



ABF U - P A C K M O V I N G ®

MOVING TRENDS REPORT

I S S U E D M A R C H 2 0 0 8



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Introduction

ABF U-Pack Moving® specializes in out-of-state, do-it-yourself moving. The U-Pack® expertise in long-distance self-moving offers insights into a specific segment of the moving industry. General moving statistics in this report are from the most recent Census Mobility Study¹. The internal statistics contained in this report, unless otherwise attributed, are for U-Pack customers only. As a leader in the moving industry, the ABF U-Pack Moving customer trends offer valuable insights into national long distance moving trends.

This report cites significant findings for states and cities in various categories. Information is gathered for all geographic areas serviced by ABF U-Pack Moving. City and region specific information for all service areas is available to the media. Submit requests to publicrelations@upack.com.

ABF U-Pack Moving - Experts in Long Distance, Do-it-Yourself Moving

A decade ago, relocating cross-country on a budget generally meant packing one's belongings in a rental truck or personal vehicle. Then there was the long and sometimes arduous drive several hundred miles in a cumbersome vehicle. Now several companies offer "you pack - we drive" services. These services are sometimes offered in conjunction with mobile container units and storage capabilities. ABF U-Pack Moving, one of the originators, is a leader in this segment of the industry. Most moving trend observations focus on local moving or all moving in general. The purpose of this report is to focus on U-Pack's area of expertise - long distance moving.

2007 Trends Overview

In 2007 ABF U-Pack Moving customers increasingly used the Internet to obtain moving quotes. There were more requests for quotes in Spanish. June and August continued to be the most popular months to move.

Southern (both Southwestern and Southeastern) states were the most popular moving destinations. Texas was the most popular destination state. North Carolina continued to increase in popularity. More people left Northern states, especial along the East Coast and in the so- called "Rust Belt". New Orleans and other Gulf state areas hit by Hurricane Katrina demonstrated signs of a comeback. Atlanta and Phoenix were the most popular metropolitan destinations.



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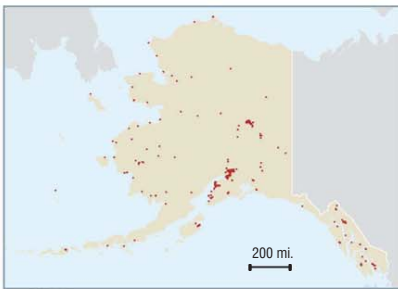
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General Statistics on Moving

How Many People Relocate:

