



TRANSPORTATION & LOGISTICS

INDUSTRY UPDATE | SEPTEMBER 2017



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WHAT WE'RE READING

TRUCKING | CASS FREIGHT INDEX POSTS SOLID AUGUST GAINS

Many consider the Cass Freight Index to be the most accurate barometer of freight volumes and market conditions. August shipments, at 1.158, rose 3.9% annually and were up 2.8% compared to July. The report explained that parcel volumes associated with e-commerce continue to show outstanding rates of growth. August expenditures, at 2.499, saw a 9.7% annual gain and a 1.6% increase over July. "Expenditures turned positive for the first time in 22 months in January 2017," wrote Donald Broughton, the report's author. Part of the increase was a result of the relatively steady increase in the price of fuel.

[Logistics Management](#)

MARINE | BIG PORTS ACROSS THE NATION ARE BREAKING RECORDS

August turned out to be yet another record month for the Port of Virginia – the nation's sixth largest container port – moving 240,605 containers, measured in standard 20-foot units or TEUs (the port world's benchmark). "Growing imports at the nation's major retail container ports set an all-time monthly record this summer, and 2017 is expected to reach a new yearly record," according to the monthly "Global Port Tracker" report. Jonathan Gold, federation vice president for supply chain policy, added: "Docks have been busier than ever as ships unload cargo headed for store shelves."

[The Virginian-Pilot](#)

RAIL | CSX LAUNCHES PITTSBURGH INTERMODAL TERMINAL

Built on a 70-acre site that once served as the Pittsburgh & Lake Erie rail yard, the Pittsburgh intermodal terminal is the final major component of CSX's National Gateway Initiative – an \$850 million public-private partnership designed to create a highly efficient network of doublestack rail and intermodal terminals, connecting East Coast markets to consumers, manufacturers and businesses in the Midwest. Through the National Gateway Initiative, more than 95% of CSX's intermodal network is now doublestack cleared, maximizing the potential efficiency of the service. Leveraging the strength of the hub-and-spoke intermodal network, CSX will connect Pittsburgh to more than 40 markets across North America while offering truck-competitive services to maximize shipping options for its customers.

[Railway Age](#)

AIR | SEMICONDUCTOR SHIPMENTS TO BOOST AIR FREIGHT

New semiconductor applications in the Internet of Things and automotive industry are creating fresh trade flows and logistics opportunities. The results of these changing dynamics are attractive growth opportunities for logistics solutions providers and increased demand for air freight services. In terms of freight demand, air cargo operators and forwarders would be the main beneficiaries. Rob Siegers, DHL Tech Sector President, said: "Typically, the production times are compressed, and with the need for high security and premium handling as well as the demand to get to market quickly, a majority of products are being transported via air services."

[Lloyd's Loading List](#)

LOGISTICS | E-COMMERCE IS AT CORE OF LOGISTICS INDUSTRY

Last December, the Amazon Prime Air drone delivery trial took just 13 minutes. Consumers are thrilled by the experience of having their orders at their doorsteps. A great deal of work goes behind achieving this high level of customer satisfaction. It requires constant refinements to processing, tailored shipping and delivery mechanisms, and the forging of critical connections with the right shipping partners. The business potential is why logistics has grown into a \$4 trillion-plus industry. At the forefront of the logistics boom are new technologies making business faster, cheaper, and more customer-friendly.

[Gulf News](#)

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M&A TRANSACTIONS^(1,2,3)

