## FORM 10-Q

## SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549
(Mark One)

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

For the quarterly period ended September 30, 2000

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

For the transition period from $\qquad$ to $\qquad$ -

Commission File Number: 0-19582

OLD DOMINION FREIGHT LINE, INC.
(Exact name of registrant as specified in its charter)

VIRGINIA
(State or other jurisdiction of incorporation or organization)

56-0751714
(I.R.S. Employer

Identification No.)

1730 Westchester Drive
High Point, NC 27262
(Address of principal executive offices)
Telephone Number (336) 889-5000
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.


As of November 9, 2000, there were 8,312,840 shares of the registrant's Common Stock ( $\$ .10$ par value) outstanding.

## PART I. FINANCIAL INFORMATION

Item 1. Financial Statements
OLD DOMINION FREIGHT LINE, INC.

## CONSOLIDATED STATEMENTS OF OPERATIONS

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline \multicolumn{2}{|l|}{Three Months Ended} & \multicolumn{2}{|l|}{Nine Months Ended} & \\
\hline \[
\begin{gathered}
\text { Sept. } 30, \\
2000
\end{gathered}
\] & \[
\begin{aligned}
& \text { Sept. 30, } \\
& 1999
\end{aligned}
\] & \[
\begin{aligned}
& \text { Sept. 30, } \\
& 2000
\end{aligned}
\] & \[
\begin{aligned}
& \text { Sept. 30, } \\
& 1999
\end{aligned}
\] & \\
\hline per share data) & (Unaudited) & (Unaudited) & (Unaudited) & (Unaudited) \\
\hline <C> & <C> & <C> & <C> & \\
\hline
\end{tabular}
\begin{tabular}{|c|c|c|c|c|c|}
\hline Revenue from operations & & \$ 122,385 & \$ 108,527 & \$355,328 & 8 \$314,068 \\
\hline \multicolumn{6}{|l|}{Operating expenses:} \\
\hline Salaries, wages and benefits & & 72,048 & 65,247 & 210,558 & 190,569 \\
\hline Purchased transportation & & 4,989 & 3,677 & 14,644 & 10,323 \\
\hline Operating supplies and expenses & & 13,070 & 9,479 & 37,122 & 26,060 \\
\hline Depreciation and amortization & & 6,936 & 6,317 & 20,026 & 18,934 \\
\hline Building and office equipment rents & & 1,777 & 7 1,790 & 5,463 & 5,473 \\
\hline Operating taxes and licenses & & 4,725 & 4,387 & 14,129 & 13,291 \\
\hline Insurance and claims & & 3,134 & 2,796 & 9,016 & 7,742 \\
\hline Communications and utilities & & 2,199 & 1,774 & 6,440 & 5,482 \\
\hline General supplies and expenses & & 4,660 & 4,044 & 13,658 & 12,035 \\
\hline Miscellaneous expenses & & 587 & 1,159 & 2,674 & 3,111 \\
\hline Total operating expenses & & 114,125 & 100,670 & 333,730 & 293,020 \\
\hline Operating income & & 8,260 & 7,857 & 21,598 & 21,048 \\
\hline \multicolumn{6}{|l|}{Other deductions:} \\
\hline Interest expense, net & & 1,273 & 1,087 & 3,205 & 3,177 \\
\hline Other (income) expense, net & & (50) & (35) & 39 & 206 \\
\hline Total other deductions & & 1,223 & 1,052 & 3,244 & 3,383 \\
\hline Income before income taxes & & 7,037 & 6,805 & 18,354 & 17,665 \\
\hline Provision for income taxes & & 2,744 & 2,586 & 7,158 & 6,713 \\
\hline Net income & \$ 4,29 & ,293 \$ 4, & 4,219 & \$ 11,196 & \$ 10,952 \\
\hline Basic and diluted earnings per share: & & \$ 0.52 & \$ 0.51 & \$ 1.35 & \$ 1.32 \\
\hline \multicolumn{6}{|l|}{Weighted average shares outstanding:} \\
\hline Basic & 8,312,840 & 40 8,312, & ,595 8, & 8,312,840 & 8,312,329 \\
\hline Diluted & 8,312,84 & 840 8,318 & 8,491 & 8,314,207 & 8,316,268 \\
\hline
\end{tabular}
</TABLE>
The accompanying notes are an integral part of these financial statements.

