

Refrigerated Transporter's 24th Annual Gross Revenue Report—Refrigerated Fleets

THOUGH there are numerous surveys of motor carrier revenue available, this particular survey is the only compilation of revenue figures and comparisons focused solely on refrigerated fleets. Naturally, not all refrigerated carriers chose to be included in this survey. Their reasons for non-participation are their own. They range from a desire not to share financial information in the face of mounting competition, or simply a lack of in-

terest or motivation.

The absence of previous revenue powerhouses—or any other industry player, for that matter—may affect survey accuracy to a degree. Since we provided several opportunities for carrier participation, we've done the most representative job we can.

For contact information on this year's participating fleets, see the "Alphabetical List of Carriers" on the next page.

Table A

2010 Revenue Rankings and Growth Rates:						
Company name • Main office location <i>(Click on names to go to that company's website)</i>	2010 Rank	2010 Revenue	2010 Ratio	2009 Revenue	2009 Ratio	% of Growth
Marten Transport Ltd • Mondovi WI	1	\$516,920,000	93.17	\$505,874,000	94.20	2.18
Stevens Transport Inc • Dallas TX	2	\$508,930,000	83.72	\$479,291,000	82.80	6.18
Frozen Food Express Industries • Dallas TX	3	\$368,822,000*	NR	\$373,051,000	106.70	-1.13
KLLM Transport Services, LLC • Jackson MS	4	\$280,904,000	NR	NR	NR	—
John Christner Trucking LLC • Sapulpa OK	5	\$242,075,563	91.54	\$201,202,692	92.96	20.31
Southern Refrigerated Transport Inc • Texarkana AR	6	\$165,100,000	90.67	\$126,092,504	92.80	30.94
May Trucking Co • Salem OR	7	\$145,953,838	NR	\$138,850,433	NR	5.12
WEL Companies Inc • De Pere WI	8	\$126,000,000	99.00	\$109,000,000	99.00	15.60
Pride Transport Inc • Salt Lake City UT	9	\$82,701,973	97.80	\$78,007,018	99.80	6.02
Continental Express, Inc • Sidney OH	10	\$56,500,000	NR	\$47,000,000	NR	20.21
FST Logistics Inc • Columbus OH	11	\$49,588,000	93.50	\$47,053,000	93.70	5.39
Colonial Freight Systems, Inc • Knoxville TN	12	\$44,585,532	96.04	\$46,883,987	94.53	-4.90
Baldwin Distribution Services Ltd • Amarillo TX	13	\$29,674,485	93.80	\$26,361,996	95.80	12.57
Brent Redmond Logistics LLC • Hollister CA	14	\$29,129,000	99.40	\$27,681,000	98.50	5.23
Grand Island Express • Grand Island NE	15	\$26,500,000	97.60	\$25,500,000	99.20	3.92
Kelle's Transport Service Inc • Salt Lake City UT	16	\$24,545,480	96.10	\$17,972,012	95.19	36.58
M Bruenger Co Inc • Wichita KS	17	\$23,667,638	96.55	\$21,510,994	97.36	10.03
K&J Trucking, Inc • Sioux Falls SD	18	\$21,667,052	94.00	\$19,645,194	95.00	10.29
Diversified Transfer & Storage • Billings MT	19	\$18,458,480	97.00	\$17,501,975	99.00	5.47
Al-Amin Brothers Transportation • Lansing IL	20	\$16,197,904	NR	\$14,783,207	NR	9.57
Sorenson Transport Co Inc • Chehalis WA	21	\$16,112,000	95.70	\$17,956,000	101.70	-10.27
Frock Bros Trucking Inc • New Oxford PA	22	\$15,520,157	90.39	\$15,392,600	90.76	0.83
HF Campbell & Son, Inc • Millerstown PA	23	\$14,204,514	NR	\$14,746,218	99.96	-3.67
Escro Transport Ltd • Buffalo NY	24	\$9,100,000	96.40	\$8,700,000	101.00	4.60
Wilson Lines, Inc • Newport MN	25	\$7,200,000	98.00	\$5,900,000	103.00	22.03
American Truck Lines Inc • Sharon Hill PA	26	\$3,200,000	83.00	\$2,800,000	85.00	14.29
Rocky Top Trucking • Houston TX	27	\$1,796,270	88.50	\$1,155,383	87.00	55.47
Seagate Transportation Services • Perrysburg OH	28	\$805,228	99.00	\$1,226,805	99.00	-34.36
Homiak Transport Inc • Vineland NJ	29	\$305,000	NR	\$287,500	NR	6.09
Combined revenue totals <i>(Of the 28 companies that reported totals for both years)</i>		\$2,565,260,114		\$2,391,426,518		
Average annual growth rate <i>(Based on combined revenues of the 28 companies that reported totals for both years.)</i>						7.27%

* Revenue and ratio figures were supplied directly to *Refrigerated Transporter* by each carrier listed with the exception of FFE. The 2010 figure was taken from the company's press release dated Feb 15, 2011.

