# **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

<b>5</b>
FORM 8-K

#### **CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): October 21, 2013 (October 21, 2013)

# FORWARD AIR CORPORATION

(Exact name of registrant as specified in its charter)

000-22490

Tennessee

	rennessee	000-22490	02-1120025	
	(State or other jurisdiction of incorporation)	(Commission File Number)	(I.R.S. Employer Identification No.)	
	430 Airport Road Greeneville, Tennessee	_	37745	
	(Address of principal executive offices)		(Zip Code)	
	Registrant's telephone	e number, including area co	ode: (423) 636-7000	
	(Former name or fo	ormer address, if changed s	ince last report)	
under any of the follow  ☐ Written communicat ☐ Soliciting material p ☐ Pre-commencement	box below if the Form 8-K fill ying provisions: tions pursuant to Rule 425 un bursuant to Rule 14a-12 under communications pursuant to communications pursuant to	der the Securities Act (17 the Exchange Act (17 CF Rule 14d-2(b) under the E	CFR 230.425) R 240.14a-12) exchange Act (17 CFR 240	0.14d-2(b))

62-1120025

### SECTION 2. FINANCIAL INFORMATION.

#### Item 2.02. Results of Operations and Financial Condition.

Attached as Exhibit 99.1 and incorporated herein by reference is a copy of a press release, dated October 21, 2013, announcing the financial results of Forward Air Corporation for the third quarter and nine months ended September 30, 2013.

Also, attached as Exhibit 99.2 are certain historical operating statistics for each quarter ended from March 31, 2011 through September 30, 2013.

### SECTION 9. FINANCIAL STATEMENTS AND EXHIBITS.

#### Item 9.01. Financial Statements and Exhibits.

(d) Exhibits. The following exhibits are being furnished as part of this Report.

No.	Exhibit
99.1	Press Release of Forward Air Corporation dated October 21, 2013
No.	Exhibit
99.2	Forward Air Inc. Historical Operating Statistics

## **SIGNATURE**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Date: October 21, 2013

FORWARD AIR CORPORATION

By: /s/ Rodney L. Bell

Rodney L. Bell

Chief Financial Officer, Senior Vice

President and Treasurer

# EXHIBIT INDEX

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# FORWARD AIR CORPORATION REPORTS THIRD QUARTER 2013 RESULTS

GREENEVILLE, Tenn.- (BUSINESS WIRE) - October 21, 2013 - Forward Air Corporation (NASDAQ:FWRD) today reported revenue, operating income, net income and diluted earnings per share for the third quarter and nine months ended September 30, 2013.

Operating revenue for the quarter ended September 30, 2013 increased 18.5% to \$170.0 million from \$143.5 million for the same quarter in 2012. Income from operations was \$22.9 million, compared with \$19.6 million in the prior-year quarter. As a percent of operating revenue, income from operations was 13.5%, compared with 13.7% in the same quarter last year. Net income during the period was \$14.2 million compared to \$12.3 million in the prior-year quarter. Income per diluted share for the third quarter of 2013 was \$0.46 compared with \$0.41 in the prior-year quarter.

Operating revenue for the nine months ended September 30, 2013 increased 9.9% to \$471.4 million from \$428.9 million for the same period in 2012. Income from operations was \$61.1 million, compared with \$59.5 million in the prior-year period. As a percent of operating revenue, income from operations was 13.0% for the first nine months of 2013 compared to 13.9% for the same period in 2012. Net income during the period was \$38.9 million compared to \$36.7 million in the prior-year period. Income per diluted share from operations for the first nine months of 2013 was \$1.27 compared with \$1.24 in the prior-year period.

Bruce A. Campbell, Chairman, President, and CEO, commenting on the third quarter said, "After a tough second quarter, we saw a very encouraging trend in our airport-to-airport network volumes that improved throughout the third quarter. Our sense is the improved tonnage is driven by a slightly better macro environment as well as share gains resulting from our superior service offering. We are pleased to report that thus far into the fourth quarter this trend has continued."

Turning to the Forward Air Solutions (FASI) business segment, Mr. Campbell said, "With the integration of new business wins behind us, FASI had a solid performance in the third quarter improving its operating ratio 320 basis points for its best third quarter ever."

Commenting on Total Quality, Inc. (TQI) business segment, Mr. Campbell said, "While we are pleased with the positive strides made in the integration of TQI, we are anxious to get our new operating system on line. This new system will enable us to glean additional operating efficiencies as well as make the most of new business wins. We anticipate that this new system will be fully operational before the end of 2013."