## OLD DOMINION FREIGHT LINE, INC. <br> CONSOLIDATED BALANCE SHEETS

```
\(<\) TABLE>
<CAPTION \(>\)
```

|  | September 30,$2000$ | $\begin{aligned} & \text { December 31, } \\ & 1999 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: |
| (In thousands, except share data) |  | (Unaudited) | (Audited) |
| <S> | C> | $<\mathrm{C}>$ |  |

## ASSETS

Current assets:

Cash and cash equivalents
Customer receivables, less allowances of \$5,863
and $\$ 6,495$, respectively
Other receivables
Tires on equipment
Prepaid expenses

| $\$ 871$ | $\$ 781$ |
| :---: | :---: |
|  |  |
| 61,359 | 55,077 |
| 678 | 1,067 |
| 6,532 | 6,428 |
| 6,345 | 10,631 |


</TABLE $>$

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

## 3

## OLD DOMINION FREIGHT LINE, INC. CONSOLIDATED BALANCE SHEETS (CONTINUED)

$<$ TABLE $>$
$<$ CAPTION $>$

|  | September 30, 2000 | $\begin{aligned} & \text { December 31, } \\ & 1999 \end{aligned}$ |  |
| :---: | :---: | :---: | :---: |
| (In thousands, except share data) |  | Unaudited) | (Audited) |

$<\mathrm{S}>\quad<\mathrm{C}>\quad<\mathrm{C}>$

## LIABILITIES AND STOCKHOLDERS' EQUITY

Current liabilities:

| Accounts payable | \$ 19,993 | \$ 22,944 |
| :---: | :---: | :---: |
| Compensation and benefits | 13,904 | 11,352 |
| Claims and insurance accruals | 14,483 | 12,548 |
| Other accrued liabilities | 3,785 | 2,927 |
| Income taxes payable | 66 | - |
| Current maturities of long-term debt | 9,510 | 21,811 |
| Total current liabilities | 61,741 | 71,582 |
| Long-term debt | 75,677 | 43,059 |
| Other non-current liabilities | 11,516 | 11,102 |
| Deferred income taxes | 20,798 | 20,798 |
| Total long-term liabilities | 107,991 | 74,959 |

## Stockholders' equity:

Common stock - $\$ .10$ par value, $25,000,000$ shares

| authorized, $8,312,840$ outstanding | 831 | 831 |
| :--- | :---: | ---: |
| Capital in excess of par value | 23,907 | 23,907 |
| Retained earnings | 97,496 | 86,300 |

Total stockholders' equity

Commitments and contingencies

Total liabilities and stockholders' equity
\$291,966
\$ 257,579
</TABLE>

The accompanying notes are an integral part of these financial statements.
4

## OLD DOMINION FREIGHT LINE, INC. CONSOLIDATED STATEMENTS OF CASH FLOWS

$<$ TABLE $>$
<CAPTION $>$


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

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

## BASIS OF PRESENTATION

The accompanying consolidated interim financial statements have been prepared by Old Dominion Freight Line, Inc. (the "Company"), in accordance with generally accepted accounting principles for interim financial information and with instructions to Form 10-Q and Article 10 of Regulation S-X. Accordingly, certain information and footnote disclosures normally included for complete financial statements, prepared in accordance with generally accepted accounting principles, have been omitted pursuant to such rules and regulations. The balance sheet at December 31, 1999 has been derived from the audited financial statements at that date but does not include all of the information and footnotes required by generally accepted accounting principles for complete financial statements. The consolidated interim financial statements should be read in conjunction with the financial statements, notes thereto and other information included in the Company's Annual Report on Form 10-K for the year ended December 31, 1999.

The accompanying unaudited consolidated interim financial statements reflect, in the opinion of management, all adjustments (consisting of normal recurring items) necessary for a fair presentation, in all material respects, of the financial position and results of operations for the periods presented. The preparation of financial statements in accordance with generally accepted accounting principles requires management to make estimates and assumptions. Such estimates and assumptions affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. The results of operations for the interim periods are not necessarily indicative of the results for the entire year.

There have been no significant changes in the accounting policies of the Company, or significant changes in the Company's commitments and contingencies as previously described in the 1999 Annual Report to Stockholders and related annual report to the Securities and Exchange Commission on Form 10-K.

## EARNINGS PER SHARE

Net income per share of common stock is based on the weighted average number of shares outstanding during each period.

