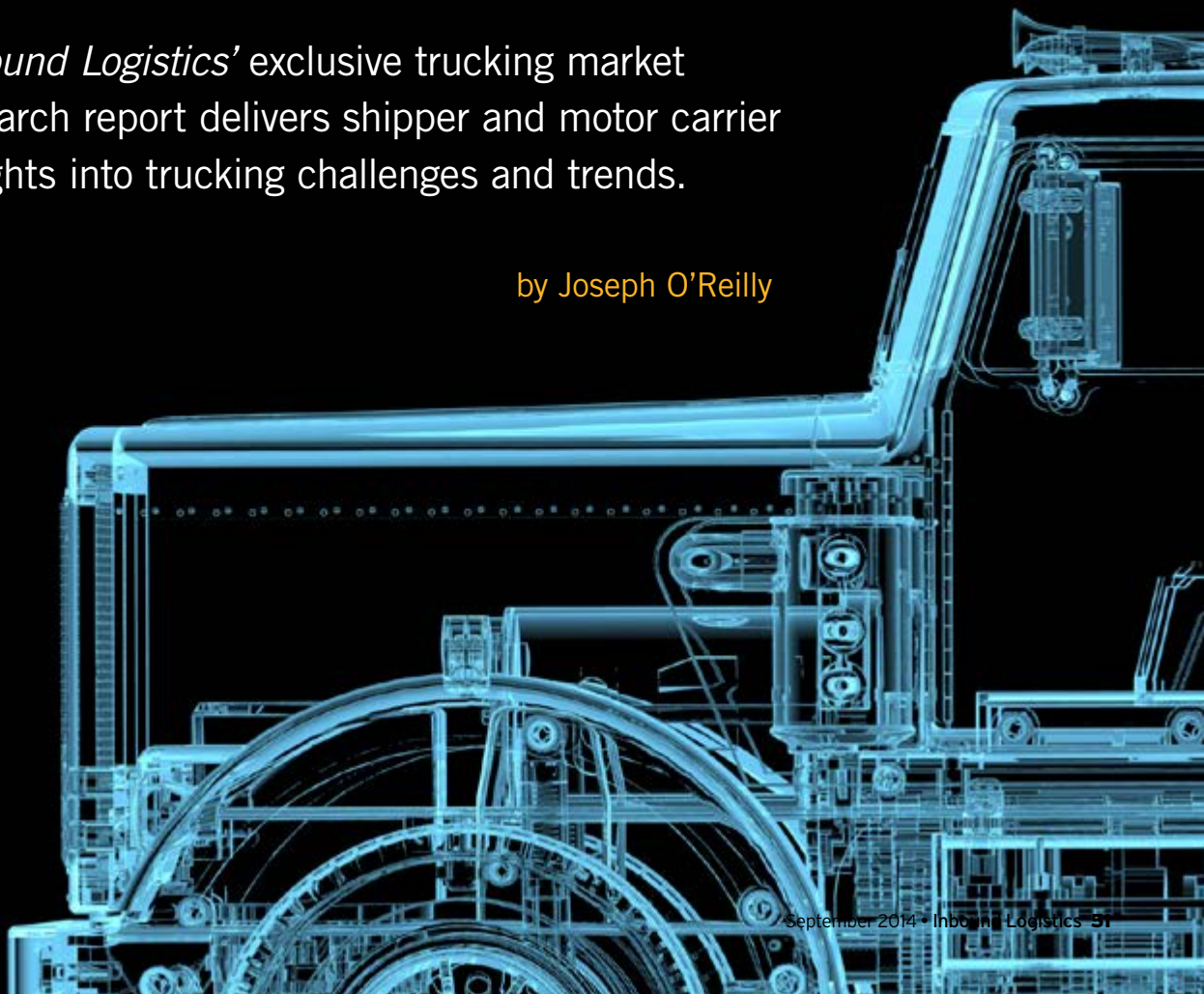


2014

TRUCKING PERSPECTIVES

Inbound Logistics' exclusive trucking market research report delivers shipper and motor carrier insights into trucking challenges and trends.

by Joseph O'Reilly



The past few years have been rife with speculation about a perfect storm circling the U.S. supply chain—the convergence of rising freight volume and falling capacity. The U.S. economy served as the backdrop for prognostications. As long as conditions remained sluggish, and forecasts uncertain, slack demand would continue to obscure the severity of a looming driver shortage.

That storm has now seemingly subsided—and concerns that have been swirling about are becoming manifest. The trucking industry is front and center in this new climate as the first and final link in the global supply chain. All indications suggest U.S. industry has made a rebound, and point to a brighter forecast.

