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Largest For-Hire Carriers Expand and Diversify

By Daniel P. Bearth
Senior Features Writer

Stymied by a shortage of drivers and seeing strong demand for freight shipping, the nation's largest for-hire carriers found new ways to expand and diversify their businesses over the past year.

A number of longhaul truckload carriers shifted their focus to shorter lanes and beefed up driver-friendly dedicated contract carriage operations.

"Shorthaul is a bigger market and it's growing faster," said John Smith, president of CRST International, Cedar Rapids,

Iowa, which launched a regional truckload operation out of Indianapolis in June called CRST Premier Transport.

Similarly, U.S. Xpress Enterprises, a long-haul truckload carrier in Chattanooga, Tenn., switched 1,300 tractors, nearly a fourth of its fleet, to dedicated routes. The contract carriage business generated \$135 million or about 13% of total 2004 revenue.

Regional truckload carriers also found new markets for their services. Phoenix-based Knight Transportation, for instance, started a refrigerated division, while refrigerated carrier Marten Transport set up an intermodal service, each with the idea of doing more business with existing cus-



Old Dominion Freight Line added 429 tractors and 1,638 trailers to its fleet, made a corporate acquisition and increased its revenue by 23.4%.



Driving team Ed and Betty Ewing drive through Iowa for CRST International. The truckload carrier expanded its work in regional lanes in June.

tomers by expanding their portfolio of shipping services.

Mergers and acquisitions continued to reshape the industry's landscape and the withdrawal of capacity in some markets — the Northeast in particular — created growth opportunities for some carriers.

Yellow Roadway wasted no time putting

its stamp on its newly acquired regional LTL operations after completing the purchase of Chicago-based USF Corp. in June.

The company closed USF Dugan on July 8 and divided up its territory among

(See CARRIERS, p. 4)

Shippers Opting for Dedicated Service During Tight Capacity

By John D. Schulz
Special to Transport Topics

Dedicated contract carriage is hot. Shippers said they want it to get reliability and assurances during a tight-capacity crunch time.

Drivers prefer dedicated because their schedules are more predictable, their miles are virtually guaranteed and they are home on a regular basis.

And motor carriers like it because it improves equipment utilization and helps alleviate the chronic driver shortage that plagues the industry.

"Whether you are talking about drivers, equipment, payroll — every aspect of managing trucking operations — is what [our] Special Services Division does," said Overnite Corp. spokesman Ira Rosenfeld, adding that the use of dedicated carriage "gives shippers the time and money to concentrate on their

product and their employees."

Industry officials said dedicated trucking grew dramatically in the early 1990s when shippers sought the service that dedicated operations provide.

Ryder System, J.B. Hunt Transport Services and Schneider National long have had dedicated operations, and carrier executives said smaller fleets have copied their success, devising efficient, continuous-move networks crafted to reduce empty "deadhead" miles.

Retailers, especially big-box stores, have always been active in dedicated trucking, which also appeals to any operation requiring specialized equipment, such as refrigerated or flatbed trailers, officials said.

A potential customer for dedicated is one that is currently paying minimum charges in a shorthaul environment, fleet representatives said. If a shipper is paying a one-way fee, carriers say often that minimum charge is enough to pay for a truck's roundtrip.

"Our bread and butter in dedicated always has been retail and consumer products, paper products and inbound to manufacturing," says Gordon Hale, vice president of dedicated operations for Schneider National.

But Hale said there are other factors contributing to the growth of dedicated, which is the fastest-growing sector at Schneider. Those major factors are:

- Capacity shortage. Dedicated locks in capacity and has competitive or lower costs in many in-

stances. Folks who haven't been involved in dedicated are interested in it because of capacity concerns.

- Customer growth. When shippers grow to have enough lane

(See SHIPPERS, p. 6)



A J.B. Hunt tractor makes a dedicated run for PPG Industries. Hunt's contract carriage unit grew 13.2% in 2004 to \$760 million.

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Acknowledgements and Sources

The 2005 TRANSPORT TOPICS 100 is a special project of TT Publishing Group that features financial and operating information on the largest for-hire freight carriers in the United States and Canada. Information was compiled from annual reports of publicly owned companies and from telephone interviews with executives of privately owned carriers.

Senior Features Writer Daniel P. Bearth was the project coordinator with assistance from research intern Sam Antony and editorial assistant Artelia Covington. The design is by Patrick Donlon, assistant director of art and production.

Largest Carriers Grew in '04 By Adapting to Market Challenges

(Continued from p. 3)

other former USF regional carriers, a move that Yellow Roadway Chairman Bill Zollars said would "provide improved service to customers while increasing network efficiencies among the regional companies."

USF had shut down its Northeast regional LTL unit, USF Red Star, during 2004, a move that went a long way toward eliminating excess capacity in the Northeast. It also bolstered the business of regional competitors, such as New England Motor Freight and Pitt Ohio Express.

"I have been in this industry my entire professional life and have never seen such an outstanding operating environment."

**Russ Gerdin
Heartland Express**

Estes Express Lines, Richmond, Va., broke the billion-dollar revenue mark and Old Dominion Freight Line, Thomasville, N.C., saw its revenue climb 23.4% in 2004 as both carriers expanded their geographic reach and added density to existing freight networks.

Tank truck carriers experienced a dramatic turnaround in 2004 after years of stiff competition and retrenchment by fleets.

"Business is strong," said an executive for Groendyke Transport in Enid, Okla. "We've added 202 trucks since last year and this year we'll add 50 more."

Bulk Transporter magazine, which reviewed results for 96 bulk carriers, said revenue and operating ratios improved significantly in 2004.

"This was the first time in two decades that no tank truck carrier reported an operating ratio in excess of 99%," the magazine reported in its May 1 edition.

Even so, the magazine said, "it will take a few more years like 2004 to fully restore the economic health of the industry."

Operating ratio, trucking's standard for measuring profitability, means expenses as a percentage of revenue.

Household goods carriers also experienced exceptionally strong demand for their services because of a boom in residential and commercial construction.

Atlas World Group saw its revenue jump 12.3% to \$860 million in 2004, with much of the increase coming in its specialized transportation unit that

hauls store fixtures, trade show exhibits, furniture and other high-value cargoes, said a spokesman for Atlas in Evansville, Ind.

Demand for moving services started to pick up in 2003 after several slow years and surged last year, partly because of pent-up demand, said Carl Walter,

vice president of marketing for UniGroup Inc., Fenton, Mo., the parent of United Van Lines and Mayflower Transit.

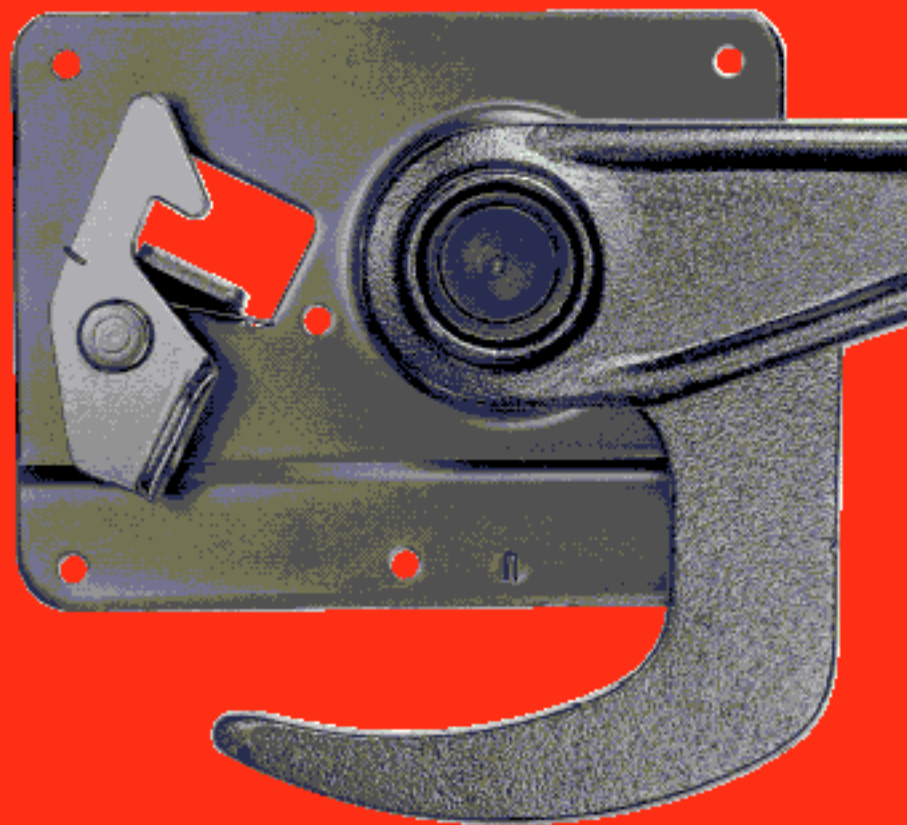
"We expect it to be very good this summer as well," Walter said.

Revenue for Cardinal Logistics Management, a dedicated contract carrier specializing in store

delivery, grew by 32.3% — the highest rate among all TT 100 for-hire carriers — largely because of additional contracts with kitchen cabinet makers KraftMaid and Mill's Pride.

Despite sharply higher prices for fuel, nearly all for-hire carriers reported stronger earnings in 2004 and many executives said

At Whiting, are developed into



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they were taking advantage of current market conditions to boost spending on equipment and technology. They said they were laying the groundwork for future growth by expanding their service areas and adding new services, such as freight brokerage and warehousing.

"I have been in this industry my entire professional life and have never seen such an outstanding operating environment," said

Russ Gerdin, chairman of Heartland Express, according to stock analyst John Larkin of Legg Mason Wood Walker.

Several companies took steps to combine trucking and logistics activities to better satisfy specialized shipper requirements.

Executives at CNF Inc., for instance, combined services of Con-Way Transportation Services with Menlo Worldwide, the company's third-party logistics

subsidiary, in an effort to eliminate duplication and share expertise.

CNF President Douglas Stotlar said the realignment, along with recent executive appointments, was intended to move the company from its traditional holding company model to an operating organization.

"It's important that our strategic direction be focused on providing our customers with great

service and innovative products in freight transportation, logistics and supply-chain management," he said.

A new division called Menlo Automotive Group, for instance, would focus on supply chain and logistics needs of the global automotive industry, Stotlar said.

John Ross, president of general freight carrier Milan Express, said he sees a new market for local pickup and delivery for

retailers, such as Lowe's Home Improvement Warehouse, and in providing crossdocking and product storage services for manufacturers and distributors.

"There's a whole market out there of less than 200 miles," he said. "For drivers, it's a cross between truckload and LTL and they are home every night. We think we can grow that business as much as we want. It's huge," said Ross.

Another expansion came at Averitt Express, which launched a marketing campaign to demonstrate its capabilities that go beyond LTL work and include material sequencing and inventory management.

Ground-based expedited carriage grew as air freight carriers beefed up their capabilities for that.

Industry consultant Satish Jindel said expedited is becoming more commonplace and probably would grow faster than overall transportation.

More than half of U.S. domestic overnight air shipments moved less than 350 miles to market, while 36% of all volume moved within a 150-mile radius, according to a survey by the Colography Group of Atlanta. As for ground parcel deliveries, more than 58% were made within 350 miles.

The Colography survey was based on interviews with 41,000 transport and logistics decision-makers who control more than 75% of U.S. expedited cargo shipping activity.

"The trend towards shorter lengths of haul continues apace, with even air freight services traditionally used to move products over long distances being affected," said Ted Sherck, Colography's president. "The large percentage of overnight deliveries made before noon shows the 'need for speed,' or faster transit times, is more critical than ever.

"Buyers of overnight air services find compelling value in enhanced delivery velocity, and they will pay a premium to have goods in hand as quickly as possible."

Given the challenges of recruiting and retaining drivers, many fleets have focused on expanding capacity by using more independent drivers, or owner-operators.

Landstar System is a prominent player in what is becoming known as "asset-light" transportation services.

Bruce Mills, president of Dallas & Mavis Specialized Carrier, said the number of tractors supplied by owner-operators has increased to 1,225 from 825 when he joined the company in 2002.

"We have three kinds of drivers," Mills said. About one-third are solo operators, one-third are leased to independent agents and the remaining drivers are employees of small fleets.

"Our role is to be a good business partner," Mills said. "We're the back room. We provide a platform for truck operators to work. The driver shortage is out there all the time.

"It's a long-term challenge to our industry. With this model, if we make owner-operators successful, we can be successful."

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- General Purpose
- CargoGuard
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Shippers Investigate Dedicated Carriage to Guarantee Transport

(Continued from p. 3)

density to support a continuous-move fleet, dedicated can provide better service, guaranteed capacity and lower cost.

■ **Bundling.** Dedicated is often bundled with other services that bring it into new markets. Those services include third-party operations, intermodal and crossdock-

ing. What bundling does is make dedicated part of a total transport package.

"My personal view is, in order to be effective, a dedicated provider needs to talk about entire supply chain management and how product moves from raw materials to final distribution," said David Bouchard, senior vice president of high tech and consumer industries

for Ryder System. "Dedicated is a tool, a subset of a greater transportation application. It's that holistic view that brings about that most cost-effective value.

"We don't sell dedicated for the sake of dedicated," Bouchard said. "We sell it as part of the total transportation solution."

As an example of how integrated bundling can offer savings, Hale

said Schneider recently hauled freight for a customer a short distance to Atlanta and then used intermodal to ship it to the West Coast. When the customer had a service issue out of Memphis, Tenn., and into the Carolinas, Schneider shifted the initial movement to Memphis and then went on the rail westbound.

