

QUALITY DISTRIBUTION INC  
Form 10-Q  
August 08, 2011  
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**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

**FORM 10-Q**

(Mark One)

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

For the quarterly period ended June 30, 2011

or

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

For the transition period from            to

Commission File Number: 000-24180

**Quality Distribution, Inc.**

(Exact name of registrant as specified in its charter)

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|   |  |
|---|--|
| <b>Florida</b><br>(State or other jurisdiction of<br>incorporation or organization)               | <b>59-3239073</b><br>(I.R.S. Employer<br>Identification No.) |
| <b>4041 Park Oaks Boulevard, Suite 200, Tampa, FL</b><br>(Address of Principal Executive Offices) | <b>33610</b><br>(Zip Code)                                   |
| <b>813-630-5826</b>   |  |

(Registrant's telephone number, including area code)

N/A

(Former name, former address and former fiscal year, if changed since last report)

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  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. See definition of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act (Check one):

|  |   |
|--|---|
| Large accelerated filer <input type="checkbox"/>   | Accelerated filer <input type="checkbox"/>                    |
| Non-accelerated filer <input type="checkbox"/> (Do not check if a smaller reporting company) | Smaller reporting company <input checked="" type="checkbox"/> |

Indicate by check mark whether the registrant is a shell company (as defined in Exchange Act Rule 12b-2). Yes  No

As of August 3, 2011, the registrant had 23,825,146 shares of Common Stock, no par value, outstanding.

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**QUALITY DISTRIBUTION, INC.**

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|   | <b>Three months ended</b> |                 | <b>Six months ended</b> |                 |
|---|---------------------------|-----------------|-------------------------|-----------------|
|   | <b>June 30,</b>           |                 | <b>June 30,</b>         |                 |
|   | <b>2011</b>               | <b>2010</b>     | <b>2011</b>             | <b>2010</b>     |
| <b>OPERATING REVENUES:</b>                        |                           |                 |                         |                 |
| Transportation                                    | \$ 129,397                | \$ 129,473      | \$ 254,078              | \$ 248,390      |
| Service revenue                                   | 27,642                    | 26,473          | 54,380                  | 51,379          |
| Fuel surcharge                                    | 32,954                    | 21,606          | 59,445                  | 39,116          |
| <b>Total operating revenues</b>                   | <b>189,993</b>            | <b>177,552</b>  | <b>367,903</b>          | <b>338,885</b>  |
| <b>OPERATING EXPENSES:</b>                        |                           |                 |                         |                 |
| Purchased transportation                          | 133,692                   | 121,670         | 258,414                 | 231,495         |
| Compensation                                      | 15,515                    | 14,980          | 30,398                  | 28,872          |
| Fuel, supplies and maintenance                    | 11,665                    | 13,455          | 23,442                  | 26,822          |
| Depreciation and amortization                     | 3,378                     | 4,067           | 6,870                   | 8,310           |
| Selling and administrative                        | 4,886                     | 4,449           | 10,035                  | 9,227           |
| Insurance costs                                   | 3,540                     | 4,540           | 8,225                   | 7,877           |
| Taxes and licenses                                | 652                       | 674             | 1,099                   | 1,270           |
| Communication and utilities                       | 657                       | 1,192           | 1,459                   | 2,238           |
| (Gain) loss on disposal of property and equipment | (410)                     | 234             | (650)                   | 652             |
| Restructuring (credit) costs                      | (521)                     | 1,068           | (521)                   | 2,215           |
| <b>Total operating expenses</b>                   | <b>173,054</b>            | <b>166,329</b>  | <b>338,771</b>          | <b>318,978</b>  |
| Operating income                                  | 16,939                    | 11,223          | 29,132                  | 19,907          |
| Interest expense                                  | 7,311                     | 8,640           | 15,122                  | 17,307          |
| Interest income                                   | (178)                     | (156)           | (317)                   | (317)           |
| Write-off of debt issuance costs                  |                           |                 | 1,786                   |                 |
| Other expense (income)                            | 29                        | 220             | (7)                     | 226             |
| Income before income taxes                        | 9,777                     | 2,519           | 12,548                  | 2,691           |
| Provision for (benefit from) income taxes         | 731                       | 463             | 780                     | (163)           |
| <b>Net income</b>                                 | <b>\$ 9,046</b>           | <b>\$ 2,056</b> | <b>\$ 11,768</b>        | <b>\$ 2,854</b> |
| <b>PER SHARE DATA:</b>                            |                           |                 |                         |                 |
| <b>Net income per common share</b>                |                           |                 |                         |                 |
| Basic   | \$ 0.39                   | \$ 0.10         | \$ 0.52                 | \$ 0.14         |
| Diluted   | \$ 0.37                   | \$ 0.09         | \$ 0.49                 | \$ 0.13         |

