

**Con-way Inc.**  
**CONSOLIDATED FINANCIAL SUMMARIES**  
**CONDENSED BALANCE SHEETS**  
(Dollars in Thousands)  
(UNAUDITED)

	2007			2008				2009			2010		
	June 30	Sep 30	Dec 31	March 31	June 30	Sep 30	Dec 31	March 31	June 30	Sep 30	Dec 31	March 31	June 30
<b>ASSETS</b>													
Cash and cash equivalents	\$ 345,373	\$ 181,449	\$ 176,298	\$ 158,083	\$ 236,477	\$ 225,703	\$ 278,253	\$ 325,220	\$ 248,314	\$ 417,145	\$ 476,575	\$ 461,393	\$ 389,752
Marketable securities	197,550	95,041	30,016	-	-	-	-	-	149,212	20,407	-	22,260	39,260
Other current assets	583,514	630,960	640,792	708,809	764,960	777,740	672,829	638,026	634,663	659,916	600,319	719,070	728,706
Total Current Assets	1,126,437	907,450	847,106	866,892	1,001,437	1,003,443	951,082	963,246	1,032,189	1,097,468	1,076,894	1,202,723	1,157,718
Property, plant and equipment, net	1,093,809	1,476,269	1,458,788	1,460,073	1,449,462	1,487,812	1,471,956	1,445,074	1,406,843	1,365,572	1,375,273	1,347,418	1,409,784
Goodwill	727	475,939	527,446	517,692	512,864	520,114	487,956	353,009	353,367	353,449	353,658	353,593	353,574
Other assets	82,323	81,077	175,968	210,248	221,609	233,593	160,713	156,242	99,788	94,002	90,392	85,378	82,477
Total Assets	\$ 2,303,296	\$ 2,940,735	\$ 3,009,308	\$ 3,054,905	\$ 3,185,372	\$ 3,244,962	\$ 3,071,707	\$ 2,917,571	\$ 2,892,187	\$ 2,910,491	\$ 2,896,217	\$ 2,989,112	\$ 3,003,553
<b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>													
Current maturities of long-term debt and capital leases	\$ 22,722	\$ 22,713	\$ 22,704	\$ 22,700	\$ 22,700	\$ 22,700	\$ 23,800	\$ 1,100	\$ 206,309	\$ 204,767	\$ 210,816	\$ 209,313	\$ 13,745
Other current liabilities	606,137	1,120,853	650,416	691,377	744,802	699,987	634,277	644,716	632,780	624,950	580,668	668,817	697,388
Total Current Liabilities	628,859	1,143,566	673,120	714,077	767,502	722,687	658,077	645,816	839,089	829,717	791,484	878,130	711,133
Long-term debt, guarantees and capital leases	532,357	532,099	955,722	931,627	930,212	928,777	926,224	924,750	718,047	718,074	760,789	758,588	786,599
Self-insurance accruals	114,235	128,936	118,854	122,857	130,450	146,633	152,435	150,134	155,171	158,151	156,939	162,849	162,129
Employee benefits and other liabilities	285,217	284,067	219,784	212,500	232,199	246,280	709,379	707,064	408,238	397,887	484,415	478,414	475,228
Deferred income taxes	-	71,036	132,732	133,745	139,928	171,709	-	-	65,381	72,321	15,861	18,339	17,260
Shareholders' equity [A]	742,628	781,031	909,096	940,099	985,081	1,028,876	625,592	489,807	706,261	734,341	686,729	692,792	851,204
Total Liabilities and Shareholders' Equity	\$ 2,303,296	\$ 2,940,735	\$ 3,009,308	\$ 3,054,905	\$ 3,185,372	\$ 3,244,962	\$ 3,071,707	\$ 2,917,571	\$ 2,892,187	\$ 2,910,491	\$ 2,896,217	\$ 2,989,112	\$ 3,003,553

Con-way acquired Contract Freighters, Inc. and affiliated companies (collectively, "CFI"), Cougar Express Logistics and affiliated companies (collectively, "Cougar"), and Chic Holdings, Ltd. and its wholly owned subsidiaries ("Chic") on August 23, 2007, September 5, 2007, and October 18, 2007, respectively. Under purchase-method accounting, Con-way recorded at fair value the assets and liabilities of the acquired businesses.

[A] Shareholders' equity includes net-of-tax adjustments to recognize the funded status of Con-way's defined benefit pension and postretirement plans.