"We shifted their outbound to



Cardinal Logistics Management

A Cardinal Logistics driver does dedicated contract carriage work for KraftMaid Cabinetry.

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the West Coast and intermodal through Memphis," Hale explained. "Because we could offer dedicated and intermodal, we were able to solve their service problem on the Memphis-to-Carolinas lane. Because Schneider National could offer both, we could solve the problem. We're seeing the marrying up of that with each of the services to benefit customers."

Helping to promote growth of dedicated carriage is a trend toward collaboration among shippers, that link with one another to create a joint dedicated fleet. Those collaborations are more common as fuel prices reach new records and carriers increase their minimum charges for one-way services, especially on shorthaul lanes.

Dedicated carriage from ocean ports to inland transloading facilities or crossdocks is another growing trend. Such dedicated operation was once concentrated at Los Angeles and Long Beach, Calif., but as congestion grows along the West Coast, dedicated has spread nationwide to Texas Gulf Ports and the East Coast, Hale said.

Ryder reported dedicated contract carriage revenue of \$506.2 million in 2004 out of total annual corporate revenue of \$5.15 billion. Although Ryder's dedicated revenue contracted by 1.7% from 2003, managers said they expect growth this year. Furthermore, Ryder officials said some of its dedicated carriage is reported under supply chain solutions for accounting purposes.

"Certainly capacity in truckload business has dried up as the economy has gotten better," Bouchard said. "There are a lot of lucrative lanes opening up. Dedicated contract carriage is a sweet spot for companies needing special handling. At the end of the day, service is still a critical element."

Schneider's Hale said large dedicated operations work well when shippers use national fleets making deliveries on ad-hoc basis with no set pattern.

For example, he said Schneider recently set up a large 200-driver dedicated operation east of the Mississippi River for a large consumer products company that recently made a number of acquisitions. Although Hale would not identify the customer, he said that company is now enjoying a 5% cost reduction and an increase in on-time performance to 99.3% from 98.3%.



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TRANSPORT TOPICS Top 100 For-Hire Carriers

- 1 UPS Inc.
- 2 FedEx Corp.
- 3 Yellow Roadway Corp.
- 4 DHL Americas
- 5 Ryder System
- 6 CNF Inc.
- 7 Penske Truck Leasing Co.
- 8 Exel Americas
- 9 Schneider National
- 10 Swift Transportation Co.
- 11 J.B. Hunt Transport Services
- 12 EGL Inc.
- 13 BAX Global
- 14 Landstar System
- 15 UniGroup Inc.
- 16 Pacer International
- 17 Arkansas Best Corp.
- 18 Sirva Inc.
- 19 Werner Enterprises
- 20 Overnite Corp.
- 21 Watkins Associated Industries
- 22 U.S. Xpress Enterprises
- 23 Estes Express Lines
- 24 SCS Transportation
- 25 Allied Holdings
- 26 TransForce Income Fund
- 27 Atlas World Group
- 28 Old Dominion Freight Line
- 29 Crete Carrier Corp.
- 30 TNT Logistics North America
- 31 Averitt Express
- 32 Southeastern Freight Lines
- 33 Quality Distribution Inc.
- 34 Ruan Transport Corp.
- 35 CRST International
- 36 Covenant Transport
- 37 NFI Industries
- 38 Prime Inc.
- 39 JHT Holdings
- 40 Transport Industries Holdings
- 41 Trimac Transportation System
- 42 C.R. England Inc.
- 43 Comcar Industries
- 44 Frozen Food Express Industries
- 45 Kenan Advantage Group
- 46 Heartland Express
- 47 Lynden Inc.
- 48 AAA Cooper Transportation
- 49 Knight Transportation
- 50 Interstate Distributor Co.
- 51 Anderson Trucking Service
- 52 Shevell Group
- 53 Dart Transit Co.
- 54 Contract Freighters Inc.
- 55 Celadon Group
- 56 Central Freight Lines
- 57 Marten Transport
- 58 Vitran Corp.
- 59 Stevens Transport
- 60 Day & Ross Transportation Group
- 61 Gainey Corp.
- 62 USA Truck
- 63 Mullen Transportation
- 64 Universal Truckload Services Inc.
- 65 Performance Transportation Services
- 66 Roadrunner-Dawes
- 67 P.A.M. Transportation Services
- 68 Graebel Cos.
- 69 Mercer Transportation
- 70 Velocity Express
- 71 Dynamex Inc.
- 72 Forward Air Corp.
- 73 Contrans Income Fund
- 74 KLLM Transport Services
- 75 Cardinal Logistics Management
- 76 Transport Corp. of America
- 77 Priority America
- 78 Bridge Terminal Transport
- 79 Ace Transportation
- 80 The Bekins Co.
- 81 United Road Services
- 82 Central Refrigerated Service
- 83 Pitt Ohio Express
- 84 Western Express
- 85 Jack Cooper Transport Co.
- 86 G.I. Trucking
- 87 Suddath Cos.
- 88 Paschall Truck Lines
- 89 Roehl Transport
- 90 Epes Carriers
- 91 Superior Bulk Logistics
- 92 Cassens Transport
- 93 The Waggoners Trucking
- 94 Arnold Transportation Services
- 95 CD&L Inc.
- 96 Smithway Motor Xpress Corp.
- 97 RoadLink USA
- 98 Arrow Trucking Co.
- 99 A. Duie Pyle Cos.
- 100 Navajo Shippers

The 2005 Transport Topics

RANK 2004	RANK 2003	COMPANY	REVENUE (000)	% CHANGE	NET INCOME (000)	% CHANGE	EMPLOYEES	EQUIPMENT
1	1	 UPS Inc. Atlanta NYSE: UPS Michael Eskew, Chairman and CEO John Beystehner, Chief Operating Officer <i>www.ups.com</i>	36,582,000 33,485,000	9.2	3,333,000 2,898,000	15.0	384,000 357,000	10,534 company tractors 69,059 straight trucks and delivery vans 60,580 trailers 564 aircraft
2	2	 FedEx Corp. ¹ Memphis, Tenn. NYSE: FDX Frederick Smith, Chairman and CEO <i>www.fedex.com</i>	29,363,000 24,710,000	18.8	1,449,000 838,000	72.9	250,000 245,000	10,000 company tractors 70,000 total motorized vehicles 670 aircraft
3	8	 Yellow Roadway Corp. ² Overland Park, Kan. Nasdaq: YELL William Zollars, Chairman and CEO <i>www.yellowroadway.com</i>	9,162,064 8,412,974	8.9	194,936 N/A	N/A	70,000 71,000	27,048 company tractors and straight trucks 88,655 trailers
4	Not Ranked	 DHL Americas ³ Plantation, Fla. (Deutsche Post World Net, Germany) John Mullen, CEO <i>www.dhl-usa.com</i>	8,600,000 7,000,000	22.9	N/A N/A	N/A	25,000 20,935	18,000 company vehicles
5	5	 Ryder System Miami NYSE: R Gregory Swienton, Chairman and CEO <i>www.ryder.com</i>	5,150,278 4,802,294	7.2	215,609 131,436	64.0	26,300 26,700	51,700 company tractors 63,700 straight trucks 43,100 trailers
6	4	 CNF Inc. ⁴ Palo Alto, Calif. NYSE: CNF W. Keith Kennedy, Chairman Douglas Stotlar, CEO <i>www.cnf.com</i>	3,712,379 3,226,966	15.0	142,206 112,246	26.7	24,100 26,000	7,189 company tractors 17,644 trailers
7	6	 Penske Truck Leasing Co. Reading, Pa. (Penske Corp./General Electric Co.) Roger Penske, Chairman Brian Hard, President <i>www.pensketruckleasing.com</i>	3,700,000 3,459,000	7.0	N/A N/A	N/A	21,000 20,000	74,000 company tractors 71,000 straight trucks 52,500 trailers
8	8	 Exel Americas ⁵ Westerville, Ohio (Exel PLC, London) Bruce Edwards, CEO, Americas Patrick Moebel, CEO, Freight Management Bill Meahl, CEO, Contract Logistics <i>www.exel.com</i>	3,403,800 2,671,400	27.4	N/A N/A	N/A	27,000 20,200	1,109 company tractors and straight trucks 797 owner-operator tractors and straight trucks 3,164 trailers
9	7	 Schneider National Green Bay, Wis. Donald Schneider, Chairman Christopher Lofgren, CEO Scott Arves, President of Transportation <i>www.schneider.com</i>	3,200,000 2,900,000	10.3	N/A N/A	N/A	21,900 20,733	10,900 company tractors 3,500 owner-operator tractors 48,000 trailers 3,700 containers

All numbers for 2003 are printed in gray.

100 *For-Hire Carriers*

OPERATING UNITS
(DESCRIPTION OF SERVICES)

UPS Package Operations (air and ground package delivery)
UPS Supply Chain Solutions (transportation management, air, ocean and ground freight forwarding, customs brokerage, supply chain design, contract carriage, refrigerated intermodal, service parts distribution and repair, returns management, assembly and distribution, vehicle routing, dispatch and tracking systems — operations of Menlo Worldwide Forwarding acquired December 2004)
UPS Capital Corp. (equipment leasing, trade finance, freight payment and insurance)
UPS Consulting (supply chain consulting)
UPS Mail Innovations (mailing services)
UPS Stores (franchisor of 5,300 retail shipping, postal and business service stores, some also known as Mail Boxes Etc.)
UPS Professional Services (management consulting)
UPS Air Cargo (air freight)

FedEx Express (air and ground package and freight delivery)
FedEx Ground (commercial and residential ground package delivery)
FedEx Freight (regional and interregional LTL)
FedEx Custom Critical (air and ground expedited)
FedEx Trade Networks (air and ocean freight forwarding, customs brokerage, trade and technology consulting)
FedEx Services (sales and marketing, information technology support)
FedEx Kinko's Office and Print Services (copying, printing, packing, Internet, sign and banner services)

Yellow Transportation, Roadway Express, Reimer Express Lines (national and international LTL)
New Penn Motor Express, USF Holland, USF Bestway, USF Reddaway, USF Dugan (regional LTL — LTL operations of USF Corp. acquired May 24; operations of USF Dugan shut down July 15)
USF Glen Moore (dry van TL — truckload operations of USF Corp. acquired May 24)
Meridian IQ (transportation management and technology services, air and ocean freight forwarding, freight brokerage — operations of USF Logistics and Asian operations of GPS Logistics Group acquired February and March, respectively)
JHJ International Transportation Co. (Chinese air and ocean freight forwarding, warehousing, 50% ownership acquired in June)

DHL Express (air and ground package and freight delivery)
DHL Danzas Air & Ocean (air and ocean freight forwarding)
DHL Solutions (supply chain consulting, warehousing and distribution, packaging, returns management, order fulfillment)

Ryder Fleet Management Solutions (truck and trailer leasing, commercial truck rental, contract maintenance, emergency roadside assistance, used truck sales — assets of 4 G's Truck Renting Co. acquired March 2005)
Ryder Supply Chain Solutions (supply chain consulting, transportation management, border trade processing)
Ryder Dedicated Contract Carriage (transportation management, contract carriage)

Con-Way Central Express, Con-Way Western Express, Con-Way Southern Express, Con-Way Canada Express, Con-Way Mexico Express (regional LTL)
Con-Way NOW (air and ground expedited)
Con-Way Air Express (air freight forwarding)
Con-Way Truckload (dry van TL)
Menlo Worldwide Logistics (supply chain consulting, transportation management, contract carriage, intermodal, freight brokerage, returns management, warehousing and distribution)
Vector SCM (supply chain management — joint venture with General Motors Corp.)
Road Systems (trailer manufacturing)

Penske Truck Leasing (truck leasing, commercial and consumer truck rental, contract maintenance, used truck sales — includes operations of Auto Rental Corp. acquired August 2004)
Penske Logistics LLC (supply chain consulting, transportation management, contract carriage, warehousing)

Exel (supply chain consulting and transportation management, intermodal, contract carriage, refrigerated and dry van TL and LTL, service parts delivery, warehousing and distribution, contract manufacturing and packaging, returns management, commercial and residential delivery, customs brokerage, air and ocean freight forwarding — includes operations of Tibbett & Britten Group acquired August 2004)

Schneider National Carriers (dry van TL, expedited, contract carriage, intermodal, freight brokerage)
Schneider National Bulk Carriers (liquid and chemical bulk, hazardous waste)
Schneider Specialized (glass hauling, flatbed and heavy specialized TL)
Schneider Finance (equipment leasing and financing, freight payment)
Schneider Logistics (supply chain consulting, transportation management, freight brokerage)

Big Firms Reshape Transport Market

DHL, Two Freight Forwarders Join List of For-Hire Carriers

By Daniel P. Bearth
Senior Features Writer

The 2005 TRANSPORT TOPICS 100 list of the largest U.S. and Canadian for-hire carriers has some important additions this year, reflecting some of the significant changes in freight transportation.

Topping the list are some familiar names and a newcomer, as DHL Americas makes its initial appearance on the list at No. 4 with gross revenue of \$8.6 billion.

DHL is a worldwide express carrier and third-party logistics provider based in Amsterdam, Netherlands, and owned by Germany's Deutsche Post World Net.

In 2003, DHL acquired the U.S. ground transportation assets of Airborne Inc. and last year announced plans to invest \$1.2 billion in a ground parcel and freight delivery network to compete directly with UPS Inc. and FedEx Corp., still the two largest companies on the list.

In addition to DHL, the list this year includes freight forwarders EGL Inc. and BAX Global — Nos. 12 and 13, respectively.

These companies deserve to be represented on a listing of the largest for-hire freight carriers because they not only operate extensive ground-based transportation networks to complement their forwarding activities, but they also present real transportation alternatives for shippers.