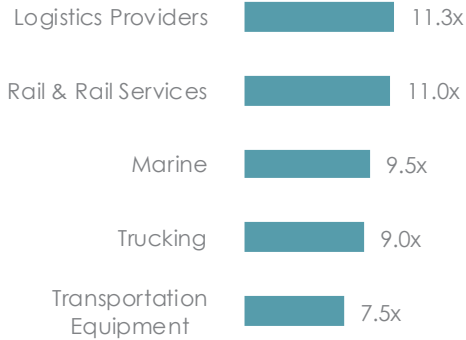
RECENT M&A TRANSACTIONS

Date	Sector	Target	Business Description	Acquirer
9/7/2017	Trucking	Haney Truck Line	Provides high quality heavy haul and truckload transportation on the West Coast	Wilson Logistics, Inc.
9/6/2017*	Logistics	Newgistics, Inc.	Provides technology-enabled parcel logistics to the e-commerce and direct-to-consumer retail industry	Pitney Bowes Inc.
9/5/2017	Rail / Marine	Diversified Port Holdings	Operates an integrated maritime port logistics business	Patriot Rail Company
9/5/2017	Logistics	Sandifer Valley Transportation & Logistics Ltd.	Provides freight forwarding services	Radiant Logistics, Inc.
9/5/2017	Trucking	R&R Trucking, Inc.	Provides freight and cargo services, specializing in truckload transportation of military freight and hazardous waste materials	Daseke, Inc.
9/5/2017	Logistics	United Road Services, Inc.	Provides vehicle transport and logistics	The Carlyle Group
9/5/2017	Trucking	Rolling Big Power (RBP)	Premium truck accessories lifestyle brand	Pilot Inc.
9/4/2017*	Marine	TCP Participações S.A	Brazil based container port terminal operator	China Merchants Port Holdings Co., Ltd.
8/31/2017	Logistics	Gnewt Cargo Ltd.	Provides final-mile delivery services for retailers, e-tailers, and parcel carriers	Menzies Distribution
8/31/2017	Logistics	Milgram & Company Ltd.	Provides freight forwarding, customs brokerage, and surface transportation in Canada	C.H. Robinson Worldwide, Inc.
8/30/2017*	Logistics	Odyssey Logistics & Technology Corporation	Provides global logistics management services	The Jordan Company
8/30/2017	Trucking	Colton Truck Supply	Supplies truck parts, accessories, truck tools, and shop equipment	FleetPride, Inc.
8/30/2017	Logistics	HighJump Software, Inc.	Provides supply chain execution software solutions such as warehouse and transportation management	Korber AG
8/29/2017*	Logistics	Arc Logistics Partners LP	Owns and operates terminalling, storage, transloading, and pipeline assets as an independent logistics provider	Zenith Energy Management LLC
8/29/2017	Logistics	Balodis Technologies Pvt Ltd. (GoPigeon)	End-to-end logistics management company and SaaS platform which offers solutions for shipping needs	Narvar, Inc.
8/18/2017	Trucking	Stella Environmental Services, LLC	Provides transfer station management and municipal waste logistics services	Hidden Harbor Capital Partners LLC
8/15/2017	Logistics	Macropoint LLC	Electronic transportation network providing location-based truck tracking and predictive freight capacity data content	The Descartes Systems Group, Inc.
8/14/2017*	Logistics	Grand Junction	Technology transportation company that allows retailers, distributors, and third-party logistics providers to offer delivery through technology platform and coast-to-coast network of 700+ carriers	Target Corporation
8/14/2017*	Logistics	Transplace	Provides managed transportation, supply chain consulting, and transportation management systems technology solutions, and other third-party logistics services	TPG Capital

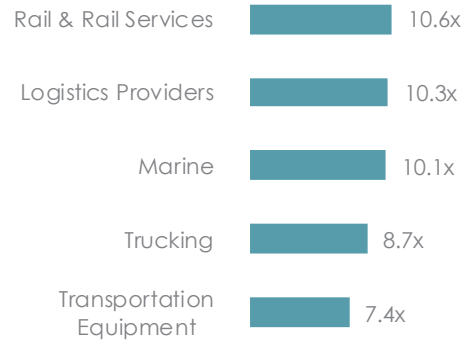
*Denotes pending transaction

PUBLIC MARKETS OVERVIEW⁽¹⁾

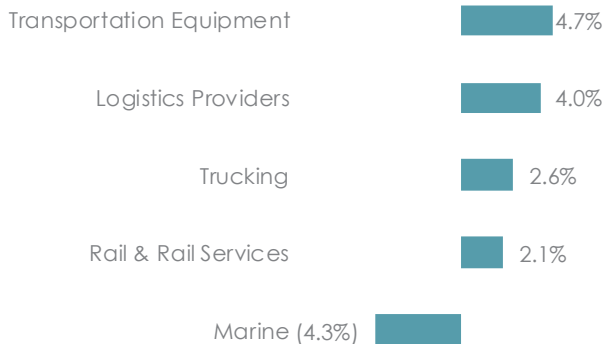
TEV / LTM EBITDA



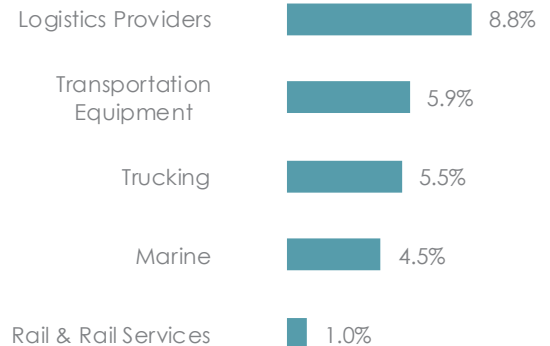
TEV / 2017E EBITDA



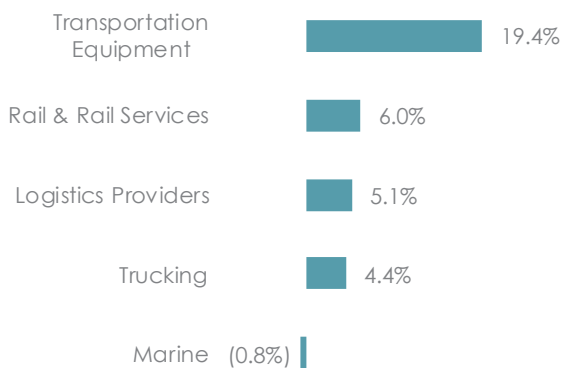
AVERAGE REVENUE GROWTH (2013 – 2016)



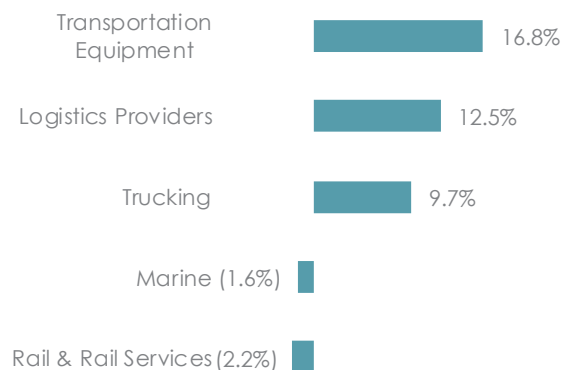
AVERAGE REVENUE GROWTH (2016 – 2018P)



