

Reefers improve

Revenues rise, operating ratios static for refrigerated carriers

WHAT a difference a year makes. Three-fourths of reporting carriers showed revenue increases in 2017, while operating ratios remained relatively static.

Refrigerated carriers were among the beneficiaries of 2.3% growth in real gross domestic product last year. Real gross domestic product grew by just 1.5% the previous year.

For truck fleets, that translated to a 3.7% increase in truck tonnage in 2017, which was the largest gain since

2013 (6.1%). Freight volumes rose faster than capacity during every month in 2017.

With food production up 3.8% last year, there was plenty of refrigerated cargo to haul. Food production has been increasing steadily since 2014.

Participation in the Gross Revenue Report is optional, and the staff greatly appreciates the cooperation of all who helped in the preparation of the report.

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

2017 Revenue Rankings and Operating Ratios

Company name • City, State • Website	2017 Rank	2017 revenue	2017 ratio	2016 revenue	2016 ratio
Prime Inc • Springfield MO • www.primeinc.com	1	\$1,535,335,781.00	90.1	\$1,390,566,985.00	90.3
C R England Inc • Salt Lake City UT • www.crengland.com	2	\$1,402,500,000.00		\$1,304,800,000.00	
KLLM Transport Services, LLC • Jackson MS • www.kllm.com	3	\$959,000,000.00		\$937,000,000.00	
Knight Transportation • Phoenix AZ • www.knighttrans.com	4	\$906,484,000.00	89.8	\$900,368,000.00	84.9
Marten Transport Ltd • Mondovi WI • www.marten.com	5	\$698,120,000.00	91.9	\$671,144,000.00	91.3
Stevens Transport Inc • Dallas TX • www.stevenstransport.com	6	\$693,800,000.00	85.8	\$662,450,000.00	82.7
Hirschbach Motor Lines, Inc • Dubuque IA • www.hirschbach.com	7	\$278,494,000.00		\$251,697,000.00	
John Christner Trucking LLC • Sapulpa OK • www.johnchristner.com	8	\$232,915,014.00	94.1	\$239,015,863.00	90.8
Shaffer Trucking • Lincoln NE • www.shaffertrucking.com	9	\$206,889,565.00		\$200,903,215.00	
K&B Transportation, Inc • South Sioux City NE • www.kbtransportation.com	10	\$169,000,000.00	95.0	\$153,000,000.00	95
Bay and Bay Transportation • Rosemount MN • www.bayandbay.com	11	\$155,000,000.00		\$161,000,000.00	
Pride Transport Inc • Salt Lake City UT • www.pridetransport.com	12	\$126,000,000.00	92.8	\$118,000,000.00	93.1
WEL Companies Inc • De Pere WI • www.welcompanies.com	13	\$106,042,000.00	98.5	\$106,250,000.00	98
FST Logistics Inc • Columbus OH • www.fstlogistics.com	14	\$87,469,000.00	92.6	\$70,837,000.00	91.6
Continental Express, Inc • Sidney OH • www.continentalexpressinc.com	15	\$82,850,000.00		\$80,000,000.00	
Heyl Truck Lines, Inc • Akron IA • www.heylnet.net	16	\$78,900,000.00	98.8	\$77,000,000.00	99.9
IWX Motor Freight • Springfield MO • www.iwxmf.com	17	\$71,666,944.00	93.9	\$70,579,635.00	96.3
Great Plains Transport Inc • www.greatplainstransport.com	18	\$54,552,000.00	89.4	\$41,128,108.00	93.2
Pinnacle Trucking LLC • Florence NJ • www.pinnacletruck.com	19	\$51,000,000.00		\$37,390,000.00	

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Kottke Trucking Inc • Buffalo Lake MN • www.kottke-trucking.com	20	\$37,460,672.00		\$29,324,415.00	
Denney Transport Ltd • Commerce City CO • www.denneytransport.com	21	\$33,911,878.00	97.3	\$27,667,845.00	99
Howell's Motor Freight Inc • Cloverdale VA • www.howellsmotor.com	22	\$30,000,000.00		\$30,000,000.00	
D & D Sexton Inc • Carthage MO • www.ddsextoninc.com	23	\$29,574,342.00	97.1	\$29,382,068.00	95.3
Bill Davis Trucking Inc • Batesville AR • www.billdavistrucking.com	24	\$21,671,657.00	93.5	\$19,587,595.00	88.6
Diversified Transfer & Storage • Billings MT • www.dtsb.com	25	\$21,407,172.00	100.0	\$21,148,412.00	99
Arctic Express Inc • Hilliard OH • www.arcticexpress.com	26	\$18,453,600.00	90.2	\$18,491,000.00	89.4
LW Miller Transportation Inc • Logan UT • www.lwmliller.com	27	\$17,125,868.00		\$17,515,000.00	99.3
Englander Transportation, Inc • Roanoke VA • www.englandertransport.com	28	\$10,755,222.00	91.8	\$10,389,252.00	89
Sorenson Transport Co Inc • Chehalis WA • www.sorensontransport.com	29	\$10,087,000.00	102.2	\$9,966,000.00	105.5
Nagle Toledo Inc • Walbridge OH • www.naglecompanies.com	30	\$6,727,112.00	92.8	\$7,607,384.00	91.8
Escro Transport Ltd • Buffalo NY • www.escrotrans.com	31	\$5,100,000.00	99.6	\$6,300,000.00	98.9

1 Includes Frozen Food Express

2 Includes refrigerated and dry freight