Nowadays it does not matter whether goods are shipped by air or ground, truck or rail; it matters only that goods are moved on time and arrive undamaged at a price that is mutually acceptable to shipper and carrier.

It is no secret that a lot of air freight actually moves by truck because it is cheaper and often just as fast for shorter hauls.

EGL uses a network of owner-operators to haul freight between airports and for pickup and delivery. BAX has, for years, advertised its expedited less-than-truckload freight service, using a large color photo of a tractor-trailer rig to drive home the point.

Also new to the TT 100 For-Hire list this year is Transport Industries Holdings, a contract grocery hauler that added a warehousing and dry van truckload carrier to its holdings in 2004. It ranks No. 40.

Universal Truckload Services also joins the list at No. 64. The dry van truckload and drayage carrier was spun off in February with a public stock offering by CenTra Inc., Warren, Mich., the holding company that owns less-than-truckload carrier Central Transport International and the Ambassador Bridge connecting Detroit and Windsor, Ontario. Forbes magazine has estimated CenTra's total annual revenue at \$1 billion.











Information for the TT 100 rankings this year came from public company annual reports and directly from management. In the past, we have used motor carrier annual reports filed with the Department of Transportation, but this year DOT officials delayed the public release of these reports while the agency seeks funding from Congress to process the information.

As usual, some carriers could not be ranked because management declined to provide revenue. This list includes R&L Carriers, Wilmington, Ohio; Annett Holdings, Des Moines, Iowa; and Arpin Group, East Greenwich, R.I.

Coming in just under the revenue threshold this year were notable carriers, such as steel hauler Maverick Transportation, \$166 million; automotive truckload specialist Falcon Transport, \$164.5 million; tank carriers Groendyke Transport, \$157 million, and Enterprise Transportation, \$144.4 million; flatbed carrier Boyd Bros. Transportation, \$154.3 million; and regional LTL Milan Express, \$141 million.

Canada's Clarke Inc., which sold off its logistics and expedited truckload units, fell off the list. It ranked No. 65 last year. Also, Roberson Transportation Cos., No. 98 last year, exited the industry after selling off its dry van and flatbed businesses to Celadon Group and Annett Holdings, respectively. USF Corp., No. 12 last year, was purchased by Yellow Roadway.

Shareholders of Overnite Corp. are slated to vote Aug. 4 on a buyout by UPS Inc.

RANK 2004	RANK 2003	COMPANY	REVENUE (000)	% CHANGE	NET INCOME (000)	% CHANGE	EMPLOYEES	EQUIPMENT	OPERATING UNITS (DESCRIPTION OF SERVICES)
10	10	 Swift Transportation Co. Phoenix Nasdaq: SWFT Jerry Moyes, Chairman and CEO Robert Cunningham, Chief Operating Officer <i>www.swifttrans.com</i>	2,826,201 2,397,655	17.9	103,482 79,371	30.4	23,000 21,000	14,898 company tractors 3,647 owner-operator tractors 51,773 trailers	Swift Transportation Co. (dry van and refrigerated TL, heavy specialized, contract carriage, intermodal, trade show exhibits — assets of vehicle hauling business sold in April) Transplace Inc. (supply chain consulting and transportation management, 29% ownership)
11	9	 J.B. Hunt Transport Services Lowell, Ark. Nasdaq: JBHT Wayne Garrison, Chairman Kirk Thompson, CEO Craig Harper, Chief Operating Officer <i>www.jbhunt.com</i>	2,786,200 2,433,500	14.5	146,300 95,500	53.2	15,850 15,700	10,151 company tractors 1,301 owner-operator tractors 48,317 trailers and containers	J.B. Hunt Intermodal (intermodal and drayage) J.B. Hunt Truckload (dry van TL) J.B. Hunt Dedicated Contract Services (contract carriage) Transplace Inc. (supply chain consulting and transportation management, 37% ownership)
12	N/A	 EGL Inc. Houston Nasdaq: EAGL James Crane, Chairman and CEO Ronald Talley, Chief Operating Officer <i>www.eaglegl.com</i>	2,743,360 2,143,419	28.0	50,897 23,945	112.6	10,200 9,000	169 company tractors and straight trucks 1,434 owner-operator tractors and straight trucks 1,600 trailers	Eagle Global Logistics (air and ocean freight forwarding, expedited LTL and TL, customs brokerage, warehousing and distribution)
13	N/A	 BAX Global Irvine, Calif. (The Brinks Co.) Joseph Carnes, President <i>www.baxglobal.com</i>	2,440,600 1,999,200	22.1	N/A N/A	N/A	12,000 10,400	N/A	BAX Global (air, ground and ocean freight forwarding, customs brokerage, air cargo, expedited LTL, supply chain consulting)
14	15	 Landstar System Jacksonville, Fla. Nasdaq: LSTR Jeffrey Crowe, Chairman Henry Gerken, CEO <i>www.landstar.com</i>	2,019,936 1,596,571	26.5	71,872 50,700	41.8	1,251 1,230	8,291 owner-operator tractors 386 owner-operator straight trucks and vans 14,220 trailers	Landstar Ranger, Landstar Inway, Landstar Ligon, Landstar Gemini (dry van and flatbed TL, intermodal, heavy specialized) Landstar Logistics, Landstar Express America (transportation management, expedited, intermodal, freight brokerage) Signature Insurance Co. (insurance, claims management)
15	13	 UniGroup Inc. Fenton, Mo. Gerald Stadler, Chairman and CEO Richard McClure, Chief Operating Officer <i>www.unigroupinc.com</i>	1,994,783 1,808,694	10.3	20,507 16,687	22.9	1,350 1,350	N/A	United Van Lines, Mayflower Transit (household goods, commercial and industrial moving and storage, motor vehicle delivery, high-value products, trade show exhibits, warehousing) UniGroup Worldwide (international household goods moving) Vanliner Group (insurance) Total Transportation Services (equipment sales and rental, service parts, apparel) InSite Logistics (supply chain consulting) Trans Advantage (equipment sales and service) Allegiant Move Management (transportation management)
16	14	 Pacer International Concord, Calif. Nasdaq: PACR Donald Orris, Chairman and CEO Michael Uremovich, Vice Chairman Alex Munn, Chief Operating Officer <i>www.pacer-international.com</i>	1,808,100 1,668,600	8.4	47,200 31,300	50.8	1,752 1,668	1,413 owner-operator tractors 25,915 containers 25,877 chassis 1,847 rail cars	Pacer Global Logistics (rail intermodal, freight brokerage, supply chain consulting, transportation management and freight payment) Pacer Distribution Services (warehousing, assembly and distribution) Pacer Transport (flatbed LTL and TL, vehicle transport, heavy specialized) Ocean World Lines/RF International (ocean freight forwarding, customs brokerage) Pacer Cartage (intermodal drayage, regional LTL) Pacer Stacktrain (rail intermodal)
17	16	 Arkansas Best Corp. Fort Smith, Ark. Nasdaq: ABFS Robert Young III, Chairman and CEO Robert Davidson, Chief Operating Officer <i>www.arkbest.com</i>	1,715,763 1,555,044	10.3	75,529 46,110	63.8	12,000 11,500	4,092 company tractors 81 straight trucks 20,287 trailers	ABF Freight System (national LTL) Clipper Group (domestic freight forwarding) FleetNet America (vehicle maintenance, emergency breakdown services) Data-Tronics (computer information services)
18	11	 Sirva Inc. ⁶ Westmont, Ill. NYSE: SIR James Rogers, Chairman Brian Kelley, CEO <i>www.sirva.com</i>	1,710,401 1,491,185	14.7	33,060 30,910	N/A	N/A 18,950	N/A	Allied Van Lines, North American Van Lines, Global Van Lines (household goods, commercial and industrial moving and storage — specialized transportation operations in North America sold in October 2004) ADAM, Allied Arthur Pierre, Allied Pickfords, Allied Varekamp, GB Nationwide, Hoult's Group, Huet International, Kungsholms, Majortrans, Pickfords, Rettenmayer, Sirva Canada, Trans International (international household goods, commercial and industrial moving and storage — specialized transportation operations in Europe sold in December 2004) Sirva Relocation (relocation-management support services — operations of D.J. Knight & Co. acquired September 2004 and Executive Relocation Corp. acquired December 2004) TransGuard Group, National Association of Independent Truckers (insurance)
19	18	 Werner Enterprises Omaha, Neb. Nasdaq: WERN Clarence Werner, Chairman and CEO Gary Werner, Vice Chairman Gregory Werner, Chief Operating Officer <i>www.werner.com</i>	1,678,043 1,457,766	15.1	87,310 73,727	18.4	13,722 13,627	7,675 company tractors 925 owner-operator tractors 23,540 trailers	Werner Enterprises (dry van, flatbed and refrigerated TL, expedited, contract carriage, intermodal, freight brokerage, equipment sales) Transplace Inc. (supply chain consulting and transportation management, 5% ownership)

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RANK 2004	RANK 2003	COMPANY	REVENUE (000)	% CHANGE	NET INCOME (000)	% CHANGE	EMPLOYEES	EQUIPMENT	OPERATING UNITS (DESCRIPTION OF SERVICES)
20	17	 Overnite Corp. Richmond, Va. Nasdaq: OVNT Leo Suggs, Chairman and CEO Gordon Mackenzie, Chief Operating Officer <i>www.overnite.com</i>	1,647,461 1,475,463	11.7	63,328 46,859	35.1	14,199 13,627	6,731 company tractors 22,156 trailers	Overnite Transportation Co., Motor Cargo Industries (regional, interregional and national LTL and TL, expedited assembly and distribution, trade show exhibits, contract carriage, warehousing and transportation management)
21	19	 Watkins Associated Industries Atlanta John Watkins, Chairman Michael Watkins, President <i>www.watkins.com</i>	1,162,990 1,017,571	14.3	N/A N/A	N/A	8,990 8,217	1,983 company tractors 2,005 owner-operator tractors 153 straight trucks 11,690 trailers	Watkins Motor Lines, Watkins Canada Express (national LTL) Highway Transport (liquid bulk, transportation management, tank cleaning) Sunco Carriers (refrigerated LTL and TL) Land Span (dry van TL)
22	21	 U.S. Xpress Enterprises Chattanooga, Tenn. Nasdaq: XPRSA Patrick Quinn, Co-Chairman and President Max Fuller, Co-Chairman and CEO <i>www.usxpress.com</i>	1,105,656 930,509	18.8	16,426 7,643	114.9	8,478 7,842	5,434 company tractors 800 owner-operator tractors 16,437 trailers	U.S. Xpress (dry van TL and expedited, intermodal, contract carriage) Xpress Global Systems (warehousing and distribution of floor coverings, freight brokerage — air freight business sold in May 2005) C.W. Johnson Xpress (minority certified company) Arnold Transportation Services (dry van TL, contract carriage — 49% ownership acquired December 2004) Total Transportation of Mississippi (dry van TL, contract carriage — 41% ownership acquired April 2005) Transplace Inc. (supply chain consulting and transportation management — 13% ownership)
23	23	 Estes Express Lines Richmond, Va. Robey Estes Sr., Chairman Robey Estes Jr., President <i>www.estes-express.com</i>	1,003,651 864,813	16.1	72,942 54,165	34.7	9,488 8,734	4,768 company tractors 167 straight trucks 18,133 trailers	Estes Express Lines (regional and interregional LTL and TL, air freight forwarding, warehousing, expedited, assembly and distribution, intermodal) Estes Leasing (truck leasing and commercial truck rental) G.I. Trucking (regional LTL, equity interest)
24	24	 SCS Transportation Kansas City, Mo. Nasdaq: SCST Herbert Trucksess III, Chairman and CEO <i>www.scstransportation.com</i>	982,270 827,359	18.7	19,259 14,933	29.0	8,900 7,700	3,926 company tractors 11,117 trailers	Saia Motor Freight Line (regional and interregional LTL, expedited) Jevic Transportation (regional and interregional LTL and TL)
25	22	 Allied Holdings Decatur, Ga. AMEX: AHI Robert Rutland, Chairman Hugh Sawyer, CEO <i>www.alliedholdings.com</i>	895,213 865,463	3.4	(53,883) (8,604)	N/A	6,400 6,200	4,153 company tractor-trailer rigs 690 owner-operator tractor-trailer rigs	Allied Automotive Group (motor vehicle delivery) Axis Group (transportation management)
26	35	 TransForce Income Fund Saint-Laurent, Quebec TSE: TFI Alain Bedard, Chairman and CEO <i>www.transforce.ca</i>	861,322 753,674	14.3	49,635 34,009	45.9	7,640 5,400	3,350 company tractors 1,540 owner-operator tractors 8,820 trailers	TST Overland Express, Kingsway Transport, Select Daily Transport, Canadian Freightways, Epic Express, Click Express (national and international LTL) Canpar (ground package delivery) Highland Transport, Transport J.C. Germain, Papineau International, Besner, TST Truckload Express, Lacaille International, Montkar, InterForce International, UTL Transportation Services, Ganeca, SAS International, A&M International (dry van TL) TST Expedited Services, Transpel, Nordique, Mondor, TST Air, Highland Intermodal, Mirald, Kingsway Bulk Division, Transless International, McGill Air, P&W Intermodal, April (flatbed TL and heavy specialized, curtain van, liquid and dry bulk, chemical and petroleum tank, dump, explosives, air and ground expedited) Trans4Logistics, CK Logistics, Universal Contract Logistics, TST Automotive Services, St-Lambert, M&C International Trade, Transterm, TST Load Brokerage Services, Location Mirabel (warehousing and distribution, freight forwarding, customs brokerage, transportation and inventory management, intermodal)
27	34	 Atlas World Group Evansville, Ind. Michael Shaffer, Chairman and CEO James Stamm, Chief Operating Officer <i>www.atlasworldgroup.com</i>	860,000 766,000	12.3	N/A N/A	N/A	700 700	N/A	Atlas Van Lines (household goods, commercial and industrial moving and storage) Atlas Van Lines Canada (household goods moving and storage) Atlas Van Lines International (freight forwarding) Avail Resource Management (transportation management) BDS Worldwide (warehousing and distribution of high-value products, trade show exhibits, store fixtures, electronics and fine arts) Cornerstone Relocation Group (relocation services) Atlas World-Class Travel (travel and lodging services) Atlas Terminal Co. (equipment sales and repair, financial services)
28	27	 Old Dominion Freight Line Thomasville, N.C. Nasdaq: ODFL Earl Congdon, Chairman and CEO David Congdon, Chief Operating Officer <i>www.odfl.com</i>	824,051 667,531	23.4	38,992 27,600	41.3	8,497 7,513	3,430 company tractors 41 straight trucks 13,081 trailers	OD Domestic (regional and interregional LTL, assembly and distribution — assets of Wichita Southeast Kansas Transit acquired January 2005) OD Expedited (air and ground expedited) OD Global (air and ocean freight forwarding, package consolidation, drayage) OD Technology (information services)
29	25	 Crete Carrier Corp. Lincoln, Neb. Duane Acklie, Chairman Tonn Ostergard, CEO <i>www.cretecarrier.com</i>	820,636 745,000	10.2	N/A N/A	N/A	5,387 5,466	5,425 company tractors 520 owner-operator tractors 12,761 trailers	Crete Carrier Corp. (dry van TL, contract carriage) Shaffer Trucking (refrigerated TL, contract carriage) Hunt Transportation (flatbed TL, heavy specialized) Transportation Claims Inc. (insurance claims and employee benefits administration) Capital Casualty (insurance)



