



2016 TOP 50 TRUCKING COMPANIES

2016 RANK	PARENT COMPANY	PRIMARY SERVICE	PUBLIC/PRIVATE	2015 REVENUE (IN MILLIONS OF DOLLARS)	2016 REVENUE	PERCENT CHANGE	SUBSIDIARY PORTFOLIO / SERVICES & COMMENTS
1	United Parcel Service of America	Parcel	Public	\$29,829	\$31,770	6.5%	Ground, freight, brokerage. Acquired Coyote Logistics in July 2015
2	FedEx*	Parcel	Public	\$20,307	\$22,127	9.0%	FedEx Ground, FedEx Freight, FedEx Custom Critical
3	XPO Logistics	IMC	Public	\$3,273	\$6,860	109.6%	Acquired Con-way in October 2015
4	J.B. Hunt Transport Services	IMC	Public	\$6,188	\$6,555	5.9%	Truckload, dedicated contract service, intermodal, integrated capacity solutions
5	YRC Worldwide	LTL	Public	\$4,832	\$4,698	-2.8%	YRC Freight, Holland, Reddaway, New Penn
6	Swift Transportation	TL	Public	\$4,229	\$4,032	-4.7%	Dry-van, refrigerated, dedicated, nntermodal
7	Hub Group	IMC	Public	\$3,526	\$3,573	1.3%	Hub, Mode, Unyson
8	Schneider National	TL	Private	\$3,423	\$3,506	2.4%	Largest privately owned trucking company
9	Landstar System	TL	Public	\$3,364	\$3,172	-5.7%	Dry-van, flatbed, LTL, intermodal
10	Old Dominion Freight Line	LTL	Public	\$2,972	\$2,992	0.6%	Most profitable asset-based publicly held trucking company
11	ArcBest	LTL	Public	\$2,422	\$2,496	3.0%	ABF Freight, ABF Logistics, Panther Premium Logistics
12	Estes Express Lines	LTL	Private	\$2,135	\$2,155	0.9%	Largest privately owned LTL carrier
13	Werner Enterprises	TL	Public	\$2,094	\$2,009	-4.0%	One-way TL, dedicated, value-added services
14	Prime	TL	Private	\$1,736	\$1,747	0.6%	Prime Refrigerated, Prime Flatbed, Prime Tanker
15	Roadrunner Transportation Services	TL	Public	\$1,610	\$1,709	6.2%	Truckload revenue growth offset LTL revenue decline
16	R+L Carriers	LTL	Private	\$1,429	\$1,452	1.6%	LTL, Truckload
17	U.S. Xpress Enterprises	TL	Private	\$1,542	\$1,451	-5.9%	U.S. Xpress, Total Transportation, Xpress Global Systems
18	Kenan Advantage Group	TL	Private	\$1,455	\$1,421	-2.4%	Acquired by OMERS Private Equity in June 2015; Acquired Agri-Carriers Group in September 2016
19	CRST International	TL	Private	\$1,317	\$1,303	-1.1%	Acquired Pegasus Transportation in April 2015 and Gardner Trucking in September 2016
20	Saia	LTL	Public	\$1,221	\$1,218	-0.2%	Saia LTL Freight, Saia TL Plus, LinkEx
21	C.R. England	TL	Private	\$1,296	\$1,210	-6.7%	Truckload, intermodal, brokerage
22	TFI International	TL	Public	\$1,173	\$1,198	2.1%	US revenue only. Includes Dynamex, Transport America and Hazen Final Mile
23	Knight Transportation	TL	Public	\$1,183	\$1,118	-5.5%	Dry-van, refrigerated, dedicated, intermodal, drayage, brokerage
24	Averitt Express	LTL	Private	\$1,095	\$1,091	-0.3%	LTL, truckload, dedicated
25	Celadon Group*	TL	Public	\$1,026	\$1,055	2.7%	Made five acquisitions since June 2014
26	Southeastern Freight Lines	LTL	Private	\$1,031	\$1,043	1.1%	LTL, Truckload



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27	Crete Carrier	TL	Private	\$1,014	\$984	-3.0%	Crete Carrier, Hunt Transportation, Shaffer Trucking
28	Ryder System	TL	Public	\$734	\$837	14.0%	Dedicated contract carriage
29	Alliance Shippers	IMC	Private	\$812	\$822	1.2%	Intermodal, brokerage
30	Cardinal Logistics	TL	Private	\$815	\$803	-1.4%	Cardinal Logistics, Greatwide Logistics
31	NFI Industries	TL	Private	\$794	\$775	-2.4%	Dedicated, intermodal, brokerage
32	Forward Air	Deferred Air	Public	\$759	\$764	0.6%	Acquired Towne Air in March 2015
33	Universal Truckload Services	TL	Public	\$833	\$763	-8.5%	Truckload, drayage
34	Quality Distribution	TL	Private	\$798	\$758	-5.0%	Quality Carriers, Boasso America, QC Energy. Acquired by Apax Partners in August 2015
35	Ruan Transportation Management Services	TL	Private	\$770	\$750	-2.5%	Dedicated, bulk
36	Jack Cooper Transport	TL	Private	\$761	\$733	-3.7%	Largest motor vehicle trucking company
37	Central Transport	LTL	Private	\$675	\$703	4.2%	LTL
38	Marten Transport	TL	Public	\$665	\$671	0.9%	Truckload, dedicated, intermodal, brokerage
39	Covenant Transportation Group	TL	Public	\$724	\$671	-7.4%	Covenant Transport, Southern Refrigerated Transport, Star Transportation, Covenant Transport Solutions
40	Daseke	TL	Private	\$675	\$655	-3.0%	Merged with Hennessy Capital in December 2016 and went public in February 2017
41	Pitt Ohio	LTL	Private	\$627	\$649	3.6%	LTL, Truckload, Ground. Acquired Palmetto Trucking in May 2016
42	Penske Logistics	TL	Private	\$506	\$642	26.7%	Dedicated
43	Heartland Express	TL	Public	\$736	\$613	-16.8%	Heartland Express, Gordon Trucking
44	AAA Cooper Transportation	LTL	Private	\$596	\$603	1.1%	LTL, dedicated
45	Anderson Trucking Service	TL	Private	\$618	\$593	-4.0%	Dry-van, specialized, heavy haul
46	Stevens Transport	TL	Private	\$616	\$589	-4.4%	Truckload, intermodal
47	KLLM	TL	Private	\$618	\$556	-10.0%	KLLM, FFE Transportation
48	United Road Services	TL	Private	\$556	\$553	-0.7%	Motor vehicle trucking
49	Western Express	TL	Private	\$520	\$528	1.5%	Dry-van, flatbed
50	Dayton Freight Lines	LTL	Private	\$462	\$498	7.9%	LTL, truckload
Total Revenue for the Top 50 Trucking Companies				\$122,392	\$129,474	5.8%	

*Results adjusted to closer resemble calendar year.

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

Includes intermodal revenue for companies with container ownership.

Source: Company reports; SJ Consulting estimates

Prepared by SJ Consulting Group

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