SUBSEQUENT EVENTS
None

6

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

<TABLE>
<CAPTION>
\begin{tabular}{|c|c|c|c|c|}
\hline & Three Months Ended September 30, & \multicolumn{3}{|c|}{Nine Months Ended September 30,} \\
\hline 2000 & 1999 & 2000 & 1999 & \\
\hline \(<\) S> \(<\) C> & <C> & <C> & <C> & \\
\hline Revenue from operations & 100.0\% & 100.0\% & 100.0\% & 100.0\% \\
\hline \multicolumn{5}{|l|}{Operating expenses:} \\
\hline Salaries, wages and benefits & 58.9 & 60.1 & 59.3 60.7 & \\
\hline Purchased transportation & 4.1 & 3.4 & \(4.1 \quad 3.3\) & \\
\hline Operating supplies and expenses & 10.7 & 8.7 & \(10.5 \quad 8.3\) & \\
\hline Depreciation and amortization & 5.7 & 5.8 & \(5.6 \quad 6.0\) & \\
\hline Building and office equipment rents & 1.4 & 1.7 & \(1.5 \quad 1.8\) & \\
\hline Operating taxes and licenses & 3.8 & 4.1 & \(4.0 \quad 4.2\) & \\
\hline Insurance and claims & 2.6 & 2.6 & \(2.5 \quad 2.5\) & \\
\hline Communications and utilities & 1.8 & 1.6 & \(1.8 \quad 1.7\) & \\
\hline General supplies and expenses & 3.8 & 3.7 & 3.8 3.8 & \\
\hline Miscellaneous expenses & . 5 & 1.1 & . 81.0 & \\
\hline Total operating expenses & 93.3 & 92.8 & \(93.9 \quad 93.3\) & \\
\hline Operating income & 6.7 & 7.2 & \(\begin{array}{ll}6.1 & 6.7\end{array}\) & \\
\hline Interest expense, net & 1.0 & 1.0 & . \(9 \quad 1.0\) & \\
\hline Other expense, net & - & (.1) & 0.1 & \\
\hline Income before income taxes & 5.7 & 6.3 & \(5.2 \quad 5.6\) & \\
\hline Provision for income taxes & 2.2 & 2.4 & \(2.0 \quad 2.1\) & \\
\hline Net income & 3.5\% & 3.9\% & \(3.2 \% \quad 3.5 \%\) & \\
\hline
\end{tabular}
</TABLE>
7

## RESULTS OF OPERATIONS

Three Months Ended September 30, 2000 Compared to Three Months Ended
September 30, 1999
Net revenue for the third quarter 2000 was $\$ 122,385,000$, an increase of $12.8 \%$ from $\$ 108,527,000$ for the third quarter 1999 . This growth in revenue for the third quarter was consistent with the Company's objective to increase revenue $10 \%$ to $15 \%$ for the year and was primarily a result of three major factors: 1 ) the Company's consistent focus on increasing market share in its existing areas of operation; 2) improvements in products and pricing; and 3) the impact of a fuel surcharge.

The Company's strategy to improve market share and freight density within existing lanes of service is designed to produce revenue growth objectives with minimal capital investment and improved asset utilization. In early 2000, the Company expanded its service products to provide full-state coverage to 21 states east of the Mississippi. Only one new service center, Charleston, West Virginia, was opened in order to provide this additional service enhancement. In
addition to this expansion, the Company opened a new service center in Oklahoma City, Oklahoma, on November 1, 2000. While the Company serves the six surrounding states, this opening will improve regional and inter-regional service capabilities and expands the Company's physical presence into its 35 th state of operations.

On September 1, 2000, the Company implemented a general increase on its public tariffs, which comprise approximately $50 \%$ of its net revenue. Pricing on the remaining revenue base is generally renegotiated as those private contracts expire. The Company has ongoing processes to identify marginal or unprofitable business through its freight costing systems and works with its customers to improve those rates that cannot be rationalized. The Company has also experienced growth in its new guaranteed and expedited service product, Speed Service, which it initiated at the beginning of 2000. Speed Service is anticipated to grow significantly as more customers demand service sensitive and customized delivery services.

In response to the rising costs of petroleum products, particularly diesel fuel, the Company implemented a fuel surcharge on its tariffs in August 1999. Generally, this surcharge is designed to offset the cost of fuel above a base price and increases as fuel increases over the base. The fuel surcharge accounted for approximately $3.6 \%$ of net revenue for the third quarter 2000 while accounting for approximately $.4 \%$ of revenue for the third quarter 1999.