NR= Figure not reported

Alphabetical List of Carriers

Company name & 2010 Rank

Al-Amin Brothers Transportation (20)

www.al-aminbros.com
rafi@al-aminbros.com
 17585 Paxton
 Lansing IL 60438

American Truck Lines Inc (26)

www.americantrucklines.net
 950 Calcon Hook Rd, Ste 11
 Sharon Hill PA 19079

Baldwin Distribution Services Ltd (13)

www.baldwin-dist.com
 8351 Amarillo Blvd East
 Amarillo TX 79107
 800-692-1333, 806-383-7650

Brent Redmond Logistics LLC (14)

www.brentredmond.com
jcordova@brentredmond.com
 1800 Lana Way
 Hollister CA 95023
 831-637-5342, F. 831-637-5375

Colonial Freight Systems, Inc (12)

www.cfsi.com
pkeesee@cfsi.com
 10924 Mc Bride Lane
 Knoxville TN 37923
 865-966-9711, F. 865-966-3649

Continental Express, Inc (10)

www.continentalexpressinc.com
russ@ceioh.com
 10450 St Rt 47
 Sidney OH 45365
 937-497-2100, F. 937-498-2155

Diversified Transfer & Storage (19)

www.dtsb.com
jayf@dtsb.com
 1640 Monad Rd
 Billings MT 59101
 406-245-4695, F. 406-896-3492

Escro Transport Ltd (24)

www.escrotrans.com
tesposito@escrotrans.com
 275 Mayville Ave
 Buffalo NY 14217
 716-874-6155, F. 716-874-6984

Frock Bros Trucking Inc (22)

www.frockbros.com
 PO Box 157
 New Oxford PA 17350-0157
 800-962-0445

Frozen Food Express Industries (3)

www.ffex.net
 1145 Empire Central Pl
 Dallas TX 75247
 800-569-9200

FST Logistics Inc (11)

www.fstlogistics.com
 2040 Atlas S
 Columbus OH 43228
 614-529-7900

Grand Island Express (15)

www.giexpress.com
tom@giexpress.com
 432 S Stuhr Rd
 Grand Island, NE 68801
 800-444-0708, F. 308-398-9501

Refrigerated Transporter's 24th Annual Gross Revenue Report

Table B

5 Best Growth Rates 2010	
Company (2010 Rank)	% of Growth
Rocky Top Trucking (27)	55.47
Kelle's Transport Service Inc (16)	36.58
Southern Refrigerated Transport (6)	30.94
Wilson Lines, Inc (25)	22.03
John Christner Trucking LLC (5)	20.31

Table C

5 Best Operating Ratios 2010	
Company (2010 Rank)	Ratio
American Truck Lines Inc (26)	83.00
Stevens Transport Inc (2)	83.72
Rocky Top Trucking (27)	88.50
Frock Bros Trucking Inc (22)	90.39
Southern Refrigerated Transport (6)	90.67

Table D

5 Largest Revenue Increases 2010	
Company (2010 Rank)	2009 to 2010 increase
John Christner Trucking LLC (5)	\$40,872,871
Southern Refrigerated Transport Inc (6)	\$39,007,496
Stevens Transport Inc (2)	\$29,639,000
WEL Companies Inc (8)	\$17,000,000
Marten Transport Ltd (1)	\$11,046,000

HF Campbell & Son, Inc (23)

www.camel-express.com
 300 W Juniata Pkwy
 Millerstown PA 17062
 717-589-3194

Homiak Transport Inc (29)

www.homiaktransport.com
ray@homiaktransport.com
 3546 N Mill Rd
 Vineland NJ 08360
 856-696-9260, F. 856-692-4727

John Christner Trucking LLC (5)

www.johnchristner.com
gorg@johnchristner.com
wild@johnchristner.com
 19007 W Hwy 33
 Sapulpa OK 74067
 918-227-1600, F. 918-227-6685

K&J Trucking, Inc (18)

www.kandjtrucking.com
jgray@kandjtrucking.com
 1800 E 50th St N
 Sioux Falls SD 57104
 800-843-5624, F. 605-332-6016

Kelle's Transport Service Inc (16)

www.kellestransport.com
 5305 West 2400 S
 Salt Lake City UT 84120
 801-975-8000, F. 801-975-8080

KLLM Transport Services, LLC (4)

www.kllm.com
 135 Riverview Dr
 Jackson MS 39218
 800-925-5556, F. 601-936-5638

M Bruenger Co Inc (17)

www.mbruenger.com
 6250 N Broadway
 Wichita KS 67219
 800-876-7623, F. 316-744-2671

Marten Transport Ltd (1)

www.marten.com
 129 Marten St
 Mondovi WI 54755
 800-395-3000

May Trucking Co (7)

www.maytrucking.com
 4185 Brooklake Rd NE
 Salem OR 97303
 800-547-9169, 503-393-7030

Pride Transport Inc (9)

www.pridetransport.com
patrick.cook@pridetransport.com
 5499 West 2455 S
 Salt Lake City UT 84120
 801-972-8890, F. 801-972-1450

Rocky Top Trucking (27)

www.rockytoptrucking.com
 7835 Tavern St
 Houston TX 77040-6113
 713-996-7901

Seagate Transportation Services (28)

www.seagatetrans.com
 555 F St
 Perrysburg OH 43551
 419-666-9919

Sorenson Transport Co Inc (21)

www.sorensontransport.com
 632 NW California St
 Chehalis WA 98532
 800-332-3213

Southern Refrigerated Transport Inc (6)

www.southernref.com
 8055 Hwy 67 N
 Texarkana AR 71854
 888-778-8182

Stevens Transport Inc (2)

www.stevenstransport.com
 9757 Military Pkwy
 Dallas TX 75227
 972-216-9000

WEL Companies Inc (8)

www.welcompanies.com
 1625 S Broadway
 De Pere WI 54115-5610
 800-333-4415

Wilson Lines, Inc (25)

www.wilsonlines.com
lhofstad@wilsonlines.com
 2131 2nd Ave
 Newport MN 55055
 651-459-2384

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 visit www.refrigeratedtrans.com/gross-revenue-reports