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**Weighted-average number of shares**

|         |        |        |        |        |
|---------|--------|--------|--------|--------|
| Basic   | 23,253 | 20,256 | 22,723 | 19,880 |
| Diluted | 24,581 | 21,748 | 24,024 | 21,585 |

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

**Table of Contents****QUALITY DISTRIBUTION, INC. AND SUBSIDIARIES****Consolidated Balance Sheets**

(In 000 s)

|   | Unaudited<br>June 30,<br>2011 | Audited<br>December 31,<br>2010 |
|---|-------------------------------|---------------------------------|
| <b>ASSETS</b>   |                               |                                 |
| Current assets:   |                               |                                 |
| Cash and cash equivalents   | \$ 1,643                      | \$ 1,753                        |
| Accounts receivable, net  | 95,202                        | 80,895                          |
| Prepaid expenses  | 5,503                         | 6,911                           |
| Deferred tax asset  | 4,503                         | 3,848                           |
| Other   | 4,684                         | 4,891                           |
| Total current assets  | 111,535                       | 98,298                          |
| Property and equipment, net   | 111,229                       | 113,419                         |
| Goodwill  | 27,023                        | 27,023                          |
| Intangibles, net  | 16,231                        | 16,924                          |
| Other assets  | 13,348                        | 15,671                          |
| Total assets  | \$ 279,366                    | \$ 271,335                      |
| <b>LIABILITIES, REDEEMABLE NONCONTROLLING INTEREST AND SHAREHOLDERS DEFICIT</b>   |                               |                                 |
| Current liabilities:  |                               |                                 |
| Current maturities of indebtedness  | \$ 2,631                      | \$ 3,991                        |
| Current maturities of capital lease obligations   | 5,246                         | 4,572                           |
| Accounts payable  | 7,754                         | 7,200                           |
| Independent affiliates and independent owner-operators payable  | 14,449                        | 11,059                          |
| Accrued expenses  | 21,063                        | 24,363                          |
| Environmental liabilities   | 3,208                         | 3,687                           |
| Accrued loss and damage claims  | 10,011                        | 8,471                           |
| Total current liabilities   | 64,362                        | 63,343                          |
| Long-term indebtedness, less current maturities   | 280,337                       | 300,491                         |
| Capital lease obligations, less current maturities  | 5,075                         | 8,278                           |
| Environmental liabilities   | 6,336                         | 7,255                           |
| Accrued loss and damage claims  | 11,109                        | 10,454                          |
| Other non-current liabilities   | 25,503                        | 26,060                          |
| Total liabilities   | 392,722                       | 415,881                         |
| Commitments and contingencies - Note 14   |                               |                                 |
| Redeemable noncontrolling interest  |                               | 1,833                           |
| <b>SHAREHOLDERS DEFICIT</b>   |                               |                                 |
| Common stock, no par value; 49,000 shares authorized; 24,068 issued and 23,825 outstanding at June 30, 2011 and 21,678 issued and 21,458 outstanding at December 31, 2010, respectively | 391,963                       | 371,288                         |
| Treasury stock, 243 shares at June 30, 2011 and 220 shares at December 31, 2010   | (1,606)                       | (1,593)                         |
| Accumulated deficit   | (290,206)                     | (301,974)                       |
| Stock recapitalization  | (189,589)                     | (189,589)                       |
| Accumulated other comprehensive loss  | (25,601)                      | (26,194)                        |

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|   |            |            |
|---|------------|------------|
| Stock purchase warrants   | 1,683      | 1,683      |
| Total shareholders' deficit   | (113,356)  | (146,379)  |
| Total liabilities, redeemable noncontrolling interest and shareholders' deficit | \$ 279,366 | \$ 271,335 |