For the quarter, less-than-truckload ("LTL") shipments increased 4.1\% over the prior year comparable quarter and LTL revenue per LTL shipment increased 7.0\% to $\$ 136.61$ from $\$ 127.67$ for the third quarter 1999. The increase in revenue per shipment was a result of an $8.6 \%$ increase in LTL revenue per LTL hundredweight to $\$ 12.83$ from $\$ 11.81$ and a $1.5 \%$ decrease in LTL weight per shipment to 1,065 lbs. from 1,081 lbs. In addition, the Company's average length of haul increased $3.4 \%$ to 873 miles from 844 miles, which generally increases both LTL revenue per hundredweight and LTL revenue per shipment.

The operating ratio (operating expenses as a percentage of revenue) increased to $93.3 \%$ in the third quarter of 2000 from $92.8 \%$ in the third quarter 1999. This increase in the Company's operating costs reflects the impact of increased purchased transportation expenses to $4.1 \%$ of revenue from $3.4 \%$ for the prior-year quarter. Cartage expense, or outsourced pickup and delivery services, increased to $1.9 \%$ of revenue from $1.3 \%$ as a result of two factors. First, the implementation of full-state coverage in 21 states requires the Company to service certain remote locations that occasionally can be serviced more cost effectively by agent partners who have more operating density in those areas. As market share builds, Company personnel and equipment will replace these expenditures. Second, growth in certain markets has exceeded the Company's operating capacity and outsourcing of pickup and delivery services are used to ensure service standards are maintained during the peak shipping periods common to the third quarter of each year. The Company is addressing these situations by either constructing new facilities or leasing larger facilities to accommodate this growth. For 2000, the Company has budgeted approximately $\$ 27,000,000$ to be used to construct or expand service center facilities.

The Company's strategy to grow existing markets has resulted in improvements in asset utilization, which were reflected in decreases in certain fixed costs as a percent of revenue when compared to the prior-year quarter. Building and office equipment rents decreased to $1.4 \%$ from $1.7 \%$, operating taxes and

## 8

licenses decreased to $3.8 \%$ from $4.1 \%$ and depreciation and amortization decreased to $5.7 \%$ of revenue from $5.8 \%$

Net interest expense remained constant at $1.0 \%$ for both comparable periods. While outstanding debt increased $\$ 23,269,000$ from the end of the third quarter 1999, a significant portion of the resulting increased interest costs in the third quarter 2000 were capitalized as those borrowings funded construction projects to expand the capacity of service center facilities.

Net income for the third quarter 2000 was $\$ 4,293,000$, a $3.9 \%$ increase from $\$ 4,219,000$ for the prior-year period. The effective tax rate was $39.0 \%$ and $38.0 \%$ for the third quarters of 2000 and 1999, respectively.

Net revenue for the nine months ended September 30, 2000, was $\$ 355,328,000$, an increase of $13.1 \%$, compared to $\$ 314,068,000$ for the same period of 1999 . LTL tonnage increased $4.6 \%$ due to a $6.2 \%$ increase in LTL shipments, which was partially offset by a $1.4 \%$ decrease in LTL weight per shipment. These increases in revenue and tonnage have been consistent with the Company's growth strategy to increase market share in its existing geographic area of operations and service center network. This growth strategy was complemented in 2000 with the implementation of full-state coverage in 21 states east of the Mississippi River. In addition, the Company added its new guaranteed and customized service product, Speed Service, in early 2000, which is expected to grow significantly as customers discover additional value in the time definite and customized service capabilities the Company offers.

Average revenue per LTL shipment for the first nine months of 2000 increased $7.1 \%$ to $\$ 134.85$ from $\$ 125.96$ for the comparable period of 1999 . This increase was due to a $8.6 \%$ increase in LTL revenue per hundredweight to $\$ 12.70$ from $\$ 11.69$ and a $1.4 \%$ decrease in LTL weight per shipment. The increase in LTL revenue per shipment includes the impact of a fuel surcharge, which was implemented to offset the high cost of fuel. For the first nine months of 2000, the Company's average price for a gallon of diesel fuel increased approximately $68 \%$ over the average price paid in the first nine months of 1999. In addition, the Company also incurred direct increases in other petroleum-related products such as gasoline, oil, propane and lubricants. Indirectly, the rising cost of fuel increased prices of other products and services that the Company uses in its normal course of business. The fuel surcharge accounted for approximately $3.1 \%$ of revenue for the first half of 2000, while accounting for approximately $.1 \%$ for the comparable period of 1999 .

