



TOP 50 TRUCKING COMPANIES

2014 RANK	PARENT COMPANY	PRIMARY SERVICE	PUBLIC/PRIVATE	REVENUE (in millions of dollars)		PERCENT CHANGE	SUBSIDIARY PORTFOLIO/SERVICES/COMMENTS
				2013	2014		
1	UNITED PARCEL SERVICE OF AMERICA	Parcel	Public	\$27,076	\$28,646	5.8%	UPS Ground, UPS Freight.
2	FEDEX*	Parcel	Public	\$16,585	\$18,154	9.5%	FedEx Ground, FedEx Freight, FedEx Custom Critical.
3	J.B. HUNT TRANSPORT SERVICES	TL	Public	\$5,585	\$6,165	10.4%	Fifth consecutive year of double-digit revenue growth.
4	YRC WORLDWIDE	LTL	Public	\$4,865	\$5,069	4.2%	YRC Freight, Holland, Reddaway, New Penn.
5	SWIFT TRANSPORTATION	TL	Public	\$3,862	\$4,299	11.3%	Swift Transportation, Central Refrigerated Service (acquired in August 2013).
6	CON-WAY	LTL	Public	\$3,991	\$4,159	4.2%	Con-way Freight, Con-way Truckload
7	SCHNEIDER NATIONAL	TL	Private	\$3,274	\$3,524	7.6%	Schneider National, Schneider National Bulk Carriers, Schneider Intermodal.
8	LANDSTAR SYSTEM	TL	Public	\$2,821	\$3,349	18.7%	Dry-van, Flatbed, LTL, Intermodal.
9	OLD DOMINION FREIGHT LINE	LTL	Public	\$2,338	\$2,788	19.3%	Most profitable publicly held LTL carrier.
10	ARKANSAS BEST	LTL	Public	\$2,114	\$2,400	13.6%	ABF Freight, Panther Expedited, ABF Logistics.
11	WERNER ENTERPRISES	TL	Public	\$2,029	\$2,139	5.4%	One-way Truckload, Dedicated, Value Added Services.
12	ESTES EXPRESS LINES	LTL	Private	\$1,835	\$2,043	11.3%	Revenue exceeded \$2 billion for the first time in company history.
13	U.S. XPRESS ENTERPRISES	TL	Private	\$1,600	\$1,730	8.1%	Largest annual revenue growth since 2010.
14	PRIME INC.	TL	Private	\$1,478	\$1,685	14.0%	Refrigerated, Flatbed, Tanker, Intermodal, Brokerage.
15	KENAN ADVANTAGE GROUP	Bulk	Private	\$1,287	\$1,567	21.8%	Acquired RTL-Westcan in November 2013.
16	ROADRUNNER TRANSPORTATION SERVICES	TL	Public	\$1,125	\$1,456	29.5%	Acquired six trucking companies in 2013 and 2014.
17	R+L CARRIERS	LTL	Private	\$1,298	\$1,415	9.0%	R+L Carriers, R+L Truckload Services.
18	SAIA	LTL	Public	\$1,139	\$1,272	11.7%	Acquired LinkEx in February 2015.
19	C.R. ENGLAND	TL	Private	\$1,258	\$1,206	-4.1%	National, Regional, Dedicated, Intermodal, Mexico.
20	KNIGHT TRANSPORTATION	TL	Public	\$969	\$1,102	13.7%	Revenue exceeded \$1 billion for the first time in company history. Acquired Barr-Nunn in October 2014.
21	CRST INTERNATIONAL	TL	Private	\$1,070	\$1,099	2.8%	Acquired Besl Transfer in January 2014 and Pegasus Transportation in March 2015.
22	TRANSFORCE		Public	\$907	\$1,079	18.9%	U.S. revenue only. Acquired Velocity Express in January 2013 and Transport America in July 2014.
23	AVERITT EXPRESS	LTL	Private	\$1,000	\$1,075	7.5%	LTL, TL, Dedicated.

