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Con-way Inc.
Form 10-Q
November 07, 2011

UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2011

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE
SECURITIES EXCHANGE ACT OF 1934

For the transition period from N/A to N/A

COMMISSION FILE NUMBER 1-5046

Con-way Inc.

Incorporated in the State of Delaware
I.R.S. Employer Identification No. 94-1444798

2211 Old Earhart Road, Suite 100, Ann Arbor, Michigan 48105
Telephone Number (734) 994-6600

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Sections 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company.

Large accelerated filer Accelerated filer Non-accelerated filer Smaller reporting company

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes No

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Number of shares of Common Stock, \$0.625 par value,
outstanding as of October 31, 2011: 55,588,740

CON-WAY INC.
FORM 10-Q
Quarter Ended September 30, 2011

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PART I. FINANCIAL INFORMATION

ITEM 1. FINANCIAL STATEMENTS

CON-WAY INC.
CONSOLIDATED BALANCE SHEETS
(Dollars in thousands)

	September 30, 2011 (Unaudited)	December 31, 2010
ASSETS		
Current Assets		
Cash and cash equivalents	\$ 439,084	\$ 421,420
Marketable securities	11,230	-
Trade accounts receivable, net	635,972	539,849
Other accounts receivable	51,356	79,065
Operating supplies, at lower of average cost or market	24,397	23,868
Prepaid expenses	30,995	47,345
Deferred income taxes	50,174	8,530
Total Current Assets	1,243,208	1,120,077
Property, Plant and Equipment		
Land	194,818	194,818
Buildings and leasehold improvements	822,398	817,599
Revenue equipment	1,543,321	1,480,561
Other equipment	312,158	306,215
	2,872,695	2,799,193
Accumulated depreciation	(1,437,167)	(1,394,608)
Net Property, Plant and Equipment	1,435,528	1,404,585
Other Assets		
Deferred charges and other assets	37,993	39,107
Capitalized software, net	20,329	19,083
Marketable securities	5,568	6,039
Intangible assets, net	14,818	17,191
Goodwill	338,188	337,650
	416,896	419,070
Total Assets	\$ 3,095,632	\$ 2,943,732

The accompanying notes are an integral part of these statements.

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CON-WAY INC.
CONSOLIDATED BALANCE SHEETS
(Dollars in thousands except per share amounts)

LIABILITIES AND SHAREHOLDERS' EQUITY	September 30, 2011 (Unaudited)	December 31, 2010
Current Liabilities		
Accounts payable	\$ 363,525	\$ 304,176
Accrued liabilities	232,500	203,231
Self-insurance accruals	100,726	105,857
Short-term borrowings	15,439	18,552
Current maturities of long-term debt and capital leases	19,623	20,074
Total Current Liabilities	731,813	651,890
Long-Term Liabilities		
Long-term debt	718,305	718,215
Long-term obligations under capital leases	61,232	75,735
Self-insurance accruals	162,472	169,311
Employee benefits	348,773	418,731
Other liabilities and deferred credits	39,594	41,789
Deferred income taxes	135,171	48,529
Total Liabilities	2,197,360	2,124,200
Commitments and Contingencies (Note 10)		
Shareholders' Equity		
Common stock, \$0.625 par value; authorized 100,000,000 shares; issued 63,057,046 and 62,750,994 shares, respectively	39,389	39,143
Additional paid-in capital, common stock	594,346	580,008
Retained earnings	861,794	821,187
Cost of repurchased common stock (7,468,659 and 7,884,597 shares, respectively)	(322,454)	(340,912)
Total Common Shareholders' Equity	1,173,075	1,099,426
Accumulated Other Comprehensive Loss	(274,803)	(279,894)
Total Shareholders' Equity	898,272	819,532
Total Liabilities and Shareholders' Equity	\$ 3,095,632	\$ 2,943,732

The accompanying notes are an integral part of these statements.

