



AUGUST 2014

THE JOURNAL OF COMMERCE **GUIDE TO
TRUCKING**



THE SKILL & THE WILLSM

Skill is delivering the latest edition of a popular novel to frenzied fans.

Will is meeting a deadline everyone else considered pure fantasy.

When a publisher asked us to deliver millions of books to hundreds of stores – all on the same day – we didn't hesitate. At ABF FreightSM, we're not afraid to take on difficult or custom jobs. It's what we specialize in. We'll tailor our enterprise and LTL services to your specific shipping needs. We love the challenge. Our customers love the results. Call us with your challenge. 1-800-610-5544.

ABFSM
Freight

**READY FOR
PICKUP**

6

CONTENTS

6 MAKING THE CONNECTION

Mobile technology brings trucking to the edge of a new era of supply chain connectivity.

12 LET'A GO TO THE VIDEOTAPE

On-board safety cameras can be a hard sell for truckers — until they need them.

13 TOP U.S. AND CANADIAN TRUCKING COMPANIES

Less-than-truckload, truckload, tank truck, flatbed and refrigerated carriers, ranked by revenue and market segment.

22 LTL OUTLOOK BRIGHTENS

Commentary by Satish Jindel

23 DIRECTORY OF TRUCKING

Select companies hauling truckload, less-than-truckload, refrigerated, flatbed and expedited freight in North America.

37 SO LONG TO THE BANDIT

Commentary by Lawrence Gross

4 EDITORIAL

The Internet of 'Transportation Things'
By William B. Cassidy



The Internet of 'Transportation Things'

IN MAY, I attended the ALK Transportation Technology Summit, which focused a great deal of attention on mobility, connectivity, Big Data and "The Internet of Things." The IoT, as it's called, is that growing network of devices connected through the Internet, from the smart thermostat in your home to handheld RFID readers at warehouses and retail outlets.

Research firm Gartner estimates the IoT — excluding desktop and laptop computers and smartphones — will include 26 billion discrete pieces of technology by 2020 — up from about 900 million in 2009. Some of those 26 billion units will be sensors on tractor-trailers, containers and even pallets. In fact, we can foresee an Internet of Transportation Things, or "IoTT."

"By 2020, component costs will have come down to the point that connectivity will become a standard feature, even for processors costing less than \$1," Peter Middleton, research director at Gartner, said last December. "This opens up the possibility of connecting just about anything, from the very simple to the very complex, to offer remote control, monitoring and sensing."

Our main story in this year's Guide to Trucking explores what that might mean for trucking and the broader transportation world. That's such a big topic (26 billion units, remember?) we can only brush the surface in one article. But we can go deep enough to see how big a deal this IoTT could be for everyone in the supply chain, from the truck driver to the logistics manager.

Whenever new technology is introduced — whether the combustion engine or the desktop computer — it takes some time before the real value of the technology is realized. That's because new technology typically is applied as a "Band-Aid," slapped on an existing process to solve an immediate problem. Quite often, the initial solution is seen as shockingly costly, because new (and more expensive) technology is coupled with an old process that doesn't

utilize the power of the new technology to its full advantage. Once we learn to change the process, not just the technology, floodgates can open that deliver value in ways that weren't even imagined initially — think of the advent of distributed computing and the PC, or how the motor truck gradually replaced the horse-drawn wagon between 1910 and, say, 1930.

This IoT (and our own IoTT) will bring big changes, too. The key is that devices in the IoT can talk to each other, what's called machine-to-machine or M2M communications. At the ALK summit, Mark Botticelli, chief technology officer for PeopleNet, called the IoTT "a game changer."

"Connecting vehicles and devices within vehicles using a Cloud-based vehicle network will change the landscape of what's possible," Botticelli said. "All the connected vehicles will be able to distribute data in a very easy, generic way. That will allow for faster innovation cycles, providing more value and increased interoperability. Vehicles could autonomously communicate with one another." In fact, they can already do so, as you'll read in our cover story.

Craig Montgomery of Orbcomm sees great opportunity for improved supply chain efficiency. In fact, shippers are driving the IoTT. "You're seeing demand from players in the industry that own the goods but don't necessarily own the trailer or container or railcar for visibility," Montgomery told me. "Trucks aren't really trucks anymore; they're becoming beacons of data."

The key to using that data to improve trucking productivity, help truck drivers earn bigger paychecks and manage international shipments smoothly across multiple modes is taking that data from the truck, container or railcar and turning it into usable business intelligence.

For now, at least, that still requires good old-fashioned human brain-power. **JOC**



William B. Cassidy

EXECUTIVE EDITOR

Chris Brooks
973.776.7818 cbrooks@joc.com

MANAGING EDITOR

Barbara Wyker
973.776.7817 bwyker@joc.com

SENIOR EDITORS

Joseph Bonney, *Finance and Economics*
973.776.7809 jbonney@joc.com

William B. Cassidy,
Trucking and Domestic Transportation
202.499.2285 wcassidy@joc.com

Bill Mongelluzzo, *Trans-Pacific*
562.428.5999 bmongelluzzo@joc.com

Mark Szakonyi,
Rail/Intermodal, Regulation, Policy
202.499.2295 mszakonyi@joc.com

Greg Knowler,
Asia
+852 3975 2647 gknowler@joc.com

SENIOR EDITOR, DIGITAL

Harry G. Butler, 609.433.7215, hbutler@joc.com

EDITOR-AT-LARGE

Peter T. Leach, *Trans-Atlantic*
212.755.0940 pleach@joc.com

RESEARCH EDITOR

Marsha Salisbury
973.776.7828 msalisbury@joc.com

ECONOMIST

Mario O. Moreno
973.776.7850 mmoreno@joc.com

SPECIAL PROJECTS EDITOR

Alessandra Gregory Barrett
860.248.5238 abarrett@joc.com

SPECIAL PROJECTS EDITOR, ASIA

Annie Zhu
+86 (21) 60396986 azhu@joc.com

SENIOR DESIGNER

Sue Abt, 973.776.7825, sabbt@joc.com

DESIGNER

Bryan Boyd, 973.776.7827, bboyd@joc.com

ASSOCIATE WEB EDITOR

Grace M. Lavigne, 973.776.8506, glavigne@joc.com

ASSOCIATE WEB EDITOR

Corianne Egan, 862.368.4054, cegan@joc.com

PUBLISHER

Tony Stein
Georgia, 678.456.8530

SALES

Cindy Cronin, Senior Account Manager
Pacific Northwest, Midwest, Gulf, Canada sales,
954.551.8305

Zachary Gorman, Account Executive
Northeast sales, Classifieds/Reprints/Copyrights
973.776.7820

Ria Van den Bogaert, Sales Representative
Europe, Middle East sales,
+32 2 569 8905

Bon Kwok, Sales Representative
Asia sales,
+852 31707373

Michihiro Kawahara, Sales Representative
Japan sales,
+81 3 3212 3671

For Magazine Subscription Customer Service:
www.joc.com/help



2 Penn Plaza East, 12th Floor, Newark, N.J. 07105
973.776.8660 • 800.952.3839

CHIEF EXECUTIVE OFFICER, Gavin Carter
CHIEF OPERATING OFFICER, Rhiannon James

EXECUTIVE VICE PRESIDENT/CHIEF CONTENT OFFICER, Peter Tirschwell

CHIEF FINANCIAL OFFICER, Ian Blackman

VP, PUBLICATIONS, Amy Middlebrook

VP, HUMAN RESOURCES, Cindy Mevorah

GENERAL MANAGER, Julia Murphy

DIRECTOR, PRODUCTION, Carmen Verenna

SENIOR MARKETING MANAGER, Jesse Case

©2014 The Journal of Commerce – All Rights Reserved
For more information, visit our Web site, www.joc.com.

WERNER

est: 1956

Origin:
SHANGHAI, CHINA

Origin:
NASHVILLE, TN

Origin: **SAN JOSE, CA**

Origin:
PERTH, AUSTRALIA

DELIVERING THE SIMPLE THINGS THAT MAKE LIFE BETTER.

WERNER.COM | 800.228.2240



Making the



Mobile technology brings trucking to the edge of a new era of supply chain connectivity

By William B. Cassidy

Connection

The commercial truck is entering a new stage in its hundred-year evolution. What was once a motorized horse wagon is about to become a rolling WiFi hotspot.

Increasingly, the truck is a node in an always expanding “Internet of Things,” the network of devices of all types — from that Class 8 tractor to your home thermostat — connected wirelessly. The vehicle that used to transport freight is delivering data, and lots of it.

As trucks travel interstate highways, onboard sensors are





collecting, sending and receiving information, with the lion's share going to and coming from a fleet management system. But as technology advances, the truck is being knit into a broader, more open network.

"The communications stream used to be monopolized by the carrier, in a bilateral arrangement between the driver and dispatcher," said Brian Heath, president of technology provider Drivewyze. "Once the truck is able to communicate with other stakeholders, you have a more multilateral relationship."

Drivewyze is one of those new stakeholders, a company that provides a service using global positioning satellites, wireless communications and a mobile app to send truckers alerts about upcoming weigh stations and permission to bypass long lines at stations in 26 states.

Whether a driver can bypass one of the 378 weigh stations in the Drivewyze network depends on the trucking company's federal CSA scores in categories such as unsafe driving or hours of service compliance. The better the scores, the more pre-cleared bypasses.

The benefits to truck drivers are quickly obvious: Less time at weigh stations means more time on the road. But improvements in asset utilization — with faster deliveries, fewer delays and freer capacity — could translate into a cascading reduction of transportation costs.

Trucking, and the broader international shipping business, is on the verge of a new era in mobile technology when those multilateral relationships Heath mentioned will multiply exponentially. That will lead to opportunities not just to improve but also to reboot global supply chains.

The implications of "smart mobility" and "connectivity" are therefore just as important for managers overseeing the flow of goods across oceans and rail lines as they are for the truck driver hoping to save half-an-hour of on-duty time by avoiding a crowded weigh station.

"There are going to be dramatic changes, and they will be very important to the supply chain as a whole, not just trucking," said Craig Montgomery, senior vice president of marketing at Rochelle, New Jersey-based Orbcomm. "We'll see



READY FOR
PICKUP

“We’re seeing the convergence of several pieces of technology. We’ll see pallets talking to trailers, containers talking to trucks, even fleets talking to fleets.”

fairly positive and powerful economic repercussions in the supply chain.”

The truck, as a basic unit of freight transportation — whether the goods it hauls originate across town or across an ocean — is a key link in that chain and is critical to the kind of visibility and, eventually, automation envisioned by Montgomery and companies like his.

Orbcomm specializes in machine-to-machine communications through its proprietary network of satellites (the company just launched six new spacecraft) and terrestrial cellular partners. The company’s asset-tracking business is evolving rapidly, Montgomery

said. “We’ve moved from track and trace to monitor and control,” he said. “We’re seeing the convergence of several pieces of technology. We’ll see pallets talking to trailers, containers talking to trucks, even fleets talking to fleets.”

The result will be an unprecedented level of supply chain visibility, still the shipper’s Holy Grail. “When you step back and look at where things are going, you’re starting to see much better potential clarity from the manufacturing floor to the customer door,” Montgomery said.

For trucking companies and truck drivers, the spread of smart



The Largest Drayage Company in the United States



Over 145 service centers throughout the U.S.
and a fleet of more than 2,200 power units.

**Container Drayage • Rail Trailer Drayage
Van Truckload • Flatbed • Freight Brokerage**



Call 877-39-EVANS
www.evansdelivery.com



mobile technology may be as revolutionary as the development of the combustion engine. It will change how they do business in ways that may be unclear but are likely to deliver big benefits in productivity and earnings.

Among the more radical concepts is the “platooning” of trucks — linking tractor-trailers using vehicle-to-vehicle communications. Peleton Technology is developing a system that links two tractor-trailers in a virtual “road train” using wireless technology.

Peleton and truckload carrier C.R. England tested the concept last November, linking two trucks traveling on Interstate 80 in Utah 36 feet apart at 64 mph. The system uses advanced safety systems to control braking on both units, while drivers retain steering control.

Among the benefits is improved fuel economy. The C.R. England test showed a 7 percent fuel savings, with the lead truck cutting fuel use 4.5 percent and the rear truck 10 percent. The radar-based safety system also applies brakes on both vehicles simultaneously.

Eventually, trucks from different fleets could even meet up on the highway and “link” to share safety, fuel and environmental benefits, with coordination provided by Peleton’s Network Operations Center. The technology could become the basis for an automated highway system.

The basic technology that supports “smart mobility” is here. What’s needed now is integration of the many pipelines carrying data — a technical challenge, but one that is certainly feasible — followed by better means of sorting, analyzing and using all that data intelligently.

“We’ve had sensors out there for years for trailer tracking or temperature monitoring,” said Tom McKenna, senior vice president of engineering and technology at Penske Logistics. “But those sensors have been working in different niches, because systems haven’t been well integrated.”

The rapid development of mobile computing technology and machine-to-machine communications networks will accelerate the integration of onboard systems — or at least get them “talking” to one another in ways that weren’t possible a few years ago, McKenna said. “You’ll see convergence of these technologies, with the truck becoming a WiFi hub,” he said. “All the individual technologies and systems will send data through the truck’s WiFi hub up into the ‘cloud.’ Truck OEMs are paving the way for that today with factory-installed telematics.”

If buses can be rolling WiFi hubs, he said, why not trucks? “It’s not far-fetched,” McKenna said. “For our customers, the question is how can we drive value by collecting the data that’s out there without

“The ability to accelerate the capture of data from the source right at the beginning and being able to understand the flow of work through mobile devices, that’s probably the real power of it.”



making the driver do too much? The less they have to punch buttons, the better.”

“I think the real goal for technology developers should center on making the life of the commercial truck driver more rewarding and less stressful,” said Monica Truelsch, director of marketing for TMW Systems, a fleet and transportation management software company.

Truck drivers will have to clearly see the bottom-line benefits of new technologies in terms of increased loaded miles, easier compliance with hours of service rules and more pay. Truelsch believes trucking’s techno-skeptics will be won over as those benefits accumulate. “While some drivers were irked by the ‘Big-Brother’ surveillance aspect of in-cab tracking devices, many others have found huge benefits in having e-logs remove the burden of paper log-keeping as well as greater earnings potential through rapid load turnaround,” she said. “If a mobile technology could make it possible for every driver to be home each evening, that would be miraculous. But I think the solution isn’t a technological one, but a people- and market-driven paradigm shift, perhaps with a good assist from smart mobility.”

Truck drivers aren’t the only ones who could benefit from more smart mobility. “What’s become a pressing reality for us in the last four years is the need to get more data to more mobile management,” said Mark Cubine, vice president of marketing at McLeod Software.