AVERAGE EBITDA GROWTH (2013 – 2016)

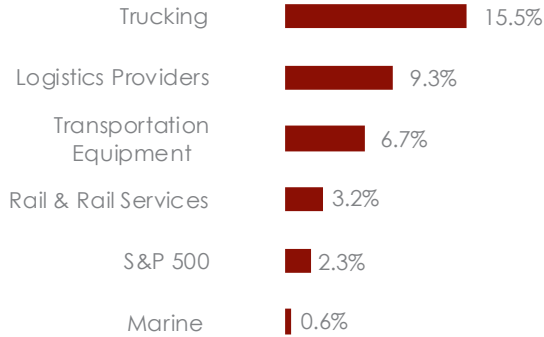


AVERAGE EBITDA GROWTH (2016 – 2018P)

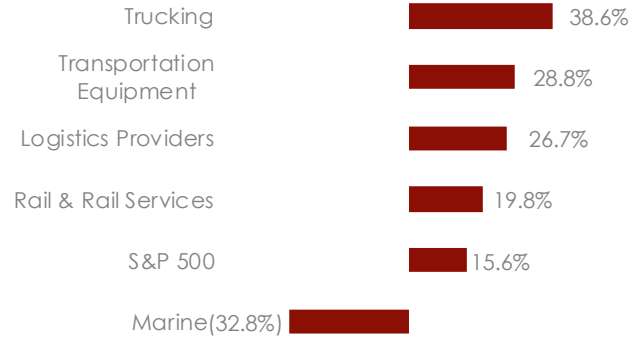


STOCK PRICE PERFORMANCE⁽¹⁾

MEDIAN % CHANGE (1 MONTH)

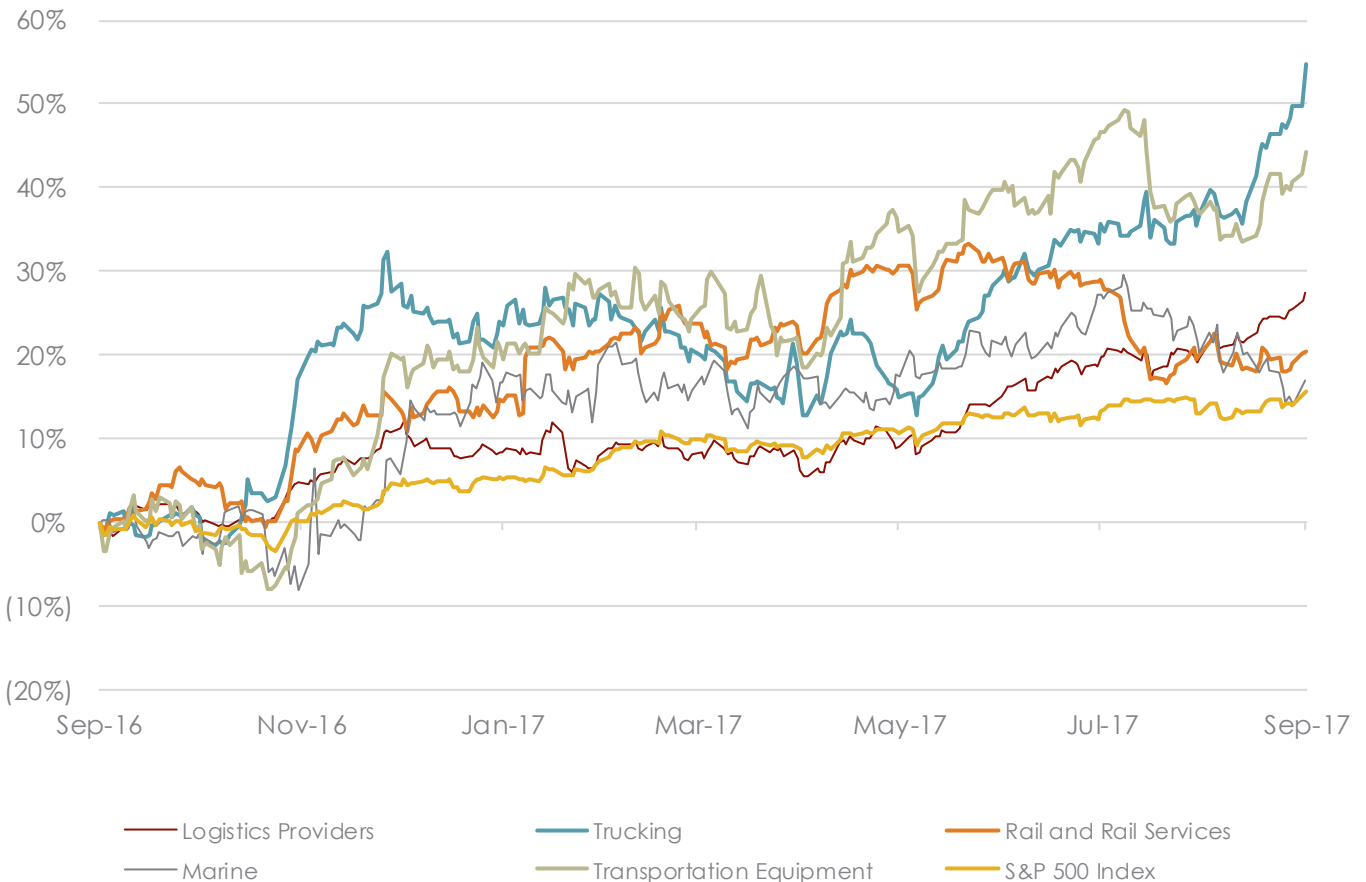


MEDIAN % CHANGE (12 MONTH)



TRAILING TWELVE MONTHS

(Indexed to September 12th, 2016)



OUR GROUP

Harris Williams & Co. is a leading advisor to the transportation and logistics M&A market. Our Transportation & Logistics Group serves companies in a broad range of attractive niches, including third-party logistics (3PL), truck, rail, marine and air transportation, transportation equipment, and the automotive and heavy duty vehicle market.