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RANK 2004	RANK 2003	COMPANY	REVENUE (000)	% CHANGE	NET INCOME (000)	% CHANGE	EMPLOYEES	EQUIPMENT	OPERATING UNITS (DESCRIPTION OF SERVICES)
30	26	TNT Logistics North America Jacksonville, Fla. (TPG N.V., Amsterdam) David Kulik, CEO  www.tntlogistics.com	739,000 703,000	5.1	N/A N/A	N/A	6,150 6,100	830 company tractors 3,325 trailers	TNT Logistics North America (supply chain consulting, transportation management and technology services, contract carriage, warehousing, assembly and distribution, returns management — includes operations of Wilson Logistics acquired August 2004)
31	28	Averitt Express Cookeville, Tenn. Gary Sasser, President and CEO Wayne Spain, Chief Operating Officer  www.averittpress.com	704,233 625,948	12.5	28,536 18,921	50.8	N/A 6,417	3,419 company tractors 39 straight trucks 10,079 trailers	Averitt Express (regional and interregional LTL and TL, contract carriage, expedited, air and ocean freight forwarding, freight brokerage, intermodal, warehousing and distribution, port management, assembly, transportation management, returns management, network design and supply chain consulting)
32	33	Southeastern Freight Lines Lexington, S.C. W.T. Cassels Jr., Chairman and CEO W.T. Cassels III, President  www.sefl.com	642,077 559,146	14.8	N/A N/A	N/A	6,399 6,106	2,509 company tractors 228 owner-operator tractors 8,586 trailers	Southeastern Freight Lines (regional LTL) G&P Trucking (dry van TL)
33	31	Quality Distribution Inc. Tampa, Fla. Nasdaq: QLTY Gerald Detter, Chairman and CEO Gary Enzor, Chief Operating Officer  www.qualitydistribution.com	622,015 565,440	10.0	(10,702) (71,642)	N/A	1,119 891	1,957 company tractors 1,593 owner-operator tractors 7,377 trailers	Quality Carriers (chemical tank, liquid bulk) QualaSystems Inc. (tank cleaning) TransPlastics (dry bulk, intermodal, warehousing and rail-to-truck transfer) Quality Transload, Quality Terminals (intermodal liquid and dry bulk, warehousing and packaging) Levy Transport (Canadian chemical and petroleum tank, liquid bulk and glass) Power Purchasing Inc. (insurance, fuel and equipment buying services)
34	30	Ruan Transport Corp. Des Moines, Iowa John Ruan III, Chairman and CEO Mike Kandris, Chief Operating Officer  www.ruan.com	620,000 580,000	6.9	N/A N/A	N/A	3,500 3,400	2,800 company tractors 150 owner-operator tractors 3,000 trailers	Ruan Transport Corp. (contract carriage, liquid and dry bulk, chemical tank, transportation management, freight brokerage, freight forwarding, warehousing, intermodal — assets of Arbor Freight Services acquired December 2004)
35	36	CRST International Cedar Rapids, Iowa John Smith, CEO David Rusch, Carrier Group President  www.crst.com	617,627 525,362	17.6	N/A N/A	N/A	3,176 3,278	1,315 company tractors 1,720 owner-operator tractors 4,287 trailers	CRST Van Expedited (dry van TL, expedited, contract carriage) CRST Malone (flatbed TL) CRST Premier Transport (dry van TL — established June 2005) CRST Logistics (transportation management, freight payment, warehousing, contract carriage)
36	29	Covenant Transport Chattanooga, Tenn. Nasdaq: CVTI David Parker, Chairman and CEO  www.covenanttransport.com	603,622 582,457	3.6	3,376 12,156	-72.2	5,863 6,090	3,259 company tractors 217 owner-operator tractors 8,867 trailers	Covenant Transport (dry van and refrigerated TL) Transplace Inc. (supply chain consulting and transportation management, 12% ownership)
37	39	NFI Industries Vineland, N.J. Bernard Brown, Chairman Irwin Brown, Vice Chairman Sidney Brown, CEO Jeffrey Brown, President  www.nfiindustries.com	603,307 477,600	26.3	N/A N/A	N/A	3,692 3,160	1,917 company tractors 97 owner-operator tractors 27 straight trucks 6,585 trailers	National Freight (dry van TL — includes operations of Campo's Express acquired November 2004) National Distribution Centers (warehousing and distribution) NFI Interactive Logistics (supply chain consulting, transportation management, contract carriage, order fulfillment, returns management) NFI Real Estate (commercial and industrial real estate development and construction)
38	32	Prime Inc. ⁷ Springfield, Mo. Robert Low, President  www.primeinc.com	587,208 559,153	5.0	62,076 49,653	25.0	983 836	2,340 company tractors 207 owner-operator tractors 30 straight trucks 4,046 trailers	Prime Inc. (refrigerated, dry van and flatbed TL, liquid bulk, transportation management, contract carriage) LHP Transportation Services (freight brokerage, intermodal)
39	41	JHT Holdings Kenosha, Wis. (American Industrial Partners) T. Michael Riggs, President  www.jtholdings.com	569,310 443,830	28.3	N/A N/A	N/A	3,100 N/A	500 company tractor-trailer rigs 100 owner-operator tractor-trailer rigs 1,222 owner-operator tractors 1,650 trailers	Active Transportation Co., Auto Truck Transport, Unimark Services (vehicle hauling, truck haul-away) Dallas & Mavis Specialized Carriers (flatbed, dry van and refrigerated TL, heavy specialized, intermodal, freight brokerage) ATC Leasing (equipment leasing, real estate, administrative services)
40	N/A	Transport Industries Holdings Dallas (Fenway Partners) John Anderson, Chairman Raymond Greer, CEO  <i>no Web site</i>	560,000 N/A	N/A	N/A N/A	N/A	600 N/A	375 company tractors 8,650 owner-operator tractors 6,500 trailers	Transport Industries (contract carriage — includes operations of May Trucking and NFC Transportation acquired in 2003 and 2004, respectively) Total Distribution (warehousing and distribution — acquired June 2004) American Trans-Freight (dry van, refrigerated TL, flatbed and intermodal — acquired September 2004)
41	40	Trimac Transportation System Calgary, Alberta Jeff McCaig, Chairman Terry Owen, CEO  www.trimac.com	515,563 464,000	11.1	N/A N/A	N/A	3,249 3,214	2,612 company tractors 2,018 owner-operator tractors 5,991 trailers	Trimac Transportation System (chemical and petroleum tank, liquid and dry bulk, wood chips, pressurized gases, hazardous materials, tank cleaning) Bulk Plus Logistics (supply chain consulting, transportation management, contract carriage, freight brokerage, bulk transfer and storage, inventory management) Cage Transportation (heavy specialized)

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42	37	 C.R. England Inc. Salt Lake City Daniel England, CEO Eugene England, President Dean England, Chief Operating Officer <i>www.crengland.com</i>	508,659 499,881	1.8	29,065 21,296	36.5	3,435 3,220	1,443 company tractors 1,208 owner-operator tractors 3,978 trailers	C.R. England Inc. (refrigerated and dry van TL, intermodal, contract carriage, warehousing, financial services, equipment sales and leasing) England Logistics (freight brokerage — Carson Transport acquired June 2005) Premier Truck Driving Schools (driver training)
43	38	 Comcar Industries Auburndale, Fla. Guy Bostick, CEO Mark Bostick, President Milton Jacobs, Chief Operating Officer <i>www.comcar.com</i>	476,300 477,600	-0.3	N/A N/A	N/A	4,383 4,222	2,666 company tractors 1,109 owner-operator tractors 6,201 trailers	Commercial Carrier Corp. (refrigerated and dry van TL, liquid and dry bulk, transportation management) Midwest Coast Transport (refrigerated and dry van TL, freight brokerage) Willis Shaw Express (refrigerated TL, freight brokerage) Coastal Transport (flatbed TL) CTL Distribution (chemical tank and dry bulk) Commercial Truck & Trailer Sales (truck, trailer and parts sales) Commercial Warehousing (warehousing)
44	44	 Frozen Food Express Industries Dallas Nasdaq: FFEX Stoney Stubbs Jr., Chairman and CEO <i>www.ffex.net</i>	474,430 421,974	12.4	10,754 4,270	151.9	2,856 2,811	1,573 company tractors 716 owner-operator tractors 4,147 trailers	FFE Transportation Services, Lisa Motor Lines (refrigerated LTL and TL) American Eagle Lines (dry van TL) AirPro Holdings (refrigeration equipment sales and repair)
45	50	 Kenan Advantage Group Canton, Ohio Lee Shaffer, Chairman Dennis Nash, CEO <i>www.thekag.com</i>	459,036 364,910	25.8	N/A N/A	N/A	4,500 4,153	1,594 company tractors 436 owner-operator tractors 2,505 trailers	Petro-Chemical Transport, McDaniel Transportation, North Canton Transfer, Beneto Bulk Transport (petroleum tank) Kenan Transport, Advantage Tank Lines, Klemm Tank Lines (petroleum and chemical tank) KAG Logistics (transportation management)
46	43	 Heartland Express Coralville, Iowa Nasdaq: HTLD Russell Gerdin, Chairman and CEO <i>www.heartlandexpress.com</i>	457,086 405,116	12.8	62,447 57,221	9.1	2,850 2,805	1,700 company tractors 2,500 trailers	Heartland Express, A&M Express (dry van TL, contract carriage)
47	45	 Lynden Inc. Anchorage, Alaska Paul Steere, Chairman Jim Jansen, CEO <i>www.lynden.com</i>	450,000 400,000	12.5	N/A N/A	N/A	1,600 1,500	384 company tractors 2,322 trailers	Lynden Transport (dry van, flatbed and refrigerated TL and LTL) LTI Inc. (liquid and dry bulk) Alaska West Express (chemical and petroleum tank, intermodal, dry bulk, flatbed TL, heavy specialized) Lynden Air Freight (air and ocean freight forwarding, customs brokerage) Alaska Marine Lines (barge) Lynden Air Cargo (cargo airline) Lynden Logistics (transportation management, contract carriage)
48	42	 AAA Cooper Transportation Dothan, Ala. G. Mack Dove, Chairman and CEO Reid Dove, Chief Operating Officer <i>www.aaacooper.com</i>	447,136 408,000	9.6	32,457 12,400	161.8	4,291 4,273	1,861 company tractors 40 straight trucks 4,674 trailers	AAA Cooper Transportation (regional and interregional LTL, dry van TL, contract carriage)
49	57	 Knight Transportation Phoenix NYSE: KNX Kevin Knight, Chairman and CEO Timothy Kohl, President <i>www.knighttrans.com</i>	442,288 340,069	30.1	47,860 35,458	35.0	3,465 3,005	2,574 company tractors 244 owner-operator tractors 7,126 trailers	Knight Transportation (dry van, refrigerated TL, contract carriage) Concentrek Inc. (supply chain consulting, 17% ownership)
50	48	 Interstate Distributor Co. Tacoma, Wash. Gary McLean, President <i>www.intd.com</i>	433,505 368,592	17.6	N/A N/A	N/A	3,425 3,030	1,960 company tractors 200 owner-operator tractors 6,250 trailers	Interstate Distributor Co. (dry van and refrigerated TL, contract carriage, intermodal, expedited, warehousing and distribution, freight brokerage and transportation management)
51	52	 Anderson Trucking Service St. Cloud, Minn. Rollie Anderson, CEO <i>www.ats-inc.com</i>	422,718 359,931	17.4	N/A N/A	N/A	1,300 1,265	540 company tractors 1,455 owner-operator tractors 5,165 trailers	ATS Specialized (flatbed TL, heavy specialized) ATS Inc. (dry van TL) ATS Logistics Services (freight brokerage and transportation management) Intermodal Caribbean Express (barge) ATS Maritime Services (barge) Warren Transport (heavy specialized) SunBelt Furniture Xpress (furniture transportation)
52	46	 Shevell Group Elizabeth, N.J. Myron Shevell, Chairman and CEO Jon Shevell, Vice-Chairman John Karlberg, Chief Operating Officer <i>www.nemf.com</i>	410,500 399,200	2.8	N/A N/A	N/A	5,000 4,950	2,860 company tractors 6,850 trailers	New England Motor Freight (regional LTL) Eastern Freight Ways (dry van TL) Carrier Industries (contract carriage, transportation management) Apex Logistics (freight brokerage) NEMF Today (expedited) NEMF World Transport (ocean freight forwarding)
53	53	 Dart Transit Co. Eagan, Minn. Donald Oren, President <i>www.dart.net</i>	404,159 351,345	15.0	N/A N/A	N/A	336 313	2,206 owner-operator tractors 7,300 trailers	Dart Transit Co. (dry van TL, intermodal, contract carriage, freight brokerage, warehousing, equipment leasing)