That means McLeod had to extend the reporting capabilities of its fleet and transportation management software from the desktop and laptop to mobile devices. McLeod Software is about to roll out the sixth version of its product for Android and Apple

iOS smartphones. “The goal is to push the whole process out to the management team,” Cubine said. Alerts they once would only have received in the office can be received anywhere. “The owner of a trucking company may be at his kid’s Little League game, but things still happen in real time,” Cubine said.

Having real-time information, rather than downloading data from a truck hours or even days after an event, is central to being able to manage proactively, but knowing what data is needed and when that data should be pushed to someone to make a decision is a big challenge.

“We’re seeing more and more sensors out there that can track different things and track them more accurately than ever before,” said Jim Sassen, senior manager of product marketing at Omnitracs, the San Diego-based pioneer in satellite-based mobile communications in trucking. “Not too long ago, people would say, ‘Give me all the data,’ and they’d have someone combing through it on the back end. At one time, that might have been sustainable, but now there’s just so much data that you need to let the technology do some of the thinking.”

Omnitracs this month introduced a mobile workforce-tracking app — Omnitracs Tracking, powered by Roadnet — to monitor truck

driver location, speed and provide exception reporting when drivers perform unsafe maneuvers or exceed certain thresholds set by fleets.

As the data pouring in from mobile devices becomes workable, proactive management and predictive modeling are top priorities. “They’re asking how can I get in front of what could become an event and prevent it? That’s where the strongest innovation is occurring now,” Sassen said.

“We’re all kind of learning how to leverage this more and more,” Penske’s McKenna said. “The ability to accelerate the capture of data from the source right at the beginning and being able to understand the flow of work through mobile devices, that’s probably the real power of it.”

McKenna, who has spent three decades in information technology, is certain smart mobility will evolve rapidly in perhaps unexpected ways. “Today, I’ve got an iPhone in my hand that has more computing power than a room full of Univac computers,” he said. **joc**

Contact William B. Cassidy at wcassidy@joc.com and follow him on Twitter: [@wbcassidy_joc](https://twitter.com/wbcassidy_joc).



Single Source Solutions “S3”

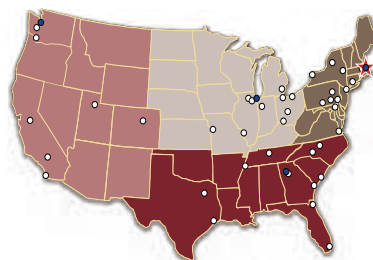
Learn how our S3 can empower your intermodal transportation program. It’s the Single Source Solution that will pay dividends for you from ports and rails to warehouse and distribution solutions nationwide.

LET’S CONNECT.
One Kellaway Drive
Randolph, MA 02368

855-4ROADONE
(855-476-2366)
www.roadone.com

Solutions That Connect

- Domestic Intermodal Trucking Solutions
- International Intermodal Trucking Solutions
- Container Terminal Solutions
- Regional Dedicated Truckload Solutions
- National Transloading, Warehousing and Distribution Solutions



- ★ Corporate Headquarters
- Regional Offices
- Service Centers
- Northeast Region
- Midwest Region
- South Region
- West Region

Reliability

Tenacity

Safety

Integrity

Loyalty

By William B. Cassidy

Let's Go to the Videotape

On-board safety cameras can be a hard sell for truckers — until they need them

Adam Kahn likes to talk to truck drivers who use his company's on-board camera safety system, SmartDrive. Stopping at a McDonald's for lunch recently, the senior director of marketing noticed a truck from Golden State Foods making a delivery.

"I saw the driver unloading some boxes," Kahn said. "I asked him how he liked our system, and he didn't. He said, 'I'm a good driver, and I don't need it.' I told him about a video that exonerated a

or swerve out of lane. But they also may purposely trigger the system to record a video, a feature that has helped drivers document incidents on the highway and at docks, Kahn said.

"You see a lot of cases where drivers are hitting a manual trigger button to capture events that would be hard to explain to the front office," he said. As an example, he cited an incident where one tractor-trailer passed another and clipped the front of the truck.

"The driver hit the manual capture button and then got on the CB and said,

carefully how they will introduce the cameras and prepare a training and coaching program that helps drivers improve and rewards good performance. "It's definitely a program, not a product. If you have a couple of driver coaches who point out every mistake a driver makes, you're going to lose that driver," Kahn said. "But if you use video to support drivers and as a collaborative tool, that could lead to improved driver retention."

Drivers interviewed on the radio show worried cameras could be misused



truck driver when someone committed suicide by jumping in front of his truck. He thought that was cool, but still didn't like the idea of being filmed. "Then I told him, 'You're the one who controls when that video goes off.' He looked at me and said, 'You know what? You're right.'"

Truck-mounted cameras, especially those that capture video of the truck driver during an incident, may be a hard sell to some truckers, but as they realize the amount of control they have over the system, and see benefits, drivers will come around, Kahn said.

Drivers ultimately are responsible for their own behavior, which can trigger the system if they slam on the brakes

"With on-board cameras, this is another area where the truth of the solution is really in how you execute it."

'Hey, you'd better pull over. You hit my rig, and I've got you on video.' Without the video, his company may have told him he hit something and he would have to pay for it," Kahn said.

Can on-board cameras improve truck safety? SmartDrive believes so, but trucking operators that want to use them will have to explain how the technology works thoroughly to avoid alienating truck drivers they're already struggling to hire, train and keep.

Three out of four truck drivers who called in to discuss onboard cameras during a recent Sirius XM Road Dog Trucking News program hosted by journalist Mark Willis were opposed to cameras monitoring the driver, though they weren't as concerned about exterior cameras.

"A key message is that a driver controls when a video is recorded," Kahn said. "When GPS came out, that was Big Brother. Electronic logs — it's the same complaint. With on-board cameras, this is another area where the truth of the solution is really in how you execute it."

Trucking companies need to plan

and drivers abused by their companies. One driver repeated an anecdotal story about a company that used a camera to spy on a female driver off-duty. Others expressed fears cameras could be hacked to invade their privacy. That's not how SmartDrive works, however, Kahn said.

Although the camera is on while the vehicle is in operation, only small snippets of video — about 20 seconds — are stored when an incident occurs: a few seconds before and after the event. Those snippets aren't transmitted directly to the trucking operator, but to SmartDrive, which acts as a third-party clearinghouse. Only videos that meet a certain threshold or certain criteria defined by the customer are sent on to the trucking company for management review.

"Our value is in our ability to capture risk," Kahn said. "We're very conscious about being statistically relevant in the amount of events we capture and send on to the customer." **joc**

Contact William B. Cassidy at wcassidy@joc.com and follow him on Twitter: [@wbcassidy_joc](https://twitter.com/wbcassidy_joc).

• LTL • TRUCKLOAD • TANK TRUCK • FLATBED • REFRIGERATED •

RANKED BY REVENUE AND MARKET SEGMENT



TOP US & CANADIAN TRUCKING COMPANIES

RESEARCHED AND COMPILED FOR THE JOURNAL OF COMMERCE BY SJ CONSULTING GROUP

TOP 50 U.S. AND CANADIAN LTL CARRIERS

2013 REVENUE, INCLUDING FUEL SURCHARGES

| RANK | CARRIER NAME | 2012 REVENUE, (IN MILLIONS) | 2013 REVENUE, (IN MILLIONS) | YEAR-OVER-YEAR % CHANGE | COVERAGE AREA | PUBLIC/PRIVATE | COMMENTS |
|------|--|-----------------------------|-----------------------------|-------------------------|----------------------------------|----------------|---|
| 1 | FEDEX FREIGHT | \$5,011 | \$5,095 | 1.7% | Nationwide, Canada, Mexico | Public | |
| 2 | CON-WAY FREIGHT | \$3,393 | \$3,466 | 2.2% | Nationwide, Canada, Mexico | Public | |
| 3 | YRC FREIGHT | \$3,187 | \$3,127 | -1.9% | Nationwide, Canada, Mexico | Public | <i>Subsidiary of YRC Worldwide.</i> |
| 4 | UPS FREIGHT | \$2,378 | \$2,502 | 5.2% | Nationwide, Canada, Mexico | Public | |
| 5 | OLD DOMINION FREIGHT LINE | \$1,942 | \$2,126 | 9.5% | Nationwide | Public | |
| 6 | ESTES EXPRESS LINES | \$1,751 | \$1,835 | 4.8% | Nationwide | Private | <i>Largest privately owned LTL carrier.</i> |
| 7 | ABF FREIGHT SYSTEMS | \$1,669 | \$1,721 | 3.1% | Nationwide, Canada | Public | |
| 8 | R+L CARRIERS | \$1,250 | \$1,298 | 3.8% | Nationwide | Private | |
| 9 | SAIA MOTOR FREIGHT LINE | \$1,099 | \$1,139 | 3.7% | Nationwide (excluding Northeast) | Public | |
| 10 | HOLLAND | \$943 | \$1,010 | 7.1% | Midwest, Southeast | Public | <i>Subsidiary of YRC Worldwide.</i> |
| 11 | SOUTHEASTERN FREIGHT LINES | \$875 | \$914 | 4.5% | Southeast, Southwest | Private | |
| 12 | TRANSFORCE | \$653 | \$619 | -5.2% | Canada | Public | <i>Acquired Clarke Transport in December 2013 and Vitran Express Canada in March 2014.</i> |
| 13 | AVERITT EXPRESS | \$579 | \$606 | 4.6% | Southeast, Southwest | Private | <i>Member of the Reliance Network.</i> |
| 14 | ROADRUNNER TRANSPORTATION | \$511 | \$559 | 9.4% | Nationwide | Public | <i>Acquired Expedited Freight Systems in August 2012.</i> |
| 15 | AAA COOPER TRANSPORTATION | \$465 | \$500 | 7.5% | Southeast, Southwest | Private | |
| 16 | CENTRAL TRANSPORT INTERNATIONAL | \$380 | \$488 | 28.4% | Nationwide (excluding Mountain) | Private | <i>Acquired U.S. division of Vitran Express in October 2013.</i> |
| 17 | MANITOULIN TRANSPORT | \$402 | \$435 | 8.2% | Canada | Private | <i>Acquired Smooth Freight in November 2013 and Jomac Transport in July 2014.</i> |
| 18 | DAY & ROSS GROUP | \$391 | \$390 | -0.3% | Canada | Private | <i>Subsidiary of McCain Group.</i> |
| 19 | DAYTON FREIGHT LINES | \$353 | \$386 | 9.4% | Midwest | Private | |
| 20 | REDDAWAY | \$356 | \$367 | 3.1% | Northwest, West, Mountain | Public | <i>Subsidiary of YRC Worldwide.</i> |
| 21 | PITT OHIO EXPRESS | \$327 | \$362 | 10.9% | Mid-Atlantic | Private | <i>Member of the Reliance Network.</i> |
| 22 | NEW ENGLAND MOTOR FREIGHT | \$351 | \$358 | 2.0% | Mid-Atlantic, Northeast | Private | |
| 23 | NEW PENN MOTOR EXPRESS | \$342 | \$353 | 3.2% | Northeast | Public | <i>Subsidiary of YRC Worldwide.</i> |
| 24 | A. DUJE PYLE | \$286 | \$293 | 2.4% | Northeast | Private | |
| 25 | MIDLAND TRANSPORT | \$201 | \$209 | 4.0% | Eastern Canada | Private | <i>Subsidiary of the Irving Group of Companies.</i> |
| 26 | CENTRAL FREIGHT LINES | \$202 | \$208 | 3.0% | Southwest, West | Private | |
| 27 | VITRAN EXPRESS | \$194 | \$193 | -0.3% | Canada | Public | <i>Revenue for Canadian division only. Acquired by TransForce in March 2014. Sold U.S. division to Central Transport in October 2013.</i> |

TOP 50 U.S. AND CANADIAN LTL CARRIERS

2013 REVENUE, INCLUDING FUEL SURCHARGES

| RANK | CARRIER NAME | 2012 REVENUE, (IN MILLIONS) | 2013 REVENUE, (IN MILLIONS) | YEAR-OVER-YEAR % CHANGE | COVERAGE AREA | PUBLIC/PRIVATE | COMMENTS |
|---|--|-----------------------------|-----------------------------|-------------------------|--|----------------|---|
| 28 | DAYLIGHT TRANSPORT | \$169 | \$183 | 8.6% | Nationwide (excluding Mountain) | Private | <i>Light-asset carrier.</i> |
| 29 | OAK HARBOR FREIGHT LINES | \$156 | \$168 | 7.9% | Northwest, West | Private | |
| 30 | FASTFRATE | \$165 | \$167 | 1.4% | Canada | Private | |
| 31 | MARITIME-ONTARIO FREIGHT LINES | \$159 | \$163 | 2.4% | Eastern Canada | Private | |
| 32 | WILSON TRUCKING | \$150 | \$156 | 3.6% | Southeast | Private | |
| 33 | NEW CENTURY | \$151 | \$145 | -4.2% | Nationwide | Private | <i>Filed for bankruptcy and ceased operations in June 2014.</i> |
| 34 | WARD TRUCKING | \$128 | \$140 | 9.8% | Mid-Atlantic | Private | |
| 35 | CALYX GROUND TRANSPORTATION SOLUTIONS | \$135 | \$139 | 3.2% | Canada | Private | <i>Division of Calyx Transportation Group (includes National Fast Freight and Totalline Transport).</i> |
| 36 | ARMOUR TRANSPORTATION | \$128 | \$137 | 7.1% | Eastern Canada | Private | <i>Acquired Way's Transport in June 2013 and RJS Terminal in September 2013.</i> |
| 37 | LAKEVILLE MOTOR EXPRESS | \$113 | \$117 | 3.5% | Midwest | Private | <i>Member of the Reliance Network.</i> |
| 38 | DOHRN TRANSFER | \$109 | \$115 | 5.0% | Midwest | Private | |
| 39 | CLARKE TRANSPORT | \$114 | \$112 | -2.2% | Canada | Public | <i>Acquired by TransForce in December 2013.</i> |
| 40 | MULLEN GROUP | \$80 | \$109 | 35.5% | Western Canada | Public | <i>Includes Grimshaw Trucking, Hiway 9 and Jay's Moving and Storage (acquired in May 2013).</i> |
| 41 | TRANSX | \$104 | \$108 | 3.5% | Canada | Private | |
| 42 | WATKINS & SHEPARD TRUCKING | \$101 | \$105 | 4.1% | Nationwide (excluding Mountain, Southwest) | Private | |
| 43 | STANDARD FORWARDING | \$94 | \$97 | 3.0% | Midwest | Public | <i>Subsidiary of DHL.</i> |
| 44 | MIDWEST MOTOR EXPRESS | \$88 | \$90 | 3.0% | Midwest, Mountain | Private | |
| 45 | GARDEWINE | \$85 | \$87 | 2.4% | Central Canada | Private | |
| 46 | LAND AIR EXPRESS OF NEW ENGLAND | \$75 | \$83 | 11.3% | Northeast | Private | <i>Member of the Reliance Network.</i> |
| 47 | HERCULES FREIGHT | \$80 | \$81 | 0.6% | Nationwide, Canada | Private | <i>Primary service is U.S. to Canada.</i> |
| 48 | DEPENDABLE HIGHWAY EXPRESS | \$65 | \$68 | 4.6% | West | Private | |
| 49 | SOUTHWESTERN MOTOR TRANSPORT | \$55 | \$56 | 1.8% | Southwest | Private | |
| 50 | NORTH PARK TRANSPORTATION | \$51 | \$54 | 6.1% | Mountain | Private | |
| TOTAL TOP 50 U.S. AND CANADIAN LTL CARRIER REVENUE | | \$32,044 | \$33,239 | 3.7% | | | |

Revenue primarily for LTL operations and may include less than 10 percent for truckload and other services.