**Con-way Inc.**  
**CONSOLIDATED FINANCIAL SUMMARIES**  
**STATEMENTS OF OPERATING RESULTS**  
(Dollars in Thousands Except per Share Data)  
**Quarter Ended**  
**(UNAUDITED)**

	2007			2008			2009			2010			
	June 30	Sep 30	Dec 31	March 31	June 30	Sep 30	Dec 31	March 31	June 30	Sep 30	Dec 31	March 31	June 30
<b>REVENUES</b>													
Freight [A]	\$ 756,969	\$ 753,801	\$ 751,009	\$ 754,547	\$ 837,320	\$ 824,948	\$ 654,200	\$ 573,815	\$ 649,349	\$ 704,459	\$ 696,366	\$ 725,003	\$ 816,965
Logistics	324,032	312,636	340,108	341,468	377,153	420,228	373,130	316,477	327,622	346,352	341,443	355,183	385,775
Truckload	18,887	73,046	149,287	151,092	181,583	183,662	149,380	134,783	143,298	146,251	139,739	140,616	145,454
Other	10,698	10,195	9,319	12,054	13,501	12,588	8,898	5,989	4,537	3,858	6,058	11,839	14,019
Inter-segment Eliminations	(36,869)	(38,385)	(49,561)	(57,580)	(69,872)	(71,257)	(60,226)	(68,132)	(68,473)	(67,479)	(67,073)	(70,730)	(55,950)
	1,073,717	1,111,293	1,200,162	1,201,581	1,339,685	1,370,169	1,125,382	962,932	1,056,333	1,133,441	1,116,533	1,161,911	1,306,263
<b>OPERATING INCOME (LOSS)</b>													
Freight [A]	72,152	60,029	55,201	36,077	77,375	61,107	(9,390)	(23,387)	48,994	22,816	2,835	(3,153)	17,226
Logistics [B]	6,935	6,188	5,940	6,263	4,954	3,678	(38,578)	4,974	7,799	9,532	5,923	12,856	13,008
Truckload [C]	(2,306)	2,975	8,797	10,276	12,436	15,195	14,488	(132,678)	6,879	10,620	8,208	2,975	5,132
Other	840	(1,510)	92	1,392	95	(1,063)	(1,683)	779	2,294	(1,834)	318	1,722	66
	77,621	67,682	70,030	54,008	94,860	78,917	(35,163)	(150,312)	65,966	41,134	17,284	14,400	35,432
<b>OTHER INCOME (EXPENSE)</b>													
Investment Income	5,854	5,118	2,587	1,557	1,113	1,344	1,658	783	709	509	357	382	325
Interest Expense	(8,773)	(10,603)	(14,878)	(16,439)	(15,704)	(15,646)	(15,147)	(15,619)	(16,980)	(15,864)	(15,977)	(16,400)	(14,688)
Miscellaneous, Net	418	(271)	2,069	673	722	(867)	(969)	(677)	(310)	(755)	(517)	(1,296)	(758)
	(2,501)	(5,756)	(10,222)	(14,209)	(13,869)	(15,169)	(14,458)	(15,513)	(16,581)	(16,110)	(16,137)	(17,314)	(15,121)
Income (Loss) from Continuing Operations before Income Tax Provision (Benefit)	75,120	61,926	59,808	39,799	80,991	63,748	(49,621)	(165,825)	49,385	25,024	1,147	(2,914)	20,311
Income Tax Provision (Benefit)	25,670	22,961	21,084	15,687	32,185	23,264	(1,642)	(13,476)	16,346	11,532	3,076	1,123	6,448
Income (Loss) from Continuing Operations	49,450	38,965	38,724	24,112	48,806	40,484	(47,979)	(152,349)	33,039	13,492	(1,929)	(4,037)	13,863
Discontinued Operations, net of tax Gain (Loss) from Disposal	(1,310)	-	(2,472)	-	1,609	-	6,717	-	-	-	-	-	-
Preferred Stock Dividends	1,765	1,693	1,788	1,656	1,717	1,655	1,760	1,617	1,572	-	-	-	-
Net Income (Loss) Applicable to Common Shareholders	\$ 46,375	\$ 37,272	\$ 34,464	\$ 22,456	\$ 48,698	\$ 38,829	\$ (43,022)	\$ (153,966)	\$ 31,467	\$ 13,492	\$ (1,929)	\$ (4,037)	\$ 13,863
Earnings (Loss) Per Share													
Basic													
Net Income (Loss) Applicable to Common Shareholders	\$1.02	\$0.83	\$0.77	\$0.50	\$1.07	\$0.85	(\$0.94)	(\$3.35)	\$0.68	\$0.28	(\$0.04)	(\$0.08)	\$0.27
Diluted													
Net Income (Loss) from Continuing Operations	\$0.99	\$0.78	\$0.78	\$0.47	\$0.98	\$0.81	(\$1.09)	(\$3.35)	\$0.64	\$0.27	(\$0.04)	(\$0.08)	\$0.26
Gain (Loss) from Disposal	(0.03)	-	(0.05)	-	0.04	-	0.15	-	-	-	-	-	-
Net Income (Loss) Applicable to Common Shareholders	\$0.96	\$0.78	\$0.73	\$0.47	\$1.02	\$0.81	(\$0.94)	(\$3.35)	\$0.64	\$0.27	(\$0.04)	(\$0.08)	\$0.26
Effective Income Tax Rate	34.2%	37.1%	35.3%	39.4%	39.7%	36.5%	3.3%	8.1%	33.1%	46.1%	268.2%	-38.5%	31.7%
Average Shares -													
Basic	45,286,315	44,976,482	45,035,610	45,230,686	45,371,033	45,499,208	45,605,592	45,962,858	46,171,511	48,862,692	49,057,690	49,335,702	51,665,047
Diluted	48,415,928	48,007,691	47,956,613	48,146,091	48,226,467	48,336,200	45,605,592	45,962,858	50,778,937	49,497,740	49,057,690	49,335,702	52,362,407
<b>OPERATING MARGIN</b>													
Freight	9.5%	8.0%	7.4%	4.8%	9.2%	7.4%	-1.4%	-4.1%	7.5%	3.2%	0.4%	-0.4%	2.1%
Logistics	2.1%	2.0%	1.7%	1.8%	1.3%	0.9%	-10.3%	1.6%	2.4%	2.8%	1.7%	3.6%	3.4%
Truckload	-12.2%	4.1%	5.9%	6.8%	6.8%	8.3%	-98.4%	4.8%	4.8%	7.3%	5.9%	2.1%	3.5%
Other	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
Total	7.2%	6.1%	5.8%	4.5%	7.1%	5.8%	-3.1%	-15.6%	6.2%	3.6%	1.5%	1.2%	2.7%