RECENTLY CLOSED T&L TRANSACTIONS

 a portfolio company of has been acquired by 	 a portfolio company of has been acquired by 	 a portfolio company of has been acquired by 	 TRUCK BODIES & EQUIPMENT INTERNATIONAL, INC. a portfolio company of has been acquired by 	 a portfolio company of is merging with THE SHIPPING COMPANY THAT WORKS FOR YOU! a portfolio company of 	 a portfolio company of has merged with
 a portfolio company of LITTLEJOHN & CO. has been acquired by 	 has merged with an operating company of in a recapitalization by and 	 a portfolio company of has been acquired by 	 a portfolio company of has been acquired by 	 has acquired 	 a portfolio company of has been acquired by AUTO BODY & GLASS a portfolio company of

DEEP EXPERIENCE ACROSS T&L SECTORS

THIRD-PARTY LOGISTICS						
RAIL & RAIL SERVICES						
MARINE TRANSPORTATION						
TRANSPORTATION EQUIPMENT						
NICHE TRANSPORTATION						
AUTOMOTIVE & HEAVY DUTY VEHICLE		 				
AIR TRANSPORTATION						

OUR FIRM

Harris Williams & Co. has a broad range of industry expertise, which creates powerful opportunities. Our clients benefit from our deep-sector experience, integrated industry intelligence and collaboration across the firm, and our commitment to learning what makes them unique. For more information, visit our website at www.harriswilliams.com/industries

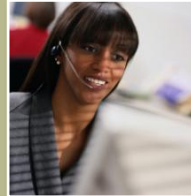
Aerospace, Defense
& Government
Services