Prepared by SJ Consulting Group, www.jindel.com

Source: Company reports and SJ Consulting Group estimates

TOP 50 U.S. AND CANADIAN TRUCKLOAD CARRIERS

2013 REVENUE, INCLUDING FUEL SURCHARGES

| RANK | CARRIER NAME | 2012 REVENUE, (IN MILLIONS) | 2013 REVENUE, (IN MILLIONS) | YEAR-OVER-YEAR % CHANGE | PUBLIC/PRIVATE | COMMENTS |
|------|--|-----------------------------|-----------------------------|-------------------------|----------------|--|
| 1 | SWIFT TRANSPORTATION | \$3,007 | \$3,052 | 1.5% | Public | <i>Excludes revenue of Central Refrigerated (acquired August 2013).</i> |
| 2 | SCHNEIDER NATIONAL | \$2,290 | \$2,320 | 1.3% | Private | |
| 3 | WERNER ENTERPRISES | \$1,686 | \$1,642 | -2.6% | Public | |
| 4 | J.B. HUNT TRANSPORT SERVICES | \$1,563 | \$1,622 | 3.8% | Public | <i>Dedicated revenue grew 14.1 percent in 2013.</i> |
| 5 | LANDSTAR SYSTEM* | \$1,680 | \$1,606 | -4.4% | Public | |
| 6 | U.S. XPRESS ENTERPRISES | \$1,630 | \$1,480 | -9.2% | Private | <i>Revenue decline due to spin-off of Arnold Transportation in January 2013.</i> |
| 7 | PRIME** | \$1,372 | \$1,478 | 7.7% | Private | |
| 8 | C.R. ENGLAND | \$1,071 | \$1,203 | 12.3% | Private | |
| 9 | CRST INTERNATIONAL | \$1,061 | \$1,070 | 0.8% | Private | <i>Acquired Besl Transfer in January 2014.</i> |
| 10 | CRETE CARRIER** | \$999 | \$1,008 | 0.9% | Private | |
| 11 | KNIGHT TRANSPORTATION | \$836 | \$822 | -1.7% | Public | |
| 12 | CARDINAL/GREATWIDE LOGISTICS* | \$900 | \$780 | -13.3% | Private | <i>Merged in February 2013.</i> |
| 13 | RUAN TRANSPORTATION MANAGEMENT SERVICES | \$708 | \$712 | 0.6% | Private | |
| 14 | RYDER SYSTEMS | \$665 | \$709 | 6.6% | Public | <i>Dedicated contract carriage revenue only.</i> |
| 15 | COVENANT TRANSPORT | \$640 | \$634 | -1.0% | Public | |
| 16 | CON-WAY TRUCKLOAD | \$636 | \$630 | -0.8% | Public | |
| 17 | STEVENS TRANSPORT | \$609 | \$621 | 2.0% | Private | |
| 18 | CELADON GROUP** | \$551 | \$601 | 9.2% | Public | <i>Acquired nine companies in 2013.</i> |
| 19 | ANDERSON TRUCKING SERVICE | \$668 | \$567 | -15.1% | Private | <i>Revenue decline primarily due to a drop in wind turbine installations nationwide.</i> |
| 20 | CENTRAL REFRIGERATED SERVICE | \$485 | \$534 | 10.2% | Public | <i>Acquired by Swift Transportation in August 2013.</i> |
| 21 | UNIVERSAL TRUCKLOAD SERVICES* | \$465 | \$533 | 14.6% | Public | <i>Acquired Linc Logistics in October 2012.</i> |
| 22 | HEARTLAND EXPRESS | \$546 | \$526 | -3.6% | Public | <i>Excludes revenue of Gordon Trucking (acquired November 2013).</i> |
| 23 | NFI INDUSTRIES | \$460 | \$512 | 11.3% | Private | |
| 24 | MARTEN TRANSPORT | \$483 | \$507 | 5.0% | Public | |
| 25 | MERCER TRANSPORTATION* | \$492 | \$483 | -1.8% | Private | |
| 26 | WESTERN EXPRESS | \$435 | \$463 | 6.6% | Private | |
| 27 | KLLM | \$334 | \$459 | 37.2% | Private | <i>Merged with FFE in June 2013.</i> |

TOP 50 U.S. AND CANADIAN TRUCKLOAD CARRIERS

2013 REVENUE, INCLUDING FUEL SURCHARGES

| RANK | CARRIER NAME | 2012 REVENUE, (IN MILLIONS) | 2013 REVENUE, (IN MILLIONS) | YEAR-OVER-YEAR % CHANGE | PUBLIC/PRIVATE | COMMENTS |
|--|-----------------------------------|-----------------------------|-----------------------------|-------------------------|----------------|--|
| 28 | ROADRUNNER TRANSPORTATION* | \$305 | \$441 | 44.5% | Public | <i>Has acquired six trucking companies since April 2013. Fastest-growing company in Top 50 List.</i> |
| 29 | GORDON TRUCKING | \$397 | \$409 | 3.1% | Public | <i>Acquired by Heartland Express in November 2013.</i> |
| 30 | USA TRUCK | \$373 | \$408 | 9.3% | Public | |
| 31 | UNITED VISION LOGISTICS* | \$458 | \$408 | -10.9% | Private | |
| 32 | PENSKE LOGISTICS | \$398 | \$404 | 1.7% | Private | <i>Dedicated transportation revenue only.</i> |
| 33 | TMC/ANNETT HOLDINGS | \$397 | \$396 | -0.2% | Private | |
| 34 | ACME TRUCK LINE* | \$419 | \$394 | -5.9% | Private | |
| 35 | AVERITT EXPRESS | \$381 | \$394 | 3.4% | Private | <i>Includes revenue for one-way truckload and dedicated divisions.</i> |
| 36 | PAM TRANSPORTATION | \$356 | \$380 | 6.6% | Public | |
| 37 | ROEHL TRANSPORT | \$367 | \$379 | 3.3% | Private | |
| 38 | MESILLA VALLEY/MVT | \$361 | \$368 | 2.0% | Private | |
| 39 | DART TRANSIT* | \$377 | \$359 | -4.9% | Private | |
| 40 | FIRST FLEET | \$326 | \$358 | 9.9% | Private | |
| 41 | INTERSTATE DISTRIBUTOR | \$371 | \$355 | -4.3% | Private | |
| 42 | FEDEX CUSTOM CRITICAL* | \$342 | \$339 | -0.9% | Public | <i>Expedited division of FedEx</i> |
| 43 | TRANSPORT AMERICA | \$344 | \$337 | -2.1% | Public | <i>Acquired by TransForce in July 2014.</i> |
| 44 | TRANSAM TRUCKING | \$301 | \$303 | 0.6% | Private | |
| 45 | COMCAR INDUSTRIES | \$327 | \$299 | -8.6% | Private | <i>Sold logistics division to Echo Global in February 2014.</i> |
| 46 | MAVERICK TRANSPORTATION | \$272 | \$275 | 1.0% | Private | |
| 47 | ARNOLD TRANSPORTATION | \$282 | \$274 | -2.7% | Private | <i>Includes 2012 revenue of LinkAmerica (merged in January 2013).</i> |
| 48 | NAVAJO EXPRESS | \$266 | \$273 | 2.7% | Private | |
| 49 | JOHN CHRISTNER TRUCKING | \$265 | \$256 | -3.2% | Private | |
| 50 | EPES CARRIERS | \$228 | \$235 | 3.1% | Private | |
| TOTAL TOP 50 TRUCKLOAD CARRIERS | | \$34,184 | \$34,621 | 1.3% | | |

*Light-asset carrier.

**Results adjusted to closer resemble calendar year.

Revenue primarily for truckload operations and may include less than 10 percent for non-truckload services.

Source: Company Reports and SJ Consulting Group estimates

Prepared by SJ Consulting Group, www.jindel.com

2013 TOP 10

2013 TOP 10 TEMPERATURE-CONTROLLED CARRIERS — REVENUE, INCL. FUEL SURCHARGES

| RANK | CARRIER | 2012 REVENUE (IN MILLIONS) | 2013 REVENUE (IN MILLIONS) | Y-O-Y PERCENT CHANGE |
|---|--------------------------------------|-------------------------------|-------------------------------|----------------------|
| 1 | PRIME | \$1,139 | \$1,242 | 9.0% |
| 2 | C.R. ENGLAND | \$766 | \$861 | 12.3% |
| 3 | STEVENS TRANSPORT | \$601 | \$613 | 2.0% |
| 4 | GREATWIDE/CARDINAL LOGISTICS* | \$646 | \$560 | -13.3% |
| 5 | KLLM** | \$334 | \$541 | 61.9% |
| 6 | CENTRAL REFRIGERATED SERVICE | \$453 | \$499 | 10.2% |
| 7 | MARTEN TRANSPORT | \$438 | \$474 | 8.1% |
| 8 | SCHNEIDER NATIONAL | \$342 | \$360 | 5.4% |
| 9 | TRANSAM TRUCKING | \$301 | \$303 | 0.6% |
| 10 | NAVAJO EXPRESS | \$266 | \$273 | 2.9% |
| TOTAL TOP 10 TEMPERATURE-CONTROLLED CARRIERS | | \$5,286 | \$5,725 | 8.3% |

2013 TOP 10 BULK/TANK CARRIERS — REVENUE, INCLUDING FUEL SURCHARGES

| RANK | CARRIER | 2012 REVENUE (IN MILLIONS) | 2013 REVENUE (IN MILLIONS) | Y-O-Y PERCENT CHANGE |
|--|--------------------------------|-------------------------------|-------------------------------|----------------------|
| 1 | KENAN ADVANTAGE GROUP | \$1,091 | \$1,287 | 18.0% |
| 2 | QUALITY DISTRIBUTION* | \$721 | \$800 | 11.0% |
| 3 | TRIMAC GROUP | \$709 | \$761 | 7.2% |
| 4 | SUPERIOR BULK LOGISTICS | \$235 | \$248 | 5.7% |
| 5 | RUAN | \$244 | \$228 | -6.5% |
| 6 | GROENDYKE TRANSPORT | \$227 | \$226 | -0.3% |
| 7 | A&R TRANSPORT | \$210 | \$224 | 6.7% |
| 8 | SCHNEIDER NATIONAL BULK | \$223 | \$218 | -2.3% |
| 9 | FOODLINER/QUEST LINER | \$203 | \$216 | 6.6% |
| 10 | DUPRE LOGISTICS | \$198 | \$210 | 6.4% |
| TOTAL TOP 10 BULK/TANK CARRIERS | | \$4,060 | \$4,419 | 8.8% |

*Light-asset carrier.

**Includes revenues for FFE from time of merger in July 2013.

Source: Company Reports and SJ Consulting Group estimates

Prepared by SJ Consulting Group, www.jindel.com



2013 TOP 10 FLATBED CARRIERS — REVENUE, INCLUDING FUEL SURCHARGES

| RANK | CARRIER | 2012 REVENUE (IN MILLIONS) | 2013 REVENUE (IN MILLIONS) | Y-O-Y PERCENT CHANGE |
|--------------------------------------|-------------------------------|-------------------------------|-------------------------------|----------------------|
| 1 | LANDSTAR SYSTEM* | \$999 | \$979 | -2.0% |
| 2 | MERCER TRANSPORTATION* | \$492 | \$483 | -1.8% |
| 3 | ACME TRUCK LINE* | \$466 | \$438 | -5.9% |
| 4 | UNIVERSAL TRUCKLOAD SERVICES* | \$442 | \$421 | -4.7% |
| 5 | UNITED VISION LOGISTICS* | \$458 | \$408 | -10.9% |
| 6 | TMC/ANNETT HOLDINGS | \$397 | \$396 | -0.2% |
| 7 | ANDERSON TRUCKING SERVICE | \$484 | \$372 | -23.3% |
| 8 | MAVERICK TRANSPORTATION | \$254 | \$256 | 1.0% |
| 9 | BOYD BROS. | \$195 | \$210 | 8.2% |
| 10 | CRST MALONE* | \$211 | \$203 | -3.7% |
| TOTAL TOP 10 FLATBED CARRIERS | | \$4,397 | \$4,167 | -5.2% |

CLASS + SERVICE + EXCELLENCE

WAREHOUSING + TRANSLOADING + CONTAINER + VAN
INTERMODAL + FLAT BED + OVER DIMENSIONAL + RAIL + MORE



250,000sq foot facility
in the Port of Oakland.



PORT OF OAKLAND

Your one stop shop.
GET with IT!

510.763.8911

WWW.IMPACTTRANSPORTATION.COM



**FEATURED
2014 SPEAKERS**



Rob Estes
President and CEO, Estes
Express Lines



Doug Beddome
International Location
Manager, Lansing Trade
Group



David L. Starling
President and Chief
Executive Officer, Kansas
City Southern Railway



Elizabeth Fretheim
Director, Business Strategy
& Sustainability – Logistics,
Walmart Stores Inc.



Jeff Brady
Director of Transportation,
Harry & David



George Chasteen
Vice President, Mexico,
Celadon Group Inc.



Troy Ryley
Managing Director,
Transplace Mexico



Howard Finkel
Executive Vice President,
China Ocean Shipping Co.



Jeff Silver
CEO, Coyote Logistics



**INLAND
DISTRIBUTION
CONFERENCE**

OCTOBER 22-24, 2014

SHERATON CROWN CENTER HOTEL
KANSAS CITY, MO, USA

OUR 2013 INLAND DISTRIBUTION CONFERENCE was a rousing success with 360 shippers, rail, trucking and other intermodal and transportation providers attending. Returning to Kansas City in 2014, this event promises to be a must attend, highlighting the latest cost-saving strategies, best practices, forecasts and trends in the intermodal and inland distribution arena.

NEW FOR 2014!



NETWORKING TABLETOP EXHIBITS located in the Sheraton Grand Ballroom and foyer, providing sponsors more opportunity to meet and discuss latest products and services with attendees.

MORE SHIPPER-FOCUSED CASE STUDIES – including a Logistics Sustainability session featuring Elizabeth Fretheim, Walmart's Director of Business Strategy and Sustainability.



