

Reefers Busy

Revenues rise but so do operating costs for refrigerated carriers

REFRIGERATED CARRIERS had another good year in 2012 with revenues increasing 7% on average over 2011 by all reporting carriers. Operating ratios worsened for over half of these fleets suggesting operating costs went up, likely precipitated by higher fuel costs, regulatory issues and other factors.

Participation is optional and all numbers were supplied directly to *Refrigerated Transporter*. The staff greatly appreciates the cooperation of all who helped in the preparation of this report.

Historical copies of past gross revenue reports can be found at www.refrigeratedtransporter.com

2012 Revenue Rankings and Operating Ratios

Company name • Main office location • Website	2012 rank	2012 revenue	2012 ratio	2011 revenue
C R England Inc • Salt Lake City UT • www.crengland.com	1	\$1,236,595,797		\$1,078,498,966
Marten Transport Ltd • Mondovi WI • www.marten.com	2	\$638,456,000	92.8	\$603,679,000
Stevens Transport Inc • Dallas TX • www.stevenstransport.com	3	\$613,655,000	81.7	\$571,850,000
Central Refrigerated Service Inc • West Valley City UT • www.centralref.com	4	\$452,805,000		\$419,138,000
Frozen Food Express Industries • Dallas TX • www.ffex.net	5	\$377,715,000	103.54	\$388,461,000
KLLM Transport Services, LLC • Jackson MS • www.kllm.com	6	\$363,000,000		\$326,211,000
John Christner Trucking LLC • Sapulpa OK • www.johnchristner.com	7	\$264,918,061	93.6	\$279,185,400
Southern Refrigerated Transport Inc • Texarkana AR • www.southernref.com	8	\$208,421,000	93.05	\$195,711,168
Shaffer Trucking • Lincoln NE • www.shaffertrucking.com	9	\$182,332,574		\$177,927,717
May Trucking Co • Salem OR • www.maytrucking.com	10	\$172,381,487		\$162,622,724
WEL Companies Inc • De Pere WI • www.welcompanies.com	11	\$122,000,000	98.6	\$126,000,000
Hirschbach Motor Lines, Inc • South Sioux City NE • www.hirschbach.com	12	\$119,988,000		\$115,732,000
Pride Transport Inc • Salt Lake City UT • www.pridetransport.com	13	\$107,894,235	94.2	\$103,631,122
IWX Motor Freight • Springfield MO • www.iwxmf.com	14	\$74,589,226	98	\$70,919,929
Continental Express, Inc • Sidney OH • www.continentalexpressinc.com	15	\$71,000,000		\$67,000,000
FST Logistics Inc • Columbus OH • www.fstlogistics.com	16	\$63,000,000	92.8	\$53,000,000
Colonial Freight Systems, Inc • Knoxville TN • www.cfsi.com	17	\$46,842,047	98.44	\$44,748,486
Kennesaw Transportation Inc • White GA • www.kennesawtrans.com	18	\$39,972,578	97.3	\$38,457,817
Lanter Distributing • Madison IL • www.lanterdist.com	19	\$39,393,856	98.79	\$36,575,000
Kelle's Transport Service Inc • Salt Lake City UT • www.kts.com	20	\$36,375,398	94.24	\$31,752,058
D & D Sexton Inc • Carthage MO • www.ddsextoninc.com	21	\$31,981,244	98	\$31,824,618
Raider Express, Inc • Fort Worth TX • www.raiderexpress.com	22	\$31,000,000	91	\$27,000,000
Grand Island Express • Grand Island NE • www.giexpress.com	23	\$30,700,000	97	\$29,250,000
Baldwin Distribution Services Ltd • Amarillo TX • www.baldwin-dist.com	24	\$28,601,208	96.8	\$27,648,003
TW Transport • Spokane WA • www.twtrans.com	25	\$28,000,000	90	\$26,000,000
Denney Transport Ltd • Commerce City CO • www.denneytransport.com	26	\$23,410,153	94.2	
Al-Amin Brothers Transportation • Lansing IL • www.al-aminbros.com	27	\$22,462,670		\$18,657,977
K&J Trucking, Inc • Sioux Falls SD • www.kandjtrucking.com	28	\$21,326,738	94	\$22,187,791
Diversified Transfer & Storage • Billings MT • www.dtsb.com	29	\$21,200,224	101.5	\$20,104,099
Sorenson Transport Co Inc • Chehalis WA • www.sorensontransport.com	30	\$17,883,000	96.6	\$17,061,716
Frock Bros Trucking Inc • New Oxford PA • www.frockbros.com	31	\$15,280,058	90.1	\$16,402,232
Escro Transport Ltd • Buffalo NY • www.escrotrans.com	32	\$8,900,000	99	\$8,750,000
Wilson Lines, Inc • Newport MN • www.wilsonlines.com	33	\$7,244,000	99.01	\$7,514,000
American Truck Lines Inc • Sharon Hill PA • www.americantrucklines.net	34	\$3,100,000	91	\$2,900,000
Seagate Transportation Services • Perrysburg OH • www.seagatetrans.com	35	\$889,844	99	\$674,482