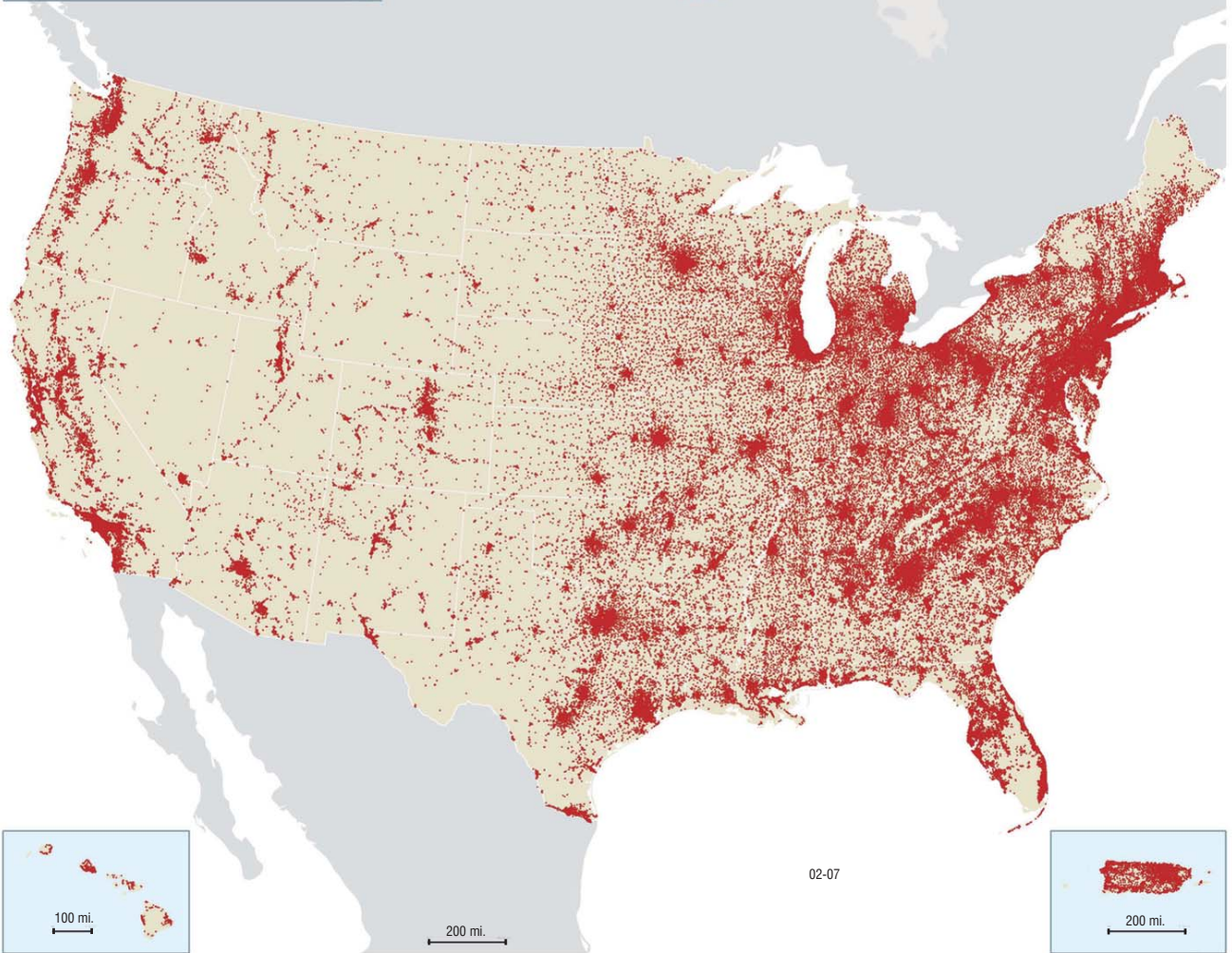
According to the most recent census information² on mobility, more than 39 million Americans, or about 14% of the total population, changed addresses within the last year. Of those, 14% moved out-of-state. These statistics remained relatively unchanged from the previous year.

In general, renters are four times more likely to move than homeowners. The average American will relocate eleven times in the course of their lifetime (³ Map reference).



Population Distribution, 2000

 (One dot represents 1,000 people)



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Historical Population Balance

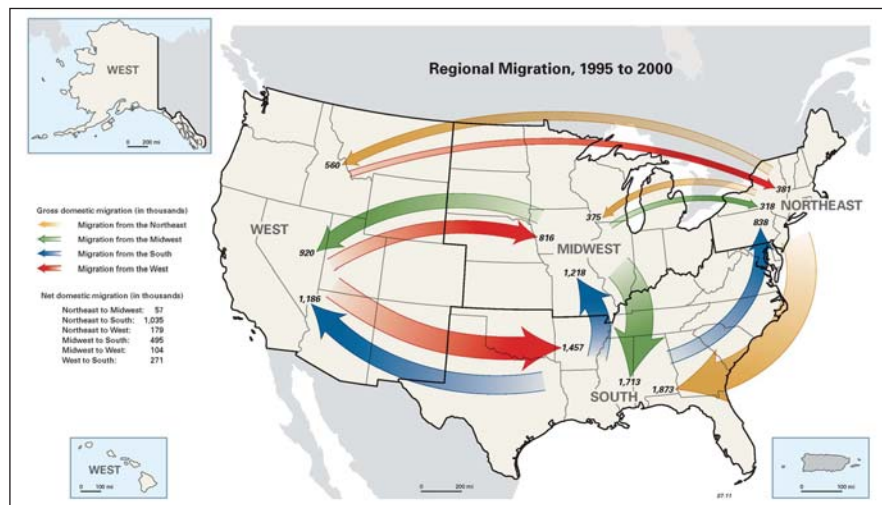
The Census Bureau has tracked the “Center of Population” convergence mark since 1790. This is the point in the U.S. where the population is considered proportionately balanced on either side. The center mark has moved progressively westward, along with expansion, since 1790. It remained in Indiana from 1890 until 1940. In 2000, the median point was determined to be in Phelps County Missouri, three miles east of Edgar Springs.



