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SAIA[®]
Saia, Inc.



Saia, Inc. (NASDAQ: SAIA) is a less-than-truckload provider of regional, inter-regional and guaranteed services covering 34 states with 148 terminals. Saia is home to the industry-leading Xtreme Guarantee product, which guarantees total customer satisfaction from pick-up through invoicing. Headquartered in Duluth, Georgia, Saia offers complete North American coverage through partner agreements. For more information on Saia, Inc., visit www.saia.com.

2006 Revenue:	\$875 million
Employees:	8,200
States Served:	34
Terminals:	148
1 & 2 Day Delivery:	86% of Shipments

Saia's Complete LTL Coverage Area



FINANCIAL HIGHLIGHTS

(Amounts in thousands, except ratios, per share data, miles and revenue per hundredweight)

STATEMENT OF OPERATIONS (from continuing operations)

	2006	2005	2004
Operating revenue	\$874,738	\$754,038	\$645,374
Operating income (1)	49,994	50,436	30,342
Income	25,873	25,158	13,222
Earnings per share	1.74	1.67	.86

FINANCIAL DATA

	2006	2005	2004
Cash and cash equivalents	10,669	16,865	7,499
Total debt	109,984	114,913	122,810
Total shareholders' equity	203,155	228,392	212,542
Net cash provided by operating activities	76,137	83,903	55,239
Net debt/total capital (2)	33%	30%	35%

OPERATING DATA

	2006	2005	2004
Operating ratio (3)	93.8%	94.2%	95.0%
LTL tonnage	3,460	3,144	2,952
Shipments	6,272	5,727	5,460
Average length of haul	618	597	576
Revenue per LTL hundredweight (excluding fuel surcharge)	10.26	9.94	9.64

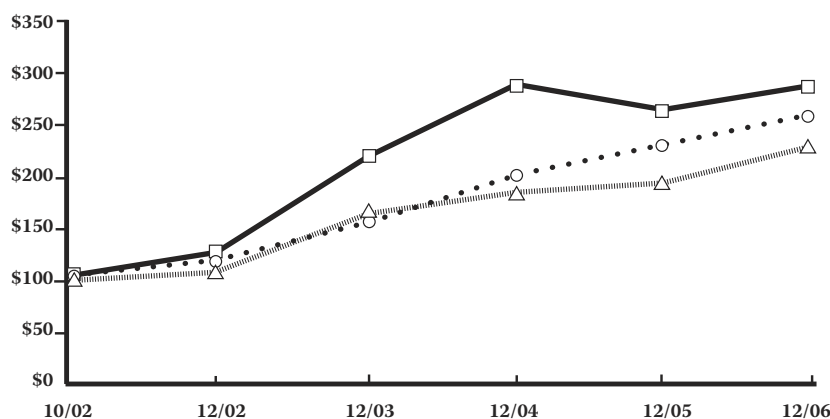
(1) Operating income in 2006 includes \$4.1 million restructuring and integration charges. Operating income in 2005 includes a \$7.0 million real estate gain; operating expenses in 2004 include integration charges of \$2.1 million relating to the integration of Clark Bros. Transfer, Inc.

(2) The net debt to total capital ratio is the calculation of total debt less cash equivalents divided by total shareholders' equity plus total debt minus total cash and cash equivalents. Due to the Company's significant cash balance, management believes net debt is a more meaningful measure of leverage to its investors than total debt.

(3) The operating ratio is the calculation of operating expenses divided by operating revenue. The operating ratio for 2006 excludes the \$4.1 million restructuring and integration charges; the operating ratio for 2005 excludes the \$7.0 million real estate gain; the operating ratio for 2004 excludes the \$2.1 million integration charges.

COMPARISON OF 50 MONTH CUMULATIVE TOTAL RETURN

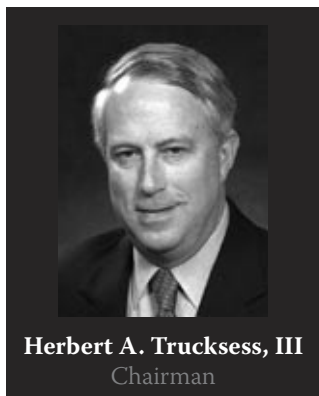
Among Saia, Inc.,
The Russell 2000 Index
and The NASDAQ
Transportation Index



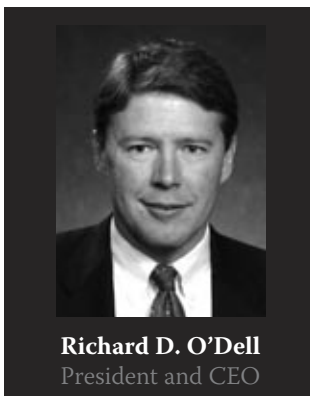
— Saia, Inc. ■■■■■ Russell 2000 ●●●● NASDAQ Transportation

* \$100 invested on 10/1/02 in stock or on 9/30/02 in Index-Including reinvestment of dividends.
Fiscal year ending December 31

	10/02	12/02	12/03	12/04	12/05	12/06
Saia, Inc.	100.00	122.19	216.77	288.16	262.02	286.19
Russell 2000	100.00	106.16	156.32	184.97	193.40	228.92
NASDAQ Trans.	100.00	114.88	153.87	200.96	228.66	256.79



Herbert A. Trucksess, III
Chairman



Richard D. O'Dell
President and CEO

DEAR FELLOW SHAREHOLDER:

We are pleased to report exciting details of an eventful 2006 and to share our vision for a promising 2007.