NM = Not Meaningful

Con-way acquired Contract Freighters, Inc. and affiliated companies (collectively, "CFI"), Cougar Express Logistics and affiliated companies (collectively, "Cougar"), and Chic Holdings, Ltd. and its wholly owned subsidiaries ("Chic") on August 23, 2007, September 5, 2007, and October 18, 2007, respectively. The operating results of CFI, Cougar and Chic are included in Con-way's statements of operating results only for periods subsequent to the acquisition.

- [A] Results in 2007 include restructuring costs related to the reorganization initiative at Con-way Freight of \$5.5 million and \$7.7 million in the third quarter and fourth quarter, respectively. Results in the first quarter of 2008 include a \$2.6 million restructuring charge and \$2.6 million in additional expenses related to the reorganization and business-transformation initiative at Con-way Freight. Results in the fourth quarter of 2008 include \$21.3 million in restructuring charges from network re-engineering and workforce reduction at Con-way Freight. Results in the third quarter of 2009 include a change in the accounting estimate for revenue adjustments at Con-way Freight, which decreased both revenue and operating income by \$5.4 million.
- [B] Results in the fourth quarter of 2008 reflect special charges at Chic, including a \$37.8 impairment charge for goodwill and other intangible assets and a \$4.9 million write-down of an acquisition-related receivable.
- [C] Results in the first quarter of 2009 reflect the effect of a \$134.8 million impairment charge for goodwill at Con-way Truckload.

**Con-way Inc.**  
**CONSOLIDATED FINANCIAL SUMMARIES**  
**STATEMENTS OF OPERATING RESULTS**  
(Dollars in Thousands Except per Share Data)  
Years Ended December 31  
[UNAUDITED]