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24	CRETE CARRIER	TL	Private	\$1,008	\$1,034	2.6%	Crete Carrier, Shaffer Trucking, Hunt Transportation.
25	SOUTHEASTERN FREIGHT LINES	LTL	Private	\$914	\$1,006	10.0%	Revenue exceeded \$1 billion for the first time in company history.
26	JACK COOPER TRANSPORT	Carhaul	Private	\$491	\$987	100.8%	Acquired Allied Systems in September 2013.
27	GREATWIDE/ CARDINAL LOGISTICS	TL	Private	\$1,010	\$949	-6.0%	Merged in February 2013.
28	UNIVERSAL TRUCKLOAD SERVICES	TL	Public	\$828	\$897	8.3%	Truckload, Brokerage, Drayage, Intermodal.
29	HEARTLAND EXPRESS	TL	Public	\$582	\$871	49.7%	Heartland Express, Gordon Trucking (acquired November 2013).
30	QUALITY DISTRIBUTION	Bulk	Public	\$800	\$855	6.9%	Growth in Chemical Logistics and Intermodal segments offset decline of Energy Logistics division.
31	TRIMAC GROUP	Bulk	Public	\$761	\$814	7.0%	U.S. and Canadian divisions.
32	CELADON GROUP*	TL	Public	\$681	\$806	18.4%	Acquired nine companies in 2013 and three in 2014.
33	NFI INDUSTRIES	TL	Private	\$717	\$785	9.5%	Dedicated, Intermodal.
34	RUAN TRANSPORTATION MANAGEMENT SERVICES	TL	Private	\$712	\$757	6.3%	Dedicated Contract Carriage, Bulk Transportation.
35	RYDER SYSTEM	TL	Public	\$709	\$738	4.1%	Dedicated Contract Carriage.
36	COVENANT TRANSPORTATION GROUP	TL	Public	\$685	\$719	5.0%	Covenant Transport, SRT, Star Transportation.
37	KLLM	TL	Private	\$541	\$693	28.0%	Merged with FFE Transportation in July 2013.
38	MARTEN TRANSPORT	TL	Public	\$653	\$673	3.1%	Truckload, Intermodal.
39	CENTRAL TRANSPORT INTERNATIONAL	LTL	Private	\$488	\$667	36.6%	Acquired U.S. business of Vitran Express in October 2013.
40	STEVENS TRANSPORT	TL	Private	\$621	\$635	2.3%	Temperature-controlled Truckload, Intermodal.
41	ANDERSON TRUCKING SERVICE	TL	Private	\$567	\$634	11.8%	Revenue growth aided by strong wind energy market.
42	FORWARD AIR	Deferred	Public	\$515	\$611	18.8%	Acquired Central States Trucking in January 2014, Multi-Modal in November 2014, and Towne Air in March 2015.
43	USA TRUCK	TL	Public	\$555	\$602	8.6%	Recorded first annual operating profit since 2008.
44	AAA COOPER TRANSPORTATION	LTL	Private	\$580	\$580	0.0%	LTL, Dedicated.
45	UNITED ROAD SERVICES	Carhaul	Private	\$335	\$560	67.3%	Carhaul provider. Acquired the auto transport division of Waggoners Trucking in December 2013.
46	PITT OHIO	LTL	Private	\$430	\$553	28.7%	LTL, Truckload, Parcel.
47	MERCER TRANSPORTATION	TL	Private	\$483	\$547	13.3%	Largest privately held flatbed carrier.
48	WESTERN EXPRESS	TL	Private	\$460	\$540	17.4%	Dry-van, Flatbed, Dedicated, Brokerage.
49	DASEKE	TL	Private	\$207	\$532	157.6%	Conglomerate of six specialized/flatbed companies. Largest growth in the Top 50 Trucking Companies list.
50	HUB GROUP TRUCKING	TL	Public	\$479	\$522	8.9%	Drayage subsidiary of Hub Group (formerly Comtrak Logistics).
TOTAL REVENUE FOR THE TOP 50 TRUCKING COMPANIES				\$106,317	\$116,992	10.0%	

*Results adjusted to closer resemble calendar year.

Note: Companies listed have primary operations in the U.S. Includes brokerage revenue of listed trucking companies, but excludes pure brokers.

Includes intermodal revenue for companies whose intermodal service is less than two-thirds of total trucking revenue.

Source: Company reports, SJ Consulting estimates

Prepared by SJ Consulting Group