FORWARD AIR CORP Form 10-Q October 29, 2010

## 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, 2010
Commission File No. 000-22490

#### FORWARD AIR CORPORATION

(Exact name of registrant as specified in its charter)

Tennessee 62-1120025
(State or other jurisdiction of incorporation) Identification No.)
430 Airport Road
Greeneville, Tennessee 37745
(Address of principal executive offices)

Registrant's telephone number, including area code: (423) 636-7000

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 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 x No o

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 x No o

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer or a smaller reporting company. See definition of "large accelerated filer", "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

Smaller reporting company

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

Yes o No x

The number of shares outstanding of the registrant's common stock, \$0.01 par value, as of October 25, 2010 was 29,016,040.

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### Part

### I. Financial Information

### Item

1. Financial Statements (Unaudited).

## Forward Air Corporation Condensed Consolidated Balance Sheets (Dollars in thousands, except per share amounts) (Unaudited)

|  | ;  | ptember 30, December 31, 2010 2009 (a) |    |         |
|--|----|--|----|---------|
| Assets                                   |    |  |    |         |
| Current assets:                          |    |  |    |         |
| Cash                                     | \$ | 63,219                                 | \$ | 42,035  |
| Accounts receivable, less allowance of   |    |  |    |         |
| \$2,024 in 2010 and \$1,919 in 2009      |    | 62,438                                 |    | 55,720  |
| Other current assets                     |    | 11,484                                 |    | 9,471   |
| Total current assets                     |    | 137,141                                |    | 107,226 |
|  |    |  |    |         |
| Property and equipment                   |    | 210,954                                |    | 204,716 |
| Less accumulated depreciation and        |    |  |    |         |
| amortization                             |    | 83,615                                 |    | 75,990  |
| Total property and equipment, net        |    | 127,339                                |    | 128,726 |
| Goodwill and other acquired intangibles: |    |  |    |         |
| Goodwill                                 |    | 43,332                                 |    | 43,332  |
| Other acquired intangibles, net of       |    |  |    | ŕ       |
| accumulated amortization of \$15,724 in  |    |  |    |         |
| 2010 and \$12,281 in 2009                |    | 32,406                                 |    | 35,849  |
| Total goodwill and other acquired        |    | •                                      |    | ,       |
| intangibles                              |    | 75,738                                 |    | 79,181  |
| Other assets                             |    | 1,595                                  |    | 1,597   |
| Total assets                             | \$ | 341,813                                | \$ | 316,730 |
|  |    | ,                                      |    |         |
| Liabilities and Shareholders' Equity     |    |  |    |         |
| Current liabilities:                     |    |  |    |         |
| Accounts payable                         | \$ | 11,383                                 | \$ | 10,333  |
| Accrued expenses                         |    | 23,326                                 |    | 18,531  |
| Current portion of debt and capital      |    | •                                      |    | ,       |
| lease obligations                        |    | 672                                    |    | 919     |
| Total current liabilities                |    | 35,381                                 |    | 29,783  |
|  |    | •                                      |    | ,       |
| Long-term debt and capital lease         |    |  |    |         |
| obligations, less current portion        |    | 51,023                                 |    | 52,169  |
| Other long-term liabilities              |    | 6,159                                  |    | 4,485   |
| Deferred income taxes                    |    | 5,116                                  |    | 5,786   |
|  |    | ·                                      |    |         |
| Shareholders' equity:                    |    |  |    |         |

| Preferred stock                            |            |    |         |  |
|--|------------|----|---------|--|
| Common stock, \$0.01 par value:            |            |    |         |  |
| Authorized shares – 50,000,000             |            |    |         |  |
| Issued and outstanding shares –            |            |    |         |  |
| 29,002,375 in 2010 and 28,950,391 in       |            |    |         |  |
| 2009                                       | 290        |    | 290     |  |
| Additional paid-in capital                 | 22,130     |    | 16,631  |  |
| Retained earnings                          | 221,714    |    | 207,586 |  |
| Total shareholders' equity                 | 244,134    |    | 224,507 |  |
| Total liabilities and shareholders' equity | \$ 341,813 | \$ | 316,730 |  |

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

The accompanying notes are an integral part of the financial statements.

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

|                          | Three months ended |           | Nine months ended |            |
|--------------------------|--------------------|-----------|-------------------|------------|
|                          | September          | September | September         | September  |
|                          | 30,                | 30,       | 30,               | 30,        |
|                          | 2010               | 2009      | 2010              | 2009       |
| Operating revenue:       |                    |           |                   |            |
| Forward Air              |                    |           |                   |            |
| Airport-to-airport       | \$ 81,828          | \$ 66,667 | \$ 234,456        | \$ 194,908 |
| Logistics                | 16,774             | 13,172    | 47,789            | 38,645     |
| Other                    | 6,481              | 5,596     | 18,745            | 16,975     |
| Forward Air Solutions    |                    |           |                   |            |
| Pool distribution        | 16,439             | 17,644    | 49,639            | 48,864     |
| Total operating revenue  | 121,522            | 103,079   | 350,629           | 299,392    |
|                          |                    |           |                   |            |
| Operating expenses:      |                    |           |                   |            |
| Purchased transportation |                    |           |                   |            |
| Forward Air              |                    |           |                   |            |
| Airport-to-airport       | 32,852             | 28,025    | 94,152            | 82,008     |
| Logistics                | 12,942             | 10,329    |                   |            |