In closing, Mr. Campbell said, "As always, I would like to thank the Forward Air team of employees and independent contractors for their dedication and hard work."

Commenting on the Company's guidance for the fourth quarter, Rodney L. Bell, Senior Vice President and CFO said, "We anticipate that our fourth quarter 2013 revenues will increase in the range of 17% to 21% over the comparable 2012 period. We estimate that approximately 9% of that growth will result from the TQI acquisition. We expect income per diluted share to be between \$0.53 and \$0.57 per share. This compares to \$0.54 per share in the fourth quarter of 2012."

#### **Review of Financial Results**

Forward Air will hold a conference call to discuss third quarter 2013 results on Tuesday, October 22, 2013 at 9:00 a.m. EDT. The Company's conference call will be available online at <a href="www.forwardair.com">www.forwardair.com</a> or by dialing 800-230-1059. A replay of the conference call will be available at <a href="www.forwardair.com">www.forwardair.com</a> beginning shortly after the completion of the live call.

#### **About Forward Air Corporation**

Forward Air Corporation operates three business segments, Forward Air, Inc., Forward Air Solutions, Inc. and Total Quality, Inc.

Forward Air, Inc. is a high-service-level contractor to the air cargo industry providing time-definite ground transportation services through a network of 88 terminals located on or near major airports in the United States and Canada. It provides these services as a cost-effective alternative to air transportation of cargo that must be delivered at a specific time but is relatively less time-sensitive than traditional air freight or when air transportation is not economical.

Forward Air Solutions, Inc. is a provider of pool distribution services. Pool distribution involves the consolidation and shipment of several smaller less-than-truckload shipments to a common area or region. Once at the regional destination, the loads are deconsolidated, then grouped with other shipments with common delivery points, and delivered in a very precise, time-sensitive manner. Our pool distribution network consists of 24 terminals within the mid-Atlantic, Southeast, Midwest and Southwestern United States.

Total Quality, Inc. utilizes industry-leading temperature-controlled equipment, 24-hour monitoring and tracking technology and layered security features to provide our customers with the highest level of service. In addition to our core pharmaceutical services, we provide truckload and less-than-truckload brokerage transportation services. Headquartered in central Michigan, we service the United States, Canada and Mexico.

# Forward Air Corporation Consolidated Statements of Comprehensive Income (In thousands, except per share data) (Unaudited)

	Three mor	iths	s ended	Nine mont			ths ended	
	September 30, 2013		September 30, 2012		September 30, 2013		September 30, 2012	
Operating revenue:								
Airport-to-airport	\$ 100,960	\$	96,914	\$	288,457	\$	290,006	
Logistics	32,562		20,878		87,474		63,315	
Other	6,862		6,528		19,624		19,498	
Pool distribution	29,649		19,194		75,841		56,102	
Total operating revenue	170,033		143,514		471,396		428,921	
Operating expenses:								
Purchased transportation								
Airport-to-airport	42,407		40,150		118,605		119,546	
Logistics	22,152		15,954		59,696		47,756	
Other	2,039		1,822		5,707		5,252	
Pool distribution	8,613		5,176		22,454		14,989	
Total purchased transportation	75,211		63,102		206,462		187,543	
Salaries, wages and employee benefits	39,165		31,698		109,149		97,408	
Operating leases	6,991		6,895		20,923		20,826	
Depreciation and amortization	6,220		5,425		17,377		15,940	
Insurance and claims	3,290		3,098		9,164		8,132	
Fuel expense	3,871		2,318		10,535		7,271	
Other operating expenses	12,428		11,352		36,634		32,303	
Total operating expenses	147,176		123,888		410,244		369,423	
Income from operations	22,857		19,626		61,152		59,498	
Other income (expense).								
Other income (expense):	(145)		(111)		(401)		(241)	
Interest expense	(145) 27		(111)		(401) 72		(241)	
Other, net Total other expense	 (118)	_	(132)	_	(329)	_	(6)	
Income before income taxes	 22,739	_	19,494	_	60,823	_	59,251	
Income taxes	8,542		7,227		21,941		22,544	
Net income and comprehensive income	\$ 14,197	\$	12,267	\$	38,882	\$	36,707	
Net income per share:								
Basic	\$ 0.47	\$	0.42	\$	1.30	\$	1.27	
Diluted	\$ 0.46	\$	0.41	\$	1.27	\$	1.24	
Weighted average shares outstanding:								
Basic	30,374		29,088		30,017		28,895	
Diluted	30,986		29,660		30,677		29,484	
Dividends per share:	\$ 0.10	\$	0.10	\$	0.30	\$	0.24	

