

Reefer Fleets Solid

Operating ratios down, revenues up again for refrigerated carriers

Refrigerated carriers made a sizable contribution to the more than \$700 billion in total gross revenues generated by the trucking industry in 2014. *Refrigerated Transporter's* annual gross revenue report shows that in 2014 most refrigerated transporters lowered operating ratios and boosted revenues 7.6% on average over 2013 revenues.

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.

Copies of past gross revenue reports can be found at: refrigeratedtransporter.com/gross-revenue-reports

2014 Revenue Rankings and Operating Ratios				
Company name • Main office location • Website	2014 rank	2014 revenue	2014 ratio	2013 revenue
Prime Inc • Springfield MO • www.primeinc.com	1	\$ 1,228,707,145	87.1	\$1,026,093,676
C R England Inc • Salt Lake City UT • www.crengland.com	2	\$1,206,137,000		\$1,257,895,709
KLLM Transport Services, LLC • Jackson MS • www.kllm.com	3	\$863,000,000		\$743,682,000
Stevens Transport Inc • Dallas TX • www.stevenstransport.com	4	\$673,160,000	81.8	\$641,980,000
Marten Transport Ltd • Mondovi WI • www.marten.com	5	\$672,929,000	92.4	\$659,214,000
John Christner Trucking LLC • Sapulpa OK • www.johnchristner.com	6	\$271,485,352	93.4	\$256,426,464
Shaffer Trucking • Lincoln NE • www.shaffertrucking.com	7	\$212,074,783		\$184,566,573
Southern Refrigerated Transport Inc • Texarkana AR • www.southernref.com	8	\$206,500,000		\$209,100,000
May Trucking Co • Salem OR • www.maytrucking.com	9	\$205,000,322		\$172,518,119
Hirschbach Motor Lines, Inc • Dubuque IA • www.hirschbach.com	10	\$166,344,000		\$133,240,000
Pride Transport Inc • Salt Lake City UT • www.pridetransport.com	11	\$123,504,683	91.1	\$112,011,108
WEL Companies Inc • De Pere WI • www.welcompanies.com	12	\$114,500,000	98.5	\$112,000,000
Heyl Truck Lines, Inc • Akron IA • www.heylnet.net	13	\$89,500,400	92.6	\$88,206,293
Continental Express, Inc • Sidney OH • www.continentalexpressinc.com	14	\$80,750,000		\$74,550,000
IWX Motor Freight • Springfield MO • www.iwxmf.com	15	\$74,849,945	95.2	\$75,308,536
Kelle's Transport Service Inc • Salt Lake City UT • www.kts.com	16	\$67,095,300	92.34	\$60,000,000
FST Logistics Inc • Columbus OH • www.fstlogistics.com	17	\$64,650,000	92.7	\$61,000,000
Kennesaw Transportation Inc • White GA • www.kennesawtrans.com	18	\$43,468,000	94.7	\$40,461,000
TW Transport • Spokane WA • www.twtrans.com	19	\$43,000,000	90	\$33,051,000
Colonial Freight Systems, Inc • Knoxville TN • www.cfsi.com	20	\$41,808,957	96.84	\$47,919,195
D & D Sexton Inc • Carthage MO • www.ddsextoninc.com	21	\$31,371,658	99.2	\$31,914,089
Howell's Motor Freight Inc • Cloverdale VA • www.howellsmotor.com	22	\$30,000,000		\$29,000,000
Pinnacle Trucking LLC • Florence NJ • www.pinnacletruck.com	23	\$29,632,225		\$23,700,000
Al-Amin Brothers Transportation • Lansing IL • www.al-aminbros.com	24	\$28,598,700		\$25,005,789
K&J Trucking, Inc • Sioux Falls SD • www.kandjtrucking.com	25	\$20,627,755	92	\$21,235,776
Frock Bros Trucking Inc • New Oxford PA • www.frockbros.com	26	\$16,161,082	89	\$15,881,490
Sorenson Transport Co Inc • Chehalis WA • www.sorensontransport.com	27	\$14,918,000	93.6	\$16,195,000
Wilson Lines, Inc • Newport MN • www.wilsonlines.com	28	\$9,475,000	94	\$8,893,000
Nagle Toledo Inc • Walbridge OH • www.naglecompanies.com	29	\$6,720,684		\$5,270,016
LTL Service of Wisconsin, Inc • South Milwaukee WI • www.ltlserviceinc.com	30	\$4,500,000		\$4,300,000
American Truck Lines Inc • Sharon Hill PA • www.americantrucklines.net	31	\$3,473,000	91	\$3,350,000
Seagate Transportation Services • Perrysburg OH • www.seagatetrans.com	32	\$782,967	96	\$840,799