Many trucking companies see evidence of this economic improvement, according to 75 percent of carriers responding to *Inbound Logistics*' 2014 Trucking Perspectives market insight report. In 2013, 40 percent indicated as much. More telling, only one-quarter of haulers project static growth—and not one trucking company forecasts the economy getting worse. The supply demand pendulum has swung to the carrier's side—which places more pressure on shippers to find capacity and reduce costs.

While economic dynamics have become more clear, other considerations remain less so. Regulatory oversight is a concern for carriers and shippers, who believe it reduces productivity and adds costs. The changing face of retail and e-commerce similarly brings new challenges—especially as the last mile race heats up.

VARIABLE ASSETS

Today's transportation market is all about the haves (carriers) and have-nots (shippers). When the economy began to ebb in 2008, industry downsized. Shippers operating private fleets turned to dedicated contract partnerships; trucking companies streamlined their fleets, some to the point of adopting an asset-light moniker. Capacity shrank as smaller carriers went bankrupt, and other truckers jettisoned

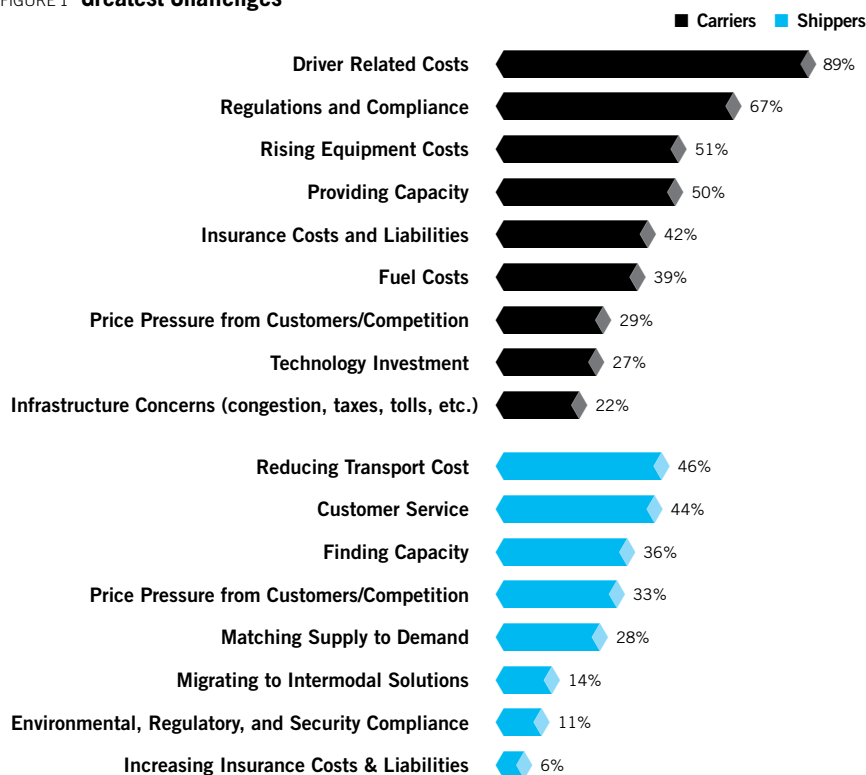
older engine units in favor of fewer, newer, greener options. Now industry is starting to build back up.

In 2014, carriers on average report fleets comprising 3,268 units—up considerably from 2013 (2,801) and 2012 (2,988). By comparison, trucking companies reported 2,542 tractors and vans just four years ago. Further consolidation in the market also accounts for fewer, larger fleets.

The greater concern for shippers and carriers is driver availability. The current generation is nearing retirement, creating an obvious dearth of new talent. This remains the greatest constraint on the market—and it is reflected in *IL*'s research. In 2014, trucking companies report on average 2,867 drivers (owner-operators included), compared to 2,871 in 2013; 3,024 in 2012; and 2,507 in 2011.

It stands to reason that driver-related costs—such as recruitment, retention, and training—are the greatest challenge truckers face.

FIGURE 1 Greatest Challenges



Trucking Perspectives Methodology

Inbound Logistics' annual Trucking Perspectives market insight report includes input from both motor freight carriers and shippers to provide a comparative analysis supported by empirical data and anecdotal observations. Our outreach effort comprises two parts.

First, *IL* solicited more than 200 trucking companies to complete a questionnaire that documents their assets, service capabilities, operational scope, and areas of expertise. We also asked carriers to comment on challenges and opportunities in today's market.

Second, *Inbound Logistics* reached out to more than 100 unique over-the-road freight shippers to comment on industry trends, regulatory challenges, and their partnerships with carriers.