	2005	2006	2007	2008	2009
<b>REVENUES</b>					
Freight	\$ 2,844,281	\$ 2,915,279	\$ 2,954,757	\$ 3,071,015	\$ 2,623,989
Logistics	1,339,674	1,355,527	1,297,374	1,511,979	1,331,894
Truckload	32,413	78,209	259,737	665,717	564,071
Other	65,940	97,214	41,020	47,041	20,442
Intersegment Elimination	(166,733)	(224,751)	(165,525)	(258,935)	(271,157)
	<u>4,115,575</u>	<u>4,221,478</u>	<u>4,387,363</u>	<u>5,036,817</u>	<u>4,269,239</u>
<b>OPERATING INCOME (LOSS)</b>					
Freight	327,834	321,204	235,060	165,169	51,258
Logistics	26,672	25,649	25,599	(23,683)	28,228
Truckload	3,474	2,267	8,803	52,395	(106,971)
Vector	16,061	52,599	(2,699)	-	-
Other	(3,095)	109	(2,310)	(1,259)	1,557
	<u>370,946</u>	<u>401,828</u>	<u>264,453</u>	<u>192,622</u>	<u>(25,928)</u>
<b>OTHER INCOME (EXPENSE)</b>					
Investment Income	22,730	24,781	19,007	5,672	2,358
Interest Expense	(37,501)	(34,206)	(42,805)	(62,936)	(64,440)
Miscellaneous, Net	(3,819)	(94)	1,991	(441)	(2,259)
	<u>(18,590)</u>	<u>(9,519)</u>	<u>(21,807)</u>	<u>(57,705)</u>	<u>(64,341)</u>
Income (Loss) from Continuing Operations before Income Tax Provision	352,356	392,309	242,646	134,917	(90,269)
Income Tax Provision	121,981	119,978	88,871	69,494	17,478
Income (Loss) from Continuing Operations	<u>230,375</u>	<u>272,331</u>	<u>153,775</u>	<u>65,423</u>	<u>(107,747)</u>
Discontinued Operations, net of tax					
Loss from Discontinued Operations	(2,394)	(1,929)	-	-	-
Gain (Loss) from Disposal	(6,219)	(4,270)	(863)	8,326	-
	<u>(8,613)</u>	<u>(6,199)</u>	<u>(863)</u>	<u>8,326</u>	<u>-</u>
Preferred Stock Dividends	7,728	7,154	6,960	6,788	3,189
Net Income (Loss) Applicable to Common Shareholders	<u>\$ 214,034</u>	<u>\$ 258,978</u>	<u>\$ 145,952</u>	<u>\$ 66,961</u>	<u>\$ (110,936)</u>
<b>Earnings (Loss) Per Share</b>					
<b>Basic</b>					
Net Income (Loss) Applicable to Common Shareholders	<u>\$4.10</u>	<u>\$5.29</u>	<u>\$3.22</u>	<u>\$1.47</u>	<u>(\$2.33)</u>
<b>Diluted</b>					
Net Income (Loss) from Continuing Operations	\$3.98	\$5.09	\$3.06	\$1.23	(\$2.33)
Loss from Discontinued Operations	(0.04)	(0.03)	-	-	-
Gain (Loss) from Disposal	(0.11)	(0.08)	(0.02)	0.17	-
Net Income (Loss) Applicable to Common Shareholders	<u>\$3.83</u>	<u>\$4.98</u>	<u>\$3.04</u>	<u>\$1.40</u>	<u>(\$2.33)</u>
Effective Income Tax Rate	34.6%	30.6%	36.6%	51.5%	-19.4%
Average Shares - Basic	52,192,539	48,962,382	45,318,740	45,427,317	47,525,862
Diluted	56,213,049	52,280,341	48,327,784	48,619,292	47,525,862

Con-way acquired Contract Freighters, Inc. and affiliated companies (collectively, "CFI"), Cougar Express Logistics and affiliated companies (collectively, "Cougar"), and Chic Holdings, Ltd. and its wholly owned subsidiaries ("Chic") on August 23, 2007, September 5, 2007, and October 18, 2007, respectively. The operating results of CFI, Cougar and Chic are included in Con-way's statements of operating results only for periods subsequent to the acquisition.

**Con-way Inc.**  
**CONSOLIDATED FINANCIAL SUMMARIES**  
**STATEMENTS OF CASH FLOWS**  
(Dollars in Thousands)  
**Quarter Ended**  
**(UNAUDITED)**