CON-WAY INC.
STATEMENTS OF CONSOLIDATED OPERATIONS
(Unaudited)
(Dollars in thousands except per share amounts)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2011	2010	2011	2010
Revenues	\$ 1,377,079	\$ 1,270,183	\$ 3,971,255	\$ 3,738,357
Costs and Expenses				
Salaries, wages and employee benefits	516,083	517,221	1,516,597	1,530,630
Purchased transportation	365,306	331,137	1,030,822	952,817
Fuel and fuel-related taxes	142,185	112,863	428,322	349,547
Other operating expenses	145,298	137,563	417,998	411,505
Depreciation and amortization	50,814	50,568	151,668	143,532
Maintenance	35,711	30,640	97,692	94,141
Rents and leases	30,423	29,622	86,944	88,673
Purchased labor	30,134	31,654	83,226	85,998
Loss from impairment of goodwill and other intangible assets	-	16,414	-	19,181
	1,315,954	1,257,682	3,813,269	3,676,024
Operating Income	61,125	12,501	157,986	62,333
Other Income (Expense)				
Investment income	163	352	712	1,059
Interest expense	(13,909)	(13,818)	(41,751)	(44,906)
Miscellaneous, net	227	(568)	(2,536)	(2,622)
	(13,519)	(14,034)	(43,575)	(46,469)
Income (Loss) before Income Tax Provision	47,606	(1,533)	114,411	15,864
Income Tax Provision	18,478	6,695	48,939	14,266
Net Income (Loss) Applicable to Common Shareholders	\$ 29,128	\$ (8,228)	\$ 65,472	\$ 1,598
Weighted-Average Common Shares Outstanding				
Basic	55,535,074	54,286,677	55,331,170	51,780,610
Diluted	56,117,334	54,286,677	56,054,059	52,410,846

Earnings (Loss) per Common Share

Basic

Net Income (Loss) Applicable to Common Shareholders	\$ 0.52	\$ (0.15)	\$ 1.18	\$ 0.03
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Diluted

Net Income (Loss) Applicable to Common Shareholders	\$ 0.52	\$ (0.15)	\$ 1.17	\$ 0.03
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The accompanying notes are an integral part of these statements.

CON-WAY INC.
STATEMENTS OF CONSOLIDATED CASH FLOWS
(Unaudited)
(Dollars in thousands)

	Nine Months Ended September 30,	
	2011	2010
Cash and Cash Equivalents, Beginning of Period	\$421,420	\$476,575
Operating Activities		
Net income	65,472	1,598
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization, net of accretion	150,905	140,619
Non-cash compensation and employee benefits	17,668	15,746
Increase in deferred income taxes	42,049	33,163
Provision for uncollectible accounts	4,973	5,519
Loss from impairment of goodwill and other intangible assets	-	19,181
Loss (Gain) from sales of property and equipment, net	(1,923)	972
Changes in assets and liabilities:		
Receivables	(104,658)	(108,590)
Prepaid expenses	16,350	4,628
Accounts payable	53,788	57,052
Accrued variable compensation	12,806	7,873
Accrued liabilities, excluding accrued variable compensation and employee benefits	15,172	(5,347)
Self-insurance accruals	(11,970)	29,596
Accrued income taxes	31,218	(31,021)
Employee benefits	(51,430)	(70,701)
Deferred charges and credits	1,508	(1,075)
Other	(5,878)	(3,940)
Net Cash Provided by Operating Activities	236,050	95,273
Investing Activities		
Capital expenditures	(176,677)	(119,989)
Software expenditures	(7,280)	(7,015)
Proceeds from sales of property and equipment	6,083	3,258
Purchases of marketable securities	(11,230)	(54,260)
Proceeds from sales of marketable securities	525	28,460
Net Cash Used in Investing Activities	(188,579)	(149,546)
Financing Activities		
Repayment of long-term debt and capital leases	(14,884)	(207,704)
Net proceeds from (repayments of) short-term borrowings	(3,732)	8,154
Payment of debt issuance costs	(661)	-
Proceeds from issuance of common stock	-	143,325

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Proceeds from exercise of stock options	5,374	1,148
Excess tax benefit from stock-option exercises	713	150
Payments of common dividends	(16,617)	(15,367)
Net Cash Used in Financing Activities	(29,807)	(70,294)
Increase (Decrease) in Cash and Cash Equivalents	17,664	(124,567)
Cash and Cash Equivalents, End of Period	\$439,084	\$352,008
Supplemental Disclosures		
Cash paid (refunded) for income taxes, net	\$(28,005)	\$16,988
Cash paid for interest, net of amounts capitalized	\$43,765	\$51,878
Non-cash Investing and Financing Activities		
Capital lease incurred to acquire revenue equipment	\$-	\$35,104
Revenue equipment acquired through partial non-monetary exchanges	\$25,708	\$-
Repurchased common stock issued under defined contribution plan	\$17,307	\$27,383

The accompanying notes are an integral part of these statements.