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WE'RE THERE.**

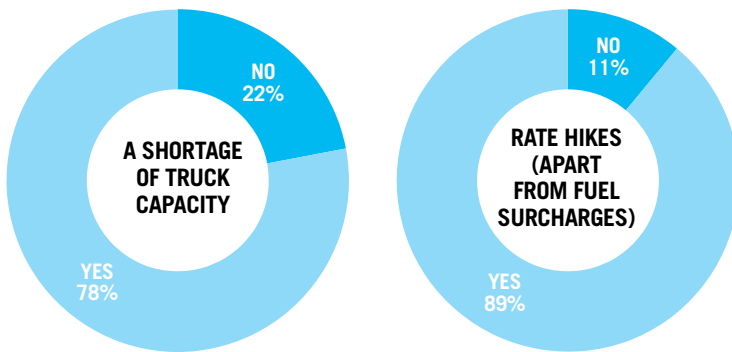
Your product has many homes before it finds one with your customer. The moment a product's manufactured, it sets off on a complex voyage unlike any other. It could enjoy a stay in a warehouse, sail across an ocean, fly the skies, ride the rail, or cruise the highways. It's a long journey and your product needs a partner to make sure everything goes smoothly. NFI is that partner.

For any point of the logistical journey, NFI has a best-in-class solution that keeps you at ease and allows you to focus on your core business.

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FIGURE 2 SHIPPERS: Have you experienced...



Nearly 90 percent of respondents this year indicate that's the case, up four percent from 2013 (see Figure 1).

As with most concerns in the trucking industry, keeping costs in check is paramount. Regulations and compliance remain a secondary priority for carriers, according to 67 percent of respondents, followed by rising equipment costs (51 percent), providing capacity (50 percent), insurance costs and liabilities (42 percent), and fuel costs (39 percent).

Transportation procurement has always been a commodity business. But given market contraction, shippers have less leverage haggling over price. They are making decisions based on service, availability, and reliability—all of which now come at a cost.

Reducing transport costs (46 percent) remains the top challenge for shippers—but it has competition. In 2013, 75 percent of respondents cited costs. In 2014, customer service (44 percent) and finding capacity (36 percent) follow closely in order of priority.

Shippers now face capacity constraints for certain types of equipment and in competitive lanes. In 2013, 50 percent of surveyed shippers experienced a shortage of capacity; this year, that number grew to 78 percent (see Figure 2). Accordingly, 89 percent have also experienced a rate hike beyond fuel surcharges. What a difference one year makes.

SHIFTING PRIORITIES

One interesting trend worth noting is how shipper priorities have wavered in recent years. In 2014, 72 percent of respondents cite reliability as the most important consideration when selecting a trucking partner (see Figure 3), followed by price (61 percent), customer service (56 percent), then capacity (50 percent). In 2013, price trumped reliability and service. That sentiment is unlikely to return any time soon as market balance reverses course.

Shippers have held sway the past several years, playing the spot market and rate shopping between lanes and among carriers. Today's new normal, however, favors trucking companies. A different sense is emerging as shippers now compete for carrier attention. Those who showed faith to partners during lean times will likely be rewarded.

As shippers become resigned to rising freight rates, they are pressing for more value. Ironically, much of the investment

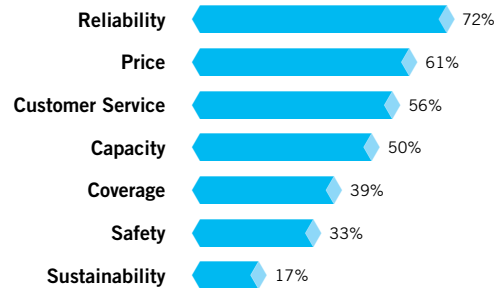
trucking companies made during the past few years to court shippers in a competitive market are now paying dividends for all parties involved.

Carriers have developed valued-added logistics capabilities that go well beyond the transactional freight buy. Some have morphed into asset-based third-party logistics service providers. For example, 73 percent of polled trucking companies provide logistics capabilities. Trucking companies similarly play a growing role in helping shippers tap rail intermodal opportunities (47 percent), whether it's door-to-door domestic, or drayage to and from ports. It's arguably the only option in today's market where shippers can find capacity while reducing costs.

Another area that has picked up steam is dedicated contract carriage (DCC)—offered by 58 percent of truckers. Since the recession, private fleet conversions have fed a growing DCC business, where carriers assume all the liabilities of owning, maintaining, and fleet assets.