Building Products
& Materials



Business
Services



Consumer



Energy, Power
& Infrastructure



Healthcare
& Life Sciences



Industrials



Specialty
Distribution



Technology,
Media & Telecom



Transportation
& Logistics



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PUBLIC COMPARABLES⁽¹⁾

(\$ in millions except per share data)	Stock Performance						TEV / LTM EBITDA as of			TEV / EBITDA	
	TEV	Stock Price	Change from		52-Week		Sep-16	Mar-17	Current	2017E	2018P
		Current	Prior Month	Prior Year	High	% of High					
Transportation & Logistics											
Logistics Providers											
Agility Public Warehousing Co. K.S.C.	\$4,696	\$3.06	9.3%	120.6%	\$3.06	100.0%	6.5x	7.2x	12.7x	NA	NA
Air Transport Services Group, Inc.	1,854	23.53	3.7%	70.4%	25.75	91.4%	6.4x	7.4x	8.5x	7.1x	5.8x
Atlas Air Worldwide Holdings, Inc.	3,653	67.10	10.6%	72.2%	68.25	98.3%	12.0x	8.8x	10.0x	8.4x	7.3x
C.H. Robinson Worldwide, Inc.	11,375	72.79	10.9%	5.5%	81.16	89.7%	11.2x	13.5x	13.2x	13.6x	12.6x
Deutsche Post AG	57,983	43.11	6.8%	38.7%	43.16	99.9%	9.8x	8.9x	11.4x	9.3x	8.7x
DSV A/S	14,975	73.82	7.0%	52.6%	74.32	99.3%	18.3x	16.7x	NM	17.1x	15.7x
Echo Global Logistics, Inc	637	16.05	15.5%	(32.7%)	28.90	55.5%	13.5x	16.7x	16.5x	12.3x	9.5x
Expeditors International of Washington, Inc.	9,439	57.96	6.5%	13.1%	59.90	96.8%	11.3x	13.1x	13.5x	13.6x	12.7x
FedEx Corporation	69,158	215.54	5.2%	32.0%	219.99	98.0%	8.5x	9.6x	8.2x	7.5x	6.9x
Forward Air Corporation	1,624	53.54	5.2%	16.2%	56.52	94.7%	10.7x	10.4x	11.2x	10.6x	9.5x
Hub Group, Inc. Class A	1,333	39.65	11.8%	(3.2%)	52.50	75.5%	8.0x	10.1x	9.3x	10.1x	7.7x
J.B. Hunt Transport Services, Inc.	12,194	101.59	7.3%	26.7%	102.99	98.6%	9.3x	10.8x	11.4x	11.4x	10.2x
Kuhne & Nagel International AG	21,474	182.46	5.4%	27.6%	184.97	98.6%	15.3x	14.6x	19.7x	17.5x	16.2x
Landstar System, Inc.	3,875	95.10	13.2%	40.0%	96.15	98.9%	10.9x	13.8x	14.2x	13.8x	12.5x
Panalpina Welttransport (Holding) AG	2,955	135.15	5.7%	(2.1%)	143.18	94.4%	16.1x	14.9x	20.0x	17.3x	13.8x
Roadrunner Transportation Systems, Inc.	689	7.56	14.9%	(10.5%)	11.88	63.6%	7.8x	NA	7.3x	5.9x	5.4x
Ryder System, Inc.	9,547	79.72	9.4%	21.5%	85.42	93.3%	5.3x	5.4x	5.5x	5.5x	5.1x
TFI International Inc.	3,611	25.45	10.7%	23.9%	27.30	93.2%	8.4x	10.5x	9.8x	7.9x	7.3x
United Parcel Service, Inc. Class B	116,123	117.15	5.1%	7.9%	120.44	97.3%	10.8x	14.7x	15.3x	10.9x	10.3x
Universal Logistics Holdings, Inc.	752	18.20	23.8%	35.8%	18.40	98.9%	5.9x	7.7x	10.4x	9.1x	7.6x
XPO Logistics, Inc.	12,791	62.55	12.4%	84.1%	65.44	95.6%	10.2x	9.5x	10.6x	9.4x	8.0x
Median			9.3%	26.7%		96.8%	10.2x	10.5x	11.3x	10.3x	9.1x
Trucking											
ArcBest Corporation	\$880	\$29.65	12.5%	55.8%	\$33.95	87.3%	3.5x	5.7x	5.9x	5.5x	4.8x
Celadon Group, Inc.	530	5.65	22.8%	(34.5%)	9.75	57.9%	6.3x	7.2x	6.4x	10.6x	6.3x
Covenant Transportation Group, Inc. Class A	661	25.71	31.5%	34.7%	26.49	97.1%	4.0x	4.5x	5.9x	6.2x	5.6x
Heartland Express, Inc.	1,717	22.81	9.5%	19.5%	22.98	99.3%	8.1x	8.4x	10.4x	8.9x	7.4x
Knight-Swift Transportation Holdings Inc Class A	3,213	40.56	9.0%	41.5%	44.45	91.2%	7.7x	10.3x	13.2x	13.1x	11.2x
Marten Transport, Ltd.	1,028	18.95	18.1%	45.4%	19.00	99.7%	5.4x	6.0x	7.7x	7.1x	6.6x
Old Dominion Freight Line, Inc.	8,454	101.82	5.8%	48.2%	103.51	98.4%	8.7x	10.9x	11.5x	11.1x	10.1x
P.A.M. Transportation Services, Inc.	265	20.54	19.3%	(1.0%)	28.43	72.2%	4.5x	5.0x	5.1x	4.9x	4.2x
Saia, Inc.	1,646	57.60	7.1%	91.6%	59.25	97.2%	6.2x	10.7x	12.7x	8.9x	7.7x
Swift Transportation Company Class A	6,321	40.96	53.4%	96.3%	29.70	137.9%	6.7x	7.5x	14.0x	12.9x	11.1x
Universal Logistics Holdings, Inc.	752	18.20	23.8%	35.8%	18.40	98.9%	5.9x	7.7x	10.4x	9.1x	7.6x
USA Truck, Inc.	222	11.94	49.3%	2.3%	12.02	99.3%	5.1x	7.6x	12.6x	8.6x	5.6x
Werner Enterprises, Inc.	2,546	34.40	13.0%	46.4%	35.10	98.0%	4.9x	6.3x	7.2x	7.0x	6.4x
YRC Worldwide Inc.	1,166	13.41	9.3%	14.3%	16.97	79.0%	4.4x	4.1x	4.6x	4.0x	3.5x
Median			15.5%	38.6%		97.6%	5.7x	7.3x	9.0x	8.7x	6.5x

