

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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