The operating ratio for the first nine months of 2000 was $93.9 \%$ compared with $93.3 \%$ for the first nine months of 1999. The increase in operating costs were primarily the result of the increased use of outside purchased transportation during the period and severe winter weather that hampered operating efficiencies and productivity in the first quarter 2000.

The increase in purchased transportation was a result an increase in cartage expense, which is the outsourcing of pickup and delivery services. Cartage expense through the third quarter of 2000 increased to $1.9 \%$ of revenue from $1.2 \%$ for the prior-year period and occurred primarily due to two factors.

First, the Company's implementation of full-state coverage for 21 states in early 2000 required the Company to serve certain remote locations where it was initially more economical to use outside pickup and delivery services through partner agents. As the Company builds these markets, the use of these agents will diminish and be replaced by Company labor and equipment.

Second, rapid growth in certain markets has exceeded capacity and the Company has used cartage agents to supplement its operations until larger service center facilities could be constructed or leased. The 2000 capital budget includes approximately $\$ 27,000,000$ for the purchase or expansion of service center facilities to improve the Company's operating infrastructure, service products and operating efficiencies. To some extent, the use of outside agents caused Company salary, wages and benefits to decrease to $59.3 \%$ of revenue from $60.7 \%$.

By concentrating growth in existing markets, the Company was successful in improving its utilization of facilities and equipment. Depreciation and amortization decreased to $5.6 \%$ of revenue from $6.0 \%$,

## 9

building and office equipment rents decreased to $1.5 \%$ from $1.8 \%$, and operating taxes and licenses decreased to $4.0 \%$ from $4.2 \%$.

Net interest expense was $.9 \%$ of revenue for the first nine months of 2000 compared to $1.0 \%$ for the comparable period of 1999 . This slight decrease was primarily due to the capitalization of $\$ 663,000$ in interest costs relating to construction projects in the first nine months of 2000.

Net income was $\$ 11,196,000$ for the nine months ended September 30, 2000, an increase of $2.2 \%$, compared to $\$ 10,952,000$ for the same nine-month period the previous year. The effective tax rate was $39.0 \%$ and $38.0 \%$ for the third quarters of 2000 and 1999 , respectively.

## LIQUIDITY AND CAPITAL RESOURCES

Continued investment in property and equipment has resulted from expansion in the size and number of service center facilities, the planned tractor and trailer replacement cycle and revenue growth. In order to support these requirements, the Company has incurred net capital expenditures of $\$ 51,423,000$ for the first nine months of 2000. Cash flows generated internally funded $60.7 \%$ of these capital expenditures through the third quarter, the remainder of which was funded with additional borrowings. At September 30, 2000, long-term debt including current maturities increased to $\$ 85,187,000$ from $\$ 64,870,000$ at December 31, 1999.

The Company estimates net capital expenditures to be approximately $\$ 64,000,000$ to $\$ 68,000,000$ for the year ending December 31, 2000. Of that, approximately $\$ 27,000,000$ is allocated for purchases of real estate, $\$ 29,000,000$ is allocated for purchases of revenue equipment, $\$ 6,000,000$ is allocated for enhancements to information systems and the remaining balance is allocated for purchases of other assets. The Company plans to fund these expenditures through cash flows from operations supplemented by additional borrowings.

During 1999 and early 2000, the Company maintained a $\$ 32,500,000$ uncollateralized credit facility that consisted of a $\$ 17,500,000$ line of credit commitment and a $\$ 15,000,000$ standby letter of credit commitment. Interest on the line of credit was charged at rates that varied based upon a certain financial performance ratio and the stated period of time that the borrowings were outstanding. On January 14, 2000, the Company amended this credit facility to consist of a $\$ 22,000,000$ line of credit commitment and a $\$ 12,500,000$ standby letter of credit commitment under the same terms and conditions as the previous agreement. The applicable interest rate for the second quarter of 2000 under this amended agreement was based upon LIBOR plus $.60 \%$ for periods of 30-180 days and prime minus $1 \%$ for periods less than 30 days. A fee of $.20 \%$ was charged on the unused portion of the line of credit and letter of credit facility and a fee of $.60 \%$ to $.75 \%$ was charged on outstanding letters of credit.