Long Distance Moving in the United States

Long Distance Moving and Age:

The likelihood of relocation generally decreases with age. According to the census, the most likely segment of the population to move is made up of young adults aged 20-24. For long-distance moves, there is an additional, more mature group aged 35-44. These two groups are the most likely to move 500 miles or more.





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Long Distance Moving Reasons:

According to the Census Mobility statistics, most people move primarily for housing related issues. These include establishment of a household, home ownership or to obtain a more suitable home. However, the primary reasons for moving longer distances change with age. As people age, they are less likely to make a long distance move for housing reasons. After the age of 29, the primary reason for making a long distance move is for job or family-related reasons rather than housing.

Age	Primary Reason for Moving Longer Distances
20-24	Establishment of a household
25-29	Home ownership
30-65	Obtaining a new job or job transfer
65+	Family reasons

Long Distance Moving and Education:

Higher education increases the likelihood of a long distance move. According to Census Mobility statistics, those with a high school education are less likely to move 500 miles or more than those with at least some college education.

Long Distance Moving and Income:

Lower income families and individuals are most likely to move, according to the 2006 Census. This applies to long distance moves as well. As income increases, the likelihood of out-of-state relocation decreases. Households with annual incomes of \$75,000 or more annually are the least likely to move out of state.

Long Distance Moving with Children:

Young parents (age 25-34) with school age children (6-17) are less likely to make a long distance move than older parents (age 35-44) with school age children (6-17). This may reflect the ages of the children rather than that of the parents. It could also be related to the career or income level of the older parents.



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2007 Trends Observed in ABF U-Pack Moving Customers

Spanish Language Increases

The requests for Spanish language quotes and requests for assistance from Spanish speaking Moving Coordinators at U-Pack increased 11.5% in 2007 from the previous year. The census bureau indicates that in 2006, Hispanics had the highest moving rate of any ethnic group at 18%.

According to the Census Bureau's American Community Survey, 8 million more people spoke a foreign language at home in 2006 than in the last survey. As of 2006, at least 19.7 percent of the U.S. population or roughly one in five over the age of five speaks a language other than English in the home. About one in ten California households are linguistically isolated, which means everyone 14 or older has difficulty speaking English. The study looked at 25 of the largest cities and found that the most predominant language other than English spoken in U.S. homes was Spanish.

Increasing Internet Usage:

In 2007, Internet quotes grew at a much faster pace than quote requests by phone. The U.S. census indicates a 69% increase in consumer related Internet usage from 2000 to 2004. The bureau projects a similar increase between 2005 and 2009.

Decrease in Distance of Move:

The average distance of a U-Pack move decreased 7.8% in 2007. The average moving distance for a U-Pack move in 2007 was 1327 miles.

In 2007 the most mileage covered in a single U-Pack move was 5,573 miles from Hawaii to Maine.

Most Popular Months to Move:

The two most popular months for U-Pack customers to move were June and August once again. This exactly matches the most popular months for moving indicated in census surveys. February, March and December were the least popular months according to the Census. U-Pack customers vary only slightly with January and February being the least popular months to move. In 2007, October increased in popularity for moving. This may be due to the regions of the country which are most popular for relocating. Western states such as Arizona are much hotter in summer than in fall. U-Pack customers tend to follow an annual geographic mobility pattern based on climate. As the American population concentrations shift, so could the most popular moving months.



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Geographic Statistics for ABF U-Pack Moving Customers

High Outbound Ratio States:

If 70% or more of a state's moves are outbound, the state is considered a higher outbound state. Only two states in 2007 had such outbound rates. These were Rhode Island (72%) and New Jersey (71%).

States With 65% or More Outbound U-Pack Moves in 2007

Rhode Island	72%
New Jersey	71%
Connecticut	69%
California	68%
New York	66%
Nevada	66%

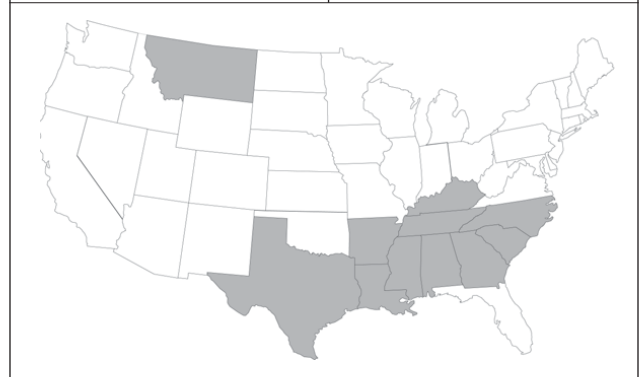


High Inbound Ratio States:

States with 70% or more of the total U-Pack moves being inbound are considered higher inbound states. In 2007 the Carolinas had the highest percentage of inbound moves at 74% each. Many states in the Southern half of the country had 65% or greater inbound moves.