There's also growing demand for last-mile capabilities that meet e-commerce and omni-channel demands. Speed, service, and responsiveness are critical success factors in today's hypersensitive retail environment. Fifty-five percent of trucking company respondents provide expedited shipping; 31 percent final-mile services;

FIGURE 3 SHIPPERS: What are the most important factors to consider when choosing a motor carrier?



and 27 percent white-glove capabilities. This segment of the trucking business is likely to grow considerably in the next few years as customer service expectations only build.

One of the most difficult challenges for shippers and trucking companies is controlling that which can't be controlled—government bureaucracy. When the Federal Motor Carrier Safety Administration's (FMCSA) Hours-of-Service (HOS) program went into effect in 2013, a great deal of unrest rippled through the industry. Apart from the complexity of explaining new restart rules, and training drivers to be compliant, there was an expected productivity drop—somewhere between three to five percent, according to some insiders. Many argued that FMCSA did not complete the required field studies before implementation.



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*Carey Skoglund
National Logistics Manager
Ace Hardware*



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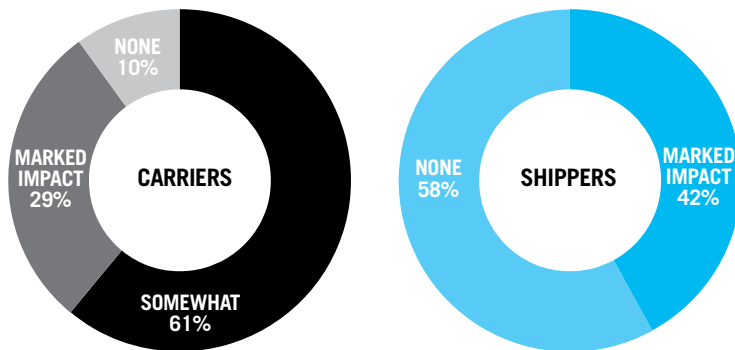


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FIGURE 4 What impact have Hours-of-Service regulations had on your operations?



One thing is clear: HOS has disrupted trucking operations—90 percent of respondents acknowledge the regulations have had some impact, with 29 percent identifying it as a “marked impact” (see Figure 4).

On the shipper side, reactions are more muted—likely because trucking partners have absorbed much of the impact. The majority of shipper respondents (58 percent) have felt no impact at all from the HOS rules.

An added component to the HOS update is the provision for new in-cab technology requirements. Truck drivers eventually will have to install electronic logging devices (ELDs) that would

automatically collect performance data. While most carriers have embraced the new mandate, some—notably owner-operators—have criticized the initiative for its intrusiveness. FMCSA has since extended the comment period for ELD implementation, and a final deadline remains in limbo.

Still, many trucking companies have already gotten on board with the ELD requirements, recognizing the advantages of automating manual driver logs and maintaining a record of driver data. Eighty percent of surveyed companies

have voluntarily upgraded their in-cab technologies to be compliant with the new mandate.

As carriers become more selective about the customers they choose to do business with, shippers that go the extra mile to help their partners manage some of these challenges—facilitating loading and unloading, for example—will gain preference.

FMCSA’s Compliance, Safety, Accountability (CSA) driver scorecarding system, which had also come under some early criticism, has been largely accepted within the industry. Shippers and carriers recognize that safety ultimately trumps driver availability.

Elsewhere on the regulatory docket, infrastructure tops the list

FROM THE DRIVER’S SEAT

The U.S. trucking industry provides an array of services, from mud-flapping nationwide truckload shipments to white-glove, last-mile delivery—and everything in between. Here’s an overview of carrier services, geographic scope, and assets based on Trucking Perspectives survey responses.

CAPACITY

Average Fleet Size (tractors and vans)	3,268 units
Average Trailer Fleet	6,840 units
Average Number of Drivers (owner-operators included)	2,867 drivers

OPERATING AREA

North America	71%
U.S. Only	29%
Global	38%

TRUCKING SERVICES

Truckload	84%
Logistics Services	73%
LTL	59%
Dedicated Contract Carriage	58%
Expedited	55%

Intermodal	47%
Refrigerated	41%
Flatbed	40%
Final Mile	31%
White Glove	27%
Bulk	26%
Household Goods	18%
Motor Vehicle Carrier	14%
Tanker	16%
Package	9%

CERTIFICATIONS

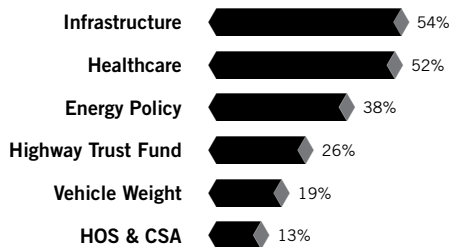
SmartWay	89%
HazMat	75%
C-TPAT	60%
Free And Secure Trade (FAST)	40%
ISO	31%