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

**Table of Contents****QUALITY DISTRIBUTION, INC. AND SUBSIDIARIES****Consolidated Statements of Shareholders Deficit****For the Six Months Ended June 30, 2011 and 2010****Unaudited (In 000 s)**

|  | Shares of<br>Common<br>Stock | Shares of<br>Treasury<br>Stock | Common<br>Stock | Treasury<br>Stock | Accumulated<br>Deficit | Stock<br>Recapitalization | Accumulated<br>Other<br>Comprehensive<br>Loss | Stock Purchase<br>Warrants | Stock<br>Subscription<br>Receivables | Total<br>Shareholders<br>Deficit |
|--|------------------------------|--------------------------------|-----------------|-------------------|------------------------|---------------------------|---|----------------------------|--------------------------------------|----------------------------------|
| Balance,<br>December 31,<br>2009   | 20,297                       | (220)                          | \$ 364,046      | \$ (1,580)        | \$ (294,568)           | \$ (189,589)              | \$ (25,587)                                   | \$ 6,696                   | \$ (154)                             | \$ (140,736)                     |
| Net income   |                              |                                |                 |                   | 2,854                  |                           |   |                            |                                      | 2,854                            |
| Issuance of<br>restricted stock  | 69                           |                                |                 |                   |                        |                           |   |                            |                                      |                                  |
| Amortization of<br>restricted stock  |                              |                                | 463             |                   |                        |                           |   |                            |                                      | 463                              |
| Amortization of<br>stock options   |                              |                                | 614             |                   |                        |                           |   |                            |                                      | 614                              |
| Stock warrant<br>exercise  | 1,307                        |                                | 5,000           |                   |                        |                           |   | (5,000)                    |                                      |                                  |
| Stock option<br>exercise   | 1                            |                                | 3               |                   |                        |                           |   |                            |                                      | 3                                |
| Forgiveness of<br>stock option<br>receivable   |                              |                                |                 |                   |                        |                           |   |                            | 21                                   | 21                               |
| Amortization of<br>prior service costs<br>and losses<br>(pension plans),<br>net of tax |                              |                                |                 |                   |                        |                           | 647   |                            |                                      | 647                              |
| Foreign currency<br>translation<br>adjustment, net of<br>tax                           |                              |                                |                 |                   |                        |                           | (4)   |                            |                                      | (4)                              |
| Balance, June 30,<br>2010  | 21,674                       | (220)                          | \$ 370,126      | \$ (1,580)        | \$ (291,714)           | \$ (189,589)              | \$ (24,944)                                   | \$ 1,696                   | \$ (133)                             | \$ (136,138)                     |
| Balance,<br>December 31,<br>2010   | 21,678                       | (220)                          | \$ 371,288      | \$ (1,593)        | \$ (301,974)           | \$ (189,589)              | \$ (26,194)                                   | \$ 1,683                   | \$                                   | \$ (146,379)                     |
| Net income   |                              |                                |                 |                   | 11,768                 |                           |   |                            |                                      | 11,768                           |
| Issuance of<br>restricted stock  | 83                           |                                |                 |                   |                        |                           |   |                            |                                      |                                  |
| Forfeiture of<br>restricted stock  |                              | (18)                           |                 |                   |                        |                           |   |                            |                                      |                                  |
| Amortization of<br>restricted stock  |                              |                                | 562             |                   |                        |                           |   |                            |                                      | 562                              |



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|  |        |       |            |            |              |              |             |          |    |              |
|--|--------|-------|------------|------------|--------------|--------------|-------------|----------|----|--------------|
| Amortization of stock options  |        |       | 896        |            |              |              |             |          |    | 896          |
| Stock option exercises   | 307    | (1)   | 1,618      | (13)       |              |              |             |          |    | 1,605        |
| Proceeds from equity offering, net of transaction costs                    | 2,000  |       | 17,599     |            |              |              |             |          |    | 17,599       |
| Satisfaction of stock subscription receivable                              |        | (4)   |            |            |              |              |             |          |    |              |
| Amortization of prior service costs and losses (pension plans), net of tax |        |       |            |            |              |              | 636         |          |    | 636          |
| Foreign currency translation adjustment, net of tax                        |        |       |            |            |              |              | (43)        |          |    | (43)         |
| Balance, June 30, 2011   | 24,068 | (243) | \$ 391,963 | \$ (1,606) | \$ (290,206) | \$ (189,589) | \$ (25,601) | \$ 1,683 | \$ | \$ (113,356) |