	2007				2008				2009				2010	
	June 30	Sep 30	Dec 31	March 31	June 30	Sep 30	Dec 31	March 31	June 30	Sep 30	Dec 31	March 31	June 30	
<b>Cash and Cash Equivalents - Beginning of Period</b>	\$ 290,067	\$ 345,373	\$ 181,449	\$ 176,298	\$ 158,083	\$ 236,477	\$ 225,703	\$ 278,253	\$ 325,220	\$ 248,314	\$ 417,145	\$ 476,575	\$ 461,393	
<b>Cash Flows from Operating Activities</b>														
Net income (loss)	48,140	38,965	36,252	24,112	50,415	40,484	(41,262)	(152,349)	33,039	13,492	(1,929)	(4,037)	13,863	
Discontinued operations, net of tax	1,310	-	2,472	-	(1,609)	-	(6,717)	-	-	-	-	-	-	
Depreciation and amortization, net of accretion	35,991	41,724	48,828	50,036	50,759	51,106	50,548	48,401	47,129	45,632	44,266	43,216	47,133	
Other non-cash adjustments to net income (loss)	12,662	4,745	28,499	12,029	10,243	36,133	59,633	155,175	16,630	16,000	9,105	14,564	5,540	
Net changes in assets/liabilities	7,696	34,321	(69,983)	(42,635)	(15,679)	(41,564)	15,134	48,861	(12,926)	(29,388)	(4,486)	(29,893)	15,952	
Net cash provided by operating activities	105,799	119,755	46,068	43,542	94,129	86,159	77,336	100,088	83,872	45,736	46,956	23,850	82,488	
<b>Cash Flows from Investing Activities</b>														
Capital expenditures	(32,386)	(36,195)	(45,827)	(48,675)	(59,412)	(88,992)	(37,351)	(23,200)	(14,507)	(8,941)	(21,559)	(16,132)	(72,219)	
Software expenditures	(2,938)	(4,025)	(3,882)	(3,286)	(3,463)	(1,585)	(1,901)	(2,355)	(778)	(1,097)	(1,363)	(1,115)	(3,585)	
Proceeds from sales of property	4,966	5,770	11,765	1,300	42,959	2,675	2,287	3,795	4,415	5,281	19,217	1,691	745	
Acquisition of businesses	-	(767,673)	(72,123)	-	-	-	-	-	-	-	-	-	-	
Net decrease (increase) in marketable securities	28,370	102,525	65,025	15,000	7,501	-	1	2	(149,200)	128,805	20,807	(22,060)	(16,900)	
Net cash provided by (used in) investing activities	(1,988)	(699,598)	(45,042)	(35,661)	(12,415)	(87,902)	(36,964)	(21,758)	(160,070)	124,048	17,102	(37,616)	(91,959)	
<b>Cash Flows from Financing Activities</b>														
Proceeds from exercise of stock options	1,374	39	1,322	4,948	258	4,363	580	-	-	4,171	-	1,004	144	
Payment of common dividends	(4,549)	(4,511)	(4,516)	(4,551)	(4,562)	(4,575)	(4,586)	(4,617)	(4,632)	(4,908)	(4,922)	(4,947)	(4,977)	
Repurchase of common stock	(44,790)	-	-	-	-	-	-	-	-	-	-	-	-	
Other, net [A]	258	421,097	(3,954)	(26,123)	1,130	(8,131)	5,873	(26,643)	3,924	(216)	25	2,527	(57,337)	
Net cash provided by (used in) financing activities	(47,707)	416,625	(7,148)	(25,726)	(3,174)	(8,343)	1,867	(31,260)	(708)	(953)	(4,897)	(1,416)	(62,170)	
<b>Net Cash Provided by (Used in) Continuing Operations</b>	56,104	(163,218)	(6,122)	(17,845)	78,540	(10,086)	42,239	47,070	(76,906)	168,831	59,161	(15,182)	(71,641)	
<b>Net Cash Provided by (Used in) Discontinued Operations</b>	(798)	(706)	971	(370)	(146)	(688)	10,311	(103)	-	-	269	-	-	
<b>Cash and Cash Equivalents - End of Period</b>	\$ 345,373	\$ 181,449	\$ 176,298	\$ 158,083	\$ 236,477	\$ 225,703	\$ 278,253	\$ 325,220	\$ 248,314	\$ 417,145	\$ 476,575	\$ 461,393	\$ 389,752	

[A] For the quarter ended September 30, 2007, cash flows from financing activities include \$425 million borrowed to fund a portion of the purchase price of CFI.  
For the quarter ended June 30, 2010, cash flows from financing activities include the repayment of the \$200 million outstanding under Con-way's 8 7/8% Notes due 2010 and \$143.3 million in proceeds from the issuance of common stock.

**Con-way Inc.**  
**CONSOLIDATED FINANCIAL SUMMARIES**  
**COMPUTATION OF DILUTED PER SHARE EARNINGS (LOSS)**  
(Dollars in Thousands Except per Share Data)  
**Quarter Ended**  
**(UNAUDITED)**

