012</u>	2011	•	% Change				
Freight Transportation (1)												
Workdays	63.5	63.5			127.5	12	7.0					
Billed Revenue (2) / CWT	\$ 27.88 \$	26.64	4.7%	\$	27.75	\$ 2	5.72	7.9%				
Billed Revenue (2) / Shipment	\$ 378.35 \$	363.10	4.2%	\$	373.04	\$ 34	9.41	6.8%				
Shipments	1,173,964	1,247,783	(5.9)%		2,269,122	2,443	,050	(7.1)%				
Shipments / Day	18,488	19,650	(5.9)%		17,797	19	,237	(7.5)%				
Tonnage (tons)	796,486	850,209	(6.3)%		1,525,295	1,659	,207	(8.1)%				
Tons / Day	12,543	13,389	(6.3)%		11,963	13	,065	(8.4)%				

<sup>(1)</sup> Operating statistics for the Freight Transportation segment do not include the results from ABF's Global Supply Chain Services.

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## **END OF RELEASE**

<sup>(2)</sup> Billed Revenue does not include revenue deferral required for financial statement purposes under the company's revenue recognition policy.