For-Hire Carriers

RANK 2004	RANK 2003	COMPANY	REVENUE (000)	% CHANGE	NET INCOME (000)	% CHANGE	EMPLOYEES	EQUIPMENT	OPERATING UNITS (DESCRIPTION OF SERVICES)
54	51	 Contract Freighters Inc. Joplin, Mo. Glenn Brown, Chairman and CEO Herbert Schmidt, President <i>www.cfi-us.com</i>	400,400 362,100	10.6	N/A N/A	N/A	2,631 2,503	2,443 company and owner-operator tractors 7,424 trailers	Contract Freighters Inc. (dry van TL, contract carriage) CFI Logistics (transportation management) CFI de Mexico (sales and marketing, administrative services)
55	49	 Celadon Group [®] Indianapolis Nasdaq: CLDN Stephen Russell, Chairman and CEO <i>www.celadontrucking.com</i>	397,923 367,105	8.4	(275) 3,588	N/A	3,091 2,968	2,079 company tractors 452 owner-operator tractors 6,966 trailers	Celadon Trucking Service (dry van TL, contract carriage — assets of CX Roberson acquired January 2005) Celadon Canada (dry van TL) Servicios de Transportacion Jaguar (dry van TL) Zipp Logistics (warehousing) Truckers B2B (Internet buying cooperative) Celadon East Transport Co. (transportation management — joint venture with investors in Kuwait, established February 2004)
56	47	 Central Freight Lines Waco, Texas Nasdaq: CENF Robert Fasso, CEO <i>www.centralfreight.com</i>	386,601 389,696	-0.8	(22,848) (5,905)	N/A	3,593 3,859	1,993 company tractors 8,624 trailers	Central Freight Lines (regional and interregional LTL)
57	55	 Marten Transport Mondovi, Wis. Nasdaq: MRTN Randolph Marten, Chairman and CEO <i>www.marten.com</i>	380,048 334,667	13.6	17,536 11,842	48.1	2,179 2,087	1,726 company tractors 557 owner-operator tractors 3,152 trailers	Marten Transport (refrigerated TL, freight brokerage, intermodal)
58	57	 Vitran Corp. Toronto AMEX: VVN, TSE: VTN.A Richard McGraw, Chairman Rick Gaetz, CEO <i>www.vitran.com</i>	374,595 331,826	12.9	14,943 10,336	44.6	2,498 2,299	880 company tractors 441 owner-operator tractors 5,512 trailers 369 chassis	Vitran Express (regional and interregional LTL — assets of Chris Truck Line acquired May 2005) Vitran Express Canada (regional LTL) Frontier Transport Corp. (dry van and refrigerated TL) Vitran Logistics (transportation management, warehousing, consolidation and distribution, freight brokerage, intermodal)
59	62	 Stevens Transport Dallas Steven Aaron, Chairman and CEO Todd Aaron, Vice Chairman Clay Aaron, President <i>www.stevenstransport.com</i>	371,000 303,000	22.4	50,410 31,543	59.8	2,470 1,865	1,792 company tractors 280 owner-operator tractors 2,970 trailers	Stevens Transport (refrigerated TL, intermodal, transportation management)
60	59	 Day & Ross Transportation Group Hartland, New Brunswick (McCain Foods Limited) John Doucet, President and CEO <i>www.dayross.ca</i>	365,216 307,297	18.8	N/A N/A	N/A	1,680 1,700	1,734 company tractors 1,257 owner-operator tractors 2,500 trailers	Day & Ross Inc. (refrigerated and dry van LTL and TL, intermodal) Sameday Right-O-Way (expedited, air and ground courier) McCain Transport (refrigerated TL) Fastrax Transportation (flatbed, dry van and refrigerated TL, intermodal) Dedicated Contract Logistics (contract carriage)
61	56	 Gainey Corp. Grand Rapids, Mich. Harvey Gainey, Chairman and CEO <i>www.gaineycorp.com</i>	365,000 315,856	15.6	N/A 8,801	N/A	3,400 3,100	2,200 company tractors 130 owner-operator tractors 5,000 trailers	Gainey Transportation Services, Super Service (dry van TL — assets of North American Van Lines Blanket-Wrap Division acquired May 2005) Aero Bulk Carrier (chemical and pressurized gases) Freight Brokers of America (freight brokerage) LCT Transportation Services (refrigerated TL and LTL)
62	64	 USA Truck Van Buren, Ark. Nasdaq: USAK Robert Powell, Chairman and CEO Jerry Orler, President <i>www.usa-truck.com</i>	363,105 298,663	21.6	7,432 3,355	121.5	2,925 2,776	2,186 company tractors 45 owner-operator tractors 5,682 trailers	USA Truck (dry van TL) USA Logistics (contract carriage, transportation management)
63	63	 Mullen Group Income Fund [®] Aldersyde, Alberta TSE: MTL-UN Murray Mullen, Chairman Stephen Lockwood, President <i>www.mullen-trans.com</i>	362,064 324,081	11.7	35,753 24,912	43.5	2,300 2,500	750 company tractors 500 owner-operator tractors 2,600 trailers	Mullen Trucking (dry van and flatbed TL, heavy specialized — assets of Tenold Transportation and Payne Transportation acquired May and June 2005, respectively) Cascade Carriers (dry bulk) Grimshaw Trucking (regional LTL) Mill Creek Equipment (dry van TL and LTL) Oilfield Services (oil and gas rigging and hauling)
64	Not Ranked	 Universal Truckload Services Inc. Warren, Mich. Nasdaq: UAEL Matthew Moroun, Chairman Donald Cochran, CEO <i>www.uacl.com</i>	362,000 277,700	30.4	11,100 8,700	27.6	N/A N/A	48 company tractors 2,600 owner-operator tractors 3,208 trailers	Universal Am-Can Ltd., Mason and Dixon Lines, Louisiana Transportation, Economy Transportation (dry van and flatbed TL, heavy specialized, freight brokerage) Mason Dixon Intermodal (intermodal drayage) Great American Lines (flatbed, dry van TL — acquired August 2004) CrossRoad Carriers (intermodal — acquired November 2004)
65	54	 Performance Transportation Services Wayne, Mich. (Onex Corp./Norwest Equity Partners/Penske Truck Leasing Co.) John Barr, Chairman Rick Roger, CEO <i>www.pts-inc.biz</i>	345,000 350,000	-1.4	N/A N/A	N/A	2,352 2,850	1,660 company tractor-trailer rigs	Hadley Auto Transport, E&L Transport Co., Leaseway Auto Carriers (vehicle hauling) Transportation Releasing LLC (transportation management)

RANK 2004	RANK 2003	COMPANY	REVENUE (000)	% CHANGE	NET INCOME (000)	% CHANGE	EMPLOYEES	EQUIPMENT	OPERATING UNITS (DESCRIPTION OF SERVICES)
66	N/A	Roadrunner-Dawes Milwaukee Alan McBride, CEO Barry Turner, Chief Operating Officer <i>www.rdfs.com</i> <i>www.dawestransport.com</i>	335,971 301,307	11.5	N/A N/A	N/A	887 900	682 owner-operator tractors 20 straight trucks 712 trailers	Roadrunner-Dawes (expedited LTL and TL)
									
67	65	P.A.M. Transportation Services Tontitown, Ark. Nasdaq: PTSI Robert Weaver, CEO W. Clif Lawson, COO <i>www.pamt.com</i>	325,066 301,038	8.0	10,588 11,490	-7.9	2,736 2,765	1,772 company tractors 85 owner-operator tractors 4,257 trailers	P.A.M. Transport, Allen Freight Services, Choctaw Express, Decker Transport, McNeill Express, East Coast Transport & Logistics (dry van TL, contract carriage) Transcend Logistics (transportation management)
									
68	61	Graebel Cos. Aurora, Colo. David Graebel, Chairman and CEO William Graebel, COO <i>www.graebel.com</i>	323,723 303,443	6.7	(1,868) (6,526)	N/A	1,440 1,441	169 company tractors 660 owner-operator tractors 412 straight trucks 924 trailers	Graebel Van Lines, Graebel Movers (household goods, commercial and industrial moving and storage) Graebel Relocation Services Worldwide (international relocation services) Graebel Movers International (household goods forwarding)
									
69	73	Mercer Transportation Louisville, Ky. James Stone, President <i>www.mercer-trans.com</i>	293,660 230,498	27.4	17,319 11,665	48.5	230 245	1,700 owner-operator tractors and trailers	Mercer Transportation (flatbed, dry van TL)
									
70	60	Velocity Express¹⁰ Westport, Conn. Nasdaq: VEXP Vincent Wasik, Chairman Jeff Hendrickson, Chief Operating Officer <i>www.velocityexp.com</i>	287,918 307,138	-6.3	(47,836) (12,259)	N/A	1,721 1,553	750 company trucks 4,000 owner-operator trucks and vans	Velocity Express (air and ground package delivery, transportation management, warehousing and distribution, supply chain consulting)
									
71	69	Dynamex Inc.¹¹ Dallas AMEX: DDN Richard McClelland, Chairman and CEO <i>www.dynamex.com</i>	287,856 250,801	14.8	12,833 7,578	69.3	2,300 2,150	3,500 owner-operator trucks and vans	Dynamex Inc. (air and ground package delivery, expedited, facilities management, contract carriage, inventory management, call centers)
									
72	70	Forward Air Corp.¹² Greenville, Tenn. Nasdaq: FWRD Bruce Campbell, CEO <i>www.forwardair.com</i>	282,197 241,517	16.8	34,421 25,815	33.3	1,623 1,555	560 owner-operator tractors 1,490 trailers	Forward Air Corp. (air cargo, dry van TL and LTL — assets of airport-to-airport express business acquired from U.S. Xpress Enterprises in June 2005)
									
73	76	Contrans Income Fund Woodstock, Ontario TSE: CSS.UN Stan Dunford, Chairman and CEO Gregory Rumble, Chief Operating Officer <i>www.contrans.ca</i>	267,463 209,305	27.8	18,837 12,650	48.9	N/A N/A	511 company tractors 801 owner-operator tractors 2,129 trailers 717 school buses	Laidlaw Carriers, ECL Carriers, Glen Tay Transportation (liquid and dry bulk, chemical tank, pneumatic, dump, flatbed and dry van TL, hazardous materials) Brookville Carriers, Tri-Line Freight Systems (flatbed and dry van TL) Fillion Transport (flatbed TL) Firm Transportation (air and ocean freight forwarding, freight brokerage — acquired November 2004) Clark Transportation (dry van and refrigerated TL) Northstar Passenger Services (school bus transportation services — includes operations of Walsh Transportation acquired October 2004; assets of Healey Bus Lines acquired April 2005) Contrans Logistics, Brookville Logistics (warehousing and distribution, transportation management, freight brokerage)
									
74	68	KLLM Transport Services Richland, Miss. Bill Grothe, CEO Jim Richards, Chief Operating Officer <i>www.kllm.com</i>	264,727 251,889	5.1	N/A 3,923	N/A	1,800 1,633	1,493 company tractors 153 owner-operator tractors 2,737 trailers	KLLM Inc. (refrigerated and dry van TL, contract carriage)
									
75	80	Cardinal Logistics Management Concord, N.C. Vin McLoughlin, Chairman Tom Hostetler, CEO Jerry Bowman, Chief Operating Officer <i>www.cardlog.com</i>	264,694 200,033	32.3	1,874 5,910	-68.3	1,703 1,368	1,542 company tractors 732 owner-operator tractors 242 straight trucks 4,462 trailers	Cardinal Logistics Management Corp. (contract carriage, residential and commercial delivery, LTL, warehouse and inventory management, supply chain consulting)
									
76	67	Transport Corp. of America Eagan, Minn. Nasdaq: TCAM Michael Paxton, Chairman and CEO <i>www.transportamerica.com</i>	258,408 258,859	-0.2	2,037 (1,079)	N/A	1,370 1,352	1,003 company tractors 551 owner-operator tractors 4,897 trailers	Transport America (dry van TL, contract carriage) TA Logistics (freight brokerage)
									
77	72	Priority America Orlando, Fla. Jim Salmon, CEO <i>www.priority-trans.com</i>	252,000 232,000	8.6	N/A N/A	N/A	1,290 1,125	790 company tractors 470 owner-operator tractors 2,325 trailers	Priority Transportation (dry van TL) Land Transportation (intermodal, dry van and refrigerated TL, freight brokerage)
									