INTERACTIVE Q&As WITH INDUSTRY LEADERS – David. L. Starling, President and Chief Executive Officer of Kansas City Southern Railway, will set the stage for a broader panel discussion about the U.S.-Mexico market and how the railroad is tapping cross-border intermodal growth.

HARD-HITTING KEYNOTES

James Welch
CEO, YRC Worldwide



PREVIEW OF CONFERENCE TOPICS

INTERMODAL AND TRUCK PRICING

A roundtable discussion focusing on the pricing outlook for trucking and intermodal rail, and how economic factors and supply and demand are impacting it.



THE VIEW FROM WALL STREET

A conversation with Goldman Sachs focusing on a range of issues pertaining to the tightening of trucking capacity, e-commerce, regulations and more.

PLANNING YOUR INLAND SUPPLY CHAIN: IT ALL BEGINS AT THE SEAPORT

Focusing on marine terminal congestion, chassis shortages and labor disruptions at seaports, so shippers and receivers at inland locations can plan their supply chains accordingly.



REFRIGERATED SERVICES: BEST PRACTICES IN THE COLD CHAIN

Shippers and transportation providers will discuss when refrigerated rail works, how shippers can get onboard and what transportation providers need to do to meet the demand and attract more business.



PRAISE FOR THE 2013 JOC INLAND DISTRIBUTION CONFERENCE

100%
of post-event survey respondents agree that the 2013 event was a valuable networking opportunity.

Over 90% of post-event survey respondents said they were likely to attend the event again.

“OVERALL, EXCELLENT CONFERENCE. Timely topics, excellent presenters, knowledgeable audience and choreographed panels.”

“GREAT EVENT! JOC moderators are all fantastic and the quality of the attendees and sessions was very good.”

**400-500 ATTENDEES
EXPECTED FOR 2014**

“This was my first time attending the conference and I was IMPRESSED BY THE QUALITY OF SPEAKERS AND ATTENDEES.”

“YOU CAN TELL IT IS A GOOD CONFERENCE when you have trouble deciding what concurrent session to go to.”

It was relatively EASY TO NETWORK with attendees.”

EVENT SPONSORS



CenterPoint Properties®

LOGISTICS + INDUSTRIAL
INVESTMENT | DEVELOPMENT | MANAGEMENT



**PRINCE RUPERT
PORT AUTHORITY**
LINKING A WORLD OF OPPORTUNITY



C.H. ROBINSON



Hapag-Lloyd



LTL Outlook Brightens

BETTER OPERATING MARGINS are finally on the horizon for the less-than-truckload industry.

LTL profitability has been dismal for years, with most large carriers reporting operating ratios above 95. Such performance barely generates enough cash to pay for replacement trucks needed to stay in business, and during this period, carriers were criticized for lacking pricing discipline.

In this year's second quarter, however, the publicly traded LTL carriers posted their best collective operating margin improvement. With a 2.2 percent increase in margin on a weighted average basis, the LTL improvement is better than the 2.0 percent improvement for the Class 1 railroads, 1.6 percent for the parcel carriers and 0.4 percent for the truckload carriers. These results suggest there is hope for the industry to attain a sub-90 operating ratio.

The weighted average operating ratio of 92.9 for public carriers is the best the LTL segment has experienced since 2007, though it's not as good as the 91.0 operating ratio for truckload and 87.7 for parcel carriers. The biggest obstacle for higher

external factors for pricing discipline. With many LTL carriers having raised rates in recent months to improve their operating margins, they still fear that being more aggressive will result in loss of business. However, given tight capacity, if the marginal customers aren't lost because of pricing, then companies aren't raising rates to market levels and aren't making best use of limited capacity.

Given such favorable market conditions, LTL carriers that fail to improve pricing are missing the opportunity to recover from years of poor margins. From 2008 to 2013, the LTL industry experienced yield growth of 5.1 percent. That compares with yield growth of 8.1 percent for truckload and 13 percent for ground parcel. Even the consumer price index grew 8.2 percent during this five-year period. For the LTL industry to sustain its value proposition, it must achieve margins on par with the truckload and parcel segments and consumer prices.

Now is the time for LTL carriers to raise rates aggressively and rapidly to reward employees with higher wages, shareholders with bet-

that were previously exempt from dimensional weight adjustments. The change is driven by the reduction in load factor of delivery vans and line-haul trailers from larger parcels.

The parcel carriers, however, gave shippers seven months' notice to eliminate excess cube and packaging from the parcels. The parcel industry could have just replaced smaller vans with larger vans without any governmental approval. Such an action would have imposed a higher cost on the carriers and resulted in cross subsidy among shippers.

But, known for a lack of discipline in matching capacity with demand, the trucking industry is wasting resources and good will with the public by lobbying Congress to approve larger trucks. The carriers should let the shippers lobby Congress for larger trucks if they fear tight capacity.

Transportation managers seeking to hold down carriers' rates should look internally at the numerous ways their shipping operation contributes to higher shipping charges, such as using premium services when a consignee isn't able to take advantage of earlier delivery; tendering shipments that don't optimize utilization of the carrier's vehicles; and refusing to tender shipment via electronic manifest.

Most shippers won't be pleased that LTL carriers are seeking such rate hikes, but to put such increases in perspective, transportation costs for most products represent about 3 percent of the product price.

So a 10 percent increase in the cost of transportation amounts to a 0.3 percent increase in the price of a product. This increase should be passed on to customers in the same way airlines are passing the recent 100 percent increase in air travel security fee on to passengers.