States With 65% or More Inbound U-Pack Moves in 2007

South Carolina	74%
North Carolina	74%
Tennessee	72%
Kentucky	70%
Louisiana	68%
Alabama	67%
Montana	67%
Arkansas	67%
Georgia	67%
Mississippi	66%
Texas	65%





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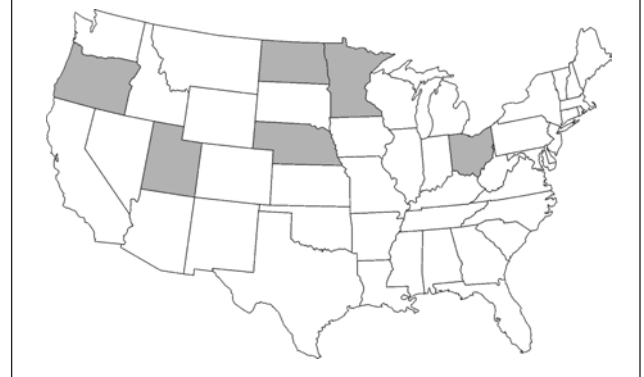
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Geographic Statistics for ABF U-Pack Moving Customers, cont.

Balanced Ratio States:

States having nearly equal inbound and outbound percentages of U-Pack moves are considered "balanced." In 2007, these included:

State	Inbound/Outbound
Minnesota	50/50
North Dakota	50/50
Ohio	50/50
Nebraska	49/51
Oregon	51/49



States with Most Inbound Moves:

The states with the most inbound U-Pack moves by number of moves in 2007 were mostly in the Southeast and Southwest regions of the U.S. Texas had the most U-Pack moves of any state. This is consistent with the predictions of the census bureau. Four states that appear on the list that are not on the high outbound list include North Carolina, Georgia, Tennessee and Illinois.

Top 10 Inbound States in 2007	
Texas	Colorado
California	Arizona
North Carolina	Tennessee
Florida	Washington
Georgia	Illinois





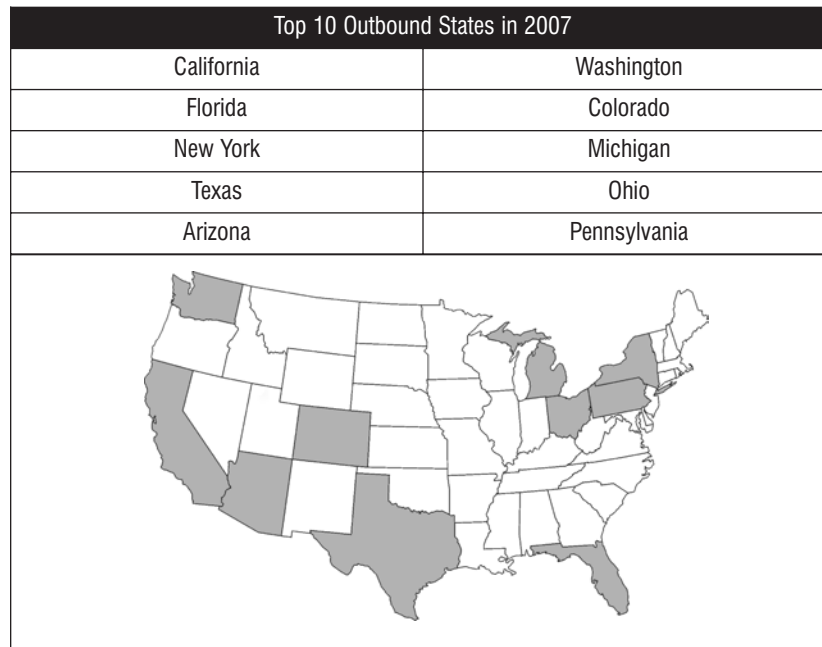
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The Census Bureau has predicted that Florida, California and Texas will account for nearly one half (46 percent) of total U.S. population growth from 2000-2030. The bureau predicted that by 2011 Florida will edge out New York as the third most populous state and that California and Texas will continue to rank first and second. The bureau has also predicted that Arizona's population will grow by more than 5.6 million people and that North Carolina will gain 4.2 million residents to round out the top five numerical gainers.