For-Hire Carriers

RANK 2004	RANK 2003	COMPANY	REVENUE (000)	% CHANGE	NET INCOME (000)	% CHANGE	EMPLOYEES	EQUIPMENT	OPERATING UNITS (DESCRIPTION OF SERVICES)
78	71	 Bridge Terminal Transport Charlotte, N.C. (Maersk Inc.) Clark Brown, President www.bttinc.com	250,000 235,000	6.4	N/A N/A	N/A	350 330	2,331 owner-operator tractors 717 container chassis	Bridge Terminal Transport (intermodal drayage)
79	83	 Ace Transportation Broussard, La. James Glasgow, Co-owner Bill Busbice Jr., Co-owner www.acetrans.com	237,380 197,120	20.4	17,266 13,529	27.6	2,501 2,320	1,332 owner-operator tractors 489 straight trucks 1,332 trailers	Ace Transportation, Dynasty Transportation, Lesco Transportation, Lesco Trucking Co. (flatbed TL, heavy specialized, freight brokerage)
80	82	 The Bekins Co. Hillside, Ill. George Gilbert, Chairman Larry Marzullo, CEO www.bekins.com	232,230 197,803	17.4	N/A N/A	N/A	375 354	734 agent-owned tractors 277 owner-operator tractors 757 agent-owned straight trucks 1,624 trailers	Bekins Worldwide Solutions (high-value product distribution, home delivery, trade show exhibits, warehousing) Bekins Van Lines (household goods, commercial and industrial moving and storage)
81	74	 United Road Services Romulus, Mich. Michael Wysocki, CEO www.unitedroad.com	230,744 230,004	0.3	7,550 2,434	210.2	1,780 1,800	869 company tractor-trailer rigs 184 owner-operator tractor-trailer rigs 397 tow trucks	United Road Services (vehicle hauling and towing)
82	79	 Central Refrigerated Services West Valley City, Utah Jon Isaacson, CEO www.centralref.com	228,978 204,321	12.1	N/A N/A	N/A	N/A 1,391	862 company tractors 533 owner-operator tractors 2,070 trailers	Central Refrigerated Service (refrigerated TL, contract carriage, intermodal, freight brokerage)
83	78	 Pitt Ohio Express Pittsburgh Charles Hammel III, CEO www.pittohio.com	221,752 205,470	7.9	21,193 13,480	57.2	2,454 2,450	612 company tractors 307 straight trucks 1,570 trailers	Pitt Ohio Express (regional LTL)
84	75	 Western Express Nashville, Tenn. Wayne Wise, Chairman and CEO www.westernexp.com	220,000 212,000	3.8	N/A N/A	N/A	N/A N/A	1,600 company tractors 3,050 trailers	Western Express (dry van and flatbed TL, contract carriage)
85	77	 Jack Cooper Transport Co. Kansas City, Mo. Thom Cooper Jr., Chairman Greg May, President www.jackcooper.com	218,728 208,400	5.0	2,270 2,000	13.5	1,423 1,400	1,108 company tractor-trailer rigs	Jack Cooper Transportation Co., Pacific Motor Trucking (vehicle hauling)
86	84	 G.I. Trucking La Mirada, Calif. William Reid, President www.gi-trucking.com	215,000 194,699	10.4	N/A 797	N/A	2,110 2,118	687 company tractors 4,890 trailers	G.I. Trucking (regional and interregional LTL)
87	86	 Suddath Cos. Jacksonville, Fla. Barry Vaughn, CEO www.suddath.com	211,473 185,000	14.3	8,442 4,112	105.3	1,102 760	300 company tractors 350 owner-operator tractors 200 moving vans 454 trailers	Suddath Relocation Systems (household goods, military, commercial and industrial moving and storage, temporary lodging) Suddath International (international household goods moving and storage, transportation management) Lexicon Relocation (relocation-management support services) Suddath Transportation Services (freight brokerage, warehousing and distribution of trade show exhibits, store fixtures, high-value products) Centra Worldwide (air and ocean freight forwarding, warehousing and distribution, aerospace electronics and horticulture transport, order fulfillment, product testing, returns management, call center, packaging and assembly, billing and collections, warranty and repair services) Suddath Logistics Group (warehousing and distribution, inventory management, asset management, transportation management) AirLand Forwarders (military freight forwarding)
88	N/A	 Paschall Truck Lines Murray, Ky. Randall Waller, President www.ptl-inc.com	208,615 187,733	11.1	N/A N/A	N/A	1,274 1,081	792 company tractors 526 owner-operator tractors 3,150 trailers	Paschall Truck Lines (dry van TL) Paschall Logistics (freight brokerage)
89	87	 Roehl Transport Marshfield, Wis. Everett Roehl, Chairman Richard Roehl, CEO www.roehltransport.com	206,900 184,649	12.1	7,900 4,160	89.9	1,800 1,836	1,500 company tractors 6 straight trucks 3,537 trailers	Roehl Transport (flatbed and dry van TL, heavy specialized, dry bulk)
90	99	 Epes Carriers Greensboro, N.C. Al Bodford, Chairman and CEO Bill Fobert, Chief Operating Officer www.epescarriers.com	205,307 175,217	17.2	13,600 5,245	159.3	1,100 818	705 company tractors 370 owner-operator tractors 24 straight trucks 2,875 trailers	Epes Transport System (dry van TL, contract carriage) Texas Star Express (regional dry van TL) Epes Logistics Services (expedited, supply chain consulting, transportation management, freight brokerage, freight payment)

RANK 2004	RANK 2003	COMPANY	REVENUE (000)	% CHANGE	NET INCOME (000)	% CHANGE	EMPLOYEES	EQUIPMENT	OPERATING UNITS (DESCRIPTION OF SERVICES)
91	81	 Superior Bulk Logistics Oak Brook, Ill. Richard Lewis, Chairman and CEO <i>www.superiorbulklogistics.com</i>	204,626 199,887	2.4	N/A N/A	N/A	1,600 1,560	850 company tractors 330 owner-operator tractors 5 straight trucks 2,400 trailers	Superior Carriers, Carry Transit (liquid and dry bulk, rail transfer and storage) Sani-Care Wash Systems (tank cleaning) Superflo Inc (rail transfer and storage) Milestone (intermodal container maintenance, leasing and management)
92	89	 Cassens Transport Edwardsville, Ill. Allen Cassens, Chairman Richard Suhre, CEO <i>www.cassens.com</i>	203,792 181,484	12.3	3,429 3,264	5.1	1,251 1,217	1,210 company tractor-trailer rigs	Cassens Transport Co. (vehicle hauling)
93	85	 The Waggoners Trucking Billings, Mont. Wayne Waggoner, Chairman David Waggoner, President <i>www.waggonerstrucking.com</i>	201,576 186,380	8.2	N/A 6,577	N/A	1,259 1,441	1,080 company tractor-trailer rigs	The Waggoners Trucking (vehicle hauling, flatbed LTL)
94	91	 Arnold Transportation Services Jacksonville, Fla. Michael Walters, CEO <i>www.arnoldtransportation.com</i>	199,400 175,816	13.4	N/A N/A	N/A	1,372 1,106	974 company tractors 512 owner-operator tractors 4,350 trailers	Arnold Transportation (dry van TL, contract carriage)
95	93	 CD&L Inc. South Hackensack, N.J. AMEX: CDV Albert Van Ness Jr., Chairman and CEO William Brannan, Chief Operating Officer <i>www.cdl.net</i>	197,724 166,083	19.1	1,583 1,683	-5.9	1,495 1,433	113 company trucks and vans 2,817 owner-operator trucks and vans	CD&L Inc. (air and ground package delivery, contract carriage, facilities management)
96	94	 Smithway Motor Xpress Corp. Fort Dodge, Iowa Nasdaq: SMXC G. Larry Owens, CEO <i>www.smxc.com</i>	189,001 165,329	14.3	2,241 (2,588)	N/A	998 1,396	794 company tractors 445 owner-operator tractors 2,101 trailers	Smithway Motor Xpress Corp., East West Motor Express (flatbed and dry van TL) New Horizons Leasing (equipment leasing)
97	90	 RoadLink USA Jacksonville, Fla. James Nettles, Chairman Ronald Sorrow, CEO <i>www.roadlinkusa.com</i>	186,510 178,816	4.3	N/A N/A	N/A	850 1,000	300 company tractors 1,200 owner-operator tractors 650 trailers	RoadLink USA Midwest, RoadLink USA East, RoadLink USA New England, RoadLink USA Pacific, RoadLink USA South (intermodal drayage and regional dry van TL)
98	97	 Arrow Trucking Co. Tulsa, Okla. Douglas Pielsticker, CEO Bob Fitzgerald, Chief Operating Officer <i>www.arrowtrucking.com</i>	182,600 150,438	21.4	N/A N/A	N/A	1,663 1,614	1,285 company tractors 2,393 trailers	Arrow Trucking (flatbed, dry van TL and LTL, heavy specialized) Arrow Logistics (contract carriage, freight brokerage, warehousing)
99	Not Ranked	 A. Duie Pyle Cos. West Chester, Pa. Pete Latta, President <i>www.pyleco.com</i>	168,062 143,000	17.5	N/A N/A	N/A	1,850 1,692	540 company tractors 200 owner-operator tractors 22 straight trucks 1,500 trailers	A. Duie Pyle Inc. (regional LTL) A. Duie Pyle Warehousing & Distribution (warehousing and distribution, assembly) Pyle Transport Services (dry van flatbed TL) ADP Logistics (freight bill auditing and payment, contract carriage, inventory management) Pyle Leasing (equipment rental and leasing, driver leasing)
100	92	 Navajo Shippers Commerce City, Colo. Donald Digby, President <i>www.navajo.com</i>	168,000 168,000	0.0	5,500 N/A	N/A	1,130 N/A	559 company tractors 357 owner-operator tractors 1,750 trailers	Navajo Express (refrigerated TL) Digby Van (dry van TL — includes assets of Transportation Management Services) Navajo Logistics (freight brokerage)

TT For-Hire 100 Footnotes:

1. FedEx Corp. revenue and net income are for 12 months ended May 31, 2005, and May 31, 2004. Employee number includes owner-operators. Company tractors are for FedEx Freight only.
2. Yellow Roadway revenue and net income are pro forma results as if acquisition of USF Corp. had occurred on Jan. 1, 2003.
3. DHL revenue is gross revenue for operations in North and South America. Equipment and employee numbers do not include owner-operators or employees of subcontractors that provide pickup and delivery services and staff for some of DHL's freight terminal facilities.
4. CNF net income is for continuing operations. Equipment numbers are for Con-Way Transportation Services only.
5. Exel Americas revenue includes gross revenue for contract logistics and transportation management.
6. Sirva Inc. revenue and net income is for nine months ended Sept. 30, 2004, and Sept. 30, 2003.
7. Prime Inc. revenue and net income are for 12 months ended April 1, 2005, and March 31, 2004.
8. Celadon Group revenue and net income are for 12 months ended June 30, 2004, and June 30, 2003.

9. Mullen Transportation employee number includes owner-operators.
10. Velocity Express revenue and income for 12 months ended July 3, 2004, and June 28, 2003.
11. Dynamex Inc. revenue is for fiscal years July 31, 2004, and July 31, 2003.
12. Forward Air employee number includes full- and part-time workers.

Notes:

() Parenthesis indicate losses.
N/A means not available or not applicable.
Revenue and net income for Canadian companies are shown in U.S. dollars at the average rate of exchange during the time period listed, as calculated by Bloomberg News. For calendar 2004 it was US\$1 = C\$1.30.

Key: NYSE: New York Stock Exchange; Nasdaq: Nasdaq National Market; AMEX: American Stock Exchange; OTCBB: Over-The-Counter Bulletin Board; TSE: Toronto Stock Exchange.

Hispanic Drivers, Motor Carriers Starting to Seek Out Each Other

By Marc Levy
Associated Press

READING, Pa. — Jose Frias scrubbed a chicken processing plant for six years, never earning more than \$8.50 an hour. Tomas Rodriguez lost his factory job making door knobs and tools in December. And Alfonso Lua left his native Mexico 26 years ago to pick U.S. fruit and vegetables for \$10,000 a year.

Now, Frias and Rodriguez are learning to be longhaul truck drivers while Lua has been driving big rigs for seven years, making six times what he brought home from the orchards.

“This is easier, this is better,” Lua said, standing beside his bright red rig at a terminal in York, Pa. “I don’t work [outdoors] in the hot weather or the cold weather. I’m in my truck, I have air conditioning and I have heat.”

Their quests for more job security and better wages led them down a road that driver-starved trucking companies are hoping more Hispanics will follow.

Beset by an aging work force and high turnover, trucking companies that traditionally culled drivers from middle America are recruiting in urban Hispanic communities, advertising in Spanish, appealing to high school students and setting up booths at job fairs.

Truck-driving schools also are responding to demand from the industry and from Hispanics hungry for better-paying jobs that do not require fluent English.

Hispanics are the country’s fastest-growing ethnic group, accounting for an estimated one-seventh of the nation’s 1.3 million longhaul truckers, the same proportion as in the overall U.S. population.

The industry currently faces a 20,000-driver shortfall that could balloon to 110,000 by 2014, a figure that doesn’t include the approximately 219,000 truckers expected to retire during that period, according to a study commissioned by American Trucking Associations, an industry group.

To close the gap, companies want trucking to be attractive to Hispanics, who are joining the broader U.S. work force and filling one of every three job openings, according to the Bureau of Labor Statistics.

“In correlation to the growth of the [Hispanic] population, we’re not reaching out as fast as we should,” said Larry Johnson, president of the Nebraska Trucking Association.

So Johnson’s organization has sought to establish a presence in heavily Hispanic south Omaha, where it sponsors stay-in-school programs.