We are pleased to report on an exciting, eventful 2006 during which Saia advanced its strategic repositioning for the future. Saia is now guided by a single-segment clarity focused on continuing Saia's impressive track record of geographic expansion and consistently improving profitability. We believe Saia is positioned for continued growth and increased shareholder value.

Every business decision we make is focused on our constituents —our customers, employees, and shareholders. We started out the year as SCS Transportation, Inc. comprised of Saia Motor Freight and Jevic Transportation. Following a strategic evaluation of what was best for our Company over the long term, we sold Jevic. We have now branded the public company as Saia, Inc., trading under the symbol SAIA on NASDAQ and have consolidated our Kansas City holding company office into our headquarters in Duluth, Georgia. This strategic repositioning provided \$52 million in divestiture proceeds that are being invested in Saia. We initiated a new stock buy-back program and additionally there should be an estimated \$2 million per year in savings in holding company costs. In November, we completed the acquisition of The Connection Company which enables us to directly serve key upper Midwest states and takes us one step closer to meeting our coverage objectives.

We remain committed to profitably growing our business by delivering top quality service and operational efficiency thereby offering enhanced value to our shareholders.

CUSTOMER SERVICE INDICATORS® FOCUS ON CUSTOMER NEEDS

Through primary and secondary surveys, focus groups and one-on-one discussions, we focus on customer needs and

expectations. Based on customer feedback in 2001, Saia introduced the industry leading Customer Service Indicators® (CSIs). CSIs continue to be a foundation for measuring our performance based on the six most important criteria as defined by our customers. The continued emphasis on CSIs has made us a better company by lowering defects, improving processes and focusing our training and employees on what shippers look for when assessing a carrier.

In 2005, we took it one step further by linking our CSIs to a guarantee based on the total customer satisfaction experience, from pick-up through invoicing. We call this the Xtreme Guarantee and during 2006 customers responded to this industry leading program providing shareholders with growth in what we believe to be a higher profit segment.

DELIVERING TOP QUALITY SERVICE

Saia customers define our value proposition. Positive growth validates our service quality. We've enjoyed external validation in terms of customer awards including:

- Logistics Management's "2006 Quest for Quality Award" ranking Saia in first place for "Value".
- Transportation Provider of the Year Award by Borders Group, Inc.
- Lowe's Platinum Team Award and LTL Outstanding Program Development Award.
- Wireless Technology Innovation winner for "Business Evolution Through Mobilizing Field Workers" in Mobile & Wireless World's "Best Practices in Mobile & Wireless" Award Program.

GROWING OUR FOOTPRINT

We expect to expand through a combination of acquisitions and organic growth. In the 4th quarter of 2006 we acquired The Connection Company. With the integration of The Connection completed on February 12, 2007, four key Midwest states and 19 terminals were added to our direct service area.

Additionally, on February 1, 2007 we purchased Madison Freight System which is a five terminal carrier covering 100% of the state of Wisconsin and parts of Illinois and Minnesota. This acquisition will be integrated into Saia within 60 days of purchase to quickly allow Saia customers access to the expanded network.

Saia has a strong history of growth through acquisition with successful integrations in 2004 of Clark Bros. Transfer and in 2001 with WestEx and Action Express.

PROFITABLY GROWING OUR BUSINESS

In 2006, we generated growth and margin improvement and completed our 5th consecutive year of operating income improvement. This success was based on:

- 16% revenue growth.
- An operating ratio of 93.8, excluding restructuring and integration charges.
- Excluding The Connection, LTL tonnage was up 9% and LTL yield was up 6%.

SAFETY

Our commitment to safety initiatives helped us to achieve a solid performance in 2006. The foundation of our safety program is the Smith System, the premier safety training process for our industry.

On the road, new Eaton VORAD systems in our tractors offer radar-controlled safety information and performance score-cards, continuously monitoring and reporting on appropriate collision avoidance driving techniques. We believe these investments reinforce defensive driving habits and increase the feeling of responsibility in our drivers thereby reducing the number and severity of accidents.

OPERATIONAL AND COST INITIATIVES

Process improvement initiatives also include productivity programs, investments in training and ongoing technological advancements. Saia seeks continued improvement in cost

efficiencies through industrial engineering and effective process control. Some of the other programs that helped us advance our goals:

- Continued investment in training of our sales force, managers and drivers. In 2006, our employees participated in more than 8,800 hours of training.
- Increased use of wireless technology at our terminals and docks to improve information exchange with customers and productivity.
- Continued enhancement of our linehaul network optimization process.
- Single-minded attention to maintaining and evolving our state-of-the-art website to stay a step ahead of customer needs.
- Focused on delivery before exceptions which helped us to improve our claims ratio.