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

**Table of Contents****QUALITY DISTRIBUTION, INC. AND SUBSIDIARIES****Consolidated Statements of Cash Flows****(Unaudited - In 000 s)**

|   | <b>Six Months Ended<br/>June 30,</b> |             |
|---|--------------------------------------|-------------|
|   | <b>2011</b>                          | <b>2010</b> |
| <b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>  |                                      |             |
| Net income  | \$ 11,768                            | \$ 2,854    |
| Adjustments to reconcile to net cash and cash equivalents provided by (used in) operating activities: |                                      |             |
| Depreciation and amortization   | 6,870                                | 8,310       |
| Bad debt recoveries   | (118)                                | (314)       |
| (Gain) loss on disposal of property and equipment   | (650)                                | 652         |
| PIK interest on Senior Subordinated Notes   | 187                                  | 1,120       |
| Write-off of deferred financing costs   | 328                                  |             |
| Write-off of original bond issuance costs   | 1,458                                |             |
| Financing costs   |                                      | 94          |
| Stock-based compensation  | 1,458                                | 1,077       |
| Amortization of deferred financing costs  | 1,095                                | 1,353       |
| Amortization of bond discount   | 220                                  | 1,169       |
| Noncontrolling interest dividends   | 38                                   | 72          |
| Changes in assets and liabilities:  |                                      |             |
| Accounts and other receivables  | (14,540)                             | (18,446)    |
| Prepaid expenses  | 1,408                                | 2,216       |
| Other assets  | 1,527                                | (4,152)     |
| Accounts payable  | 406                                  | 2,318       |
| Accrued expenses  | (3,301)                              | (4,568)     |
| Environmental liabilities   | (1,398)                              | (305)       |
| Accrued loss and damage claims  | 2,195                                | (2,544)     |
| Independent affiliates and independent owner-operators payable  | 3,390                                | 3,081       |
| Other liabilities   | (126)                                | 28          |
| Current income taxes  | 187                                  | (149)       |
| <br>  |                                      |             |
| Net cash provided by (used in) operating activities   | 12,402                               | (6,134)     |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>  |                                      |             |
| Capital expenditures  | (9,336)                              | (5,675)     |
| Proceeds from sales of property and equipment   | 6,279                                | 3,309       |
| <br>  |                                      |             |
| Net cash used in investing activities   | (3,057)                              | (2,366)     |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>  |                                      |             |
| Principal payments on long-term debt  | (30,379)                             | (2,595)     |
| Principal payments on capital lease obligations   | (2,545)                              | (3,059)     |
| Proceeds from revolver  | 60,000                               | 36,500      |
| Payments on revolver  | (53,000)                             | (25,000)    |
| Payments on acquisition notes   | (405)                                | (521)       |
| Deferred financing costs  | (607)                                | (94)        |
| Change in book overdraft  | 149                                  | 597         |
| Noncontrolling interest dividends   | (38)                                 | (72)        |
| Redemption of noncontrolling interest   | (1,833)                              |             |
| Proceeds from equity offering, net of transaction costs   | 17,599                               |             |

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|   |           |           |
|---|-----------|-----------|
| Proceeds from exercise of stock options                 | 1,605     | 3         |
| Net cash (used in) provided by financing activities     | (9,454)   | 5,759     |
| Effect of exchange rate changes on cash                 | (1)       |           |
| Net decrease in cash and cash equivalents               | (110)     | (2,741)   |
| Cash and cash equivalents, beginning of period          | 1,753     | 5,633     |
| Cash and cash equivalents, end of period                | \$ 1,643  | \$ 2,892  |
| <u>Supplemental Disclosure of Cash Flow Information</u> |           |           |
| Cash paid during the period for:                        |           |           |
| Interest  | \$ 13,657 | \$ 15,563 |
| Income Taxes  | 631       | 346       |

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

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**QUALITY DISTRIBUTION, INC. AND SUBSIDIARIES**

**Quality Distribution, Inc. and Subsidiaries**

**Notes to Consolidated Financial Statements**

**(Unaudited)**

**1. Summary of Significant Accounting Policies**

***Basis of Presentation***

In this quarterly report, unless the context otherwise requires or indicates, (i) the terms the Company, our Company, Quality Distribution, QDI, we, us and our refer to Quality Distribution, Inc. and its consolidated subsidiaries and their predecessors, (ii) the terms Quality Distribution, LLC and QD LLC refer to our wholly owned subsidiary, Quality Distribution, LLC, a Delaware limited liability company, and its consolidated subsidiaries and their predecessors, (iii) the term QD Capital refers to our wholly owned subsidiary, QD Capital Corporation, a Delaware corporation, (iv) the term QCI refers to our wholly owned subsidiary, Quality Carriers, Inc., an Illinois Corporation (v) the term Boasso refers to our wholly owned subsidiary, Boasso America Corporation, a Louisiana corporation and (vi) the term CLC refers to our wholly owned subsidiary, Chemical Leaman Corporation, a Pennsylvania corporation.