Schneider National of Green Bay, Wis., the country’s largest truckload carrier, has tapped Hispanic business groups for help in placing Spanish-language advertisements and participating in job fairs.

U.S. Xpress Enterprises, Chat-

tanooga, Tenn., is advertising in Spanish for drivers and seeking Spanish-speaking recruiters, payroll clerks and dispatchers to cushion the arrival of more Hispanic drivers. The ads have prompted calls from drivers and student drivers born in Colombia, Mexico, Cuba and Puerto Rico.

“If you keep doing business like

you did yesterday, you’re eventually going to get run over,” said Gary Kelley, a U.S. Xpress vice president. “It’s going to be difficult and expensive, but it’s going to be well worth the investment.”

Truckers make an average of \$14.83 an hour, according to 2003 Department of Labor statistics, nearly triple the national minimum wage of \$5.15 an hour.

Frias, 40, a native of the Dominican Republic who speaks little English, said a Hispanic friend told him he was making almost double what Frias earned on a sanitation crew at the chicken-processing plant. Rodriguez, 49, who is bilingual and grew up in Reading, said his job will be safer as a trucker, particularly if he becomes an owner-operator.

“They can’t ship our trucks overseas,” Rodriguez said.

Lua, 39, has driven a truck for J.P. Donmoyer Inc. for seven years, hauling limestone, ash and building materials across the eastern United States. He keeps a photograph of his two children next to the steering wheel, and earns \$60,000 or more a year driving 60 hours a week.



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Sector Analysis

Truckload Carriers Lead Revenue Gains of 2004

By Daniel P. Bearth
Senior Features Writer

Business boomed across all trucking sectors in 2004 with revenue gains ranging from 15.5% for truckload carriers

to 7.8% for refrigerated truckload carriers, based on a review of operating results for the TRANSPORT TOPICS 100 and a select number of other large for-hire carriers.

Revenue for a group of 27 large less-than-truckload carriers in-

creased 14.7% to \$27.19 billion in 2004, and sector leader Yellow Roadway was poised to extend its lead with the acquisition of the No. 4 carrier, USF Corp., in May.

FedEx Freight and Con-Way Transportation Services retained their hold on the Nos. 2 and 3

spots in the LTL sector, while the No. 5 carrier, Overnite Corp., was expected to become part of UPS Inc. after approval by Overnite shareholders of UPS' \$1.2 billion buyout offer on Aug. 4.

Both Estes Express Lines and SCS Transportation moved up a

notch in the rankings, coming in at Nos. 7 and 8, respectively. Watkins Motor Lines moved down the list to No. 9 and Old Dominion Freight Line repeated at No. 10 on the list.

In the truckload sector, a total of 44 truckload carriers generated combined revenue of \$25.73 billion, an increase of 15.7% over 2003.

Schneider National again topped the truckload sector, based on

Baldwin & Lyons, Inc. Protective Insurance Co.

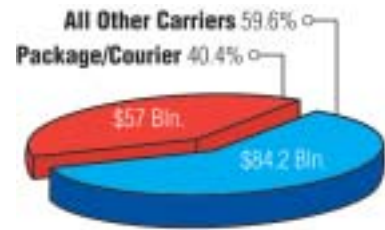
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2004 Revenue

Top For-Hire Carriers



CON = Contract
HHG = Household Goods
LTL = Less-Than-Truckload
INT = Intermodal

Top Ten, Revenue Growth

1	Cardinal Logistics Mgmt.	32.3%
2	Universal Truckload Services	30.4
3	Knight Transportation	30.1
4	JHT Holdings	28.3
5	EGL Inc.	28.0

Tractor Growth

1	Penske Truck Leasing	14,000
2	Ryder System	2,800
3	FedEx Freight	900
4	CNF Inc.	832
5	Day & Ross Transp. Grp.	613
6	Swift Transportation	554
7	Averitt Express	547
8	Overnite Corp.	492
9	Old Dominion Freight Line	429
10	NFI Industries	424

Top Ten, Owner-Operator Growth

1	TransForce Income Fund	860
2	C.R. England Inc.	508
3	Schneider National	400
4	Bridge Terminal Transport	306
5	J.B. Hunt Transport Services	292

total revenue that includes its Schneider Logistics unit. Swift Transportation claimed the No. 2 position, moving ahead of J.B. Hunt Transport Services and Crete Carriers and CRST International moved ahead of Covenant Transport, which dropped to No. 9 from No. 7 on the sector list. Werner Enterprises and U.S. Xpress Enterprises remained at Nos. 5 and 6, respectively, in the truckload sector.

Swift, J.B. Hunt, Werner, U.S. Xpress and Covenant are owners of Transplace Inc., a logistics company with revenues that are not included in the parent com-

panies' totals.

Revenue for 10 refrigerated truckload carriers rose 7.8% to \$3.41 billion. There was little change in the market shares of refrigerated carriers, with Prime Inc. continuing to lead the field, followed by C.R. England Inc. and Frozen Food Express Industries.

A group of nine tank truck carriers saw revenue grow by 13% to \$2.51 billion from \$2.22 billion. Quality Distribution ranked

No. 1 and Trimac Transportation was No. 2, same as last year.

Household goods carriers generated \$5.33 billion in 2004, an increase of 9.6% from 2003, with all six companies in the sector sharing evenly in the gains.

Vehicle haulers saw a jump of 7.8% in revenue to \$2.51 billion from \$2.33 billion, a turnaround from a year ago when combined revenue for the seven carriers was essentially flat. Allied Hold-

ings retained its No. 1 rank, but JHT Holdings moved into the No. 2 spot ahead of Performance Transportation Services.

A group of four intermodal carriers posted a healthy 12.4% gain in revenue to \$2.56 billion. J.B. Hunt Intermodal topped the list, followed by Pacer International and drayage specialists Bridge Terminal Transport and Roadlink USA.

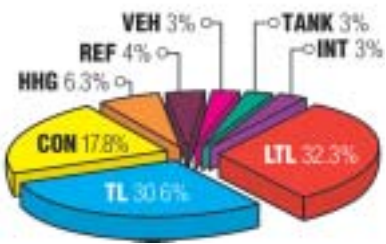
In the contract carriage and logistics sector, 14 carriers gen-

erated a combined \$14.96 billion in net revenue last year vs. \$13.55 billion in 2003, a gain of 10.4%. The sector is headed by Exel Americas, followed by UPS Supply Chain Solutions.

A group of six package and express carriers generated revenue of \$56.95 billion, a gain of 12.3% over 2003. UPS and FedEx dominated the sector, with DHL Express coming in third.

Revenue Breakdown

Excluding Package/Courier Sector



Total \$84.2 Billion

REF = Refrigerated
TL = Truckload
TANK = Tank Truck
VEH = Vehicle

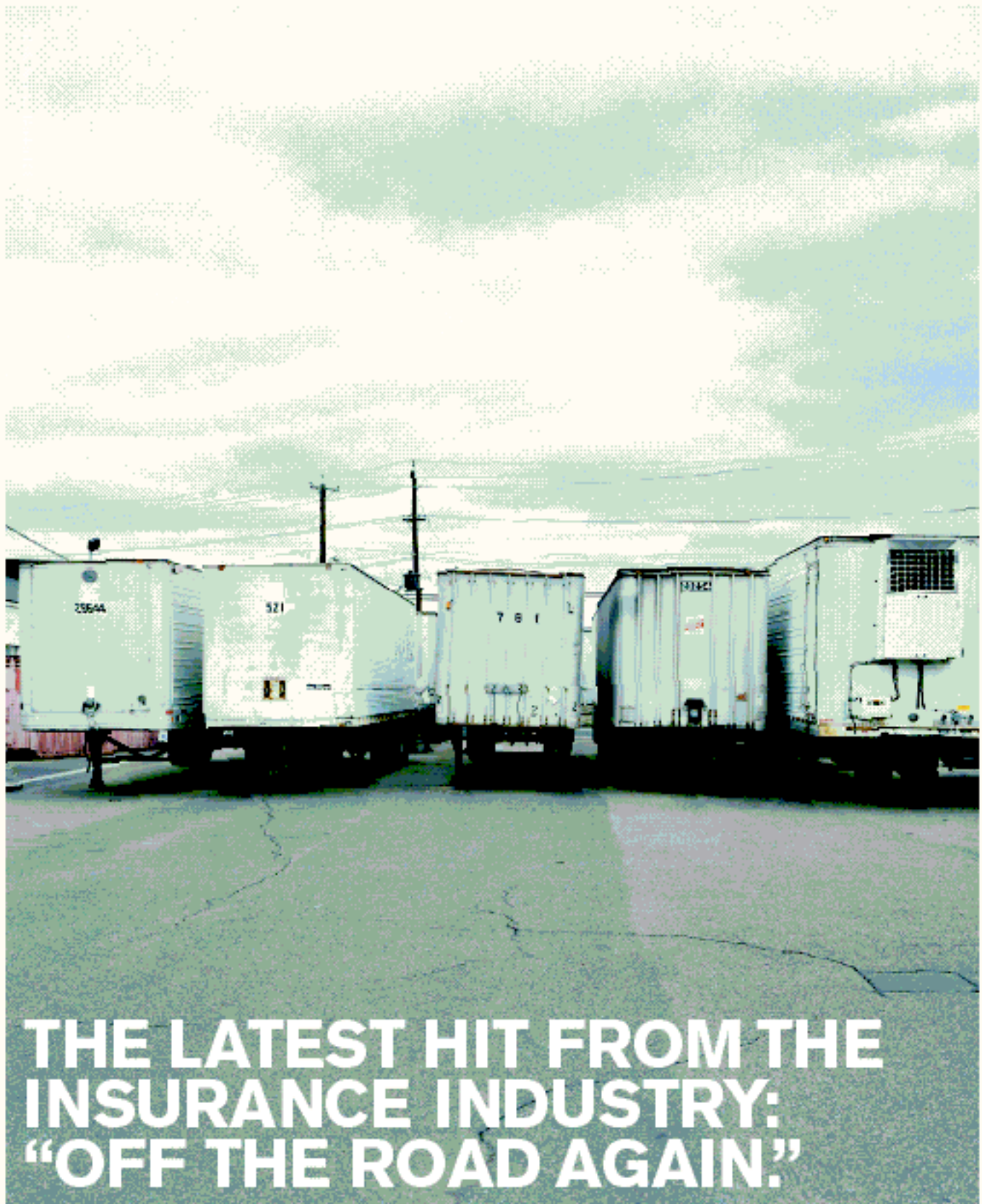
6	Exel Americas	27.4
7	Landstar System	26.5
8	NFI Industries	26.3
9	Kenan Advantage Group	25.8
10	Old Dominion Freight Line	23.4

Trailer Growth

1	Yellow Roadway	3,366
2	TransForce Income Fund	2,916
3	UPS Inc.	2,539
4	G.I. Trucking	2,202
5	Estes Express Lines	1,980
6	U.S. Xpress Enterprises	1,966
7	Cardinal Logistics Mgmt.	1,658
8	Old Dominion Freight Line	1,638
9	Averitt Express	1,519
10	Penske Truck Leasing	1,500

6	Watkins Associated Industries	270
7	Mercer Transportation	250
8	Cardinal Logistics Management	196
9	Anderson Trucking Service	155
10	Roadrunner-Dawes	142

Sources: Company reports



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RANKING OF TOP FOR-HIRE CARRIERS BY SECTOR

RANK	COMPANY	REVENUE (000)		
		2004	2003	% CHANGE
LESS-THAN-TRUCKLOAD				
1	YELLOW ROADWAY CORP.	\$6,767,485	\$5,942,556	13.9
2	FEDEX FREIGHT	3,217,000	2,689,000	19.6
3	CON-WAY TRANSPORTATION SERVICES	2,604,004	2,212,597	17.7
4	USF CORP.	2,005,330	1,898,668	5.6
5	OVERNITE CORP.	1,647,461	1,475,463	11.7
6	ABF FREIGHT SYSTEM	1,590,000	1,347,078	18.0
7	ESTES EXPRESS LINES	1,003,651	864,813	16.1
8	SCS TRANSPORTATION	982,300	827,359	18.7
9	WATKINS MOTOR LINES	967,468	865,676	11.8
10	OLD DOMINION FREIGHT LINE	824,051	667,531	23.4
11	AVERITT EXPRESS	704,233	625,948	12.5
12	SOUTHEASTERN FREIGHT LINES	642,077	559,146	14.8
13	TRANSFORCE INCOME FUND	451,945	283,846	59.2
14	LYNDEN INC.	450,000	400,000	12.5
15	AAA COOPER TRANSPORTATION	447,136	408,000	9.6
16	SHEVELL GROUP	410,500	399,200	2.8
17	CENTRAL FREIGHT LINES	386,601	389,696	-0.8
18	ROADRUNNER-DAWES	335,970	301,307	11.5
19	VITRAN CORP.	303,017	270,189	12.2
20	FORWARD AIR CORP.	282,197	241,517	16.8
21	PITT OHIO EXPRESS	221,752	205,470	7.9
22	G.I. TRUCKING	215,000	194,699	10.4
23	A. DUJE PYLE INC.	168,062	143,000	17.5
24	PJAX FREIGHT SYSTEM	150,000	124,858	20.1
25	MILAN EXPRESS	141,000	120,300	17.2
26	DAYLIGHT TRANSPORT	135,000	115,000	17.4
27	WILSON TRUCKING CORP.	134,757	123,224	9.4
	Total Less-Than-Truckload	27,187,997	23,696,141	14.7

USF Corp. revenue includes LTL segment only. Company was purchased by Yellow Roadway Corp. May 24.
Lynden Inc. revenue includes Lynden Transport, plus truckload, freight forwarding and air freight and barge operations.
Shevell Group revenue includes New England Motor Freight, plus truckload, warehousing and distribution operations.

