

## NON-GAAP RECONCILIATION

### RSI OPERATING REVENUE

	2016	2015	2014	2013
		(In thousands)		
<b>Total revenue</b>	\$ 6,786,984	6,571,893	6,638,774	6,419,285
Fuel	(628,525)	(722,734)	(1,050,135)	(1,098,843)
Subcontracted transportation	(367,562)	(288,082)	(336,422)	(354,624)
<b>Operating revenue</b>	<u>\$ 5,790,897</u>	<u>5,561,077</u>	<u>5,252,217</u>	<u>4,965,818</u>

### SEGMENT OPERATING REVENUE

	2016	2015	2014	2013	2012
		(In thousands)			
<b>FMS - Operating Revenue</b>					
<b>Total revenue</b>	\$ 4,556,194	4,545,692	4,655,758	4,494,686	4,405,325
Fuel services revenue	(608,454)	(699,646)	(1,025,237)	(1,070,201)	(1,084,175)
<b>Operating revenue</b>	<u>\$ 3,947,740</u>	<u>3,846,046</u>	<u>3,630,521</u>	<u>3,424,485</u>	<u>3,321,150</u>
FMS EBT	\$ 370,754	462,109	433,736	344,169	307,328
FMS EBT as a % of FMS total revenue	8.1%	10.2%	9.3%	7.7%	7.0%
FMS EBT as a % of FMS operating revenue	9.4%	12.0%	11.9%	10.1%	9.3%
<b>DTS - Operating Revenue</b>					
<b>Total revenue</b>	\$ 1,020,895	895,538	899,802	831,599	745,277
Subcontracted transportation	(143,502)	(61,202)	(72,045)	(66,225)	(59,738)
Fuel costs	(103,074)	(119,883)	(166,529)	(165,553)	(152,657)
<b>Operating Revenue</b>	<u>\$ 774,319</u>	<u>714,453</u>	<u>661,228</u>	<u>599,821</u>	<u>532,882</u>
DTS EBT	\$ 63,611	45,800	44,556	40,926	35,257
DTS EBT as a % of DTS total revenue	6.2%	5.1%	5.0%	4.9%	4.7%
DTS EBT as a % of DTS operating revenue	8.2%	6.4%	6.7%	6.8%	6.6%
<b>SCS - Operating Revenue</b>					
<b>Total Revenue</b>	\$ 1,637,850	1,547,763	1,561,347	1,551,464	1,535,309
Subcontracted transportation	(224,060)	(226,880)	(264,377)	(288,399)	(313,512)
Fuel costs	(61,713)	(64,574)	(95,720)	(103,704)	(106,224)
<b>Operating Revenue</b>	<u>\$ 1,352,077</u>	<u>1,256,309</u>	<u>1,201,250</u>	<u>1,159,361</u>	<u>1,115,573</u>
SCS EBT	\$ 105,561	93,754	77,800	89,033	79,936
SCS EBT as a % of SCS total revenue	6.4%	6.1%	5.0%	5.7%	5.2%
SCS EBT as a % of SCS operating revenue	7.8%	7.5%	6.5%	7.7%	7.2%

**ADJUSTED RETURN ON CAPITAL**

	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>	<u>2012</u>
			(Dollars in thousands)		
<b>Net earnings</b>	\$ <b>262,477</b>	304,768	218,341	237,871	209,748
Restructuring and other charges (recoveries), net and other items	<b>12,585</b>	17,559	114,956	(154)	16,668
Income taxes	<b>141,623</b>	163,649	118,120	125,693	90,943
Adjusted earnings before income taxes	<b>416,685</b>	485,976	451,417	363,410	317,359
Adjusted interest expense	<b>148,043</b>	150,640	144,991	140,738	143,530
Adjusted income taxes	<b>(198,248)</b>	(224,033)	(213,738)	(177,308)	(166,666)
<b>Adjusted net earnings for adjusted return on average capital [A]</b>	<b>\$ 366,480</b>	412,583	382,670	326,840	294,223
Average total debt	\$ <b>5,549,458</b>	5,177,012	4,653,476	4,015,178	3,777,881
Average off-balance sheet debt	<b>1,472</b>	1,467	1,919	961	1,555
Average shareholders' equity	<b>2,052,371</b>	1,894,917	1,925,824	1,593,942	1,405,640
Average adjustments to shareholders' equity	<b>1,728</b>	10,843	7,758	(2,088)	(2,933)
Adjusted average total capital [B]	<b>\$ 7,605,029</b>	7,084,239	6,588,977	5,607,993	5,182,143
<b>Adjusted return on average capital [A]/[B]</b>	<b>4.8%</b>	5.8%	5.8%	5.8%	5.7%