## Forward Air Corporation Consolidated Balance Sheets (In thousands) (Unaudited)

	Sep	tember 30, 2013	Dec	cember 31, 2012
Assets				
Current assets:				
Cash and cash equivalents	\$	98,551	\$	112,182
Accounts receivable, net		83,224		75,262
Other current assets		18,849	_	10,952
Total current assets		200,624		198,396
Property and equipment		270,113		239,138
Less accumulated depreciation and amortization		112,514		105,581
Net property and equipment		157,599		133,557
Goodwill and other acquired intangibles:				
Goodwill		88,404		43,332
Other acquired intangibles, net of accumulated amortization	<u></u>	41,624		22,102
Total net goodwill and other acquired intangibles		130,028		65,434
Other assets		2,551		1,800
Total assets	\$	490,802	\$	399,187
Liabilities and Shareholders' Equity				
Current liabilities:				
Accounts payable	\$	17,067	\$	11,168
Accrued expenses		19,490		16,476
Current portion of debt and capital lease obligations		92		276
Total current liabilities		36,649		27,920
Debt and capital lease obligations, less current portion		4		58
Other long-term liabilities		9,129		7,098
Deferred income taxes		26,576		12,440
Shareholders' equity:				
Common stock		304		292
Additional paid-in capital		102,465		64,644
Retained earnings		315,675		286,735
Total shareholders' equity		418,444		351,671
Total liabilities and shareholders' equity	\$	490,802	\$	399,187

<sup>(</sup>a) Taken from audited financial statements, which are not presented in their entirety.

# Forward Air Corporation Condensed Consolidated Statements of Cash Flows (In thousands) (Unaudited)

	Three months ended			
	Sep	tember 30, 2013	September 3 2012	r 30,
Operating activities:				
Net income	\$	14,197	\$ 12,26	57
Adjustments to reconcile net income to net cash provided by operating activities				
Depreciation and amortization		6,220	5,42	25
Share-based compensation		1,525	1,42	27
Gain on disposal of property and equipment		(185)	9	92
Provision for (recovery) loss on receivables		(56)	11	15
Provision for revenue adjustments		579	49	90
Deferred income tax		1,722	1,02	23
Excess tax benefit for stock options exercised		(337)	(14	48)
Changes in operating assets and liabilities				
Accounts receivable		(7,458)	(42	26)
Prepaid expenses and other current assets		515	1,49	<del>)</del> 9
Accounts payable and accrued expenses		6,515	(	(5)
Net cash provided by operating activities		23,237	21,75	59
Investing activities:				
Proceeds from disposal of property and equipment		617	13	31
Purchases of property and equipment		(5,272)	(2,18	31)
Other		(51)	8	80
Net cash used in investing activities		(4,706)	(1,97	70)
Financing activities:				
Payments of debt and capital lease obligations		(48)	(13	39)
Proceeds from exercise of stock options		1,687	7,29	-
Payments of cash dividends		(3,057)	(2,93	
Excess tax benefit for stock options exercised		337	•	48
Net cash (used in) provided by financing activities		(1,081)	4,36	_
Net increase in cash		17,450	24,15	_
Cash at beginning of period		81,101	68,83	
Cash at end of period	\$	98,551	\$ 92,98	_