PUBLIC COMPARABLES⁽¹⁾

(\$ in millions except per share data)	Stock Performance						TEV / LTM EBITDA as of			TEV / EBITDA	
	TEV	Stock Price	Change from		52-Week		Sep-16	Mar-17	Current	2017E	2018P
		Current	Prior Month	Prior Year	High	% of High					
Transportation & Logistics											
Rail and Rail Services											
American Railcar Industries, Inc.	\$1,142	\$36.92	2.1%	(3.6%)	\$51.10	72.3%	4.7x	6.2x	7.5x	8.0x	7.9x
Canadian National Railway Company	70,021	82.07	3.2%	31.0%	84.18	97.5%	11.5x	13.0x	13.5x	12.0x	11.4x
Canadian Pacific Railway Limited	30,011	161.39	4.8%	7.8%	167.23	96.5%	12.6x	11.9x	11.7x	10.6x	10.0x
CSX Corporation	58,716	51.92	3.3%	81.1%	55.48	93.6%	8.2x	11.6x	11.2x	11.2x	10.2x
FreightCar America, Inc.	76	17.47	(3.7%)	26.9%	19.66	88.9%	1.7x	4.4x	7.1x	13.7x	10.8x
Genesee & Wyoming, Inc. Class A	7,076	70.79	6.7%	4.5%	80.73	87.7%	10.6x	12.1x	11.7x	10.3x	9.5x
Greenbrier Companies, Inc.	1,598	42.40	(7.6%)	25.5%	51.25	82.7%	2.8x	3.8x	4.5x	5.2x	5.7x
Kansas City Southern	13,967	106.12	3.1%	12.7%	109.13	97.2%	11.2x	10.8x	11.9x	11.3x	10.4x
Norfolk Southern Corporation	46,371	126.58	8.6%	37.0%	126.98	99.7%	9.0x	10.9x	10.8x	10.5x	9.9x
Trinity Industries, Inc.	7,148	29.67	3.8%	24.0%	30.13	98.5%	5.0x	6.5x	8.3x	9.0x	8.8x
Union Pacific Corporation	101,949	108.48	4.7%	15.6%	115.15	94.2%	9.7x	11.0x	10.4x	10.1x	9.4x
Westinghouse Air Brake Technologies Corporation	8,613	72.07	(1.0%)	(5.8%)	93.81	76.8%	10.5x	15.1x	13.4x	13.8x	12.4x
Median			3.2%	19.8%		93.9%	9.3x	10.9x	11.0x	10.6x	10.0x
Marine											
Aegean Marine Petroleum Network Inc.	\$956	\$4.80	(6.8%)	(50.9%)	\$13.10	36.6%	8.7x	5.6x	6.2x	9.7x	8.3x
Costamare Inc.	1,701	5.99	(5.1%)	(34.7%)	9.54	62.8%	6.0x	5.5x	5.9x	6.3x	7.1x
Diana Shipping Inc.	972	3.94	(1.5%)	52.7%	6.20	63.5%	NM	NM	NM	NM	11.6x
Kirby Corporation	4,024	63.95	4.5%	12.2%	74.50	85.8%	7.2x	9.2x	9.5x	10.1x	8.2x
Matson, Inc.	1,874	26.22	(10.5%)	(32.8%)	42.00	62.4%	7.3x	9.0x	8.3x	6.4x	6.0x
Nordic American Tankers Limited	952	5.32	0.6%	(48.4%)	11.11	47.9%	6.5x	7.8x	10.6x	11.3x	7.0x
Rand Logistics, Inc.	248	0.28	6.9%	(67.8%)	2.95	9.4%	7.7x	7.4x	10.1x	NA	NA
SEACOR Holdings Inc.	1,268	40.24	11.1%	6.8%	76.32	52.7%	12.2x	18.7x	12.4x	12.8x	9.7x
Wallenius Wilhelmsen Logistics ASA	6,076	6.42	1.6%	121.2%	6.74	95.1%	10.0x	NM	NM	10.9x	7.5x
Median			0.6%	(32.8%)		62.4%	7.5x	7.8x	9.5x	10.1x	7.8x
Transportation Equipment											
Dana Incorporated	5,064	24.92	6.1%	65.3%	25.10	99.3%	5.1x	6.3x	7.5x	6.3x	5.9x
Gentherm Incorporated	1,201	32.70	7.4%	4.6%	40.80	80.1%	7.4x	9.0x	7.7x	7.7x	7.0x
Spartan Motors, Inc.	342	9.70	10.2%	4.8%	10.50	92.4%	NM	11.6x	NM	11.5x	8.6x
Wabash National Corporation	1,363	20.69	0.5%	52.9%	24.16	85.6%	3.9x	6.0x	6.8x	7.0x	6.5x
Median			6.7%	28.8%		89.0%	5.1x	7.6x	7.5x	7.4x	6.8x