We are engaged primarily in transportation of bulk chemicals in North America. We conduct a significant portion of our business through a network of independent affiliates and independent owner-operators. Independent affiliates are companies which enter into various term contracts with the Company. Independent affiliates are responsible for paying for their own power equipment (including debt service), fuel and other operating costs. Most of the independent affiliates lease trailers from us. Independent owner-operators are independent contractors who, through a contract with us, supply one or more tractors and drivers for our use. Contracts with independent owner-operators may be terminated by either party on short notice. We charge independent affiliates and third parties for the use of tractors and trailers as necessary. In exchange for the services rendered, independent affiliates and independent owner-operators are normally paid a percentage of the revenues collected on each load hauled.

Our accompanying unaudited consolidated financial statements have been prepared in accordance with the instructions to Form 10-Q and Article 10 of Regulation S-X and do not include all of the information and notes required by accounting principles generally accepted in the United States ( GAAP ) for complete financial statements. In the opinion of management, all adjustments (consisting of normal recurring adjustments and accruals) considered necessary for a fair statement of consolidated financial position, results of operations and cash flows have been included. The year ended December 31, 2010 consolidated balance sheet data was derived from our audited financial statements, but does not include all the disclosures required by GAAP. For further information, refer to our Annual Report on Form 10-K for the year ended December 31, 2010, including the consolidated financial statements and accompanying notes.

Operating results for the three and six months ended June 30, 2011 are not necessarily indicative of the results that may be expected for any future period.

***Reclassification***

Certain prior period amounts have been reclassified amongst operating expense line items to conform to the current year presentation.

***New Accounting Pronouncements***

In December 2010, the Financial Accounting Standards Board ( FASB ) issued amended guidance to clarify the acquisition date that should be used for reporting pro forma financial information for business combinations. If comparative financial statements are presented, the pro forma revenue and earnings of the combined entity for the comparable prior reporting period should be reported as though the acquisition date had been completed as of the beginning of the comparable prior annual reporting period. The amendments in this guidance are effective prospectively for business combinations for which the acquisition date is on or after January 1, 2011. Adoption of this amended guidance did not have an impact on the Company s consolidated financial results.



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In December 2010, the FASB also issued amendments to the guidance on goodwill impairment testing. The amendments modify Step 1 of the goodwill impairment test for reporting units with zero or negative carrying amounts. For those reporting units, an entity is required to perform Step 2 of the goodwill impairment test if it is more likely than not that a goodwill impairment exists. In making that determination, an entity should consider whether there are any adverse qualitative factors indicating that an impairment may exist. These amendments are effective for fiscal years and interim periods beginning January 1, 2011 and the adoption of these amendments did not have an impact on the Company's financial position, results of operations or cash flows.

In June 2011, the FASB updated its guidance on comprehensive income. This accounting update eliminates the option to present the components of other comprehensive income as part of the statement of shareholders' equity. Instead, the Company must report comprehensive income in either a single continuous statement of comprehensive income which contains two sections, net income and other comprehensive income, or in two separate but consecutive statements. This amendment will be effective for public companies during the interim and annual periods beginning after December 15, 2011 with early adoption permitted. Adoption of this amended guidance is not expected to have a material impact on the Company's consolidated financial statements.

### ***Acquisition and Dispositions***

During 2010 and the first six months of 2011, we did not complete any acquisitions or dispositions of businesses or independent affiliates.

### **2. Variable Interest Entities**

At June 30, 2011, we hold a variable interest in one variable interest entity (VIE), for which we are not the primary beneficiary. We have concluded, based on our qualitative consideration of our contract with this VIE, the operating structure of the VIE and our role with the VIE, that we do not have the power to direct the activities that most significantly impact their economic performance. Therefore, we are not required to consolidate the operations of this VIE.