# Forward Air Corporation Condensed Consolidated Statements of Cash Flows (In thousands) (Unaudited)

	Nine months ended		
	Sept	ember 30, 2013	September 30, 2012
Operating activities:			
Net income	\$	38,882	\$ 36,707
Adjustments to reconcile net income to net cash provided by operating activities			
Depreciation and amortization		17,377	15,940
Share-based compensation		4,619	4,550
(Gain) loss on disposal of property and equipment		(468)	259
Provision for loss on receivables		234	226
Provision for revenue adjustments		1,705	1,417
Deferred income tax		4,658	2,460
Excess tax benefit for stock options exercised		(3,207)	(354)
Changes in operating assets and liabilities			
Accounts receivable		(4,262)	(5,599)
Prepaid expenses and other current assets		(1,575)	(1,629)
Accounts payable and accrued expenses		2,525	(8,298)
Net cash provided by operating activities		60,488	45,679
Investing activities:			
Proceeds from disposal of property and equipment		1,665	867
Purchases of property and equipment		(33,266)	(20,499)
Acquisition of businesses, net of cash acquired		(45,329)	_
Other		(111)	(267)
Net cash used in investing activities		(77,041)	(19,899)
Financing activities:			
Payments of debt and capital lease obligations		(20,351)	(411)
Proceeds from exercise of stock options		29,866	15,740
Payments of cash dividends		(9,071)	(7,009)
Common stock issued under employee stock purchase plan		137	119
Cash settlement of share-based awards for minimum tax withholdings		(866)	(386)
Excess tax benefit for stock options exercised		3,207	354
Net cash provided by financing activities		2,922	8,407
Net (decrease) increase in cash		(13,631)	34,187
Cash at beginning of period		112,182	58,801
	\$		\$ 92,988
Cash at end of period	φ	90,331	φ 92,988

### Forward Air Corporation Segment Information (In millions) (Unaudited)

Thron	months	andad

	Septembe		Percent of	September 30		GI.	Percent
On and in a management	2013		Revenue	2012	Revenue	Change	Change
Operating revenue Forward Air	\$	1200	75.0.0/	¢ 124.6	96.9.0/	e 12	2.5.0/
FASI	\$ .	128.8 29.8	75.8 % 17.5			\$ 4.3 10.3	3.5 %
TQI		12.4	7.3	19.5		10.3	52.8 100.0
Intercompany eliminations		(1.0)	(0.6)	(0.:		(0.5)	100.0
Total	-	170.0	100.0	143.5		26.5	18.5
Total		170.0	100.0	143	100.0	20.3	10.5
Purchased transportation							
Forward Air		59.9	46.5	58.	1 46.7	1.8	3.1
FASI		9.1	30.5	5.4	1 27.7	3.7	68.5
TQI		6.9	55.6	_		6.9	100.0
Intercompany eliminations		(0.7)	70.0	(0.4	4) 80.0	(0.3)	75.0
Total		75.2	44.2	63.	1 44.0	12.1	19.2
Caladan and an damatana							
Salaries, wages and employee benefits							
Forward Air		27.3	21.2	24.3	3 19.5	3.0	12.3
FASI		10.0	33.6	7.4		2.6	35.1
TQI		1.8	14.5	_		1.8	100.0
Total		39.1	23.0	31.7	7 22.1	7.4	23.3
Operating leases							
Forward Air		4.9	3.8	5.2		(0.3)	(5.8)
FASI		2.1	7.0	1.7	7 8.7	0.4	23.5
TQI				_			_
Total		7.0	4.1	6.9	9 4.8	0.1	1.4
Depreciation and amortization							
Forward Air		4.2	3.3	4.3	3.4	(0.1)	(2.3)
FASI		1.3	4.4	1.2		0.1	8.3
TQI		0.7	5.7	1.2		0.7	100.0
Total		6.2	3.7	5.5		0.7	12.7
1000							1217
Insurance and claims							
Forward Air		2.3	1.8	2.6	5 2.1	(0.3)	(11.5)
FASI		0.8	2.7	0.5	5 2.6	0.3	60.0
TQI		0.2	1.6	_	- —	0.2	100.0
Total		3.3	1.9	3.1	2.1	0.2	6.5
Fuel expense							
Forward Air		0.9	0.7	1.0		(0.1)	(10.0)
FASI		1.7	5.7	1.3	6.7	0.4	30.8
TQI		1.3	10.5			1.3	100.0
Total		3.9	2.3	2.3	3 1.6	1.6	69.6
Other operating expenses							
Forward Air		8.7	6.7	9.7	7 7.8	(1.0)	(10.3)
FASI		3.4	11.4	1.7		1.7	100.0
TQI		0.6	4.8			0.6	100.0
Intercompany eliminations		(0.3)	30.0	(0.1	1) 20.0	(0.2)	200.0
Total		12.4	7.3	11.3		1.1	9.7
Income from operations							
Forward Air		20.6	16.0	19.3	3 15.5	1.3	6.7
FASI		1.4	4.7	0.3	3 1.5	1.1	366.7

TQI		0.9	7.3	_		0.9	100.0
Total	\$	22.9	13.5 %	\$ 19.6	13.7 %	\$ 3.3	16.8 %
	'						