States with Most Outbound Moves:

California had the most outbound U-Pack moves of any state in 2007. Of the top ten states on the list, only four show up on the high outbound list only. All are in the North. These include New York, Michigan, Ohio and Pennsylvania.



City Ratios:

When considering inbound/outbound ratios on the city level, U-Pack has the ability to review all of our nearly 300 terminals across the U.S. for movement within the terminal area. The ratio of inbound to outbound moves offers interesting insights into cities regardless of population, geographic size or actual volume of moves. For this statistic only cities with an average number of moves were included to eliminate anomalies.



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High Outbound Ratio Cities:

Cities with 70% or greater outbound U-Pack moves are considered high outbound ratio cities. This would indicate a high percentage of outbound moves from the city and surrounding area. In 2007, there were 16 cities which made this list.

City	Percentage	City	Percentage
Miami, FL	78%	Flint, MI	71%
San Bernardino, CA	76%	Stockton, CA	71%
Anaheim, CA	74%	Providence, RI	71%
Fresno, CA	74%	Paterson, NJ	71%
Long Beach, CA	73%	Ventura, CA	70%
Stratford, CT	72%		

High Inbound Ratio Cities:

More than twenty cities had 70% or greater inbound moves in 2007.

Cookeville, Tennessee and Tupelo, Mississippi are considered “micropolitan” areas as defined by the U.S. Census Bureau. That is a core city with a population of 10,000 to 49,999 which supports a surrounding population. These areas are significantly removed from larger cities, sometimes by 100 miles or more. They sustain subdivisions and suburban cultures similar to larger metropolitan areas and are significant centers of population and production. These areas are much larger and more prominent than the core city population would indicate.

Anderson, South Carolina is part of a Combined Statistical Area with a population of over 1.1 million. This CSA also includes the cities of Greenville and Spartanburg.

City	Percentage	City	Percentage
Cookeville, TN	87%	Asheville, NC	72%
Bowling Green, KY	81%	Sherman, TX	72%
Anderson, SC	80%	Winston-Salem, NC	72%
Charlotte, NC	80%	Lexington, KY	71%
New Orleans, LA	76%	Nashville, TN	71%
Decatur, AL	74%	Tupelo, MS	71%
Austin, TX	73%	Raleigh, NC	71%
Springfield, MO	73%	Fort Smith, AR	71%
Knoxville, TN	73%	Louisville, KY	70%
Fort Worth, TX	73%		



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Volume of Moves:

The following two lists are for total number of moves. Often a city with a large population and significant moving activity will appear on both lists. It is potentially significant if a city appears on only one of the lists or drops off of a list after a couple of years. This would indicate increased activity in only one direction rather than in general. This could indicate a trend.

Top 10 Outbound Move Cities	
Phoenix, AZ	San Diego, CA
Baltimore/Washington, DC	Oakland, CA
San Bernardino, CA	Denver, CO
Miami, FL	Las Vegas, NV
Portland, OR	Orlando, FL

It is notable that three California cities appear on the high outbound list while none are on the inbound list. There are two Florida cities which appear on the outbound list only.

Top 10 Inbound Move Cities	
Atlanta, GA	Raleigh, NC
Phoenix, AZ	Houston, TX
Charlotte, NC	Dallas, TX
Denver, CO	Salt Lake City, UT
Portland, OR	Baltimore, MD/Washington, DC

Notable changes include Orlando's fall from the top five destination cities in 2005 to tenth in 2006 and thirteenth for 2007. In fact there are no Florida cities on the inbound list. Charlotte emerged in the top five in 2006 and is third for 2007. Tampa was in the top ten last year and has moved to thirteenth place this year. Raleigh made the list for the first time. Texas cities only appear on the top inbound list. It joins North Carolina as one of the only states to have multiple cities in this year's top ten.



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Census Statistics:

For comparison, here are the Census Bureau's most recent statistics on growth for metro areas in the U.S.