The VIE is an independent affiliate that is directly engaged in the dry bulk business through the management of three trucking terminals in the North East region of the U.S. As such, this business is highly seasonal. We are involved with the VIE as a non-controlling interest. Our maximum exposure to loss as a result of our involvement with this unconsolidated VIE, is limited to our recorded loans receivable which aggregated approximately \$2.7 million at June 30, 2011. These loans are secured by a second priority lien on the VIE's assets and a limited personal guarantee from the owner of the VIE.

Severe winter weather created cash flow constraints for this VIE in the first quarter of 2011. While the VIE's business and cash flow improved in the second quarter, as expected, we remain reliant on collateral for payment of our loans and there are uncertainties involved with ultimate collection. During the first quarter, we recorded a \$0.5 million reserve against our \$2.7 million of loans receivable.

### **3. Fair Value of Financial Instruments**

The three-level valuation hierarchy for fair value measurements is based upon observable and unobservable inputs. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect our market assumptions. These two types of inputs create the following fair value hierarchy:

Level 1 Quoted prices for identical instruments in active markets;

Level 2 Quoted prices for similar instruments in active markets; quoted prices for identical or similar instruments in markets that are not active; and model-derived valuations whose significant inputs are observable; and

Level 3 Instruments whose significant inputs are unobservable.

Following is a description of the valuation methodologies we used for instruments measured at fair value, as well as the general classification of such instruments pursuant to the valuation hierarchy.

### ***Fair Value Measurements on a Nonrecurring Basis***

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The fair values of our long-term indebtedness were based on level 2 quoted market prices. As of June 30, 2011, the carrying values and fair values are as follows (in thousands):

|  | <b>Carrying<br/>Value</b> | <b>Fair<br/>Value</b> |
|--|---------------------------|-----------------------|
| 11.75% Senior Subordinated PIK Notes due 2013        | \$ 5,792                  | \$ 5,792              |
| 9.875% Second-Priority Senior Secured Notes due 2018 | 225,000                   | 229,500               |
|  | <b>\$ 230,792</b>         | <b>\$ 235,292</b>     |

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Our asset-based loan facility (the ABL Facility ) is variable rate debt and approximates fair value.

The carrying amounts reported in the accompanying balance sheets for cash and cash equivalents, accounts receivable and accounts payable approximate fair value because of the immediate or short-term maturities of these financial instruments.



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Under the FASB guidance, goodwill and intangible assets are subject to an annual impairment test as well as impairment assessments of certain triggering events. We evaluate goodwill for impairment by determining the fair value based on criteria in the FASB guidance for each reporting unit, our logistics segment and our intermodal segment. These reporting units contain goodwill and other identifiable intangible assets as a result of previous business acquisitions. Our annual impairment test is performed during the second quarter with a measurement date of June 30<sup>th</sup>. The methodology applied in the analysis performed at June 30, 2011 was consistent with the methodology applied in prior years, but was based on updated assumptions, as appropriate. As a result of our analysis, we concluded no impairment had occurred as of June 30, 2011. We continued to evaluate indicators of impairment quarterly following our annual goodwill impairment test at June 30, 2010. There were no indications that a triggering event had occurred leading up to our analysis at June 30, 2011. As of June 30, 2011, we had total goodwill of \$27.0 million, all of which related to our intermodal segment.

Under the FASB guidance, the process of evaluating the potential impairment of goodwill involves a two-step process and requires significant judgment at many points during the analysis. In the first step, we determine whether there is an indication of impairment by comparing the fair value of a reporting unit to its carrying amount, including goodwill. If, based on the first step, we determine that there is an indication of goodwill impairment, we assess the impairment in step two in accordance with the FASB guidance.

In the first step, we determine the fair value for each reporting unit using a combination of two valuation approaches: the market approach and the income approach. The market approach uses a guideline company methodology which is based upon a comparison of us to similar publicly-traded companies within our industry. We derive a market value of invested capital or business enterprise value for each comparable company by multiplying the price per share of common stock of the publicly traded companies by their total common shares outstanding and adding each company's current level of debt. We calculate a business enterprise multiple based on revenue and earnings from each company, then apply those multiples to each reporting unit's revenue and earnings to conclude a reporting unit business enterprise value. Assumptions regarding the selection of comparable companies are made based on, among other factors, capital structure, operating environment and industry. As the comparable companies were typically larger and more diversified than our reporting units, multiples were adjusted prior to application to our reporting units' revenues and earnings to reflect differences in margins, long-term growth prospects and market capitalization.