# Forward Air Corporation **Segment Information** (In millions)

(Unaudited)

Nine months ended

	<del></del>		Nine months end			
	September 30,	Percent of	September 30,	Percent of		Percent
	2013	Revenue	2012	Revenue	Change	Change
Operating revenue						
Forward Air	\$ 369.0	78.3 %		87.1 %	` '	(1.2)%
FASI	76.4	16.2	57.0	13.3	19.4	34.0
TQI	28.5	6.0			28.5	100.0
Intercompany eliminations	(2.5)	(0.5)	(1.5)	(0.4)	(1.0)	66.7
Total	471.4	100.0	428.9	100.0	42.5	9.9
Purchased transportation						
Forward Air	168.9	45.8	173.3	46.4	(4.4)	(2.5)
FASI	23.6	30.9	15.5	27.2	8.1	52.3
TQI	15.9	55.8	_	_	15.9	100.0
Intercompany eliminations	(1.9)	76.0	(1.3)	86.7	(0.6)	46.2
Total	206.5	43.8	187.5	43.7	19.0	10.1
Salaries, wages and employee benefits						
Forward Air	78.0	21.1	75.4	20.2	2.6	3.4
FASI	26.8	35.1	22.0	38.6	4.8	21.8
TQI	4.4	15.4	_	_	4.4	100.0
Total	109.2	23.2	97.4	22.7	11.8	12.1
Operating leases						
Forward Air	14.9	4.0	15.3	4.1	(0.4)	(2.6)
FASI	5.9	7.7	5.5	9.7	0.4	7.3
TQI	0.1	0.4	_	_	0.1	100.0
Total	20.9	4.4	20.8	4.9	0.1	0.5
Depreciation and amortization						
Forward Air	12.1	3.3	12.5	3.4	(0.4)	(3.2)
FASI	3.6	4.7	3.5	6.1	0.1	2.9
TQI	1.7	6.0	_	_	1.7	100.0
Total	17.4	3.7	16.0	3.7	1.4	8.8
Insurance and claims						
Forward Air	6.5	1.8	6.4	1.7	0.1	1.6
FASI	2.3	3.0	1.7	3.0	0.6	35.3
TQI	0.4	1.4			0.4	100.0
Total	9.2	1.9	8.1	1.9	1.1	13.6
Evel company						
Fuel expense Forward Air	2.9	0.8	3.2	0.9	(0.3)	(9.4)
FASI	4.8	6.3	4.1	7.2	0.7	17.1
TQI	2.8	9.8	4.1	1.2	2.8	100.0
Total	10.5	2.2	7.3	1.7	3.2	43.8
Others are senting						
Other operating expenses Forward Air	26.9	7.3	27.4	7.3	(0.5)	(1.8)
FASI	9.0	11.8	5.1	8.9	3.9	76.5
TQI	1.3	4.5	3.1	0.7	1.3	100.0
Intercompany eliminations	(0.6)	24.0	(0.2)	13.3	(0.4)	200.0
Total	36.6	7.8	32.3	7.5	4.3	13.3
Income (loss) from operations Forward Air	58.8	15.9	59.9	16.0	(1.1)	(1.8)
FASI	0.4	0.5			0.8	(200.0)
rAoi	0.4	0.5	(0.4)	(0.7)	0.8	(200.0)