Partners In Protection (PIP)	29%
ACC Responsible Care	19%
Six Sigma	2%
Lean	2%

VERTICAL SPECIALTY

Freight All Kinds	85%
Retail	74%
Food & Beverage	74%
Construction & Building Materials	70%
Automotive	68%
Chemicals	61%
High-Value (electronics, pharma, jewelry)	61%
Agriculture	55%
Furniture	54%
Oil & Gas	36%

FIGURE 5 **CARRIERS: What legislative measures have the greatest impact on your business?**



of legislative measures that have the greatest impact on business, according to 54 percent of trucking companies. Healthcare reform (52 percent), energy policy (38 percent), the Highway Trust Fund (26 percent), and vehicle weights (19 percent) follow accordingly (see Figure 5). Concerns about infrastructure, the Highway Trust Fund, and energy policy are all entwined, and have been a rising platform within the transportation industry for some time. Interestingly, 13 percent of respondents included write-in votes for HOS and CSA, suggesting the impact of FMCSA rulemaking still resonates.

BROKERAGE BOOM

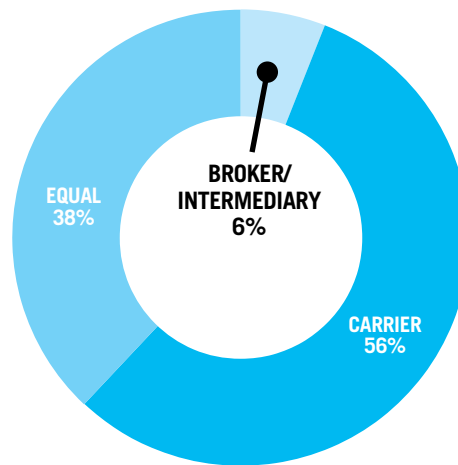
While trucking companies have gained an edge in today's market, the freight brokerage industry continues to grow apace. When the 2012 Surface Transportation Bill increased freight agent surety bond requirements from \$10,000 to \$75,000—an effort meant to weed out nefarious agents—it created a boom-and-bust market. Many smaller brokerages went out of business. On the other end of the spectrum, larger players such as XPO Logistics, Coyote Logistics, BlueGrace Logistics, and Echo Global Logistics have been aggressive on the mergers and acquisitions front. Further consolidation will only feed that frenzy.

As shippers feel squeezed, they are looking to tap space wherever possible. Carriers have always turned to brokers to help eliminate deadheads and build more continuous moves. Some trucking companies and brokers are even helping shippers identify backhaul opportunities in their own private and dedicated fleets, then sharing in the revenues. The more visibility shippers, carriers, and intermediaries have to assets and shipments, the more effectively they can match trucks to demand. Where capacity is scarce, this level of collaboration will be paramount—not only for shippers, but for industry as a whole.

A great deal of untapped capacity exists, especially within smaller, regional networks. One recent trend is the emergence of courier management companies—online aggregators that provide nationwide access to regional and local couriers. As e-commerce volumes grow, and as retailers decentralize distribution networks to get closer to demand, this untapped and underutilized capacity could become a popular alternative for last-mile deliveries.

Still, given the capacity constraints that exist in today's

FIGURE 6 **SHIPPERS: What is more important, your relationship with your carrier or with your broker/intermediary?**



marketplace, most shippers know who really carries the load in a pinch. Fifty-six percent of surveyed shippers say they value carrier partners more than brokers (see Figure 6)—compared to 52 percent last year, and 38 percent in 2012. That shipper appreciation for trucking companies has been growing is not surprising. By comparison, only six percent prefer brokers exclusively (18 percent in 2013); and 38 percent hold both brokers and carriers in similar esteem (30 percent).

Shippers have always valued the spot market as a means to not only absorb spikes in demand, but also to keep trucking companies honest. The tension between carriers and brokers creates a more competitive environment. But as spot market demand remains seasonally high and rates increase, shippers will no longer have the luxury of discretion. It will become compulsory as they juggle options to fill their space quotas. It's a sustained role reversal not seen in a while.

2014 TOP 100 TRUCKERS

Inbound Logistics' annual Top 100 Truckers directory brings Trucking Perspectives full circle with an in-depth directory of carriers that match the diverse needs of the shipping community. *IL* editors pared this year's roster from a pool of 200-plus companies, evaluating surveys, conducting online research, and talking with truckers and shippers alike. This guide serves as a benchmark for the types of services transportation buyers value when looking for new partners or evaluating current ones.