Ten U.S. Metro Areas With Highest Numerical Growth: April 1, 2000 - July 1, 2006	
Atlanta - Sandy Springs - Marietta, GA	890,211
Dallas - Fort Worth - Arlington, TX	842,449
Houston - Sugar Land - Baytown, TX	824,547
Phoenix - Mesa - Scottsdale, AZ	787,306
Riverside - San Bernardino - Ontario, CA	771,314
Los Angeles - Long Beach - Santa Ana, CA	584,510
New York - Northern New Jersey - Long Island, NY - NJ - PA	495,154
Washington - Arlington - Alexandria, DC - VA- MD - WV	494,220
Miami - Fort Lauderdale - Miami Beach, FL	455,869
Chicago - Naperville - Joliet, IL - IN - WI	407,133

Ten Fastest Growing U.S. Metro Areas: April 1, 2000 - July 1, 2006	
St. George, UT	39.8%
Greeley, CO	31.0%
Cape Coral - Fort Myers, FL	29.6%
Bend, OR	29.3%
Las Vegas - Paradise, NV	29.2%
Provo - Orem, UT	25.9%
Naples - Marco Island, FL	25.2%
Raleigh - Cary, NC	24.8%
Gainesville, GA	24.4%
Phoenix - Mesa - Scottsdale, AZ	24.2%



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Anticipated Future Trends

There are several social factors that could influence the moving industry in the future.

The “Boomer” Effect

The first Boomers will enter retirement age soon. As this large segment of the population retires, they will enter a new phase of life which could significantly impact the moving industry. As boomers downsize, seek lower maintenance properties, move to retirement homes, opt for retirement communities or relocate to be near families - their sheer number will influence the industry. The Census does however indicate that people are working longer. Nationally, nearly one in four people (23.2%) between the ages of 65 and 74 remained in the labor force in 2006. This could potentially affect long-distance moving for older Americans in the future.

Decreasing Numbers of Traditional Families

According to the U.S. Census Bureau's American Community Survey, the percentage of married couples with children under 18 decreased from 23.5% in 2000 to 21.6% in 2006. If this trend continues it could potentially influence long distance moving trends by affecting home size. Also, younger families with school age children are less likely to make long distance moves than singles or couples.

Home Ownership and Real Estate

According to the census, home ownership increased from 66.2% in 2000 to 68.9% by the fourth quarter of 2006. The most recently available statistics for 2007 indicate a drop to 67.8%. Renters are four times more likely to move than homeowners. However, the recent increase in defaults on home loans could affect the number of home owners by the 2011 census.

Shifts in Moving Seasonality:

As the population concentration shifts in the U.S. to more Southwestern and Southeastern regions of the country, the seasonality of moving could shift as well. Moving in summer months can be an extremely hot proposition in warmer Southern and Western states such as Arizona, Nevada and Texas. Moving from a Northern locale in the dead of winter isn't the best option either. Spring and fall could see increasing numbers of long distance moves if the U.S. mobility patterns continue to follow census predictions and current patterns.

For more information on U-Pack Moving visit upack.com or contact publicrelations@upack.com.



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Forward-Looking Statements

The following is a “safe harbor” statement under the Private Securities Litigation Reform Act of 1995: Statements contained in this press release that are not based on historical facts are “forward-looking statements.” Terms such as “anticipate,” “believe,” “estimate,” “expect,” “forecast,” “intend,” “plan,” “predict,” “prospects,” “scheduled,” “should,” “would,” and similar expressions and the negatives of such terms are intended to identify forward-looking statements. Such statements are by their nature subject to uncertainties and risk, including, but not limited to, union relations; availability and cost of capital; shifts in market demand; weather conditions; the performance and needs of industries served by ABF; actual future costs of operating expenses such as fuel and related taxes; self-insurance claims; union and nonunion employee wages and benefits; actual costs of continuing investments in technology; the timing and amount of capital expenditures; competitive initiatives and pricing pressures; general economic conditions; and other financial, operational and legal risks and uncertainties detailed from time to time in Arkansas Best’s Securities and Exchange Commission (“SEC”) public filings.

Footnotes:

¹ Census Mobility Report www.census.gov

² Census News Release www.census.gov/Press-Release/www/releases/archives/population/mobility_of_the_population

³ All general mobility maps are taken from the U.S. Census.



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