With many private and some public carriers consistently operating at below-90 operating ratio, it's time for the entire LTL industry to achieve similar profitability. **joc**

~~~~~  
*Satish Jindel is president of SJ Consulting Group, with offices in Pennsylvania and India.*



Satish Jindel

## Now is the time for LTL carriers to raise rates aggressively and rapidly.

operating margins is a lack of conviction among some LTL carriers that a sub-90 ratio is achievable. The LTL industry had an OR of 90 in 2005 and 89.9 in the second quarter of 2006.

The LTL segment is experiencing some of the best market conditions since 2005. With railroads still recovering from winter-related service problems in the first quarter, intermodal shipments are being converted to truckload. With the truckload segment unable to put drivers in seats, the shift from intermodal will further push lightweight truckload shipments to LTL carriers.

Though the recent yield improvement is driven by the driver shortage, the industry can't rely only on such

ter return and even customers with reinvestment in equipment, technology and people to meet the rapidly changing supply chain.

When challenged to match the profitability of parcel carriers, LTL executives often cite limited competition in parcel segment for low LTL margins. While that might be a relevant factor, LTL carriers can learn about balancing capacity with demand from the parcel carriers. When demand exceeds capacity, industries raise prices to bring balance and improve their profitability.

Faced with similar capacity problems, the parcel carriers recently raised the rates on lighter bulkier parcels less than three cubic feet



Select companies  
hauling truckload, LTL,  
refrigerated, flatbed  
and expedited freight  
in North America



2014

DIRECTORY OF  
**TRUCKING**

**A&B FREIGHTLINE**

www.aandbfreight.com  
4805 SANDY HOLLOW RD., ROCKFORD,  
IL 61125  
Founded: 1955  
Phone: 800-231-2235; 815-874-4700  
President: Frederick (Fritts) Blume  
E-mail:  
customerservice@aandbfreight.com  
Carrier Type: LTL, truckload distribution  
Region: Midwest

**AAA COOPER TRANSPORTATION**

www.aaacooper.com  
1751 KINSEY RD., P.O. BOX 6827, DOTHAN,  
AL 36303  
Founded: 1955  
Phone: 800-633-7571; 334-793-2284  
President: Reid Dove  
E-mail: webcustserv@aaacooper.com  
Carrier Type: LTL, dedicated, international  
Region: Southeast, points in Midwest

**ABF FREIGHT SYSTEM**

www.abfs.com  
P.O. Box 10048, FORT SMITH,  
AR 72917-0048  
Founded: 1923  
Phone: 800-610-5544  
President: Roy Slagle  
E-mail: customercare@abfs.com  
Carrier Type: LTL, flatbed, refrigerated,  
drayage, LCL  
Region: Nationwide, Canada

**A-C MOTOR EXPRESS**

www.acmotorexpress.com  
339-C BLISS ST., WEST SPRINGFIELD,  
MA 01089  
Founded: 1933  
Phone: 800-332-4080; 413-736-0314  
President: John Nekitopoulos  
E-mail:  
Nekitopoulos.John@acmotorexpress.com  
Carrier Type: Refrigerated, expedited, LTL,  
truckload  
Region: New England, Albany, N.Y., area

**A. DUJE PYLE**

www.aduiepyle.com  
P.O. BOX 564, 650 WESTTOWN RD.,  
WEST CHESTER, PA 19381  
Founded: 1924  
Phone: 800-523-5020; 610-696-5800  
President: Peter Latta  
E-mail: cs@aduiepyle.com  
Carrier Type: LTL, truckload, distribution.  
Region: Northeast

**ALLIED SYSTEMS HOLDINGS  
(ALLIED AUTOMOTIVE)**

www.alliedholdings.com  
2302 PARKLAKE DR., BLDG. 15,  
STE. 600, ATLANTA, GA 30345  
Founded: 1934  
Phone: 800-476-2058; 404-373-4285  
CEO: Mark J. Gendregske  
E-mail: aag\_info@alliedautomotive.com  
Carrier Type: Car hauling  
Region: Nationwide, Canada

**ANDERSON TRUCKING SERVICE**

www.atsinc.com  
725 OPPORTUNITY DR.,  
ST. CLOUD, MN 56301  
Founded: 1955  
Phone: 800-633-8287  
President: Rollie Anderson  
Carrier Type: Flatbed, truckload, heavy  
haul, specialized  
Region: Nationwide, Canada, Mexico

**ARNOLD TRANSPORTATION  
SERVICES**

www.arnoldtrans.com  
9523 FLORIDA MINING BLVD.,  
JACKSONVILLE, FL 32257  
Founded: 1932  
Phone: 800-262-4285  
CEO: Todd Smith  
Carrier Type: Truckload, dedicated  
Region: Eastern U.S., Midwest,  
Southwest

**AVERITT EXPRESS**

www.averittpress.com  
1415 NEAL ST., P.O. BOX 3166,  
COOKEVILLE, TN 38502-3166  
Founded: 1969  
Phone: 800-AVERITT (283-7488)  
President: Gary D. Sasser  
E-mail:  
customerservice@averittpress.com  
Carrier Type: LTL, truckload, intermodal  
Region: South, Southwest, Mexico

**B&G DELIVERY SYSTEM**

www.bgdelivery.com  
2549 HARRIS AVE., SACRAMENTO, CA  
95838-3128  
Founded: 1979  
Phone: 916-921-4401  
President: Scott Allgier  
Carrier Type: Expedited, LTL, contract  
courier  
Region: California, Oregon, Nevada

**BARR FREIGHT SYSTEM**

www.barrfreightssystem.com  
505 W. CROSSROADS PKWY, SUITE B,  
BOLINGBROOK, IL 60440-1097  
Founded: 1980  
Phone: 800-747-0022; 630-633-6284  
President: William Barranco  
Carrier Type: LTL, truckload, drayage  
Region: Greater Chicago, Midwest

**BARR-NUNN TRANSPORTATION**

www.barr-nunn.com  
1803 BURR-OAK BLVD., P.O. BOX 518,  
GRANGER, IA 50109  
Founded: 1982  
Phone: 515-999-2525  
President: Rene Beacom  
E-mail: sales@barr-nunn.com  
Carrier Type: Truckload  
Region: Nationwide

**BEAVER EXPRESS SERVICE**

www.beaverexpress.com  
4310 OKLAHOMA AVE., WOODWARD,  
OK 73801  
Founded: 1943  
Phone: 800-593-2328; 580-256-6460  
President: Mike Stone  
Carrier Type: LTL, small package express  
Region: Oklahoma, Kansas,  
Texas, Arkansas, Missouri, New Mexico

**BENNETT INTERNATIONAL GROUP**

www.bennettig.com  
1001 INDUSTRIAL PKWY., MCDONOUGH,  
GA 30253  
Founded: 1974  
Phone: 800-866-5500; 770-957-1866  
President: Marcia G. Taylor  
Carrier Type: Specialized, heavy haul,  
flatbed, step deck, modular buildings  
Region: Nationwide, international

**BENTON GLOBAL**

www.bentonglobal.com  
1045 S. RIVER INDUSTRIAL BLVD.,  
ATLANTA, GA 30315  
Founded: 1934  
Phone: 888-4BENTON (423-6866)  
President: Trey Childress  
Carrier Type: LTL, expedited  
Region: Southeast

**BOYD BROS. TRANSPORTATION**

www.boydbros.com  
3275 HWY. 30, CLAYTON, AL 36016  
Founded: 1956  
Phone: 800-633-1502  
CEO: Gail Cooper  
President: Richard Bailey  
Carrier Type: Flatbed, specialized  
Region: Eastern U.S.

**BULKMATIC TRANSPORT**

www.bulkmatic.com  
2001 N. CLINE AVE., GRIFFITH, IN 46319  
Founded: 1965  
Phone: 800-535-8505  
Executive Vice President: Alfie Bingham  
E-mail: sales@bulkmatic.com  
Carrier Type: Dry bulk, rail to truck  
transloading, international bulk  
Region: Nationwide, Mexico

**C.R. ENGLAND**

www.crengland.com  
4701 W. 2100 S., SALT LAKE CITY,  
UT 84120  
Founded: 1920  
Phone: 800-453-8826; 801-972-2712  
CEO: Chad England  
President: Josh England  
E-mail: nationalsales@crengland.com  
Carrier Type: Temperature-controlled,  
truckload  
Region: Nationwide, International

**CAIN EXPRESS**

www.cainexpress.com  
1445 NORJOHN COURT, UNIT NO. 7,  
BURLINGTON, ON, CANADA L7L 0E6  
Founded: 1976  
Phone: 800-263-6279; 905-335-1065  
CEO: Patrick Cain; President: Cheryl Cain  
E-mail: info@cainexpress.com  
Carrier Type: Expedited, truckload, LTL,  
same-day  
Region: Canada, North America

**CANADIAN FREIGHTWAYS**

http://cf.cfmvmt.com/  
234040A WRANGLER ROAD, ROCKYVIEW,  
ALBERTA, T1X 0K2  
Founded: 1935  
Phone: 800-868-7923; 403-287-1090  
President: Ralph Wettstein  
Carrier Type: LTL, expedited  
Region: Western Canada, North America





**If you're in the skates and sticks business, so are we.**

We may be in shipping, but your business is our business. Our team works with you to develop affordable Expedited strategies to fit your time-sensitive schedule. We deliver promises to help you meet your goals.

[odfl.com/expedited](http://odfl.com/expedited)



OD-DOMESTIC

OD-EXPEDITED

OD-PEOPLE

OD-GLOBAL

OD-TECHNOLOGY

**HELPING THE WORLD  
KEEP PROMISES.®**



**CAPE COD EXPRESS**

www.capecodexpress.com  
1 EXPRESS DR., WAREHAM, MA 02571  
Founded: 1981  
Phone: 800-642-7539; 508-291-1600  
President: Steve Hoss  
E-mail: info@capecodexp.com  
Carrier Type: LTL, truckload, dedicated, flatbed  
Region: Southeastern New England, Cape Cod, Martha's Vineyard, Nantucket

**CARLILE TRANSPORTATION SYSTEMS**

www.carlile.biz  
1800 E. 1ST AVE., ANCHORAGE, AK 99501  
Founded: 1980  
Phone: 800-478-1853  
President: Harry McDonald  
E-mail: customerservice@carlile.biz  
Carrier Type: Heavy haul, truckload, LTL, "ice roads," hazmat  
Region: Alaska, North America

**CELADON TRUCKING SERVICES**

www.celadontrucking.com  
9503 E. 33RD ST., INDIANAPOLIS, IN 46235-4207  
Founded: 1985  
Phone: 800-CELADON (235-2366); 317-972-7000  
President: Paul Will  
Carrier Type: Truckload  
Region: Nationwide, Canada, Mexico

**CENTRAL ARIZONA FREIGHT**

www.cazfrt.com  
1648 S. 51ST AVE., PHOENIX, AZ 85043  
Founded: 1997  
Phone: 888-278-3803  
President and CEO: Chuck Riser  
Carrier Type: LTL  
Region: Arizona, Southwest, Southern California

**CENTRAL FREIGHT LINES**

www.centralfreight.com  
P.O. BOX 2638, WACO, TX 76702-2638  
Founded: 1925  
Phone: 800-782-5036; 254-741-5370  
President: Don Orr  
E-mail: custsvic@centralfreight.com  
Carrier Type: LTL, expedited  
Region: South, Southwest, West

**CENTRAL STATES TRUCKING**

www.cstruck.com  
476 THOMAS DR., BENSENVILLE, IL 60106  
Founded: 1980  
Phone: 630-595-9876  
Executive Vice President: Ronald J. Vales  
Carrier Type: LTL, drayage, dedicated  
Region: Chicago area, Midwest

**CENTRAL TRANSPORT**

www.centraltransportint.com  
12225 STEPHENS RD., WARREN, MI 48089  
Founded: 1946  
Phone: 586-467-1900  
President: Matty Meron  
Carrier Type: LTL  
Region: Eastern and Central U.S., West Coast, Ontario, Quebec

**CHALLENGER LOGISTICS**

www.challenger.com  
300 MAPLE GROVE RD., CAMBRIDGE, ON, CANADA N3E 1B7  
Founded: 1975  
Phone: 800-265-6358; 519-653-6226  
CEO: Dan Einwechter  
E-mail: info@challenger.com  
Carrier Type: Truckload  
Region: Canada, North America

**CLARK FREIGHT LINES**

www.clarkfreight.com  
5129 PINE AVE., PASADENA, TX 77503  
Founded: 1987  
Phone: 800-247-7078; 281-487-3160  
President: Roneil T. Clark  
Carrier Type: Truckload, drayage, flatbed, tank, specialized, intermodal  
Region: Nationwide

**COMCAR INDUSTRIES**

www.comcar.com  
P.O. BOX 67, ABURNDALE, FL 33823  
Founded: 1953  
Phone: 800-524-1101; 863-967-1101  
CEO: Mark Bostick  
E-mail: info@comcar.com  
Carrier Type: Dry van truckload, flatbed, refrigerated, bulk, dedicated  
Region: Nationwide

**CONCORD TRANSPORTATION**

www.concordtransportation.com  
96 DISCO RD., ETOBICOKE, ON, CANADA M9W 0A3  
Phone: 800-663-3395; 416-679-7400  
E-mail: csteam@concordtrans.com  
Carrier Type: LTL, truckload, expedited  
Region: Canada, U.S.

**CON-WAY FREIGHT**

www.con-way.com  
2211 OLD EARHART ROAD, ANN ARBOR, MI 48105  
Founded: 1929  
Phone: 800-4-CONWAY (426-6929); 734-757-1444  
President: W. Gregory Lehmkuhl  
E-mail: info@con-way.com  
Carrier Type: LTL  
Region: Nationwide, North America

**CON-WAY TRUCKLOAD**

www.con-way.com/en/truckload  
4701 E. 32ND ST., JOPLIN, MO 64804  
Founded: 1951  
Phone: 800-641-4747; 417-623-5229  
President: James M. Dagnese  
Carrier Type: Truckload  
Region: Nationwide, Canada, Mexico

**COVENANT TRANSPORT**

www.covenanttransport.com  
400 BIRMINGHAM HWY., CHATTANOOGA, TN 37419  
Founded: 1986  
Phone: 800-974-8332; 423-821-1212  
President: David R. Parker  
E-mail: sales@covenanttransport.com  
Carrier Type: Truckload, refrigerated, dedicated  
Region: Nationwide

**COWAN SYSTEMS**

www.cowan systems.com  
4555 HOLLINS FERRY RD., BALTIMORE, MD 21227  
Founded: 1924  
Phone: 800-882-6926; 410-247-0800  
President: Joseph W. Cowan  
E-mail: sales@cowansystems.com  
Carrier Type: Truckload, intermodal, drayage, dedicated  
Region: Eastern U.S.

**CRETE CARRIER**

www.cretecarrier.com  
400 N.W. 56TH ST., LINCOLN, NE 68528  
Founded: 1966  
Phone: 800-998-4095; 402-475-9521  
President: Tonn Ostergard  
Carrier Type: Truckload  
Region: Nationwide

**CRST INTERNATIONAL**

www.crst.com  
3930 16TH AVE. S.W., P.O. BOX 68, CEDAR RAPIDS, IA 52406  
Founded: 1955  
Phone: 800-736-CRST (2778)  
President: David L. Rusch  
E-mail: info@crst.com  
Carrier Type: Expedited, truckload, flatbed, dedicated  
Region: Nationwide, North America

**CRYSTAL MOTOR EXPRESS**

www.crystalmotorexpress.com  
10 KIMBALL LANE, LYNNFIELD, MA 01940  
Founded: 1952  
Phone: 800-451-2511  
President: Ronald Masiello  
E-mail: customerservice@crystalmotorexpress.com  
Carrier Type: Same-day, LTL, truckload, flatbed, refrigerated  
Region: Northeast, Maine to Virginia

**CUSHING TRANSPORTATION**

www.cushingtrans.com  
3756 S. CICERO AVE., CICERO, IL 60804  
Founded: Late 1800s (as John J. Cushing Teaming)  
Phone: 708-656-5050  
President: Tony Pacella  
E-mail: info@cushingtrans.com  
Carrier Type: Intermodal drayage, truckload  
Region: Chicago area, Midwest

**DART TRANSIT**

www.dartadvantage.com  
800 LONE OAK RD., EAGAN, MN 55122  
Founded: 1934  
Phone: 800-366-3278  
President: David D. Oren  
Carrier Type: Truckload, drayage, dedicated  
Region: Nationwide

**DATS TRUCKING**

www.datstrucking.com  
P.O. BOX 910550, SAINT GEORGE, UT 84791  
Founded: 1988  
Phone: 435-673-1886  
President: Don L. Ipson  
E-mail: customer.service@datstrucking.com  
Carrier Type: Regional LTL, expedited, pool distribution  
Region: Western U.S.

Moving you - and the industry - forward.



## Resourceful. Reliable. Responsive.

TOTE is committed to meeting the shipping needs of today while preparing for tomorrow. Whether adding companies like Carlile Transportation Systems to our vast network of resources, or building the world's first natural gas powered containerships, our focus is on you.

TOTE **proudly leads the industry in environmental responsibility and customer satisfaction** by delivering supply chain solutions you and your customers can count on.



ALWAYS MOVING FORWARD

[www.toteinc.com](http://www.toteinc.com)

 TOTE Maritime



 TOTE Logistics



 TOTE Services

Leading Edge Ship Management Solutions.

**DAY & ROSS**

www.dayross.ca  
398 MAIN ST., HARTLAND, NB, CANADA  
E7P 1C6.  
Founded: 1950  
Phone: 800-561-0013 (U.S.); 866-329-7677 (Canada)  
President: Larry Rodo  
E-mail: salesinquiry@dayandrossinc.ca  
Carrier Type: LTL, truckload, refrigerated, specialized  
Region: Canada, U.S.

**DAYLIGHT TRANSPORT**

www.dylt.com  
1501 HUGHES WAY, STE. 200, LONG BEACH, CA 90810-1886  
Founded: 1977  
Phone: 800-468-9999  
CEO: Richard Breen  
E-mail: customersupport@dylt.com  
Carrier Type: Expedited LTL, truckload  
Region: Nationwide

**DAYTON FREIGHT LINES**

www.daytonfreight.com  
6450 POE AVE., DAYTON, OH 45414  
Founded: 1981  
Phone: 800-860-5102; 937-264-4060  