CON-WAY INC.

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
(Unaudited)

1. Principal Accounting Policies

Organization

Con-way Inc. and its consolidated subsidiaries (“Con-way”) provide transportation, logistics and supply-chain management services for a wide range of manufacturing, industrial and retail customers. Con-way’s business units operate in regional and transcontinental less-than-truckload and full-truckload freight transportation, contract logistics and supply-chain management, multimodal freight brokerage, and trailer manufacturing. As more fully discussed in Note 4, “Segment Reporting,” for financial reporting purposes, Con-way is divided into four reporting segments: Freight, Logistics, Truckload and Other.

Basis of Presentation

These interim financial statements have been prepared in accordance with accounting principles generally accepted in the United States for interim financial information and Rule 10-01 of Regulation S-X, and should be read in conjunction with Con-way’s 2010 Annual Report on Form 10-K. Accordingly, significant accounting policies and other disclosures normally provided have been omitted.

In the opinion of management, the accompanying unaudited condensed consolidated financial statements reflect all adjustments, including normal recurring adjustments, necessary to present fairly Con-way’s financial position, results of operations and cash flows for the periods presented. Results for the interim periods presented are not necessarily indicative of annual results.

Earnings (Loss) per Share (“EPS”)

Basic EPS is computed by dividing reported earnings by the weighted-average common shares outstanding. Diluted EPS is calculated as follows:

(Dollars in thousands except per share data)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2011	2010	2011	2010
Numerator:				
Net income (loss) applicable to common shareholders, as reported	\$29,128	\$(8,228)	\$65,472	\$1,598
Denominator:				
Weighted-average common shares outstanding	55,535,074	54,286,677	55,331,170	51,780,610
Stock options and nonvested stock	582,260	--	722,889	630,236
	56,117,334	54,286,677	56,054,059	52,410,846
Diluted earnings (loss) per share	\$0.52	\$(0.15)	\$1.17	\$0.03
Antidilutive securities excluded from the computation of diluted EPS	2,070,672	3,582,653	1,838,289	1,707,718

New Accounting Standards

In June 2011, the FASB issued Accounting Standards Update (“ASU”) 2011-05, “Presentation of Comprehensive Income.” This ASU, codified in the “Comprehensive Income” topic of the FASB Accounting Standards Codification, eliminates the option to present the components of other comprehensive income as part of the statement of shareholders’ equity. Instead, entities are required to present net income and other comprehensive income in either a single continuous statement or in two separate, but consecutive statements. In addition, items that are reclassified from other comprehensive income to net income must be presented on the face of the financial statements. The accounting guidance in ASU 2011-05 is effective for fiscal years, and interim periods within those years, beginning after December 15, 2011 and requires full retrospective application. Con-way currently reports other comprehensive income in the statement of shareholders’ equity. Upon adoption, Con-way will be required to reclassify prior-period reported amounts and present net income, other comprehensive income and comprehensive income in accordance with the amended standards.

In September 2011, the FASB issued ASU 2011-08, "Testing Goodwill for Impairment." This ASU, codified in the "Intangibles – Goodwill and Other" topic of the FASB Accounting Standards Codification, allows an entity to first perform a qualitative assessment to determine whether it is necessary to perform the two-step goodwill impairment test required by the previous standard. An entity no longer will be required to calculate the fair value of a reporting unit unless the entity determines, based on a qualitative assessment, that it is more likely than not that its fair value is less than its carrying amount. The amendments are to be applied prospectively and will be effective for annual and interim goodwill impairment tests performed for fiscal years beginning after December 15, 2011. Early adoption for fiscal year 2011 annual tests is permitted. Con-way does not believe that the standard will have a material effect on its financial statements.

Reclassifications

Certain amounts in the prior-period financial statements have been reclassified to conform to the current-period presentation.