	2007			2008				2009			2010		
	June 30	Sep 30	Dec 31	March 31	June 30	Sep 30	Dec 31	March 31	June 30	Sep 30	Dec 31	March 31	June 30
<b>Net Income (Loss) From Continuing Operations</b>	\$ 47,685	\$ 37,272	\$ 36,936	\$ 22,456	\$ 47,089	\$ 38,829	\$ (49,739)	\$ (153,966)	\$ 31,467	\$ 13,492	\$ (1,929)	\$ (4,037)	\$ 13,863
<b>Adjustments</b>													
Add back:													
Series B preferred dividends, net of tax	1,765	1,693	1,788	1,656	1,717	1,655	-	-	1,572	-	-	-	-
Less:													
Replacement funding adjustment, net of tax [A]	(1,481)	(1,431)	(1,449)	(1,415)	(1,434)	(1,399)	-	-	(694)	-	-	-	-
Net add back	284	262	339	241	283	256	-	-	878	-	-	-	-
<b>Adjusted Net Income (Loss) from Continuing Operations</b>	\$ 47,969	\$ 37,534	\$ 37,275	\$ 22,697	\$ 47,372	\$ 39,085	\$ (49,739)	\$ (153,966)	\$ 32,345	\$ 13,492	\$ (1,929)	\$ (4,037)	\$ 13,863
<b>Weighted-Average Shares Outstanding:</b>													
Basic shares	45,286,315	44,976,482	45,035,610	45,230,686	45,371,033	45,499,208	45,605,592	45,962,858	46,171,511	48,862,692	49,057,690	49,335,702	51,665,047
Stock options and restricted shares	400,583	345,512	279,830	324,310	301,546	322,040	-	-	356,136	635,048	-	-	697,360
Series B preferred stock	2,729,030	2,685,697	2,641,173	2,591,095	2,553,888	2,514,952	-	-	4,251,290	-	-	-	-
	48,415,928	48,007,691	47,956,613	48,146,091	48,226,467	48,336,200	45,605,592	45,962,858	50,778,937	49,497,740	49,057,690	49,335,702	52,362,407
<b>Diluted Earnings (Loss) Per Share</b>													
Continuing Operations	\$0.99	\$0.78	\$0.78	\$0.47	\$0.98	\$0.81	(\$1.09)	(\$3.35)	\$0.64	\$0.27	(\$0.04)	(\$0.08)	\$0.26

[A] Additional payment to the Con-way Retirement Savings Plan to replace the funding lost under the if-converted method.

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Quarter Ended

	2007				2008				2009				2010	
	June 30	Sept. 30	Dec. 31	March 31	June 30	Sept. 30	Dec. 31	March 31	June 30	Sept. 30	Dec. 31	March 31	June 30	
<b>Con-way Freight</b>														
Number of Working Days	63.5	63.0	61.5	63.5	64.0	64.0	61.0	62.5	63.5	64.0	61.5	63.0	63.5	
Revenue (Dollars in thousands)	\$ 756,969	\$ 753,801	\$ 751,009	\$ 754,547	\$ 837,320	\$ 824,948	\$ 654,200	\$ 573,815	\$ 649,349	\$ 704,459	\$ 696,366	\$ 725,003	\$ 816,965	
Inter-segment Revenue	12,047	13,032	11,847	11,227	13,312	16,622	13,895	14,082	11,398	11,709	12,500	12,448	12,934	
% Change in Con-way Freight Revenue*	1.1%	3.2%	11.5%	8.9%	10.6%	9.4%	-12.9%	-24.0%	-22.4%	-14.6%	6.4%	26.3%	25.8%	
Operating Ratio	90.5%	92.0%	92.6%	95.2%	90.8%	92.6%	101.4%	104.1%	92.5%	96.8%	99.6%	100.4%	97.9%	
Lbs. per Day (Thousands)	72,259	71,263	69,919	68,142	73,630	72,921	64,528	59,694	68,497	76,673	77,795	80,482	88,475	
% Change in Lbs. per Day*	4.4%	5.1%	6.1%	3.1%	1.9%	2.3%	-7.7%	-12.4%	-7.0%	5.1%	20.6%	34.8%	29.2%	
Shipments per Day	61,912	62,094	61,141	58,649	61,345	60,412	54,720	51,137	58,021	63,128	63,230	63,114	68,773	
% Change in Shipments per Day*	4.9%	6.7%	7.8%	2.5%	-0.9%	-2.7%	-10.5%	-12.8%	-5.4%	4.5%	15.6%	23.4%	18.5%	
Avg. Lbs. per Shipment	1,167	1,148	1,144	1,162	1,200	1,207	1,179	1,167	1,181	1,215	1,230	1,275	1,286	
% Change in Weight per Shipment*	-0.4%	-1.5%	-1.5%	0.5%	2.8%	5.1%	3.1%	0.4%	-1.6%	0.7%	4.3%	9.3%	8.9%	
Gross Revenue per Shipment	\$ 198.25	\$ 198.40	\$ 203.35	\$ 211.92	\$ 223.36	\$ 223.32	\$ 205.12	\$ 187.29	\$ 181.63	\$ 181.15	\$ 183.15	\$ 188.55	\$ 193.71	
Gross Revenue per CWT (including fuel surcharges)	16.99	17.29	17.78	18.24	18.61	18.50	17.39	16.04	15.38	14.91	14.89	14.79	15.06	
% Change in Gross Revenue per CWT*														
Including fuel surcharges	-3.5%	-2.8%	3.4%	7.8%	9.5%	7.0%	-2.2%	-12.1%	-17.4%	-19.4%	-14.4%	-7.8%	-2.1%	
Excluding fuel surcharges	-3.4%	-1.9%	-0.4%	2.1%	1.1%	-1.0%	-1.4%	-4.3%	-6.7%	-10.5%	-11.7%	-11.2%	-6.4%	
Average Length of Haul	692.9	700.2	712.0	717.9	715.7	725.2	735.9	742.4	752.4	766.0	770.4	765.4	768.1	
Total Average Load Factor	20,665	20,728	20,934	20,986	21,304	21,131	20,774	20,835	21,277	21,182	20,943	21,181	21,710	