President: Tom Cronin  
Carrier Type: LTL  
Region: Midwest

**DEPENDABLE HIGHWAY EXPRESS**

www.godependable.com  
2440 S. 48TH AVE., PHOENIX, AZ 85043  
Founded: 1950  
Phone: LTL: 800-548-8608; Truckload: 323-526-2277  
CEO: Ronald Massman  
Carrier Type: Same-day LTL, truckload, drayage, refrigerated, specialized  
Region: California, Nevada, Arizona

**DOHRN TRANSFER**

www.dohrn.com  
625 3RD AVE., ROCK ISLAND, IL 61201  
Founded 1981 (original company, 1921)  
Phone: 888-364-7621; 309-794-0723  
President: Gary Dohrn  
E-mail: customerservice@dohrn.com  
Carrier Type: LTL, truckload, parcel, expedited, intermodal  
Region: Midwest

**DYNAMEX**

www.dynamex.com  
5429 LBJ FREEWAY, SUITE 1000, DALLAS, TX 75240  
Founded: 1992  
Phone: 855-396-2639 (U.S.) 877-396-2639 (Canada)  
President: Scott Leveridge  
E-mail: dynamex.us@dynamex.com, dynamex.canada@dynamex.com  
Carrier Type: Same-day on-demand, expedited  
Region: U.S., Canada

**EMPIRE TRUCK LINES**

www.emtl.com  
10043 WALLISVILLE RD., HOUSTON, TX 77013  
Founded: 1975  
Phone: 800-929-7402; 713-672-7403  
CEO: Sharan Acker; President: David Rex Acker  
Carrier Type: Intermodal rail, drayage, truckload, heavy haul  
Region: Nationwide

**EPES TRANSPORT SYSTEM**

www.epestransport.com  
3400 EDGEFIELD CT., GREENSBORO, NC 27409  
Founded: 1931  
Phone: 800-869-3737; 877-575-7799  
President: Britt Colley  
Carrier Type: Truckload, dedicated, drayage  
Region: Eastern U.S., Southwest

**ESTES EXPRESS LINES**

www.estes-express.com  
3901 W. BROAD ST., RICHMOND, VA 23230  
Founded: 1931  
Phone: 866-378-3748  
President: Robey (Rob) Estes  
E-mail: customercare@estes-express.com  
Carrier Type: LTL, time critical, volume and truckload, international  
Region: Nationwide

**EVANS DISTRIBUTION SYSTEMS**

www.evansdist.com  
18765 SEAWAY DR., MELVINDALE, MI 48122  
Founded: 1929  
Phone: 800-OK-EVANS (653-8267); 313-388-3200  
President: John A. Evans  
E-mail: sales@evansdist.com  
Carrier Type: Expedited, truckload, specialized, drayage  
Region: Midwest, East Coast

**EVANS NETWORK OF COMPANIES**

www.evansdelivery.com  
100-110 W. COLUMBIA ST., SCHUYLKILL HAVEN, PA 17972  
Founded: 1939  
Phone: 800-666-7885; 570-385-9048  
President: Matthew Bates  
Carrier Type: Intermodal, drayage, truckload, specialized  
Region: Nationwide

**EXPRESS-1 (XPO LOGISTICS)**

www.xpo-express.com  
429 POST ROAD, P.O. BOX 210, BUCHANAN, MI 49107  
Founded: 1989  
Phone: 800-800-5161; 269-695-2700  
President: Joe Stevens  
Carrier Type: Expedited, same-day, dedicated, truckload  
Region: Nationwide, international

**FAST WAY FREIGHT SYSTEM**

www.fastwayfreight.com  
1001 N. HAVANA, SPOKANE, WA 99202  
Founded: 1967  
Phone: 800-531-9351; 509-534-9351  
Co-owners: Jeff Bosma, Mark Barnes  
E-mail: dispatch@fastwayfreight.com  
Carrier Type: LTL, truckload, flatbed, specialized, drayage, refrigerated, dedicated  
Region: Pacific Northwest LTL; nationwide flatbed, truckload

**FEDEX FREIGHT**

www.fedex.com  
942 S. SHADY GROVE RD., MEMPHIS, TN 34599  
Founded: 2001  
Phone: 866-393-4585  
President and CEO: William J. Logue  
Carrier Type: LTL, expedited (FedEx Custom Critical)  
Region: Nationwide

**FROZEN FOOD EXPRESS**

www.ffeinc.com  
1145 EMPIRE CENTRAL PLACE, DALLAS, TX 75247-4309  
Founded: 1948  
Phone: 800-569-9200; 214-819-5625  
President and CEO: Russell Stubbs  
E-mail: ffsales@ffex.net  
Carrier Type: Refrigerated LTL, truckload, expedited, intermodal, ocean  
Region: Nationwide

**FMI INTERNATIONAL (TOLL GLOBAL FORWARDING)**

www.fmiint.com  
800 FEDERAL BLVD., CARTERET, NJ 07008  
Founded: 1979  
Phone: 732-750-9000  
E-mail: info@fmiint.com  
President and CEO: Myles O'Brien, TGF-Americas  
Carrier Type: Truckload, LTL, drayage  
Region: Nationwide

**FORWARD AIR**

www.forwardair.com  
P.O. BOX 1058, GREENEVILLE, TN 37744  
Founded: 1981  
Phone: 800-726-6654; 423-636-3380  
President and CEO: Bruce A. Campbell  
E-mail: custserv@forwardair.com  
Carrier Type: Ground air freight and expedited LTL  
Region: Nationwide, Canada

**GMG TRANSPORTATION**

www.gmgtransport.com  
20 BRANDYWINE DR., DEER PARK, NY 11729  
Founded: 1972  
Phone: 800-986-4321; 631-254-5220  
President: Edmund J. Giza  
E-mail: sales@gmgtransport.com  
Carrier Type: LTL, truckload, intermodal  
Region: Nationwide (through partners); Long Island-New York-New Jersey

**GORDON TRUCKING**

www.gordontrucking.com  
151 STEWART RD. S.W., PACIFIC, WA 98047-2108  
Founded: 1946  
Phone: 888-744-7484  
CEO: Larry Gordon  
Carrier Type: Truckload  
Region: Nationwide, Canada

**GREATWIDE LOGISTICS**

www.greatwide.com  
12404 PARK CENTRAL DR., STE. 300S, DALLAS, TX 75251  
Founded: 1967  
Phone: 877-355-6177  
CEO: John Tague  
Carrier Type: Dedicated, non-asset truckload  
Region: Nationwide



# BUILT ON TRUST.



**W**hen your freight is destined for somewhere beyond your local carrier's coverage area, trust is on the line. Local relationships are often the most trusted, and it's tough to find that kind of trust with the coverage you need.

#### *Until now.*

Now, you *don't* have to think beyond your local relationship no matter where your freight is headed.

Because *The Reliance Network* is driven by local relationships and fueled by an integrated network of people, assets, and information systems that provides complete North American coverage through a single, trusted source.

Contact your local member carrier or visit [TheRelianceNetwork.com](http://TheRelianceNetwork.com) and find out how *The Reliance Network* can reach farther for you.

*Handling 11.7 million shipments annually throughout all of North America.*

**HEARTLAND EXPRESS**

www.heartlandexpress.com  
901 N. KANSAS AVE., NORTH LIBERTY,  
IA 52317  
Founded: 1978  
Phone: 800-451-4621; 319-626-3600  
President: Michael Gerdin  
Carrier Type: Truckload, dedicated  
Region: Nationwide

**HESS TRUCKING**

www.hesstrucking.com  
5737 GRAYSON RD., HARRISBURG, PA 17111  
Founded: 1987  
Phone: 800-733-2509; 717-561-8344  
President: William Nelson  
Carrier Type: Specialized LTL, refrigerated  
Region: Mid-Atlantic

**HOLLAND (YRC WORLDWIDE)**

www.yrcregional.com  
750 E. 40TH ST., HOLLAND, MI 49423  
Founded: 1929  
Phone: 680-456-6322; 616-395-5000  
President: Scott D. Ware  
Carrier Type: LTL  
Region: Midwest, Southeast, Ontario

**HONOLULU FREIGHT SERVICE**

www.hfsnet.com  
933 N. NIMITZ HWY. NO. A, HONOLULU,  
HI 96817  
Founded: 1936  
Phone: 800-777-4963, 808-531-0258  
President: Mike Beidleman  
Carrier Type: Multimodal, LTL, truckload,  
container  
Region: Linking Hawaii, continental U.S.

**HOT SHOT DELIVERY**

www.hotshot-delivery.com  
747 N. SHEPHERD DR., SUITE 100,  
HOUSTON, TX 77077  
Founded: 1978  
Phone: 866-261-3184; 713-869-7575  
President: Eric Donaldson  
Carrier Type: Expedited, dedicated, courier  
Region: Texas, nationwide

**HUB GROUP**

www.hubgroup.com  
2000 CLEARWATER DRIVE, OAK BROOK,  
IL 60523  
Founded: 1971  
Phone: 800-377-5833  
CEO and Chairman: David P. Yeager  
President and COO: Mark Yeager  
E-mail: GoGreen@hubgroup.com  
Carrier Type: Intermodal, drayage,  
truckload, logistics  
Region: Nationwide

**IMC**

www.imccompanies.com  
3150 LENOX PARK BOULEVARD, SUITE  
312, MEMPHIS, TN 38115.  
Founded: 1982  
Phone: 901-312-2244  
Chairman: Mark H. George  
E-mail: khooser@imccompanies.com  
Carrier Type: Intermodal trucking,  
drayage through network of companies  
Region: Nationwide

**INTERSTATE DISTRIBUTOR**

www.intd.com  
11707 21ST AVE. S., TACOMA, WA 98444  
Founded: 1933  
Phone: 800-426-8560; 253-537-9455  
President: Marc Rogers  
E-mail: Web\_Info@intd.com  
Carrier Type: Truckload, dedicated,  
intermodal, refrigerated  
Region: Nationwide, Western Canada

**IRONBOUND INTERMODAL  
INDUSTRIES**

www.ironboundintermodal.com  
65 JABEZ ST., NEWARK, N.J. 07105  
Founded: 1995  
Phone: 973-491-5151  
President and CFO: Ron Faiella  
E-mail: info@ironboundintermodal.com  
Carrier Type: Intermodal drayage  
Region: Northeast

**J.B. HUNT TRANSPORT SERVICES**

www.jbhunt.com  
P.O. BOX 130, 615 J.B. HUNT CORPORATE  
DR., LOWELL, AR 72745  
Founded: 1961  
Phone: 1-800-4JBHUNT (452-4868)  
President and CEO: John N. Roberts III  
Carrier Type: Intermodal rail, truckload,  
dedicated  
Region: Nationwide, Canada, Mexico

**KANE IS ABLE**

www.kaneisable.com  
P.O. BOX 931, SCRANTON, PA 18501-0931  
Founded: 1930  
Phone: 888-356-KANE (5263)  
President and CEO: Pete Westermann  
E-mail: info@kaneisable.com  
Carrier Type: Next-day trucking, LTL,  
truckload, distribution  
Region: Trucking, Northeast  
Mid-Atlantic: Distribution, nationwide

**KENAN ADVANTAGE GROUP**

www.thekag.com  
4366 MT. PLEASANT ST. NW, NORTH  
CANTON, OH 44720  
Founded: 1989  
Phone: 800-969-5419  
CEO: Dennis Nash; President: Bruce  
Blaise  
E-mail: webmaster@thekag.com  
Carrier Type: Bulk fuel, chemicals  
Region: Nationwide, Canada

**KINGSWAY TRANSPORT**

www.kingswaytransport.com  
5425 DIXIE ROAD, BUILDING 2,  
MISSISSAUGA, ONTARIO, L4W 1E6  
Founded: 1941  
Phone: 514-856-5559  
President and CEO: Bob Robinson  
Carrier Type: LTL  
Region: Ontario, Quebec

**KLLM TRANSPORT SERVICES**

www.kllm.com  
135 RIVERVIEW DRIVE, JACKSON, MS  
39288-6098  
Founded: 1963  
Phone: 800-925-1000  
President: James M. Richards, Jr.  
Carrier Type: Refrigerated truckload,  
dedicated, intermodal  
Region: Nationwide, Mexico

**KMX INTERNATIONAL  
(KREITZ MOTOR EXPRESS)**

www.kmxintl.com  
2ND AND GRAND ST., HAMBURG, PA  
19526  
Founded: 1964  
Phone: 800-523-8175; 610-562-0800  
President: James Vitez  
E-mail: info@kmxintl.com  
Carrier Type: Specialized, heavy haul,  
flatbed, rigging, railcar, barge.  
Region: Nationwide, international.

**KNIGHT TRANSPORTATION**

www.knighttransportation.com  
5601 W. BUCKEYE RD., PHOENIX, AZ  
85043  
Founded: 1991  
Phone: 800-489-2000; 602-269-2000  
CEO: Kevin Knight; President: David A.  
Jackson  
Carrier Type: Truckload, refrigerated,  
dedicated  
Region: Nationwide

**LAKEVILLE MOTOR EXPRESS**

www.lakevillemotor.com  
P.O. BOX 130280, ROSEVILLE, MN  
55113-1119  
Founded: 1921  
Phone: 800-888-4950; 651-636-8900  
CEO: Roger Wilsey  
E-mail: info@lakevillemotor.com  
Carrier Type: LTL, truckload  
Region: LTL, Midwest; truckload,  
nationwide (Reliance Network)

**LAND AIR EXPRESS  
OF NEW ENGLAND**

www.mylair.com  
P.O. BOX 503, WILLISTON, VT 05495  
Founded: 1968  
Phone: 800-639-3095  
President: William Spencer  
Carrier Type: Next-day LTL, truckload  
Region: Northeast (New Jersey to Maine)

**LANDSTAR SYSTEM**

www.landstar.com  
13410 SUTTON PARK DR. S.,  
JACKSONVILLE, FL 32224  
Founded: 1988  
Phone: 800-872-9400; 904-398-9400  
Chairman, President and CEO: Henry H.  
Gerkens  
Carrier Type: Truckload, flatbed,  
specialized, international (air & ocean)  
Region: Nationwide

**LYNDEN TRANSPORT**

www.lynden.com/lta  
3027 RAMPART DRIVE, ANCHORAGE,  
AK 99501  
Founded: 1906 (Lynden Transfer)  
Phone: 800-326-5702  
President: Paul Grimaldi  
E-mail: trananccs@lynden.com  
Carrier Type: LTL, truckload, flatbed,  
specialized, drayage, refrigerated  
Region: U.S. mainland to Alaska, Hawaii,  
Western Canada

**M&S EXPRESS**

www.mnsexpress.com  
200 MYSTIC AVE., MEDFORD, MA 02155  
Founded: 1942  
Phone: 781-395-8772; 781-395-8033  
President: Richard Sparks  
Carrier Type: Container drayage  
Region: New England



**OUR BUSINESS  
ONLY GOES AS  
FAR AS OUR  
CUSTOMERS'.**

**OVER THE LAST 43 YEARS**, we've helped customers' products go anywhere in North America. Yet, somehow they've taken us even further. We've grown from a single room office to a three billion dollar company while continuing to invest in infrastructure, technology and sophisticated reporting—because our business only goes as far as yours.

**LEARN HOW OUR STABILITY ALLOWS YOU TO DO MORE AT [HUBGROUP.COM](http://HUBGROUP.COM)**



**Hub  
Group**



**MANITOULIN TRANSPORT**

www.manitoulintransport.com  
7035 Ordan Drive Mississauga,  
ON L5T 1T1 Canada  
Founded: 1953  
Phone: 800-265-1485  
CEO: Gord Smith  
E-mail: customerservice@  
manitoulintransport.com  
Carrier Type: LTL, truckload, cross-border,  
dedicated, intermodal, specialized  
Region: Canada, U.S.

**MARTEN TRANSPORT**

www.marten.com  
129 MARTEN ST., MONDOVI, WI 54755  
Founded: 1946  
Phone: 800-395-3000  
CEO: Randolph L. Marten  
E-mail: sales@marten.com  
Carrier Type: Refrigerated, truckload,  
dedicated  
Region: Nationwide, Canada, Mexico

**MASON DIXON INTERMODAL  
(UNIVERSAL TRUCKLOAD SERVICES)**

www.mdintermodal.com  
12755 E. 9 MILE RD., WARREN, MI 48089  
Founded: 1932  
Phone: 866-938-1598; 586-920-0100  
President: Tim Phillips  
Carrier Type: Intermodal drayage,  
truckload, specialized  
Region: Nationwide, Mexico, Ontario,  
Quebec

**MAVERICK TRANSPORTATION**

www.maverickusa.com  
13301 VALENTINE RD., NORTH LITTLE  
ROCK, AR 72117  
Founded: 1980  
Phone: 501-955-1366  
Chairman & CEO: Steve Williams  
E-mail: sales@maverickusa.com  
Carrier Type: Flatbed, glass, dry van  
truckload, dedicated, refrigerated,  
specialized  
Region: U.S., international

**MCT TRANSPORTATION  
(COMCAR)**

www.mcttrans.com  
1600 E. BENSON RD. SIOUX FALLS,  
SD 57104  
Founded: 1949  
Phone: 800-843-9904; 605-339-8400  
President: Jerry Myers  
E-mail: info@mcctrans.com  
Carrier Type: Truckload, refrigerated,  
dedicated  
Region: Nationwide

**MELTON TRUCK LINES**

www.meltontruck.com  
808 N. 161st E. AVE., TULSA, OK 74116  
Founded: 1954  
Phone: 918-234-8000  
President: Bob Peterson  
Carrier Type: Flatbed  
Region: Nationwide, Mexico, Canada

**MERCER TRANSPORTATION**

www.mercer-trans.com  
1128 WEST MAIN STREET, LOUISVILLE,  
KY 40203  
Founded: 1977  
Phone: 800-626-5375; 502-584-2301  
President: James Stone  
Carrier Type: Flatbed, truckload,  
specialized  
Region: Nationwide, Canada, Mexico

**MIDWEST MOTOR EXPRESS**

www.mmeinc.com  
5015 E. MAIN AVE., P.O. BOX 1058,  
BISMARCK, ND 58502  
Founded: 1918  
Phone: 701-223-1880  
President: Marlin Kling  
Carrier Type: LTL  
Region: Northwest, Great Plains, Upper  
Midwest

**MILTON TRANSPORTATION**

www.miltontrans.com  
5505 STATE ROUTE 405, P.O. BOX 355,  
MILTON, PA, 17847  
Founded: 1955  
Phone: 570-742-8774  
President: Richard Bowersox  
Carrier Type: Truckload, flatbed  
Region: Eastern U.S.

**MOUNTAIN VALLEY EXPRESS**

www.mtnvly.com  
6750 S LONGE STREET #100 STOCKTON,  
CA, 95206  
Founded: 1976  
Phone: 800-237-9669  
President: Scott Blevins  
E-mail: service@mtnvly.com  
Carrier Type: LTL  
Region: Western U.S., nationwide  
(Reliance Network)

**NATIONAL RETAIL SYSTEMS**

www.nrsonline.com  
2820 16TH ST., NORTH BERGEN, NJ 07047  