PUBLIC COMPARABLES⁽¹⁾

(\$ in millions)	Revenue						Avg. Revenue Growth		EBITDA						Avg. EBITDA Growth	
	2013	2014	2015	2016	2017E	2018P	'13-16	'16-18P	2013	2014	2015	2016	2017E	2018P	'13-16	'16-18P
Transportation & Logistics																
Logistics Providers																
Agility Public Warehousing Co. K.S.C.	\$4,846	\$4,767	\$4,330	NA	NA	NA	NA	NA	\$289	\$276	\$292	NA	NA	NA	NA	NA
Air Transport Services Group, Inc.	580	590	619	769	1,023	1,176	9.9%	23.7%	158	179	198	200	260	319	8.4%	26.1%
Atlas Air Worldwide Holdings, Inc.	1,657	1,799	1,823	1,840	2,105	2,293	3.5%	11.6%	292	327	271	349	433	495	6.1%	19.0%
C.H. Robinson Worldwide, Inc.	12,752	13,470	13,476	13,144	14,342	15,244	1.0%	7.7%	740	805	925	912	838	901	7.2%	(0.6%)
Deutsche Post AG	73,132	75,117	65,681	63,423	72,802	75,384	(4.6%)	9.0%	3,887	4,812	3,587	5,013	6,262	6,633	8.8%	15.0%
DSV A/S	8,137	8,645	7,563	10,066	11,917	12,406	7.3%	11.0%	543	560	532	631	883	955	5.1%	23.0%
Echo Global Logistics, Inc	884	1,173	1,512	1,716	1,794	1,976	24.7%	7.3%	34	44	54	48	52	64	12.0%	15.5%
Expeditors International of Washington, Inc.	6,080	6,565	6,617	6,098	6,670	7,066	0.1%	7.6%	600	644	767	717	702	752	6.1%	2.4%
FedEx Corporation	45,567	47,453	50,365	60,319	63,567	66,605	9.8%	5.1%	6,033	4,951	6,165	8,420	9,134	10,029	11.8%	9.1%
Forward Air Corporation	652	781	959	983	1,086	1,174	14.6%	9.3%	109	128	128	141	155	173	8.9%	10.8%
Hub Group, Inc. Class A	3,374	3,571	3,526	3,573	3,950	4,303	1.9%	9.7%	137	136	154	168	135	175	6.9%	2.1%
J.B. Hunt Transport Services, Inc.	5,585	6,165	6,188	6,555	7,072	7,713	5.5%	8.5%	825	920	1,054	1,088	1,064	1,185	9.7%	4.4%
Kuhne & Nagel International AG	18,529	19,118	17,376	16,774	18,725	19,458	(3.3%)	7.7%	1,028	1,073	1,069	1,084	1,228	1,332	1.8%	10.8%
Landstar System, Inc.	2,665	3,185	3,321	3,168	3,466	3,699	5.9%	8.1%	203	251	269	258	281	310	8.3%	9.7%
Panalpina Welttransport (Holding) AG	7,289	7,327	6,081	5,274	5,679	5,870	(10.2%)	5.5%	172	218	184	169	172	214	(0.7%)	12.8%
Roadrunner Transportation Systems, Inc.	1,361	1,873	1,995	NA	2,044	2,153	NA	NA	103	125	130	NA	117	128	NA	NA
Ryder System, Inc.	6,419	6,639	6,572	6,787	7,152	7,414	1.9%	4.5%	1,361	1,505	1,649	1,738	1,747	1,887	8.5%	4.2%
TFI International Inc.	3,018	3,363	3,150	3,038	3,981	4,057	0.2%	15.6%	319	372	332	328	454	494	0.9%	22.7%
United Parcel Service, Inc. Class B	55,491	58,256	58,050	60,502	64,525	67,998	2.9%	6.0%	8,765	7,991	9,429	7,295	10,645	11,346	(5.9%)	24.7%
Universal Logistics Holdings, Inc.	1,033	1,192	1,129	1,073	1,165	1,205	1.3%	6.0%	123	114	108	83	82	99	(12.3%)	9.1%
XPO Logistics, Inc.	702	2,357	7,623	14,619	14,948	15,796	NM	3.9%	(17)	92	474	1,158	1,365	1,600	NM	17.5%
Total	\$259,756	\$273,405	\$267,955	\$279,720	\$308,013	\$322,988	4.0%	8.8%	\$25,705	\$25,523	\$27,772	\$29,801	\$36,008	\$39,090	5.1%	12.5%
Trucking																
ArcBest Corporation	\$2,300	\$2,613	\$2,667	\$2,700	\$2,847	\$2,998	5.5%	5.4%	\$107	\$154	\$167	\$139	\$158	\$183	9.3%	14.7%
Celadon Group, Inc.	614	742	901	1,065	1,039	1,070	20.2%	0.2%	99	87	117	109	50	84	3.2%	(12.4%)
Covenant Transportation Group, Inc. Class A	685	719	724	671	689	730	(0.7%)	4.3%	63	89	143	122	106	117	24.2%	(1.8%)
Heartland Express, Inc.	582	871	736	613	652	798	1.7%	14.1%	149	208	193	182	195	232	7.0%	12.9%
Knight-Swift Transportation Holdings Inc Class A	969	1,102	1,183	1,118	1,126	1,222	4.9%	4.6%	193	256	312	259	245	284	10.4%	4.7%
Marten Transport, Ltd.	659	673	665	671	700	752	0.6%	5.8%	110	115	127	130	145	158	5.6%	10.1%
Old Dominion Freight Line, Inc.	2,338	2,788	2,972	2,992	3,265	3,541	8.6%	8.8%	466	606	676	690	762	846	14.0%	10.7%
P.A.M. Transportation Services, Inc.	403	411	417	433	432	445	2.4%	1.3%	50	55	63	54	54	64	3.0%	8.4%
Saia, Inc.	1,139	1,272	1,221	1,218	1,353	1,484	2.3%	10.4%	125	145	155	116	182	212	(2.4%)	35.0%
Swift Transportation Company Class A	4,118	4,299	4,229	4,032	4,064	4,297	(0.7%)	3.2%	577	583	611	508	491	567	(4.1%)	5.6%
Universal Logistics Holdings, Inc.	1,033	1,192	1,129	1,073	1,165	1,205	1.3%	6.0%	123	114	108	83	82	99	(12.3%)	9.1%
USA Truck, Inc.	555	602	508	429	434	462	(8.2%)	3.7%	41	60	56	29	26	41	(10.2%)	17.6%
Werner Enterprises, Inc.	2,029	2,139	2,094	2,009	2,095	2,192	(0.3%)	4.5%	295	316	393	336	361	399	4.5%	9.0%
YRC Worldwide Inc.	4,865	5,069	4,832	4,698	4,900	5,132	(1.2%)	4.5%	205	197	259	270	293	340	9.6%	12.3%
Total	\$22,289	\$24,492	\$24,279	\$23,721	\$24,762	\$26,327	2.6%	5.5%	\$2,603	\$2,984	\$3,380	\$3,029	\$3,150	\$3,625	4.4%	9.7%