\*Compared with the same quarter of the previous year.

**Con-way Inc.**  
**CONSOLIDATED FINANCIAL SUMMARIES**  
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**Quarter Ended**

	<b>2007</b>				<b>2008</b>				<b>2009</b>				<b>2010</b>	
	June 30	Sept. 30	Dec. 31	March 31	June 30	Sept. 30	Dec. 31	March 31	June 30	Sept. 30	Dec. 31	March 31	June 30	
<b><u>Menlo Logistics</u></b>														
Revenue (Dollars in thousands)	\$ 324,032	\$ 312,636	\$ 340,108	\$ 341,468	\$ 377,153	\$ 420,228	\$ 373,130	\$ 316,477	\$ 327,622	\$ 346,352	\$ 341,443	\$ 355,183	\$ 385,775	
Purchased Transportation	<u>(217,998)</u>	<u>(203,015)</u>	<u>(213,995)</u>	<u>(215,452)</u>	<u>(250,507)</u>	<u>(291,964)</u>	<u>(243,852)</u>	<u>(191,244)</u>	<u>(200,252)</u>	<u>(215,048)</u>	<u>(205,168)</u>	<u>(210,934)</u>	<u>(242,978)</u>	
Net Revenue	106,034	109,621	126,113	126,016	126,646	128,264	129,278	125,233	127,370	131,304	136,275	144,249	142,797	
Inter-segment Revenue	123	64	14	8	15	332	13	-	667	1,991	3,223	3,170	5,360	
% Change in Revenue*	-6.3%	-8.3%	6.7%	6.5%	16.4%	34.4%	9.7%	-7.3%	-13.1%	-17.6%	-8.5%	12.2%	17.8%	
% Change in Net Revenue*	9.5%	9.9%	24.2%	20.9%	19.4%	17.0%	2.5%	-0.6%	0.6%	2.4%	5.4%	15.2%	12.1%	
Operating Income (Loss)	\$ 6,935	\$ 6,188	\$ 5,940	\$ 6,263	\$ 4,954	\$ 3,678	\$ (38,578)	\$ 4,974	\$ 7,799	\$ 9,532	\$ 5,923	\$ 12,856	\$ 13,008	
Operating Margin on Revenue	2.1%	2.0%	1.7%	1.8%	1.3%	0.9%	-10.3%	1.6%	2.4%	2.8%	1.7%	3.6%	3.4%	
Operating Margin on Net Revenue	6.5%	5.6%	4.7%	5.0%	3.9%	2.9%	-29.8%	4.0%	6.1%	7.3%	4.3%	8.9%	9.1%	

\*Compared with the same quarter of the previous year.

**Con-way Inc.**  
**CONSOLIDATED FINANCIAL SUMMARIES**  
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**Quarter Ended**