Founded: 1952  
Phone: 201-863-3200  
President: Raymond Wisniewski  
E-mail: custserv@nrsonline.com  
Carrier Type: Dedicated, LTL, truckload,  
drayage through subsidiaries including  
Keystone Freight, National Retail  
Transportation  
Region: Nationwide

**NEW CENTURY TRANSPORTATION**

www.nctrans.com  
45 E. PARK DR., WESTAMPTON, NJ 08060  
Founded: 2000  
Phone: 877-870-4031; 609-265-1110  
CEO: Terrence M. Gilbert; President:  
Mark Olzewski  
E-mail: info@nctrans.com  
Carrier Type: Load-to-deliver LTL,  
truckload  
Region: Nationwide

**NEW ENGLAND MOTOR FREIGHT**

www.nemf.com  
1-71 NORTH AVE. EAST, ELIZABETH,  
NJ 07201  
Founded: 1976  
Phone: 908-965-0100; 570-386-2311  
Chairman and CEO: Myron P. Shevell;  
COO: Thomas W. Connery  
Carrier Type: LTL, truckload, drayage  
Region: Northeast, Mid-Atlantic

**NEW PENN  
(YRC WORLDWIDE)**

www.newpenn.com  
625 S. 5TH AVE., LEBANON, PA 17042  
Founded: 1931  
Phone: 800-285-5000  
President and CEO: Unfilled  
Carrier Type: LTL  
Region: Northeast, Mid-Atlantic, Ontario,  
Quebec

**NFI INDUSTRIES**

www.nfiindustries.com  
1515 BURNT MILL ROAD, CHERRY HILL,  
NJ 08003  
Founded: 1932  
Phone: 877-634-3777  
CEO: Sidney Brown  
E-mail: contactus@nfiindustries.com  
Carrier Type: LTL, truckload, flatbed,  
distribution, intermodal, ocean & air  
forwarding  
Region: Nationwide

**O.S.T. TRUCKING**

www.osttrucking.com  
1205 68TH ST., BALTIMORE, MD 21237  
Founded: 1982  
Phone: 800-355-0126; 410-866-7700  
CEO: Richard Amato  
President: Edward Peach  
E-mail: dan@osttrucking.com  
Carrier Type: Container drayage  
Region: East Coast

**OAK HARBOR FREIGHT LINES**

www.oakh.com  
1339 W. VALLEY HIGHWAY NORTH, P.O.  
BOX 1469, AUBURN, WA 98071-1469  
Founded: 1916  
Phone: 800-858-8815; 253-288-8300  
Co-Presidents: Edward H. Vander Pol,  
David A. Vander Pol  
E-mail: oakh@oakh.com  
Carrier Type: LTL  
Region: Western U.S.

**OLD DOMINION FREIGHT LINE**

www.odfl.com  
500 OLD DOMINION WAY,  
THOMASVILLE, NC 27360  
Founded: 1934  
Phone: 800-235-5569 (customer service);  
336-889-5000  
President and CEO: David S. Congdon  
E-mail: customer.service@odfl.com  
Carrier Type: LTL, truckload, expedited,  
LCL & FCL, drayage  
Region: Nationwide

**PACER INTERNATIONAL**

www.pacer.com  
6805 PERIMETER DR., DUBLIN, OH 43016  
Founded: 1984  
Phone: 888-722-7404  
President: Daniel A. Avramovich  
Carrier Type: Intermodal, truckload, LTL,  
expedited, drayage  
Region: Nationwide

**PACIFIC ALASKA FREIGHTWAYS**

www.pafak.com  
2812 70th AVE. E., FIFE, WA 98424  
Founded: 1961  
Phone: 800-426-9940; 253-926-3292  
President and CEO: Ed Fitzgerald  
E-mail: info@pafak.com  
Carrier Type: Truckload, LTL, intermodal,  
barge, air transport  
Region: Mainland U.S. to Alaska.

# Stay on top of industry trends and make better business decisions.

**JOC**  
.COM



Joseph Bonney  
Senior Editor

Expert  
commentary

Actionable  
data



Mario Moreno  
Economist

Expert  
analysis

**24/7**

Unlimited  
access



Peter Tirschwell  
Executive VP  
Chief Content Officer

Unrivaled  
intellectual  
capital



Easy-to-use  
portal

**\$3.82**  
*a week*

Subscribe today  
[joc.com/subscribe](http://joc.com/subscribe)

**PALLETIZED TRUCKING**

www.palletized-trucking.com  
13806 INDUSTRIAL ROAD, HOUSTON, TX 77015  
Founded: 1969  
Phone: 713-225-3303  
President and CEO: Michael Rex King  
E-mail: lorenb@palletized-trucking.com.  
Carrier Type: Intermodal, truckload, heavy haul, crude hauling  
Region: Nationwide

**PANTHER EXPEDITED SERVICES (ARKANSAS BEST)**

www.pantherexpedite.com  
4940 PANTHER PARKWAY, SEVILLE, OH 44273  
Founded: 1992  
Phone: 800-685-0657  
President: R. Louis Schneeberger  
E-mail: salesupport@pantherpremium.com  
Carrier Type: Expedited ground, air, ocean  
Region: Nationwide, international

**PASCHALL TRUCK LINES**

www.ptl-inc.com  
3443 U.S. HWY. 641 SOUTH, P.O. BOX 1080, MURRAY, KY 42071  
Founded: 1937  
Phone: 800-626-3374; 270-753-1717  
President and CEO: Randall Waller  
Carrier Type: Truckload, dedicated  
Region: Nationwide

**PENINSULA TRUCK LINES**

www.peninsulatruck.com  
P.O. BOX 587, AUBURN, WA 98071-0587  
Founded: 1951  
Phone: 253-929-2000  
President: Stan Vander Pol  
Carrier Type: LTL  
Region: Pacific Northwest, Nationwide (Reliance Network)

**PENSKE LOGISTICS**

www.penskelogistics.com  
ROUTE 10 GREEN HILLS, READING, PA 19603  
Founded: 1969  
Phone: 800-529-6531  
President: Mark Althen  
Carrier Type: Dedicated, equipment leasing & rental, logistics  
Region: Nationwide, international

**PITT OHIO**

www.pittohio.com  
15 27TH ST., PITTSBURGH, PA 15222  
Founded: 1979  
Phone: 800-366-7488; 412-232-3015  
President: Charles Hammel III  
Carrier Type: LTL, truckload, ground package  
Region: Mid-Atlantic, Midwest

**PRIME**

www.primeinc.com  
P.O. BOX 4208, SPRINGFIELD, MO 65808  
Founded: 1970  
Phone: 800-321-4552  
President: Robert E. Low  
Carrier Type: Truckload, flatbed, bulk, refrigerated  
Region: Nationwide

**QUALITY DISTRIBUTION**

www.qualitydistribution.com  
4041 PARK OAKS BLVD., STE. 200, TAMPA, FL 33610  
Founded: 1913  
Phone: 800-282-2031  
CEO: Gary Enzor  
E-mail: info\_qdi@qualitydistribution.com.  
Carrier Type: Bulk, chemical, intermodal, energy (fracking)  
Region: Nationwide

**QUIK X TRANSPORTATION (TRANSFORCE)**

www.quikx.com  
6767 DAVAND DR., MISSISSAUGA, ON, CANADA L5T 2T2  
Founded: 1990  
Phone: 800-461-8023; 905-565-8811  
Vice President and General Manager: Jeff King  
Carrier Type: Expedited LTL, truckload, cross-border, intermodal  
Region: Canada, U.S.

**R+L CARRIERS**

www.rlcarrriers.com  
600 GILLAM RD., WILMINGTON, OH 45177  
Founded: 1965  
Phone: 800-543-5589  
President: Rob Zimmerman  
Carrier Type: LTL, truckload, expedited, refrigerated, drayage  
Region: Nationwide, Canada, Mexico

**REDDAWAY (YRC WORLDWIDE)**

www.reddawayregional.com  
7720 SW MOHAWK ST., BLDG H, TUALATIN, OR 97062  
Founded: 1919  
Phone: 888-420-8960  
President and CEO: T.J. O'Connor  
E-mail: sales@usfreddaway.com  
Carrier Type: LTL, truckload  
Region: Western U.S., British Columbia

**REFRIGERATED FOOD EXPRESS (RFX)**

www.rfxinc.com  
57 LITTLEFIELD ST., AVON, MA 02322  
Founded: 1952  
Phone: 800-225-2350  
President and CEO: Jim Morse  
Carrier Type: Refrigerated & dry van truckload, LTL, flatbed, intermodal  
Region: Truckload, nationwide; LTL, regional

**ROADONE INTERMODAL LOGISTICS**

www.roadone.com  
1 KELLAWAY DRIVE, RANDOLPH, MA 02368  
Founded: 2013  
Phone: 855-476-2366  
President and CEO: Ken Kellaway  
E-mail: info@roadone.com  
Carrier Type: Truckload, intermodal drayage  
Region: Nationwide.

**ROADRUNNER TRANSPORTATION SYSTEMS**

www.rrts.com  
4900 S. PENNSYLVANIA, P.O. BOX 8903, CUDAHY, WI 53110-8903  
Founded: 2005  
Phone: 888-350-7337; 414-615-1500  
CEO: Mark A. DiBlasi  
Carrier Type: LTL, truckload, intermodal drayage  
Region: Nationwide.

**RUAN**

www.ruan.com  
3200 RUAN CENER, 666 GRAND AVE., DES MOINES, IA 50309  
Founded: 1932  
Phone: 866-782-6669  
Chairman: John Ruan III; President & CEO: Steve Chapman  
Carrier Type: Dedicated, bulk transport  
Region: Nationwide

**RYDER SYSTEM**

www.ryder.com  
11690 N.W. 105TH ST., MIAMI, FL 33178  
Founded: 1933  
Phone: 888-793-3702; 305-500-3726 (corporate)  
President and CEO: Robert E. Sanchez  
Carrier Type: Dedicated, equipment leasing & rental, logistics  
Region: Nationwide, Canada, Mexico

**SAIA**

www.saia.com  
Founded: 1924  
11465 JOHNS CREEK PKWY., STE. 400, JOHNS CREEK, GA 30097  
President and CEO: Richard D. O'Dell  
Phone: 800-765-7242  
E-mail: customerservice@saia.com  
Carrier Type: Regional & Interregional LTL, truckload  
Region: 34 states in South, West, Midwest

**SCHILLI TRANSPORTATION SERVICES**

www.schilli.com  
3980 STATE RD. 38 E., LAFAYETTE, IN 47905.  
Founded: 1968  
Phone: 800-688-2101.  
Owner: Thomas R. Schilli  
E-mail: sales@schilli.com  
Carrier Type: Truckload, flatbed, specialized, dedicated, drayage  
Region: Nationwide

**SCHNEIDER NATIONAL**

www.schneider.com  
3101 S PACKERLAND DR., GREEN BAY, WI, 54313  
Founded: 1935  
Phone: 800-558-6767  
President and CEO: Christopher Lofgren  
E-mail: ad-request@schneider.com  
Carrier Type: Truckload, expedited, dedicated, intermodal  
Region: Nationwide, Canada, Mexico

**SOUTHEASTERN FREIGHT LINES**

www.sefl.com  
420 DAVEGA RD., LEXINGTON, SC 29073  
Founded: 1950  
Phone: 800-637-7335; 803-794-7300  
President: W.T. Cassels III  
E-mail: customerservice@sefl.com  
Web site: www.sefl.com  
Carrier Type: LTL, truckload  
Region: South





# ContainerPort GROUP

## Intermodal Container and Cargo Solutions

### INTERMODALISTS SINCE 1971

ContainerPort Group was formed in 1971 to provide inland terminal and cargo transportation services to ocean carriers, railroads, shippers/receivers, and freight intermediaries. With our forty-three years of experience in the intermodal industry, CPG has the knowledge and expertise it takes to fully understand the requirements of our customers.



### STRATEGIC INTERMODAL NETWORK

CPG's strategic intermodal network includes twenty terminal facilities in fifteen geographic markets throughout the East Coast and Midwest — and we continue to grow.

### COMPREHENSIVE SERVICE OFFERINGS

CPG's primary services to the global shipping industry include:

- Container trucking services
- Container terminal operations
- Container, chassis and trailer maintenance and repair
- ISO Container sales



### ContainerPort Group, Inc.

Call us at 800.959.1330

Email us at [commercial@containerport.com](mailto:commercial@containerport.com)

Visit us at [www.containerport.com](http://www.containerport.com)



### EXPERIENCED PROFESSIONALS

Our team of over 400 employees and fleet of 600 contracted drivers, combined with our full service product capabilities and exemplary reputation, makes CPG your complete intermodal resource.

**SOUTHWESTERN MOTOR  
TRANSPORT**

www.smtl.com  
4600 GOLDFIELD, SAN ANTONIO, TX 78218  
Founded: 1930  
Phone: 800-531-1071; 210-662-2390  
President: Charles Withers  
E-mail: info@smtl.com  
Carrier Type: LTL, truckload, expedited  
Region: Direct service in 14 states in Southwest, Midwest

**STERLING TRANSPORTATION**

www.sterlingtransportation.com  
5353 W. IMPERIAL HWY., STE. 300,  
LOS ANGELES, CA 90045  
Founded: 1993  
Phone: 310-338-9333 (Los Angeles);  
305-591-1276 (Miami)  
CEO: Keith Davis  
E-mail: sales@sterlingtransportation.com  
Carrier Type: Expedited LTL, truckload,  
drayage  
Region: LTL, Los Angeles-Miami;  
Truckload, nationwide

**STEVENS TRANSPORT**

www.stevenstransport.com  
9757 MILITARY PARKWAY, DALLAS, TX 75227  
Founded: 1980  
Phone: 800-233-9369; 800-806-4917  
CEO: Steven L. Aaron; President: Clay  
M. Aaron  
Carrier Type: Truckload, refrigerated,  
intermodal  
Region: Nationwide, Canada, Mexico

**SWIFT TRANSPORTATION**

www.swifttrans.com  
2200 S. 75TH AVE., PHOENIX, AZ 85043  
Founded: 1966  
Phone: 800-800-2200; 602-269-9700  
Chairman, CEO: Jerry Moyes; President:  
Richard Stocking  
E-mail: info@swifttrans.com  
Carrier Type: Truckload, flatbed,  
intermodal, refrigerated, dedicated  
Region: Nationwide, Canada, Mexico

**TODD TRANSIT**

www.toddtransit.com  
1355 CAPITAL DR., ROCKFORD, IL 61109  
Founded: 1973  
Phone: 800-892-7401; 815-398-5115  
President: Dick Todd  
E-mail: customerservice@toddtransit.com  
Carrier Type: Air freight, ground,  
expedited, LCL, drayage  
Region: Chicago area, Illinois, Wisconsin

**TRANSFORCE**

www.transforce.ca  
8801 TRANS-CANADA HWY., STE. 500, ST.  
LAURENT, PQ, CANADA H4S 1Z6  
Founded: 1957 (as Cabano; Renamed  
TransForce 1999)  
Phone: 514-331-4000  
Chairman, President and CEO:  
Alain Bédard  
Carrier Type: Holding company for LTL,  
truckload, same-day expedited,  
flatbed, specialized, bulk, dedicated  
subsidiaries  
Region: Canada, U.S.

**TRANSWAYS MOTOR EXPRESS**

www.twme-gerard.com  
1160 STATE ST., PERTH AMBOY, NJ 08861  
Founded: 1984  
Phone: 732-442-4630  
Owner: Gerard Dooley  
Carrier Type: Truckload, LTL, drayage,  
import/export  
Region: New York/New Jersey

**UPS FREIGHT**

www.ltl.upsfreight.com  
1000 SEMMES AVE., P.O. BOX 1216,  
RICHMOND, VA 23218-1216  
Founded: 1935 (Overnite Transportation)  
Phone: 800-333-7400  
President: Jack Holmes  
Carrier Type: LTL, truckload, international  
Region: Nationwide

**U.S. XPRESS ENTERPRISES**

www.usxpress.com  
4080 JENKINS RD., CHATTANOOGA, TN  
37421  
Founded: 1985  
Phone: 800-251-6291  
Chairman and CEO: Max Fuller;  
President: Ray Harlin  
Carrier Type: Truckload, dedicated,  
intermodal, specialized LTL  
Region: Nationwide

**USA TRUCK**

www.usa-truck.com  
3200 INDUSTRIAL PARK RD.,  
VAN BUREN, AR 72956.  
Founded: 1983  
Phone: 800-872-8782; 479-471-2500.  
President: John M. Simone  
E-mail: info@usa-truck.com  
Carrier Type: Truckload, dedicated,  
intermodal  
Region: Nationwide

**UNIVERSAL TRUCKLOAD SERVICES**

www.goutsi.com  
12755 E. NINE MILE RD., WARREN,  
MI 48089  
Founded: 1981 (Seven subsidiaries)  
Phone: 586-920-0100  
CEO: H.E. "Scott" Wolfe; President:  
Donald B. Cochran  
Carrier Type: Truckload, flatbed,  
intermodal  
Region: Nationwide, Canada

**VITRAN**

www.vitran.com  
185 THE WEST MALL, SUITE 701,  
TORONTO, ONTARIO, CANADA M9C 5L5  
Founded: 1983  
Phone: 416-798-4965, Canada (Vitran  
Express); 800-245-1244 (U.S.)  
President and CEO: Tony Trichilo  
Carrier Type: LTL, cross-border transport  
Region: Canada, Eastern, Central,  
Southern U.S.

**WAGGONERS TRUCKING**

www.waggonerstrucking.com  
5220 MIDLAND RD., BILLINGS, MT 59101  
Founded: 1951  
Phone: 800-999-9097  
Chairman: Wayne Waggoner; President:  
David Waggoner  
Carrier Type: Auto transport, flatbed,  
specialized, wind energy, oilfield  
Region: Nationwide

**W.W. ROWLAND TRUCKING**

www.wvrowland.com  
10000 WALLISVILLE RD., HOUSTON,  
TX 77013  
Founded: 1971  
Phone: 713-675-1200  
Owner and CEO: W.W. Roland  
Carrier Type: Intermodal drayage  
Region: Southwest, South Central

**WARD TRUCKING**

www.wardtrucking.com  
WARD TOWER, 1436 WARD TRUCKING  
DRIVE, P.O. BOX 1553, ALTOONA, PA  
16603  
Founded: 1931  
Phone: 800-458-3625  
Chairman and CEO: William T. Ward  
Carrier Type: LTL, truckload, cartage  
Region: Mid-Atlantic, Midwest

**WATSONTOWN TRUCKING**

www.watsontowntrucking.com  
60 BELFORD BLVD., MILTON, PA 17847  
Founded: 1941  
Phone: 800-344-0313; 570-522-9820  
President: Steve Patton  
Carrier Type: Solo and team truckload,  
flatbed, dedicated  
Region: Nationwide

**WERNER ENTERPRISES**

www.werner.com  
14507 FRONTIER RD., OMAHA, NE 68138  
Founded: 1956  