The income approach uses a discounted debt-free cash flow analysis to measure fair value by estimating the present value of future economic benefits. To perform the discounted debt-free cash flow analysis, we develop a pro forma analysis of each reporting unit to estimate future available debt-free cash flow and discount estimated debt-free cash flow by an estimated industry weighted average cost of capital based on the same comparable companies used in the market approach. Per the FASB guidance, the weighted average cost of capital is based on inputs (e.g., capital structure, risk, etc.) from a market participant's perspective and not necessarily from the reporting unit's or QDI's perspective. Future cash flow is projected based on assumptions for our economic growth, industry expansion, future operations and the discount rate, all of which require significant judgments by management.

**Intangible Assets**

Intangible assets at June 30, 2011 are as follows (in thousands):

|                        | Gross value | Accumulated amortization | Net book value | Average lives (in years) |
|------------------------|-------------|--------------------------|----------------|--------------------------|
| Tradename              | \$ 7,400    | \$                       | \$ 7,400       | Indefinite               |
| Customer relationships | 11,900      | (3,471)                  | 8,429          | 12                       |
| Non-compete agreements | 2,593       | (2,191)                  | 402            | 3 - 5                    |
|                        | \$ 21,893   | \$ (5,662)               | \$ 16,231      |                          |

Of our total intangibles of \$16.2 million at June 30, 2011, \$15.9 million was allocated to our intermodal segment and \$0.3 million was allocated to our logistics segment.



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Amortization expense for the six months ended June 30, 2011 and 2010 was \$0.7 million and \$0.8 million, respectively. Estimated future amortization expense for intangible assets is as follows (in thousands):

|                |        |
|----------------|--------|
| 2011 remaining | \$ 676 |
| 2012           | 1,205  |
| 2013           | 996    |
| 2014           | 991    |
| 2015 and after | 4,963  |

**5. Comprehensive Income**

Comprehensive income is as follows (in thousands):

|  | Three months ended<br>June 30, |          | Six months ended<br>June 30, |          |
|--|--------------------------------|----------|------------------------------|----------|
|  | 2011                           | 2010     | 2011                         | 2010     |
| Net income   | \$ 9,046                       | \$ 2,056 | \$ 11,768                    | \$ 2,854 |
| Other comprehensive income:                          |                                |          |                              |          |
| Amortization of prior service costs, net of tax      | 318                            | 324      | 636                          | 647      |
| Foreign currency translation adjustments, net of tax | 7                              | 48       | (43)                         | (4)      |
| Comprehensive income                                 | \$ 9,371                       | \$ 2,428 | \$ 12,361                    | \$ 3,497 |

**6. Income Per Share**

A reconciliation of the numerators and denominators of the basic and diluted income per share computations is as follows (in thousands, except per share amounts):

|   | June 30, 2011                |                         | Three months ended<br>June 30, 2011 |                              | June 30, 2010           |                     |
|---|------------------------------|-------------------------|-------------------------------------|------------------------------|-------------------------|---------------------|
|   | Net<br>income<br>(numerator) | Shares<br>(denominator) | Per-share<br>amount                 | Net<br>income<br>(numerator) | Shares<br>(denominator) | Per-share<br>amount |
| <b>Basic income available to common shareholders:</b>   |                              |                         |                                     |                              |                         |                     |
| Net income  | \$ 9,046                     | 23,253                  | \$ 0.39                             | \$ 2,056                     | 20,256                  | \$ 0.10             |
| <b>Effect of dilutive securities:</b>                   |                              |                         |                                     |                              |                         |                     |
| Stock options   |                              | 666                     |                                     |                              | 280                     |                     |
| Unvested restricted stock                               |                              | 220                     |                                     |                              | 205                     |                     |
| Stock warrants  |                              | 442                     |                                     |                              | 1,007                   |                     |
| <b>Diluted income available to common shareholders:</b> |                              |                         |                                     |                              |                         |                     |
| Net income  | \$ 9,046                     | 24,581                  | \$ 0.37                             | \$ 2,056                     | 21,748                  | \$ 0.09             |

|   | June 30, 2011                |                         | Six months ended<br>June 30, 2011 |                              | June 30, 2010           |                     |
|---|------------------------------|-------------------------|-----------------------------------|------------------------------|-------------------------|---------------------|
|   | Net<br>income<br>(numerator) | Shares<br>(denominator) | Per-share<br>amount               | Net<br>income<br>(numerator) | Shares<br>(denominator) | Per-share<br>amount |
| <b>Basic income available to common shareholders:</b> |                              |                         |                                   |                              |                         |                     |