The Top 100 list offers a snapshot of the trucking segment, including large TL and LTL carriers with global inroads, and niche-specific regional haulers that get their white gloves dirty delivering to the final mile.

Together, Trucking Perspectives and the Top 100 Truckers directory provide a comprehensive guide to help you find partners that will put your company in the driver's seat. ■

All chart data: *Inbound Logistics* 2014 Trucking Perspectives market insight survey

TOP 100 TRUCK

COMPANY	URL	PHONE	GENERAL INFORMATION						AREAS SERVED/ OPERATING AREAS				
			TRACTOR AND VAN FLEET SIZE	TRAILER FLEET SIZE	NUMBER OF DRIVERS (INCLUDING OWNER OPERATORS)	USE ELECTRONIC ON-BOARD RECORDERS	UNION STATUS	PUBLIC OR PRIVATE	GLOBAL SERVICES	NORTH AMERICA	US ONLY	NATIONWIDE (48 STATES)	REGIONAL/MULTI-REGIONAL
A&R Logistics	artransport.com	800-542-8058	750	1,100	750	●	N	PRIV	●	●			
A. Duie Pyle	aduiepyle.com	800-523-5020	809	2,018	940	●	N	PRIV	●	●			
AAA Cooper Transportation	AAACooper.com	334-793-2284	2,300	6,400	3,000		N	PRIV	●	●			
ABF Freight	abf.com	800-610-5544	4,000	20,000	6,000		U	PUB	●	●			
All State Express	allstateexpress.com	877-742-5875	200	100	230	●	N	PRIV		●			
Anderson Trucking Service	atsinc.com	800-328-2316	1,310	3,925	1,100		N	PRIV	●	●			
Averitt Express	averitexpress.com	800-283-7488	4,289	12,473	DNR	●	N	PRIV	●	●			
Bennett International Group	bennettig.com	770-957-1866	1,534	1,432	2,373	●	N	PRIV	●	●			
Bison Transport	bisontransport.com	204-833-0000	1,400	4,000	1,900		N	PRIV		●			
Brown Trucking	browntrucking.com	770-482-6521	1,012	4,800	1,007	●	N	PRIV			●		●
Bulkmatic	bulkmatic.com	800-535-8505	DNR	1200	500	●	N	PRIV		●			
C.R. England	crengland.com	888-725-3737	4,498	6,400	6,772	●	N	PRIV		●		●	
Cardinal Logistics Management	cardlog.com	770-993-5662	3,600	9,500	3,750		N	PRIV			●	●	
Cargo Transporters	cargotransporters.com	828-459-3232	2,100	1,600	550	●	N	PRIV			●	●	
Carlisle	carlile.biz	907-276-7797	1,900	1,500	375	●	N	PRIV	●	●			
Celadon Trucking	celadontrucking.com	317-972-7000	13,100	9,700	3,100	●	N	PUB	●	●			
Central Freight Lines	centralfreight.com	800-782-5036	1,596	8,653	DNR	●	N	PRIV			●		●
Central States Trucking	cstruck.com	630-787-8773	1,500	3,500	1,500	●	N	PUB			●	●	
CEVA Logistics	cevalogistics.com	800-888-4949	1,464	2,400	2,593	●	B	PRIV	●	●		●	
Challenger	challenger.com	800-265-6358	1,500	3,000	2,000	●	N	PRIV	●	●			