RANK	COMPANY	REVENUE (000)		
		2004	2003	% CHANGE
TRUCKLOAD				
1	SCHNEIDER NATIONAL INC.	\$3,200,000	\$2,900,000	10.3
2	SWIFT TRANSPORTATION CO.	2,826,201	2,397,655	17.9
3	J.B. HUNT TRANSPORT SERVICES	2,786,200	2,433,500	14.5
4	LANDSTAR SYSTEM	2,019,936	1,596,571	26.5
5	WERNER ENTERPRISES	1,678,043	1,457,766	15.1
6	U.S. XPRESS ENTERPRISES	1,105,656	930,509	18.8
7	CRETE CARRIER CORP.	820,636	745,000	10.2
8	CRST INTERNATIONAL	617,627	525,362	17.6
9	COVENANT TRANSPORT	603,622	582,457	3.6
10	NFI INDUSTRIES	603,307	477,600	26.3
11	HEARTLAND EXPRESS	457,086	405,116	12.8
12	KNIGHT TRANSPORTATION	442,288	340,069	30.1
13	INTERSTATE DISTRIBUTOR CO.	433,505	368,592	17.6
14	ANDERSON TRUCKING SERVICE	422,718	359,931	17.4
15	DART TRANSIT	404,159	351,345	15.0
16	CONTRACT FREIGHTERS INC.	400,400	362,100	10.6
17	CELADON GROUP	397,923	367,105	8.4
18	DAY & ROSS TRANSPORTATION GROUP	365,216	307,297	18.8
19	GAINEY CORP.	365,000	315,856	15.6
20	USA TRUCK	363,105	298,663	21.6
21	MULLEN TRANSPORTATION	362,063	324,081	11.7
22	UNIVERSAL TRUCKLOAD SERVICES	362,000	277,700	30.4
23	P.A.M. TRANSPORTATION SERVICES	325,066	301,038	8.0
24	COMCAR INDUSTRIES	305,900	308,300	-0.8
25	TRANSFORCE INCOME FUND	299,861	204,670	46.5
26	MERCER TRANSPORTATION CO.	293,660	230,498	27.4
27	CONTRANS INCOME FUND	267,463	209,305	27.8
28	TRANSPORT CORP. OF AMERICA	258,408	258,859	-0.2
29	PRIORITY AMERICA	252,000	232,000	8.6
30	ACE TRANSPORTATION	237,380	197,120	20.4
31	WESTERN EXPRESS	220,000	212,000	3.8
32	PASCHALL TRUCK LINES	208,615	187,733	11.1
33	ROEHL TRANSPORT	206,900	184,649	12.1
34	EPES CARRIERS	205,307	175,217	17.2
35	ARNOLD TRANSPORTATION SERVICES	199,400	175,816	13.4
36	SMITHWAY MOTOR XPRESS	189,001	165,329	14.3
37	ARROW TRUCKING	182,600	150,438	21.4
38	MAVERICK TRANSPORTATION	166,026	130,832	26.9
39	FALCON TRANSPORT	164,525	152,000	8.2
40	BOYD BROS. TRANSPORTATION	154,284	134,345	14.8
41	DALLAS & MAVIS SPECIALIZED CARRIERS	150,000	130,000	15.4
42	COWAN SYSTEMS LLC	137,000	112,707	21.6
43	CLARKE INC.	134,630	172,689	-22.0
44	USF GLEN MOORE	133,725	128,071	4.4
	Total Truckload	25,728,442	22,277,891	15.5

Schneider National Inc. revenue includes Schneider Logistics.
Comcar Industries revenue includes operations of Commercial Carrier Corp., Coastal Transport and Midwest Coast Transport.

RANK	COMPANY	REVENUE (000)		
		2004	2003	% CHANGE
TANK				
1	QUALITY DISTRIBUTION	622,015	565,440	10.0
2	TRIMAC TRANSPORTATION SYSTEM	515,563	464,000	11.1
3	KENAN ADVANTAGE GROUP	459,036	364,910	25.8
4	SUPERIOR BULK LOGISTICS	204,626	199,887	2.4
5	GROENDYKE TRANSPORT	157,000	138,167	13.6
6	SCHNEIDER NATIONAL BULK CARRIERS	150,200	135,943	10.5
7	ENTERPRISE TRANSPORTATION	144,370	129,736	11.3
8	A&R TRANSPORT INC.	136,000	117,000	16.2
9	TANKSTAR USA INC.	123,187	108,420	13.6
	Total Tank	2,511,997	2,223,503	13.0

Schneider National Bulk Carriers, A&R Transport and Tankstar USA revenue are from Bulk Transporter magazine.

RANK	COMPANY	REVENUE (000)		
		2004	2003	% CHANGE
REFRIGERATED				
1	PRIME INC.	587,208	559,153	5.0
2	C.R. ENGLAND INC.	508,659	499,881	1.8
3	FROZEN FOOD EXPRESS INDUSTRIES	474,400	422,000	12.4
4	MARTEN TRANSPORT	380,048	334,667	13.6
5	STEVENS TRANSPORT	371,000	303,000	22.4
6	KLLM INC.	264,727	251,889	5.1
7	CENTRAL REFRIGERATED SERVICE	228,978	204,321	12.1
8	COMCAR INDUSTRIES	216,100	218,200	-1.0
9	SHAFFER TRUCKING	209,631	199,841	4.9
10	NAVAJO SHIPPERS	168,000	168,000	0.0
	Total Refrigerated	3,408,751	3,160,952	7.8

Prime Inc. revenue includes dry van, flatbed and tank operations.
Comcar Industries revenue includes operations of Willis Shaw Express and Midwest Coast Transport.
Navajo Shippers revenue includes operations of Navajo Express and Digby Truck Van.

RANK	COMPANY	REVENUE (000)		
		2004	2003	% CHANGE
HOUSEHOLD				
1	UNIGROUP INC.	1,994,783	1,808,694	10.3
2	SIRVA INC.	1,710,401	1,602,900	6.7
3	ATLAS WORLD GROUP	860,000	766,000	12.3
4	GRAEBEL COS.	323,723	303,443	6.7
5	BEKINS WORLDWIDE	232,230	197,803	17.4
6	SUDDATH COS.	211,473	185,000	14.3
	Total Household	5,332,610	4,863,840	9.6

Sirva Inc. revenue is for nine months ended Sept. 30, 2004.

RANK	COMPANY	REVENUE (000)		
		2004	2003	% CHANGE
MOTOR VEHICLE				
1	ALLIED HOLDINGS	895,213	865,463	3.4
2	JHT HOLDINGS	419,310	313,830	33.6
3	PERFORMANCE TRANSPORTATION SERVICES	345,000	350,000	-1.4
4	UNITED ROAD SERVICE	230,744	230,004	0.3
5	JACK COOPER TRANSPORT	218,728	205,209	6.6
6	CASSENS TRANSPORT	203,792	181,484	12.3
7	THE WAGGONERS TRUCKING	201,576	186,380	8.2
	Total Motor Vehicle	2,514,363	2,332,370	7.8

JHT Holdings revenue is for Active Transportation Co., Auto Truck Transport and Unimark Services.

RANK	COMPANY	REVENUE (000)		
		2004	2003	% CHANGE
CONTRACT/LOGISTICS				
1	EXEL AMERICAS*	2,725,000	2,519,000	8.2
2	UPS SUPPLY CHAIN SOLUTIONS	2,346,000	2,126,000	10.3
3	SCHNEIDER NATIONAL*	1,462,000	1,309,000	11.7
4	RYDER SUPPLY CHAIN SOLUTIONS*	1,443,000	1,468,000	-1.7
5	BAX GLOBAL*	1,341,000	1,180,000	13.6
6	PENSKE LOGISTICS*	866,000	748,000	15.8
7	EAGLE GLOBAL LOGISTICS	865,824	735,252	17.8
8	J.B. HUNT DEDICATED CONTRACT SERVICES	760,000	671,200	13.2
9	MENLO WORLDWIDE LOGISTICS*	748,000	681,000	9.8
10	TNT LOGISTICS NORTH AMERICA*	633,000	592,000	6.9
11	TRANSPORT INDUSTRIES HOLDINGS*	560,000	476,000	17.6
12	RUAN TRANSPORT CORP.	538,000	500,000	7.6
13	DHL AMERICAS*	411,000	349,000	17.8
14	CARDINAL LOGISTICS MANAGEMENT	264,694	200,033	32.3
	Total Contract/Logistics	14,963,518	13,554,485	10.4

Revenue for companies in this sector is net revenue. * indicates estimates are from Richard Armstrong of Armstrong & Associates.

RANK	COMPANY	REVENUE (000)		
		2004	2003	% CHANGE
INTERMODAL				
1	J.B. HUNT INTERMODAL	1,120,000	936,200	19.6
2	PACER INTERNATIONAL	999,200	923,100	8.2
3	BRIDGE TERMINAL TRANSPORT	250,000	235,000	6.4
4	ROADLINK USA	186,510	178,816	4.3
	Total Intermodal	2,555,710	2,273,116	12.4

Pacer International revenue is for Pacer Stacktrain and Pacer Cartage operations.

RANK	COMPANY	REVENUE (000)		
		2004	2003	% CHANGE
PACKAGE/COURIER				
1	UPS INC.	26,610,000	25,022,000	6.3
2	FEDEX CORP.	24,165,000	21,407,000	12.9
3	DHL EXPRESS	5,402,260	3,550,734	52.1
4	VELOCITY EXPRESS	287,918	307,138	-6.3
5	DYNAMEX INC.	287,856	250,801	14.8
6	CD&L INC.	197,724	166,083	19.1
	Total Package/Courier	56,950,758	50,703,756	12.3

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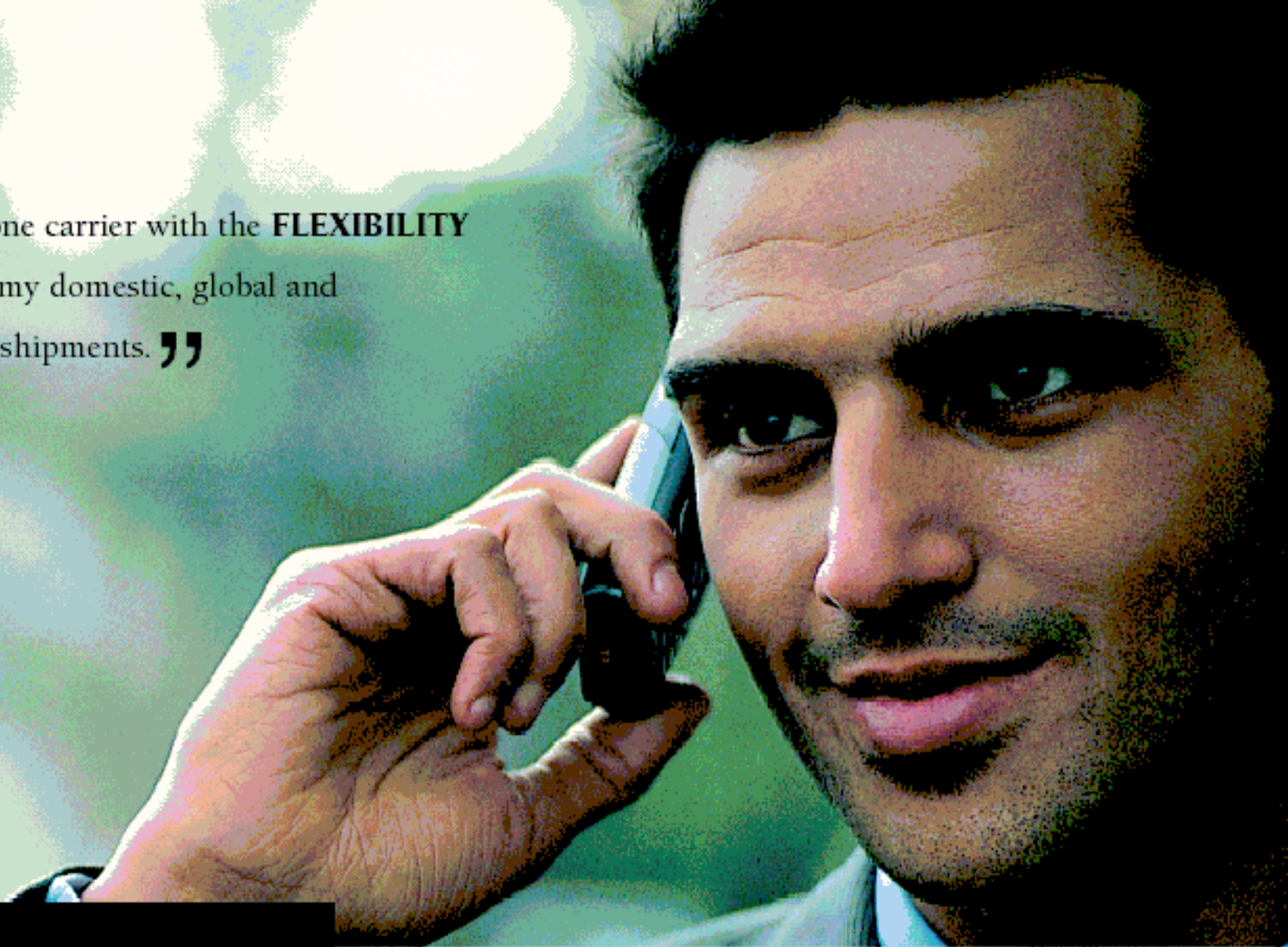
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