2. Goodwill and Intangible Assets

Goodwill

The following table shows the changes in the gross carrying amounts of goodwill attributable to each applicable segment:

(Dollars in thousands)	Logistics	Truckload	Other	Total
Balances at December 31, 2009				
Goodwill	\$54,968	\$464,598	\$727	\$520,293
Accumulated impairment losses	(31,822)	(134,813)	--	(166,635)
	23,146	329,785	727	353,658
Impairment charge				
	(16,414)	--	--	(16,414)
Change in foreign currency exchange rates				
	406	--	--	406
Balances at December 31, 2010				
Goodwill	55,374	464,598	727	520,699
Accumulated impairment losses	(48,236)	(134,813)	--	(183,049)
	7,138	329,785	727	337,650
Change in foreign currency exchange rates				
	538	--	--	538
Balances at September 30, 2011				
Goodwill	55,912	464,598	727	521,237
Accumulated impairment losses	(48,236)	(134,813)	--	(183,049)
	\$7,676	\$329,785	\$727	\$338,188

In the third quarter of 2010, Con-way evaluated the goodwill associated with Chic Logistics due primarily to continued operating losses and lower-than-forecasted operating results at the Chic Logistics reporting unit. Con-way determined that the goodwill related to Chic Logistics was impaired and, as a result, Menlo Worldwide Logistics recognized a \$16.4 million impairment charge to reduce the carrying amount of the goodwill to zero. The impairment was primarily due to a decrease in projected operating income in future years. For the valuation of Chic Logistics, Con-way utilized a discounted cash flow model.

Intangible Assets

The fair value of intangible assets is amortized on a straight-line basis over their estimated useful lives. In the third quarter and first nine months of 2011, amortization expense related to intangible assets was \$0.9 million and \$2.5 million, respectively, compared to \$0.8 million and \$2.5 million in the same respective periods of 2010. Intangible assets consisted of the following:

(Dollars in thousands)	September 30, 2011		December 31, 2010	
	Gross Carrying Amount	Accumulated Amortization	Gross Carrying Amount	Accumulated Amortization
Customer relationships	\$27,863	\$ 13,045	\$27,530	\$ 10,339

In the first quarter of 2010, Con-way evaluated the fair value of Chic Logistics' customer-relationship intangible asset due to lower projected revenues from customers comprising the customer relationship intangible asset. As a result, Menlo Worldwide Logistics recognized a \$2.8 million impairment loss to reduce the carrying amount of the intangible asset to zero.

Estimated amortization expense for the next five years is presented in the following table:

(Dollars in thousands)

Year ending December 31:

Remaining three months of 2011	\$ 800
2012	2,600
2013	2,400
2014	2,400
2015	2,400
2016	2,400

3. Restructuring Activities

As more fully discussed below, Con-way recognized restructuring charges of \$0.1 million and \$1.8 million in the third quarter and first nine months of 2011, respectively, and expects to recognize \$0.3 million of additional expense in the last three months of 2011. In the third quarter and first nine months of 2010, Con-way recognized restructuring charges of \$2.4 million and \$3.8 million, respectively. Con-way reported the employee-separation costs in salaries, wages and employee benefits and all other costs in other operating expenses. Con-way's remaining liability for amounts expensed but not yet paid was \$0.1 million at September 30, 2011. The remaining liability relates to employee-separation costs that are expected to be paid through 2011.

Outsourcing Initiative

In 2009, as part of an ongoing effort to reduce costs and improve efficiencies, Con-way initiated a project to outsource a significant portion of its information-technology infrastructure function and a small portion of its administrative and accounting functions. Con-way does not expect to incur additional restructuring charges for the outsourcing initiative. There was not a remaining liability at September 30, 2011.

Consolidation of Executive Offices

In the third quarter of 2010, in an effort to more closely align corporate functions and better support the business, Con-way initiated a project to consolidate its executive offices located in San Mateo, California and Ann Arbor, Michigan. The consolidation was substantially completed in the second quarter of 2011 when the executive office in San Mateo closed. The remaining liability and expenses are expected to be settled in 2011.