PUBLIC COMPARABLES⁽¹⁾

(\$ in millions)	Revenue						Avg. Revenue Growth		EBITDA						Avg. EBITDA Growth	
	2013	2014	2015	2016	2017E	2018P	'13-16	'16-18P	2013	2014	2015	2016	2017E	2018P	'13-16	'16-18P
Transportation & Logistics																
Rail and Rail Services																
American Railcar Industries, Inc.	\$751	\$733	\$889	\$639	\$458	\$447	(5.2%)	(16.4%)	\$179	\$204	\$272	\$182	\$143	\$145	0.6%	(10.8%)
Canadian National Railway Company	10,263	10,986	9,857	9,085	10,843	11,365	(4.0%)	11.8%	4,710	5,137	5,021	4,934	5,819	6,163	1.6%	11.8%
Canadian Pacific Railway Limited	5,952	5,994	5,246	4,704	5,432	5,684	(7.5%)	9.9%	2,340	2,640	2,431	2,414	2,839	3,011	1.0%	11.7%
CSX Corporation	12,026	12,669	11,811	11,069	11,513	11,868	(2.7%)	3.5%	4,534	4,764	4,792	4,805	5,222	5,776	2.0%	9.6%
FreightCar America, Inc.	290	599	773	524	431	368	21.7%	(16.2%)	(4)	17	51	14	6	2	NM	(64.6%)
Genesee & Wyoming, Inc. Class A	1,569	1,639	2,000	2,002	2,213	2,331	8.5%	7.9%	533	579	586	554	687	750	1.3%	16.4%
Greenbrier Companies, Inc.	1,755	2,203	2,605	2,681	2,178	2,067	15.2%	(12.2%)	143	237	430	458	317	277	47.5%	(22.3%)
Kansas City Southern	2,369	2,577	2,419	2,397	2,576	2,720	0.4%	6.5%	962	1,106	1,098	1,121	1,240	1,347	5.2%	9.6%
Norfolk Southern Corporation	11,245	11,624	10,511	9,888	10,372	10,782	(4.2%)	4.4%	4,173	4,526	3,938	4,131	4,401	4,683	(0.3%)	6.5%
Trinity Industries, Inc.	4,365	6,170	6,393	4,588	3,691	3,703	1.7%	(10.2%)	963	1,402	1,528	1,008	791	799	1.5%	(11.0%)
Union Pacific Corporation	21,963	23,988	21,813	19,941	21,115	22,043	(3.2%)	5.1%	9,223	10,657	10,064	9,310	10,038	10,761	0.3%	7.5%
Westinghouse Air Brake Technologies Corporation	2,566	3,044	3,308	2,931	3,843	4,036	4.5%	17.3%	489	588	701	572	625	683	5.4%	9.2%
Total	\$75,115	\$82,227	\$77,625	\$70,448	\$74,663	\$77,412	2.1%	1.0%	\$28,243	\$31,857	\$30,912	\$29,502	\$32,129	\$34,395	6.0%	(2.2%)
Marine																
Aegean Marine Petroleum Network Inc.	\$6,335	\$6,662	\$4,232	\$4,076	\$5,672	\$5,143	(13.7%)	12.3%	\$84	\$54	\$81	\$214	\$99	\$115	36.4%	(26.5%)
Costamare Inc.	414	484	490	468	411	386	4.2%	(9.2%)	267	330	325	317	271	241	5.9%	(12.7%)
Diana Shipping Inc.	164	176	158	114	150	212	(11.4%)	36.1%	55	52	28	(12)	31	88	NM	NA
Kirby Corporation	2,242	2,566	2,148	1,771	2,074	2,722	(7.6%)	24.0%	582	663	595	471	393	492	(6.8%)	2.2%
Matson, Inc.	1,637	1,714	1,885	1,942	2,023	2,086	5.8%	3.6%	182	203	298	238	295	315	9.4%	14.9%
Nordic American Tankers Limited	244	351	446	357	183	232	13.6%	(19.4%)	(7)	74	211	139	80	126	NM	(4.9%)
Rand Logistics, Inc.	156	153	148	115	0	NA	(9.5%)	NA	33	34	32	27	0	NA	(6.2%)	NA
SEACOR Holdings Inc.	1,247	1,319	1,055	831	605	588	(12.7%)	(15.9%)	197	245	150	95	99	130	(21.7%)	17.4%
Wallenius Wilhelmsen Logistics ASA	325	285	313	257	3,297	NA	(7.5%)	NA	170	134	186	80	539	804	(22.3%)	NM
Total	\$12,764	\$13,710	\$10,874	\$9,932	\$14,416	\$11,369	(4.3%)	4.5%	\$1,562	\$1,789	\$1,906	\$1,568	\$1,808	\$2,312	(0.8%)	(1.6%)
Transportation Equipment																
Dana Incorporated	6,769	6,617	6,060	5,826	6,911	7,278	(4.9%)	11.8%	706	705	618	612	805	870	(4.7%)	19.2%
Gentherm Incorporated	662	812	856	918	972	1,032	11.5%	6.1%	83	135	155	146	156	173	20.5%	8.9%
Spartan Motors, Inc.	470	507	550	591	700	725	8.0%	10.8%	6	10	0	18	30	39	42.4%	46.7%
Wabash National Corporation	1,636	1,863	2,027	1,845	1,710	1,659	4.1%	(5.2%)	142	161	218	241	196	206	19.2%	(7.5%)
Total	\$9,536	\$9,799	\$9,494	\$9,180	\$10,292	\$10,694	4.7%	5.9%	\$938	\$1,012	\$991	\$1,017	\$1,186	\$1,287	19.4%	16.8%

TRANSPORTATION & LOGISTICS

SOURCES

1. FactSet.
2. MergerMarket.
3. Pitchbook.

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