Phone: 800-228-2240; 402-895-6640  
Chairman: Gary L. Werner; CEO: Gregory  
L. Werner; President: Derek J. Leathers  
Carrier Type: Truckload, flatbed,  
dedicated, intermodal, refrigerated  
Region: Nationwide

**WESTERN EXPRESS**

www.westernexp.com  
7135 CENTENNIAL PL., NASHVILLE, TN  
37209  
Founded: 1991  
Phone: 800-316-7160; 615-259-9920  
President: Paul Wieck  
Carrier Type: Truckload, dedicated,  
flatbed, intermodal, expedited  
Region: Nationwide

**WILSON TRUCKING**

www.wilsontrucking.com  
P.O. BOX 200, FISHERSVILLE, VA 22939-  
0200  
Founded: 1926  
Phone: 540-949-3200  
CEO: C.L. "Chuck" Wilson; President: T.G.  
"Guy" Wilson  
E-mail: csd@wilsontrucking.com  
Carrier Type: LTL, regional truckload  
Region: Southeast

**YRC FREIGHT (YRC WORLDWIDE)**

www.yrc.com  
10990 ROE AVE., OVERLAND PARK, KS  
66211  
Founded: 1924  
Phone: 800-610-6500  
President: James L. Welch  
Carrier Type: Long-haul, time-critical LTL  
Region: Nationwide, Canada (YRC  
Reimer)



# So Long to the Bandit

**OLDER READERS OF** The Journal of Commerce no doubt recall the 1977 film “Smoky and the Bandit,” in which handsome, charismatic Burt Reynolds played “legendary truck driver Bo “Bandit” Darville” (thanks, Wikipedia!), involved in a high-speed run over five states while hauling a load of Coors Beer to Georgia. Shippers should be grateful to Mr. Reynolds, because “Smoky and the Bandit” has saved them a lot of money over the years.

“Smoky and the Bandit” and hit songs such as 1975’s “Convoy” helped cement in the country’s collective consciousness an image of the trucker as an independent “knight

at a time away from home, sitting in a constantly vibrating seat with no companion while maintaining complete alertness and concentration — not to mention irregular hours, truck-stop food and sleeping in the cab — all for a paycheck that varies from week to week and adds up on average to less than \$50,000 a year.

Is it any wonder the driver supply is becoming tight? During a recent investor conference call, driver supply and compensation expert Gordon Klemp indicated that 56 percent of the current for-hire driver population is older than 45, and more than 22 percent is 55 or older. Compare that to 8.1 percent of drivers under

with the 40-ton vehicles with which they share the nation’s highways. They want those trucks to be as safe as possible, and that desire will continue to drive regulation no matter who heads the agency, or sits in the Oval Office come 2017, for that matter.

What all this means is that driver pay is going to increase, and not by a little bit. Each reader can form his or her opinion as to what level of annual pay will be needed to generate the new drivers on which our economy depends. The numbers generally floated are in the \$75,000 range — 50 to 90 percent more than current levels. Wages won’t get there overnight, but they will get there eventually. FTR Associates estimates labor costs account for almost 70 cents per mile today, so you get some idea of the rate changes this will entail.

To be clear, compensation isn’t the only issue, nor is raising driver pay the only solution. Changes in the work environment could go a long way toward helping the situation. A great place to start is at the shipper’s dock. Start treating the driver decently and stop wasting his or her time.

But the status quo in driver compensation is unsustainable, and we need to move to a different paradigm. The days of the Bandit behind the wheel are long gone. The sooner we can get to a more reasonable level of driver pay, the sooner we can start digging out of the demographic hole in which we find ourselves today. **JO**

Lawrence Gross is president of Gross Transportation Consulting in Mahwah, New Jersey, and a partner at FTR Transportation Intelligence. A veteran with 34 years in the transportation business, he covers freight transportation, concentrating on the intermodal and trucking sectors from a transportation and equipment perspective. He is a frequent speaker at industry events. Contact him at [ljgross@optonline.net](mailto:ljgross@optonline.net) and follow him on Twitter: [@intermodalist](https://twitter.com/intermodalist).



Lawrence Gross

## At current wage rates, the numbers just don’t add up for folks looking to enter the profession.

of the road,” seeing the U.S. from behind the wheel of a big, gleaming 18-wheeler, master of his own destiny. What that produced was a period in which prospective truck drivers proved willing to accept low wages in return for the opportunity to get behind the wheel and gain access to a lifestyle they thought was glamorous and independent.

Of course, to the extent that was ever true, it certainly isn’t in today’s world. Today’s truck drivers are subject to a myriad of regulations, with every mile tracked by GPS and satellite, bound to tight schedules and routes. In other words, it’s about as far from being the “Bandit” as you can get. As a result, drivers are taking a cold, hard look at the profession and its rewards — and it isn’t pretty in many respects.

Today’s long-haul, irregular-route common carrier is asking its drivers to spend a couple of weeks

the age of 30. That should set the alarm bells ringing.

At current wage rates, the numbers just don’t add up for folks looking to enter the profession. And the need for new drivers is only going to grow. How many shippers think testing drivers for sleep apnea is a bad idea? Or that in today’s day and age trucks shouldn’t be equipped with an electronic logging device that reliably tracks driving hours and eliminates cheating on the paper logs? Or that a test of hair follicles that captures 24 months of drug use versus an easier-to-beat urine test shouldn’t be put into practice?

The departure of Federal Motor Carrier Safety Administrator Ann Ferro may lead some to think the supposed “war on trucking” is coming to an end. But the changes under way are about far more than a single individual. The American public has always had an uneasy relationship





We have The Skill & The Will<sup>SM</sup> to creatively solve your transportation and logistics challenges. Our laser focus is on minimizing the effects of freight transportation challenges with a customized solution for specific needs. From small business owners to Fortune 100 companies, our loyal customers benefit from complementary services and solutions from a source that's been delivering on a promise of quality for more than 90 years. No matter the challenge, we'll find a way.

(877) ABF-0000  
www.abf.com



Use the skills of C.H. Robinson to Accelerate Your Advantage<sup>®</sup> in the global supply chain. A single instance, global technology platform, operated by logistics professionals, enables shipment optimization and data integration for a broad variety of industries, including produce sourcing. Customers obtain visibility to inbound and outbound freight and details about their global supply chain costs that they may not be able to gather on their own. All of this simplifies the complexities of international trade for companies of any size.

(800) 323-7587  
www.chrobinson.com



ContainerPort Group is a leading provider of services to the container shipping industry and is in its 43rd year of operation. CPG provides motor carrier services and terminal services (container depot, CY, equipment repair and maintenance, intermodal rail operations) to ocean carriers, railroads, shippers/receivers, and freight intermediaries. CPG operates facilities throughout the Midwest, Ohio Valley and Northeast regions with a team of over 400 employees and fleet of 600 contracted drivers.

Visit us at  
www.containerport.com.



The Evans Network of Companies has a fleet of more than 2,200 power units and 145 service centers, providing services in the port drayage/intermodal, flatbed, freight brokerage and van truckload markets. The Evans Network includes: All Points Transport, Century Express, Hale Intermodal Trucking, Evans Delivery Company, Land Transportation, Phoenix Transit & Logistics, West Contract Services, Commercial Transportation, LLC and Drayage Express. The Network also includes two sister companies: DM Transportation and West Motor Freight of PA.

(800) 666-7855  
www.evansdelivery.com



Hub Group is a leading transportation management company providing intermodal, truck brokerage and logistics services. We are a reliable and reputable \$3.4 billion publicly traded company with more than 43 years of financial stability setting our foundation for success. Our goal is to implement strategic freight management plans that allow us to best serve each customer. We come equipped with an array of services that can be blended to meet each customer's needs.

www.hubgroup.com



Impact is the premier provider for all of your transportation needs at the Port of Oakland, Calif. We not only serve your container drayage needs, but are also the ultimate location for your large international projects. Our services include drayage, over-dimensional projects, overweight reworks, transloads, heavy lifts, 250,000 square feet of storage and seven rail-served acres on the overweight corridor.

Please visit us on Facebook or our website:  
www.impacttransportation.com  
and ... "Get with IT!"  
(510) 763-8911



Old Dominion Freight Line is a leading less-than-truckload carrier providing service to North America, Central America, South America and the Far East. Old Dominion's claims ratio and on-time delivery record are among the best in the industry. With more than 220 service centers and several container drayage facilities nationwide, OD ensures your freight gets there on time and as promised.

Contact OD for a quote at  
www.odfl.com  
or (800) 432-6335.



RoadOne IntermodaLogistics has built North America's premier full-service intermodal transportation and related logistics company. Its core focus evolves around container drayage from ports and rail terminals nationwide. They provide services to multiple channel partners ranging from steamship lines, intermodal marketing companies, railroads, third-party logistics companies, as well as direct beneficial customers. RoadOne's goal is to provide single source solutions (S3) for its business partners nationwide.

www.roadone.com



AD INDEX

**TRNET**  
THE RELIANCE NETWORK

The Reliance Network is a group of trusted regional carriers known for exceptional service, dependable on-time delivery and strong reputations. TRNet provides seamless less-than-truckload, truckload and supply chain services with a single source of accountability throughout North America.

The Reliance Network carriers are:

- Averitt Express*
- Canadian Freightways*
- Kingsway Transport*
- Lakeville Motor Express*
- Landair Express of New England*
- Mountain Valley Express*
- Peninsula Truck Lines*
- PITT OHIO*

[TheRelianceNetwork.com](http://TheRelianceNetwork.com)

**TOTE**  
Services  
LEADING EDGE SHIP MANAGEMENT SOLUTIONS

TOTE Services provides Tier One ship management and technical marine engineering services to a large variety of demanding government and commercial customers worldwide.

As the industry leader, TOTE Services is on the forefront of the newest technology for liquefied natural gas as a marine fuel.

TOTE Services is part of the TOTE family of companies: TOTE Logistics, TOTE Shipholdings and TOTE Maritime, which includes companies Totem Ocean Trailer Express and Sea Star Line.

[www.toteservices.com](http://www.toteservices.com)

**WERNER**

Werner Enterprises, Inc., founded in 1956, is a premier transportation and logistics company, with coverage throughout North America, Asia, Europe, South America, Africa and Australia. With its global headquarters in Omaha, Neb., Werner maintains offices in the United States, Canada, Mexico, China and Australia. Among the five largest truckload carriers in the United States, Werner's diversified portfolio of transportation services includes van, temperature-controlled, flatbed, expedited, freight management, truck brokerage, intermodal and international.

[www.werner.com](http://www.werner.com)

|                                                                                    |    |
|------------------------------------------------------------------------------------|----|
| ABF Freight .....                                                                  | 2  |
| <a href="http://www.abfs.com">www.abfs.com</a>                                     |    |
| C.H. Robinson .....                                                                | 40 |
| <a href="http://www.accelerateyouradantage.com">www.accelerateyouradantage.com</a> |    |
| ContainerPort Group .....                                                          | 35 |
| <a href="http://www.containerport.com">www.containerport.com</a>                   |    |
| Hub Group .....                                                                    | 31 |
| <a href="http://www.hubgroup.com">www.hubgroup.com</a>                             |    |
| Old Dominion Freight Line .....                                                    | 25 |
| <a href="http://www.odfl.com/expedited">www.odfl.com/expedited</a>                 |    |
| Impact Transportation .....                                                        | 19 |
| <a href="http://www.impacttransportation.com">www.impacttransportation.com</a>     |    |
| RoadOne Intermodal Logistics ...                                                   | 11 |
| <a href="http://www.roadone.com">www.roadone.com</a>                               |    |
| The Evans Network of Companies .....                                               | 9  |
| <a href="http://www.evansdelivery.com">www.evansdelivery.com</a>                   |    |
| The Reliance Network .....                                                         | 29 |
| <a href="http://www.thereliancecentwork.com">www.thereliancecentwork.com</a>       |    |
| TOTE .....                                                                         | 27 |
| <a href="http://www.toteinc.com">www.toteinc.com</a>                               |    |
| Werner .....                                                                       | 5  |
| <a href="http://www.werner.com">www.werner.com</a>                                 |    |

# ACCELERATE YOUR ADVANTAGE<sup>®</sup>

## Make a Strategic Move

You're committed to success. So is C.H. Robinson. Your success that is. It's easy to view your supply chain as a pawn rather than an essential advantage to your business. Turn your supply chain into the competitive edge you need to propel your success forward in today's global market.