TOP 100 TRUCK

COMPANY	URL	PHONE	GENERAL INFORMATION						AREAS SERVED/ OPERATING AREAS			
			TRACTOR AND VAN FLEET SIZE	TRAILER FLEET SIZE	NUMBER OF DRIVERS (INCLUDING OWNER OPERATORS)	USE ELECTRONIC ON-BOARD RECORDERS	UNION STATUS	PUBLIC OR PRIVATE	GLOBAL SERVICES	NORTH AMERICA	US ONLY	NATIONWIDE (48 STATES)
Colonial Cartage	atlantabonded.com	678-264-2780	85	185	86	●	N	PRIV			●	●
Colonial Freight Systems	cfsi.com	865-966-9711	300	500	330	●	N	PRIV			●	●
Con-way Freight	con-way.com/en/freight	734-994-6600	9,300	24,600	13,411	●	N	PUB	●	●		
Con-way Truckload	true2blue.com	417-623-5229	2,700	8,200	2,819		N	PUB		●		
Continental Expedited Services	shipces.com	866-736-1837	80	110	90		N	PRIV		●		
Covenant Transportation Group	ctgcompanies.com	800-974-8332	2,600	7,000	3,500	●	N	PUB		●		
Crete Carrier Corporation	cretcarrier.com	800-998-8000	5,100	13,400	5,035	●	N	PRIV			●	●
CRST International	crst.com	319-390-2627	3,083	7,552	6,600	●	N	PRIV		●		
Daily Express	dailyexp.com	800-735-3136	300	500	300		N	PRIV		●		
Dart Transit	dart.net	800-366-9000	1,860	5,624	1,753	●	N	PRIV		●		
Daseke	daseke.com	972-248-0412	2,000	3,600	DNR	●	N	PRIV	●	●		
Daylight Transport	dylt.com	800-468-9999	500	100	180		N	PRIV		●		●
Dayton Freight Lines	daytonfreight.com	937-264-4060	1,167	2,750	1,715	●	N	PRIV		●		●
Epes Transport System	epestransport.com	336-668-3358	1,200	4,500	1,450	●	N	PRIV		●		●
Erb Group of Companies	erbgroupp.com	519-662-2710	850	1,200	900	●	N	PRIV		●		
Estes Express Lines	estes-express.com	866-378-3748	7,522	23,887	7,776	●	N	PRIV	●	●		
Evans Network of Companies	evansdelivery.com	570-218-3322	2,437	715	2,440		N	PRIV			●	●
FedEx Custom Critical	customcritical.fedex.com	800-762-3787	1,300	360	2,200	●	N	PUB	●	●		
FedEx Freight	fedex.com	800-463-3339	14,400	43,526	18,000		N	PUB		●		
FedEx Ground	fedex.com	800-463-3339	30,000	13,000	34,000		N	PUB			●	●

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FFE Transportation Services	ffeinc.com	800-569-9200	1,850	DNR	2,000		N	PUB	●				
FLS Transport	flstransport.com	514-739-0939	121	220	130	●	N	PRIV		●			
Gale Triangle/ Performance Team	performanceteam.net	562-345-2200	690	902	779	●	U	PRIV	●		●	●	●
Groendyke Transport	groendyke.com	800-843-2103	1023	1,496	939	●	N	PRIV		●			
Heartland Express	heartlandexpress.com	800-451-4621	4,878	14,372	DNR		N	PUB			●	●	●
Holland	hollandregional.com	866-465-5263	5,415	6,155	4,000		U	PUB		●			
Hub Group Trucking	hubgrouptrucking.com	800-377-5833	2,900	448	2,900	●	N	PRIV			●	●	
J.B. Hunt Transport	jbhunt.com	800-452-4868	12,965	95,996	14,724	●	N	PUB		●			
Kenan Advantage Group	kaglogistics.com	877-999-2425	6,252	9,748	6,762	●	N	PRIV		●			
KLLM Transport Services	kllm.com	601-936-5633	3,250	4,600	3,250	●	N	PRIV		●			
Knight Transportation	knighttrans.com	602-606-6581	3,991	9,382	DNR	●	N	PUB		●			
Lakeville Motor Express	lakevillemotor.com	701-318-4448	300	1,250	350	●	B	PRIV		●			
Landstar System	landstar.com	877-696-4507	8,432	12,912	8,432	●	N	PUB	●	●			
Lily Transportation	lily.com	781-449-8811	500	500	500	●	N	PRIV			●	●	
Lynden Transport	lynden.com	800-327-9390	559	1,679	275	●	B	PRIV	●	●			
Marten Transport	marten.com	888-470-9958	2,200	4,200	2,200	●	N	PUB		●			
Melton Truck Lines	meltontruck.com	918-234-8000	1,100	1,871	1,000	●	N	PRIV		●			
Mercer Transportation	merc-trans.com	800-626-5375	2,262	2,462	2,387	●	N	PRIV		●			
Miller Transporters	millert.com	601-709-5901	1,425	1,000	420	●	B	PRIV		●			
National Retail Systems	nationalretailsystems.com	201-330-1900	1,200	6,500	900	●	U	PRIV			●	●	