**FREE CASH FLOW**

	<u>2016</u>	<u>2015</u>	<u>2014</u>
		(In thousands)	
<b>Net cash provided by operating activities</b>	\$ <b>1,601,022</b>	1,441,788	1,382,818
Sales of revenue earning equipment <sup>(1)</sup>	<b>414,249</b>	423,605	493,477
Sales of operating property and equipment <sup>(1)</sup>	<b>7,051</b>	3,891	3,486
Collections on direct finance leases <sup>(1)</sup>	<b>76,510</b>	70,980	64,267
Other, net <sup>(1)</sup>	-	-	-
<b>Total cash generated</b>	<b>2,098,832</b>	1,940,264	1,944,048
Purchases of property and revenue earning equipment <sup>(1)</sup>	<b>(1,905,157)</b>	(2,667,978)	(2,259,164)
<b>Free cash flow</b>	<b>\$ 193,675</b>	(727,714)	(315,116)
Memo:			
<b>Net cash (used in) provided by financing activities</b>	\$ <b>(185,922)</b>	731,485	311,650
<b>Net cash used in investing activities</b>	\$ <b>(1,405,833)</b>	(2,161,355)	(1,704,510)

*(1) Included in cash flows from investing activities.*

**COMPARABLE EBT FROM CONTINUING OPERATIONS**

	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>	<u>2012</u>
			(In thousands)		
<b>EBT</b>	<b>\$ 406,381</b>	469,215	338,267	369,015	302,768
Non-operating pension costs	29,728	19,186	9,768	24,285	31,423
Pension lump sum settlement expense	-	-	97,231	-	-
Pension-related adjustments	7,650	(509)	12,564	2,820	-
Restructuring and other charges (recoveries), net	5,074	14,225	2,387	(470)	8,070
Acquisition-related tax adjustment	-	-	1,808	-	-
Acquisition transaction costs	-	-	566	-	368
Consulting fees	-	3,843	400	-	-
Superstorm Sandy vehicle-related (recoveries) losses	-	-	-	(600)	8,230
Foreign currency translation benefit	-	-	-	(1,904)	-
<b>Comparable EBT</b>	<b>\$ 448,833</b>	<b>505,960</b>	<b>462,991</b>	<b>393,146</b>	<b>350,859</b>

**COMPARABLE EARNINGS FROM CONTINUING OPERATIONS**

	<u>2016</u>	<u>2015</u>	<u>2014</u>
		(In thousands)	
<b>Earnings</b>	<b>\$ 264,640</b>	305,989	220,225
Non-operating pension costs	17,387	10,982	5,411
Pension lump sum settlement expense	-	-	61,333
Pension-related adjustments	4,817	(309)	7,623
Restructuring and other charges (recoveries), net	3,513	10,358	1,548
Acquisition-related tax adjustment	-	-	1,808
Acquisition transaction costs	-	-	444
Consulting fees	-	2,424	252
Tax law changes and/or benefits from reserve reversals	-	(2,113)	(1,776)
<b>Comparable Earnings</b>	<b>\$ 290,357</b>	<b>327,331</b>	<b>296,868</b>

**COMPARABLE EARNINGS PER SHARE**

	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>	<u>2012</u>
<b>Diluted EPS</b>	<b>\$ 4.94</b>	<b>5.73</b>	<b>4.14</b>	<b>4.63</b>	<b>3.90</b>
Non-operating pension costs	<b>0.33</b>	0.21	0.10	0.28	0.37
Pension lump sum settlement expense	-	-	1.16	-	-
Pension-related adjustments	<b>0.09</b>	(0.01)	0.14	0.03	-
Restructuring and other charges (recoveries), net	<b>0.06</b>	0.19	0.03	(0.01)	0.11
Acquisition-related tax adjustment	-	-	0.03	-	-
Acquisition transaction costs	-	-	0.01	-	-
Consulting fees	-	0.04	-	-	-
Tax law changes and/or benefits from reserve reversals	-	(0.04)	(0.03)	-	0.02
Superstorm Sandy vehicle-related (recoveries) losses	-	-	-	(0.01)	0.10
Foreign currency translation benefit	-	-	-	(0.04)	-
Tax benefit associated with resolution of prior year tax item	-	-	-	-	(0.10)
<b>Comparable EPS</b>	<b><u>\$ 5.42</u></b>	<b><u>6.13</u></b>	<b><u>5.58</u></b>	<b><u>4.88</u></b>	<b><u>4.40</u></b>

**COMPARABLE PROVISION FOR INCOME TAXES**

	<u>2016</u>	<u>2015</u>	<u>2014</u>	<u>2013</u>	<u>2012</u>
	(Dollars in thousands)				
<b>Provision for income taxes</b> <sup>(1)</sup>	<b>\$ (141,741)</b>	<b>(163,226)</b>	<b>(118,042)</b>	<b>(125,740)</b>	<b>(102,218)</b>
Income tax effects of non-GAAP adjustments <sup>(1)</sup>	<b>(16,735)</b>	(13,290)	(46,305)	(10,766)	(23,031)
Tax law change <sup>(1)</sup>	-	(2,113)	(1,776)	-	856
<b>Comparable provision for income taxes</b> <sup>(1)</sup>	<b><u>\$ (158,476)</u></b>	<b><u>(178,629)</u></b>	<b><u>(166,123)</u></b>	<b><u>(136,506)</u></b>	<b><u>(124,393)</u></b>

(1) The comparable provision for income taxes is computed using the same methodology as the GAAP provision of income taxes. Income tax effects of non-GAAP adjustments are calculated based on statutory tax rates of the jurisdictions to which the non-GAAP adjustments related.