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|                                       |           |        |         |          |        |         |
|---------------------------------------|-----------|--------|---------|----------|--------|---------|
| Net income                            | \$ 11,768 | 22,723 | \$ 0.52 | \$ 2,854 | 19,880 | \$ 0.14 |
| <b>Effect of dilutive securities:</b> |           |        |         |          |        |         |
| Stock options                         |           | 636    |         |          | 168    |         |
| Unvested restricted stock             |           | 223    |         |          | 161    |         |
| Stock warrants                        |           | 442    |         |          | 1,376  |         |

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|   | June 30, 2011                |                         | Three months ended  |                              | June 30, 2010           |                     |
|---|------------------------------|-------------------------|---------------------|------------------------------|-------------------------|---------------------|
|   | Net<br>income<br>(numerator) | Shares<br>(denominator) | Per-share<br>amount | Net<br>income<br>(numerator) | Shares<br>(denominator) | Per-share<br>amount |
| <b>Diluted income available to common shareholders:</b> |                              |                         |                     |                              |                         |                     |
| Net income  | \$ 11,768                    | 24,024                  | \$ 0.49             | \$ 2,854                     | 21,585                  | \$ 0.13             |

The following securities were not included in the calculation of diluted earnings per share because such inclusion would be anti-dilutive (in thousands):

|                           | Three months ended |       | Six months ended |       |
|---------------------------|--------------------|-------|------------------|-------|
|                           | June 30,           |       | June 30,         |       |
|                           | 2011               | 2010  | 2011             | 2010  |
| Stock options             | 1,580              | 1,921 | 1,610            | 2,033 |
| Unvested restricted stock | 248                | 419   | 246              | 463   |

**Table of Contents****7. Stock-Based Compensation**

We maintain performance incentive plans under which stock options, restricted shares, and stock units may be granted to employees, non-employee directors, consultants and advisors. As of June 30, 2011, we had two active stock-based compensation plans.

We recognize expense for stock-based compensation based upon estimated grant date fair value. We apply the Black-Scholes valuation model in determining the fair value of share-based payments to employees. The resulting compensation expense is recognized over the requisite service period, which is generally the awards' vesting term. Compensation expense is recognized only for those awards expected to vest, with forfeitures estimated based on our historical experience and future expectations. All stock-based compensation expense is classified within Compensation in the Consolidated Statements of Operations. None of the stock-based compensation was capitalized during the first six months of 2011.

The fair value of options granted during the first six months of 2011 and 2010 were based upon the Black-Scholes option-pricing model. The expected term of the options represents the estimated period of time until exercise giving consideration to the contractual terms, vesting schedules and expectations of future employee behavior. For 2011, expected stock price volatility is based on the historical volatility of our common stock. The risk-free interest rate is based on the U.S. Treasury yield curve in effect at the time of grant with an equivalent remaining term. The Company has not paid dividends in the past and does not currently plan to pay any dividends in the foreseeable future. The Black-Scholes model was used with the following weighted average assumptions:

|                   | 2011    | 2010    |
|-------------------|---------|---------|
| Risk free rate    | 2.0%    | 2.5%    |
| Expected life     | 5 years | 5 years |
| Volatility        | 78.0%   | 77.5%   |
| Expected dividend | nil     | nil     |

The following options and restricted shares were issued during the three months ended:

|            | 2011           |                          | 2010           |                          |
|------------|----------------|--------------------------|----------------|--------------------------|
|            | Options Issued | Restricted Shares Issued | Options Issued | Restricted Shares Issued |
| March 31st | 222,500        | 83,189                   |                | 68,621                   |
| June 30th  |                |                          | 85,000         |                          |

The following table summarizes stock-based compensation expense (in thousands):

|                  | Three months ended<br>June 30, |        | Six months ended<br>June 30, |        |
|------------------|--------------------------------|--------|------------------------------|--------|
|                  | 2011                           | 2010   | 2011                         | 2010   |
| Stock options    | \$ 458                         | \$ 339 | \$ 896                       | \$ 614 |
| Restricted stock | 276                            | 249    | 562                          | 463    |