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New England Motor Freight	nemf.com	908-965-0100	2,600	6,000	1,732	●	B	PRIV			●	●	
New Penn	newpenn.com	800-285-5000	850	1,700	1,288		U	PUB	●	●			
NFI	nfiindustries.com	866-219-7450	2,300	7,500	2,700	●	N	PRIV	●	●			
Nussbaum Transportation	nussbaum.com	800-622-9741	280	600	270	●	N	PRIV			●	●	
Oak Harbor Freight Lines	oakh.com	253-288-8300	525	2,000	800	●	B	PRIV		●			
Old Dominion Freight Line	odfl.com	800-235-5569	6,296	25,052	7,480	●	N	PUB	●	●			
PAM Transport	pamtransport.com	800-879-7261	1,480	5,170	DNR		N	PUB		●			
Panther Premium Logistics	pantherpremium.com	800-685-0657	1,000	500	1,250	●	N	PUB	●	●			
Paschall Truck Lines	ptl-inc.com	800-626-3374	1,165	3,000	1,255	●	N	PRIV		●			
Penske Logistics	penskelogistics.com	800-529-6531	2,110	3,086	3,000	●	B	PRIV	●	●			
PITT OHIO	pittohio.com	412-232-3015	1,536	3,134	1,990	●	N	PRIV	●			●	
Prime Inc.	primeinc.com	800-848-4560	5,200	9,500	6,200	●	N	PRIV		●			
Purolator International	purolatorinternational.com	888-511-4811	662	1,292	DNR		U	PRIV		●			
Quality Distribution	qualitydistribution.com	800-282-2031	3,000	5,500	DNR		N	PUB		●			
R+L Carriers	rlcarriers.com	800-543-5589	13,000	DNR	DNR		N	PRIV	●				
Reddaway	reddawayregional.com	888-465-5263	1,400	3,500	1,605		B	PUB		●			
Roadrunner Transportation System	rrts.com	888-350-7337	740	3,429	DNR		N	PUB		●			
Roehl Transport	roehltransport.com	715-591-3795	2,050	5,008	2,000	●	N	PRIV		●			
Ruan	ruan.com	866-782-6669	3,908	7,793	4,217	●	B	PRIV		●			
Ryder System	ryder.com	888-887-9337	69,000	52,700	5,000	●	B	PUB	●	●			

TOP 100 TRUCK

COMPANY	URL	PHONE	GENERAL INFORMATION						AREAS SERVED/ OPERATING AREAS			
			TRACTOR AND VAN FLEET SIZE	TRAILER FLEET SIZE	NUMBER OF DRIVERS (INCLUDING OWNER OPERATORS)	USE ELECTRONIC ON-BOARD RECORDERS	UNION STATUS	PUBLIC OR PRIVATE	GLOBAL SERVICES	NORTH AMERICA	US ONLY	NATIONWIDE (48 STATES)
Saia LTL Freight	saia.com	800-765-7242	4,000	11,000	4,500	●	N	PUB			●	●
Schilli Corp. (MDS/CC/TTI)	schillicorp.com	663-717-2600	335	583	312	●	B	PRIV		●		
Schneider	schneider.com	800-558-6767	9,700	31,500	13,300	●	B	PRIV	●	●		
Southeastern Freight Lines	sefl.com	803-794-7300	7,811	8,517	3,843	●	N	PRIV			●	●
Standard Forwarding	standardforwarding.com	309-751-0251	1,050	700	520	●	U	PUB	●		●	●
Superior Bulk Logistics	superiorbulklogistics.com	800-654-7707	940	2,037	DNR			PRIV		●		
Swift Transportation	swifttrans.com	602-477-7146	18,000	57,300	20,000	●	N	PUB		●		
System Freight	systemfreight.net	609-395-8600	305	2,000	330	●	B	PRIV		●		●
Transport Corporation of America	transportamerica.com	651-688-4539	1,530	4,250	1,800	●	N	PUB		●		
Trimac Transportation	trimac.com	502-459-5122	2,400	4,000	3,000	●	B	PRIV		●		
U.S. Xpress Enterprises	usxpress.com	423-510-3273	5,200	15,750	5,753	●	N	PRIV		●		
UniGroup Logistics	unigrouplogistics.com	636-305-4294	6,200	6,100	6,700		B	PRIV	●	●		●
Universal Truckload Services	goutsi.com	586-467-1457	4,055	6,198	3,909	●	B	PUB	●	●		
UPS Freight	lfl.upsfreight.com	800-333-7400	5,759	19,391	8,761	●	B	PUB		●		
USA Truck	usa-truck.com	479-471-6447	2,166	6,054	2,374	●	N	PUB		●		
Ward Transport & Logistics Corp.	wardtlc.com	800-458-3625	500	890	710		N	PRIV			●	●
Werner Enterprises	werner.com	800-228-2240	7,050	22,000	8,716	●	N	PUB	●	●		
Western Express	westernexp.com	615-259-9920	2,500	6,300	2,500	●	N	PRIV			●	●
Wilson Trucking Corporation	wilsontrucking.com	540-949-3200	952	2,805	1,079		N	PRIV			●	●
YRC Freight	yrcfreight.com	800-610-6500	8,500	33,000	8,000		U	PUB		●		