The following table summarizes the effect of the initiative:

(Dollars in thousands)	Employee-Separation Costs	Relocation and Other Costs	Total
Balance at December 31, 2010	\$ 2,496	\$ --	\$ 2,496
2011 charges	1,054	774	1,828
Cash payments	(3,493)	(774)	(4,267)
Balance at September 30, 2011	\$ 57	\$ --	\$ 57
Total expense recognized to date	\$ 3,550	\$ 774	\$ 4,324
Expected remaining expenses	\$ --	\$ 276	\$ 276

4. Segment Reporting

Con-way discloses segment information in the manner in which the business units are organized for making operating decisions, assessing performance and allocating resources. For the periods presented, Con-way is divided into the following four reporting segments:

- **Freight.** The Freight segment consists of the operating results of the Con-way Freight business unit, which provides regional, inter-regional and transcontinental less-than-truckload freight services throughout North America.
- **Logistics.** The Logistics segment consists of the operating results of the Menlo Worldwide Logistics business unit, which develops contract-logistics solutions, including the management of complex distribution networks and supply-chain engineering and consulting, and also provides multimodal freight brokerage services.
- **Truckload.** The Truckload segment consists of the operating results of the Con-way Truckload business unit, which provides asset-based full-truckload freight services throughout North America.
- **Other.** The Other reporting segment consists of the operating results of Road Systems, a trailer manufacturer, and certain corporate activities for which the related income or expense has not been allocated to other reporting segments.

Financial Data

Management evaluates segment performance primarily based on revenue and operating income (loss). Accordingly, investment income, interest expense, and other non-operating items are not reported in segment results. Corporate expenses are generally allocated based on measurable services provided to each segment, or for general corporate expenses, based on segment revenue. Inter-segment revenue and related operating income (loss) have been eliminated to reconcile to consolidated revenue and operating income (loss). Transactions between segments are generally based on negotiated prices.

(Dollars in thousands)	Three Months Ended September 30,		Nine Months Ended September 30,	
	2011	2010	2011	2010
Revenues before Inter-segment Eliminations				
Freight	\$ 843,300	\$ 797,078	\$ 2,450,870	\$ 2,339,046
Logistics	417,142	370,049	1,181,129	1,111,007
Truckload	158,705	140,655	459,371	426,725
Other	12,160	10,416	36,454	36,274
Inter-segment Revenue Eliminations	(54,228)	(48,015)	(156,569)	(174,695)
	\$ 1,377,079	\$ 1,270,183	\$ 3,971,255	\$ 3,738,357
Inter-segment Revenue Eliminations				
Freight	\$ 13,205	\$ 12,741	\$ 36,931	\$ 38,123
Logistics	9,411	5,447	24,216	13,977
Truckload	20,921	20,854	63,291	90,640
Other	10,691	8,973	32,131	31,955
	\$ 54,228	\$ 48,015	\$ 156,569	\$ 174,695

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Revenues from External Customers				
Freight	\$ 830,095	\$ 784,337	\$ 2,413,939	\$ 2,300,923
Logistics	407,731	364,602	1,156,913	1,097,030
Truckload	137,784	119,801	396,080	336,085
Other	1,469	1,443	4,323	4,319
	\$ 1,377,079	\$ 1,270,183	\$ 3,971,255	\$ 3,738,357
Operating Income (Loss)				
Freight	\$ 40,721	\$ 13,062	\$ 100,220	\$ 27,135
Logistics	12,679	(6,282)	33,420	19,582
Truckload	7,867	5,475	25,273	13,582
Other	(142)	246	(927)	2,034
	\$ 61,125	\$ 12,501	\$ 157,986	\$ 62,333

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5. Fair-Value Measurements

Assets and liabilities reported at fair value are classified in one of the following three levels within the fair-value hierarchy:

Level 1: Quoted market prices in active markets for identical assets or liabilities

Level 2: Observable market-based inputs or unobservable inputs that are corroborated by market data

Level 3: Unobservable inputs that are not corroborated by market data

The following table summarizes the valuation of financial instruments within the fair-value hierarchy:

(Dollars in thousands)	Total	September 30, 2011		
		Level 1	Level 2	Level 3
Cash equivalents	\$402,306	\$89,532	\$312,774	\$--
Current marketable securities	11,230	--	11,230	--
Other marketable securities	5,568	--	--	5,568

(Dollars in thousands)	Total	December 31, 2010		
		Level 1	Level 2	Level 3
Cash equivalents	\$388,053	\$118,763	\$269,290	\$--
Other marketable securities				