TQI	1.9	6.7	_	_	1.9	100.0
Total	\$ 61.1	13.0 % \$	59.5	13.9 % \$	1.6	2.7 %

# Forward Air Corporation Forward Air Inc. Operating Statistics

Throp	months	hahna

			Three	months ended		
	Sep	September 30,		ptember 30,	Percent	
		2013		2012	Change	
Operating ratio		84.0%		84.5%	(0.6)%	
D. c		(4.0		(2.0	1.6	
Business days Business weeks		64.0		63.0	1.6	
Business weeks		12.8		12.6	1.6	
Airport-to-airport:						
Tonnage						
Total pounds <sup>1</sup>		462,297		438,265	5.5	
Average weekly pounds <sup>1</sup>		36,117		34,783	3.8	
Linehaul shipments						
Total linehaul		688,257		691,228	(0.4)	
Average weekly		53,770		54,859	(2.0)	
Forward Air Complete shipments		124,184		177,216	(29.9)	
As a percentage of linehaul shipments		18.0%		25.6%	(29.7)	
Average linehaul shipment size		672		634	6.0	
Revenue per pound <sup>2</sup>						
Linehaul yield	\$	16.97	\$	17.14	(0.8)	
Fuel surcharge impact		1.85		1.80	0.2	
Forward Air Complete impact		3.08		3.20	(0.5)	
Total airport-to-airport yield	\$	21.90	\$	22.14	(1.1)	
Logistics:						
Miles		0.015		0.405	<i>5</i> 1	
Owner operator <sup>1</sup>		8,915		8,485	5.1	
Third party <sup>1</sup> Total Miles		3,815		4,500	(15.2)	
Total ivilles		12,730		12,985	(2.0)	
Revenue per mile	\$	1.60	\$	1.61	(0.6)	
Cost per mile	\$	1.20	\$	1.23	(2.4)%	

<sup>&</sup>lt;sup>1</sup> - In thousands

<sup>&</sup>lt;sup>2</sup> - In cents per pound; percentage change is expressed as a percent of total yield.

# Forward Air Corporation Forward Air Inc. Operating Statistics

Se	ptember 30, 2013	S	eptember 30,	Percent
	2013		2012	Change
	84.1%		84.0%	0.1 %
	191.0		191.0	_
	38.2		38.2	_
	1,320,382		1,322,390	(0.2)
	34,565		34,618	(0.2)
	2,038,599		2,064,323	(1.2)
	53,366		54,040	(1.2)
	353,270		509,527	(30.7)
	17.3%		24.7%	(30.0)
	648		641	1.1
\$	17.08	\$	17.04	0.2
	1.92		1.88	0.2
	2.90		3.04	(0.7)
\$	21.90	\$	21.96	(0.3)
	26.200		26.500	(0.7)
				(0.7)
				(11.2)
	3/,062		38,600	(4.0)
\$	1.61	\$	1.64	(1.8)
\$	1.19	\$	1.24	(4.0)%
	\$	38.2  1,320,382 34,565  2,038,599 53,366  353,270 17.3% 648  \$ 17.08 1.92 2.90 \$ 21.90  \$ 21.90  \$ 10,663 37,062  \$ 1.61	38.2  1,320,382 34,565  2,038,599 53,366  353,270 17.3%  648  \$ 17.08 \$ 1.92 2.90 \$ 21.90 \$  \$ 21.90 \$  \$ 10,663 37,062  \$ 1.61 \$	38.2     38.2       1,320,382     1,322,390       34,565     34,618       2,038,599     2,064,323       53,366     54,040       353,270     509,527       17.3%     24.7%       648     641       \$ 17.08     \$ 17.04       1.92     1.88       2.90     3.04       \$ 21.90     \$ 21.96       26,399     26,590       10,663     12,010       37,062     38,600       \$ 1.61     \$ 1.64

<sup>&</sup>lt;sup>1</sup> - In thousands

<sup>&</sup>lt;sup>2</sup> - In cents per pound; percentage change is expressed as a percent of total yield.

#### **Important Information**

This press release contains "forward-looking statements," as defined in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements are statements other than historical information or statements of current condition and relate to future events or our future financial performance. Some forward-looking statements may be identified by use of such terms as "believes," "anticipates," "intends," "plans," "estimates," "projects" or "expects." Such forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. The following is a list of factors, among others, that could cause actual results to differ materially from those contemplated by the forward-looking statements: economic factors such as recessions, inflation, higher interest rates and downturns in customer business cycles, our inability to maintain our historical growth rate because of a decreased volume of freight moving through our network or decreased average revenue per pound of freight moving through our network, increasing competition and pricing pressure, surplus inventories, loss of a major customer, the creditworthiness of our customers and their ability to pay for services rendered, our ability to secure terminal facilities in desirable locations at reasonable rates, the inability of our information systems to handle an increased volume of freight moving through our network, changes in fuel prices, claims for property damage, personal injuries or workers' compensation, employment matters including rising health care costs, enforcement of and changes in governmental regulations, environmental and tax matters, the handling of hazardous materials, the availability and compensation of qualified independent owner-operators and freight handlers needed to serve our transportation needs and our inability to successfully integrate acquisitions. As a result of the foregoing, no assurance can be given as to future financial condition, cash flows or results of operations. We undertake no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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	March 31	June 30	September 30	December 31	Average
Forward Air, Inc.					
Average linehaul pounds per week (1)					
(in thousands)	31,294	34,235	34,209	36,411	34,028
Number of terminals - Company-operated	66	66	66	66	66
Number of terminals - agent	18	18	19	19	19
Number of terminals - total	84	84	85	85	85
Average tractors - Company	195	218	216	189	205
Average leased tractors - Company	5	5	5	4	5
Average leased straight trucks - Company	18	9	9	8	11
Average tractors - owner-operator	843	871	897	910	880
Average tractors - total	1,061	1,103	1,127	1,111	1,101
Average trailers	2,274	2,265	2,510	2,517	2,392
Forward Air Solutions, Inc.					
Number of terminals - Company-operated	18	18	18	18	18
Number of terminals - agent	1	1	1	1	1
Number of terminals - total	19	19	19	19	19
Average tractors - Company	44	44	42	41	43
Average leased tractors - Company	23	12	11	11	14
Average straight trucks & vans - Company	118	116	110	109	113
Average leased straight trucks - Company	43	52	52	52	50
Average tractors - owner-operator	63	64	82	89	7:
Average straight trucks & vans - owner-operator	61	55	54	62	58
Average tractors - total	352	343	351	364	353
Average trailers	26	26	26	26	26