On May 30, 2000, the Company terminated its existing credit agreement and entered into a new three-year agreement, which provides for a $\$ 62,500,000$ uncollateralized credit facility that consists of a $\$ 50,000,000$ line of credit commitment and a $\$ 12,500,000$ standby letter of credit commitment. Interest on the line of credit is charged at rates that vary based upon a fixed charge coverage ratio, which was LIBOR plus $.70 \%$ for the third quarter 2000. Fees, which also vary based upon the fixed charge coverage ratio, are charged on the unused portion of the line of credit facility and outstanding standby letters of credit. During the third quarter 2000, a fee of $.20 \%$ was charged on the unused portion of the line of credit and fees ranging between $.60 \%$ to $.75 \%$ were charged on outstanding letters of credit. No fee is charged for the unused portion of the standby letter of credit facility.

At September 30, 2000, there were $\$ 37,650,000$ outstanding borrowings on the line of credit and $\$ 7,885,000$ outstanding on the standby letter of credit facility. Letters of credit are primarily issued as collateral for self-insured reserves for bodily injury, property damage and workers' compensation claims. The Company believes that it has sufficient credit lines and capacity to meet seasonal and long-term financial needs.

The Company's exposure to changes in interest rates is limited to its outstanding balance of its credit facility, which represents $44.2 \%$ of its total long-term debt. The Company does not currently use interest rate derivative instruments to manage exposure to interest rate changes. Also, the Company is not
currently using any fuel hedging instruments as its tariff provisions generally allow for fuel surcharges to be implemented in the event that fuel prices exceed stipulated levels.

## INFLATION

Most of the Company's expenses are affected by inflation, which will generally result in increased costs. For the quarter ending September 30, 2000, the effect of inflation on the Company's results of operations was minimal.

The Company's operations are subject to seasonal trends common in the motor carrier industry. Operating results in the first and fourth quarters are normally lower due to reduced shipments during the winter months. Harsh winter weather can also adversely impact the Company's performance by reducing demand and increasing operating expenses. The second and third quarters are stronger due to increased demand for services during the spring and summer months.

## ENVIRONMENTAL

The Company is subject to federal, state and local environmental laws and regulations, particularly relative to underground storage tanks. The Company believes it is in compliance with applicable environmental laws and regulations, including those relating to underground storage tanks, and does not believe that the cost of future compliance will have a material adverse effect on the Company's operations or financial condition.

FORWARD-LOOKING INFORMATION
Forward-looking statements in this report, including, without limitation, statements relating to future events or the future financial performance of the Company appear in the preceding Management's Discussion and Analysis of Financial Condition and Results of Operations and in other written and oral statements made by or on behalf of the Company, including, without limitation, statements relating to the Company's goals, strategies, expectations, competitive environment, regulation and availability of resources. Such forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. Investors are cautioned that such forward-looking statements involve risks and uncertainties that could cause actual events and results to be materially different from those expressed or implied herein, including, but not limited to, the following: (1) changes in the Company's goals, strategies and expectations, which are subject to change at any time at the discretion of the Company; (2) the Company's ability to maintain a nonunion, qualified work force; (3) the competitive environment with respect to industry capacity and pricing; (4) the availability and cost of fuel, additional revenue equipment and other significant resources; (5) the impact of regulatory bodies; (6) various economic factors such as insurance costs, liability claims, interest rate fluctuations, the availability of qualified drivers or owner-operators, fluctuations in the resale value of revenue equipment, increases in fuel or energy taxes, economic recessions and downturns in customers' business cycles and shipping requirements; (7) the Company's inability to raise capital or borrow funds on satisfactory terms, which could limit growth and require the Company to operate its revenue equipment for longer periods of time; (8) the Company's ability to purchase, build or lease facilities suitable for its operations; and (9) other risks and uncertainties indicated from time to time in the Company's filings with the Securities and Exchange Commission.

Item 3. Quantitative and Qualitative Disclosure of Market Risk
The information called for by this item is provided under the caption "Liquidity and Capital Resources" under Item 2 - Management's Discussion and Analysis of Financial Condition and Results of Operations.

## PART II. OTHER INFORMATION

Item 6. Exhibits and Reports on Form 8-K
a) Exhibits:

Exhibit No. Description

27
Financial Data Schedule
b) Reports on Form 8-K: No reports on Form 8-K were filed during the quarter ended September 30, 2000.

## SIGNATURES

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 thereunto duly authorized.

OLD DOMINION FREIGHT LINE, INC.

DATE: NOVEMBER 9, 2000

## J. WES FRYE

J. Wes Frye

Senior Vice President - Finance
(Principal Financial Officer)

DATE: NOVEMBER 9, 2000
JOHN P. BOOKER III

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John P. Booker III
Vice President - Controller
(Principal Accounting Officer)
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<ARTICLE> 5

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