THE FACE OF SAIA

Saia employees are the ones who touch our customers every day. Everyone at Saia has an impact on customer satisfaction and we measure that through our CSI metrics. In fact, we begin each

quarterly employee meeting with a CSI performance review, so that each employee understands the correlation between their performance and customer satisfaction. Every Saia employee has a clear understanding of their individual role in our success.

POSITIONING FOR THE FUTURE

The strategic events in 2006 improved Saia's prospects for the future by focusing our business on the strength of our successful Saia brand. In 2007, we will continue our pursuit of profitable growth despite what may prove to be a slower economy. We will do this by capitalizing on our brand strength, seeking to prudently gain market share in existing geography while continuing to grow our geographic footprint, and advancing cost efficiency and safety initiatives. We believe it is an exciting time to be with Saia and be an investor in our company.

Sincerely,

Herbert A. Trucksess, III

Herbert A. Trucksess, III
Chairman

Richard D. O'Dell

Richard D. O'Dell
President and CEO

BOARD OF DIRECTORS

OFFICERS & MANAGEMENT TEAM

Herbert A. Trucksess, III
Chairman

Linda J. French (2)* (3)
Executive & Educator, retired

John J. Holland (1) (3)*
Chief Financial Officer
Alternative Energy Sources, Inc.

William F. Martin, Jr.
Transportation Executive, retired

Richard D. O'Dell
President & Chief Executive Officer

James A. Olson (1)*
Member of Plaza Belmont LLC

Bjorn E. Olsson (1) (2)
Executive, retired

Douglas W. Rockel (2) (3) (4)
Chairman, President & Chief Executive Officer
Roots, Inc.

Jeffrey C. Ward (1)
Vice President
A. T. Kearney, Inc.

- 1 - Audit Committee
- 2 - Compensation Committee
- 3 - Nominating & Governance Committee
- 4 - Lead Independent Director

*Denotes Committee Chair

Richard D. O'Dell
President & Chief Executive Officer

Anthony D. Albanese
Sr. Vice President Sales & Operations

Brian A. Balius
Vice President Operations West

Sally R. Buchholz
Vice President Marketing & Customer Service

Michael R. Burger
Vice President Maintenance & Properties

Patrick J. Coombs
Vice President Revenue Management

James A. Darby
Vice President Finance & Chief Financial Officer

Reuben J. Gegenheimer
Vice President Human Resources

Mark A. Hamblin
Vice President Sales West

David J. Letke
Vice President Operations East

Renée E. McKenzie
Treasurer

Larry H. Mohr
Vice President Sales Central

Raymond R. Ramu
Vice President Sales East

Mark H. Robinson
Vice President & Chief Information Officer

COMPANY OVERVIEW

Saia is a leading less-than-truckload (LTL) carrier offering regional and multi-regional service with direct coverage over a 34-state market.

Our Mission Statement was built around the company we truly are and the goals we strive for every day: Provide the best-in-class regional **service** defined by our Customer Service Indicators® with cost-effective **processes** in an **environment** that respects employees and recognizes excellence.

XtremePerformance

With over 80 years of experience and a network of 148 terminals, Saia offers an impressive package. Our rapid growth as a company is a direct result of our commitment to total customer satisfaction, a commitment that has become known as XtremePerformance.

We believe success means delivering what our customers value most, so we asked shippers what was most important to them. When we committed ourselves to their total satisfaction we made sure we could measure what success would look like. Our motto, “What gets measured gets managed,” drove us to create the first, industry-exclusive set of published metrics we call our Customer Service Indicators® (CSIs).

Our CSIs reflect much more than on-time delivery. They shape our performance on each shipment from start to finish. Success at Saia is defined by achieving our goals in:

- Pick-up Performance
- On-time Delivery
- Claims-free Service
- Claims under \$1,000 settled within 30 days
- Invoicing Accuracy
- Proof of Delivery Turnaround

Many successful companies might leave well enough alone. At Saia we continue to raise the bar with the industry’s first and only **Xtreme Guarantee**®, demanding 100% performance on each of our CSIs for each shipment, or the shipment is free. No other company comes close to this kind of service. As we at Saia continue to pursue success, everyone benefits—our customers, our employees, and our shareholders.

No one delivers like we do. Some call it Xtreme. We can live with that.



2006 GOODYEAR HIGHWAY HERO

Doug Crawford, a Saia employee earned the highly respected “Goodyear Highway Hero” award in 2006.

This award—only one is bestowed per year—is just one documented example of the kind of true commitment and dedication Saia employees demonstrate day after day.

**CORPORATE HEADQUARTERS**

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Fax: 770.232.4066

NASDAQ SYMBOL

SAIA

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TRANSFER AGENT AND REGISTRAR

Securities Transfer Division
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P.O. Box 419064
Kansas City, MO 64141-6064
Tel: 800.884.4225
www.umb.com/business/shareholder

ANNUAL MEETING

April 19, 2007 at 10:30 AM
EBC Office & Conference Center
11330 Lakefield Drive
Building 2
Duluth, GA 30097

INVESTOR INFORMATION

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