<sup>(1)</sup> Includes pounds associated with linehaul shipments only.

	March 31	June 30	September 30	December 31	Average
Forward Air, Inc.					
Average linehaul pounds per week (1)					
(in thousands)	32,980	36,093	34,783	35,626	34,871
Number of terminals - Company-operated	66	66	66	66	66
Number of terminals - agent	19	19	19	22	22
Number of terminals - total	85	85	85	88	88
Average tractors - Company	200	195	195	197	197
Average leased tractors - Company	4	2	3	2	3
Average leased straight trucks - Company	5	1	1	1	2
Average tractors - owner-operator	927	967	951	949	949
Average tractors - total	1,136	1,165	1,150	1,149	1,151
Average trailers	2,572	2,742	2,710	2,685	2,677
Forward Air Solutions, Inc.					
Number of terminals - Company-operated	18	18	18	17	17
Number of terminals - agent	2	2	2	2	2
Number of terminals - total	20	20	20	19	19
Average tractors - Company	47	46	45	45	46
Average leased tractors - Company	11	5	5	5	7
Average straight trucks & vans - Company	134	126	123	123	127
Average leased straight trucks - Company	50	35	34	34	38
Average tractors - owner-operator	82	78	84	84	82
Average straight trucks & vans - owner-operator	64	56	57	61	60
Average tractors - total	388	346	348	352	360
Average trailers	26	25	25	25	25

<sup>(1)</sup> Includes pounds associated with linehaul shipments only.

(1) Includes pounds associated with linehaul shipments only.

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	March 31	June 30	September 30	Average
Forward Air, Inc.				
Average linehaul pounds per week (1)				
(in thousands)	32,215	35,326	36,117	34,565
Number of terminals - Company-operated	66	66	66	66
Number of terminals - agent	22	22	22	22
Number of terminals - total	88	88	88	88
Average tractors - Company	210	211	203	208
Average leased tractors - Company	2	1	1	1
Average leased straight trucks - Company	1	1		1
Average tractors - owner-operator	945	961	964	957
Average tractors - total	1.158	1.174	1,168	1,167
Average trailers	2,882	3,021	3,030	2,978
Trotago traners	2,002	3,021	3,030	2,570
Forward Air Solutions, Inc.				
Number of terminals - Company-operated	19	19	19	19
Number of terminals - company-operated  Number of terminals - agent	5	5	5	5
Number of terminals - agent	24	24	24	24
Average tractors - Company	45	58	62	55
Average tractors - Company  Average leased tractors - Company	43	2	11	6
Average teased fractors - Company  Average straight trucks & vans - Company	107	139	139	128
Average leased straight trucks - Company	34	33	24	30
Average teased straight trucks - Company  Average tractors - owner-operator	83	84	89	85
Average straight trucks & vans - owner-operator	59	65	67	64
Average tractors - total	332	381	392	368
Average trailers	25	125	126	92
Average trailers	23	123	120	92
Total Quality, Inc.				
Average tractors - Company	61	61	66	63
Average tractors - company  Average tractors - owner-operator	3	10	15	9
Average tractors - total	64	71	81	72
Average trailers	68	77	92	79
Average uditers	08	77	92	19