	2007			2008			2009			2010		
	Dec. 31	March 31	June 30	Sept. 30	Dec. 31	March 31	June 30	Sept. 30	Dec. 31	March 31	June 30	
<b>Con-way Truckload</b>												
Revenue (Dollars in thousands)												
Freight Revenue [A]	\$ 116,078	\$ 115,639	\$ 128,908	\$ 129,934	\$ 118,449	\$ 120,218	\$ 126,632	\$ 122,801	\$ 117,293	\$ 116,202	\$ 116,498	
Fuel Surcharge Revenue	29,407	31,798	49,247	50,664	27,839	12,066	13,620	17,986	19,154	20,745	25,039	
Other Revenue	3,802	3,655	3,428	3,064	3,092	2,499	3,046	5,464	3,292	3,669	3,917	
Truckload Segment Revenue	149,287	151,092	181,583	183,662	149,380	134,783	143,298	146,251	139,739	140,616	145,454	
Inter-segment Revenue	30,841	35,123	44,220	42,730	38,443	48,741	53,531	50,570	46,107	44,110	25,676	
% Change in Freight Revenue*	N/A	N/A	N/A	N/A	2.0%	4.0%	-1.8%	-5.5%	-1.0%	-3.3%	-8.0%	
% Change in Truckload Segment Revenue*	N/A	N/A	N/A	N/A	0.1%	-10.8%	-21.1%	-20.4%	-6.5%	4.3%	1.5%	
Operating Ratio [B]	94.1%	93.2%	93.2%	91.7%	90.3%	98.4%	95.2%	92.7%	94.1%	97.9%	96.5%	
Operating Ratio - Excluding Fuel Surcharges [B]	92.7%	91.4%	90.6%	88.6%	88.1%	98.3%	94.7%	91.7%	93.2%	97.5%	95.7%	
Freight Revenue per Loaded Mile	\$ 1.512	\$ 1.494	\$ 1.475	\$ 1.495	\$ 1.479	\$ 1.465	\$ 1.452	\$ 1.467	\$ 1.472	\$ 1.458	\$ 1.480	
% Change in Freight Revenue per Loaded Mile*	N/A	N/A	N/A	N/A	-2.2%	-1.9%	-1.6%	-1.9%	-0.5%	-0.5%	1.9%	
Freight Revenue per Total Mile	\$ 1.351	\$ 1.338	\$ 1.330	\$ 1.342	\$ 1.318	\$ 1.308	\$ 1.307	\$ 1.319	\$ 1.316	\$ 1.310	\$ 1.313	
% Change in Freight Revenue per Total Mile*	N/A	N/A	N/A	N/A	-2.4%	-2.2%	-1.7%	-1.7%	-0.2%	0.2%	0.5%	
Total Miles (thousands)	85,933	86,454	96,918	96,806	89,850	91,908	96,882	93,122	89,161	88,693	88,725	
% Change in Total Miles*	N/A	N/A	N/A	N/A	4.6%	6.3%	0.0%	-3.8%	-0.8%	-3.5%	-8.4%	
Empty Mile Percentage	10.56%	10.40%	9.75%	10.06%	10.81%	10.67%	9.97%	10.07%	10.59%	10.10%	11.04%	
Average Miles per Tractor per Month	10,563	10,598	11,559	11,251	10,165	10,332	11,023	11,178	10,725	10,661	10,800	
% Change in Average Miles per Tractor*	N/A	N/A	N/A	N/A	-3.8%	-2.5%	-4.6%	-0.6%	5.5%	3.2%	-2.0%	
Freight Revenue per Tractor per Week	\$ 3,264	\$ 3,278	\$ 3,554	\$ 3,456	\$ 3,066	\$ 3,159	\$ 3,333	\$ 3,374	\$ 3,230	\$ 3,267	\$ 3,280	
% Change in Freight Revenue per Tractor per Week*	N/A	N/A	N/A	N/A	-6.1%	-3.6%	-6.2%	-2.4%	5.3%	3.4%	-1.6%	
Company-Operated Tractors	2,556	2,623	2,697	2,774	2,852	2,853	2,761	2,663	2,664	2,662	2,623	
Contractor Tractors	139	124	115	111	111	107	107	100	101	104	101	
	2,695	2,747	2,812	2,885	2,963	2,960	2,868	2,763	2,765	2,766	2,724	
% Change in Tractors in Service*	N/A	N/A	N/A	N/A	9.9%	7.8%	2.0%	-4.2%	-6.7%	-6.6%	-5.0%	
Total Trailers	8,131	8,094	8,079	8,177	8,220	8,277	8,246	8,233	8,211	8,123	8,072	
% Change in Trailers in Service*	N/A	N/A	N/A	N/A	1.1%	2.3%	2.1%	0.7%	-0.1%	-1.9%	-2.1%	
Average Loaded Miles per Load	995	988	988	983	925	900	885	872	848	841	803	
Average Age of Tractor Fleet (Years)	1.82	1.88	2.05	2.25	2.43	2.56	2.72	2.98	3.00	3.24	3.51	

[A] Management utilizes freight revenue to evaluate results from the core truckload freight operations.

[B] Excludes \$134.8 million impairment charge in the first quarter of 2009.

\*Compared with the same quarter of the previous year.