

# Refrigerated Transporter's 32nd Annual Gross Revenue Report—Refrigerated Fleets

## Strong Year

*Refrigerated fleet revenues, operating ratios strengthen during 2018*

**L**AST year was one for good financial news. Virtually all the participants in the latest Refrigerated Fleet Gross Revenue Report achieved revenue increases. In addition, better operating ratios indicated refrigerated fleets did a good job of controlling costs and boosting productivity.

Contributing factors included US gross domestic product growth of 2.9% in 2018, and total truckload rates continued to climb through 2018 including refrigerated carriers. Also, US food production grew by roughly 2.8% in 2018.

The driver shortage continues to weigh on refrigerated fleets. Many carriers have taken steps to address driver recruitment and retention. And this includes raising wages and benefits.

The staff greatly appreciates the cooperation of all who helped in the preparation of the report. The refrigerated gross revenue report is used by shippers, carriers and others interested in the refrigerated truck industry.

Copies of past gross revenue reports can be found at: [www.refrigeratedtransporter.com/gross-revenue-reports](http://www.refrigeratedtransporter.com/gross-revenue-reports)

### 2018 Revenue Rankings and Operating Ratios

Company name, city, state	Website	2018 Rank	2018 revenue	2018 ratio	2017 revenue	2017 ratio
Prime Inc • Springfield MO	<a href="http://www.primeinc.com">www.primeinc.com</a>	1	\$1,788,192,898.00	87.26	\$1,535,335,781.00	90.1
C R England Inc • Salt Lake City UT	<a href="http://www.crengland.com">www.crengland.com</a>	2	\$1,636,000,000.00		\$1,402,500,000.00	
<sup>2</sup> Knight Transportation • Phoenix AZ	<a href="http://www.knighttrans.com">www.knighttrans.com</a>	3	\$1,144,125,000.00	81.7	\$906,484,000.00	89.8
<sup>1</sup> KLLM Transport Services, LLC • Jackson MS	<a href="http://www.kllm.com">www.kllm.com</a>	4	\$917,000,000.00		\$959,000,000.00	
Marten Transport Ltd • Mondovi WI	<a href="http://www.marten.com">www.marten.com</a>	5	\$787,594,000.00	89.7	\$698,120,000.00	91.9
Stevens Transport Inc • Dallas TX	<a href="http://www.stevenstransport.com">www.stevenstransport.com</a>	6	\$719,870,000.00	82.8	\$693,800,000.00	85.8
Hirschbach Motor Lines, Inc • Dubuque IA	<a href="http://www.hirschbach.com">www.hirschbach.com</a>	7	\$454,454,000.00		\$278,494,000.00	
Shaffer Trucking • Lincoln NE	<a href="http://www.shaffertrucking.com">www.shaffertrucking.com</a>	8	\$265,863,809.00		\$206,889,565.00	
*John Christner Trucking LLC • Sapulpa OK	<a href="http://www.johnchristner.com">www.johnchristner.com</a>	9	\$232,915,014.00	94.1	\$232,915,014.00	94.1
K&B Transportation, Inc • South Sioux City NE	<a href="http://www.kbtransportation.com">www.kbtransportation.com</a>	10	\$185,000,000.00	95	\$169,000,000.00	95
*Bay and Bay Transportation • Eagen MN	<a href="http://www.bayandbay.com">www.bayandbay.com</a>	11	\$155,000,000.00		\$155,000,000.00	
Pride Transport Inc • Salt Lake City UT	<a href="http://www.pridetransport.com">www.pridetransport.com</a>	12	\$139,000,000.00	90.2	\$126,000,000.00	92.8
WEL Companies Inc • De Pere WI	<a href="http://www.welcompanies.com">www.welcompanies.com</a>	13	\$118,799,000.00	97.8	\$106,042,000.00	98.5
Continental Express, Inc • Sidney OH	<a href="http://www.continentalexpressinc.com">www.continentalexpressinc.com</a>	14	\$96,500,000.00		\$82,850,000.00	
FST Logistics Inc • Columbus OH	<a href="http://www.fstlogistics.com">www.fstlogistics.com</a>	15	\$84,879,000.00	95.7	\$79,125,000.00	95.1
Heyl Truck Lines, Inc • Akron IA	<a href="http://www.heylnet">www.heylnet</a>	16	\$82,994,000.00	90	\$78,900,000.00	98.81

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Company name, city, state	Website	2018 Rank	2018 revenue	2018 ratio	2017 revenue	2017 ratio
<b>IWX Motor Freight</b> • Springfield MO	www.iwxmf.com	17	\$78,482,237.00	86.01	\$71,666,944.00	93.92
<b>Great Plains Transport Inc</b>	www.greatplainstransport.com	18	\$71,842,623.00	88.6	\$54,552,000.00	89.4
<b>Pinnacle Trucking LLC</b> • Florence NJ	www.pinnacletruck.com	19	\$58,400,000.00		\$51,000,000.00	
<b>Kottke Trucking Inc</b> • Buffalo Lake MN	www.kottke-trucking.com	20	\$43,082,011.00		\$37,460,672.00	
<b>Denney Transport Ltd</b> • Commerce City CO	www.denneytransport.com	21	\$32,015,000.00		\$33,911,878.00	97.3
<b>D &amp; D Sexton Inc</b> • Carthage MO	www.ddsextoninc.com	22	\$30,859,228.00	99.2	\$29,574,342.00	97.1
<b>Howellis Motor Freight Inc</b> • Cloverdale VA	www.howellismotor.com	23	\$30,000,000.00		\$30,000,000.00	
<b>Englander Transportation, Inc</b> • Roanoke VA	www.englandertransport.com	24	\$18,684,247.00	96.1	\$10,755,222.00	91.8
<b>Sorenson Transport Co Inc</b> • Chehalis WA	www.sorensontransport.com	25	\$12,287,000.00	87.4	\$10,087,000.00	102.2
<b>Nagle Toledo Inc</b> • Walbridge OH	www.naglecompanies.com	26	\$7,218,483.00	91.7	\$6,727,112.00	92.75
<b>Escro Transport Ltd</b> • Buffalo NY	www.escrotrans.com	27	\$5,400,000.00	98.5	\$5,100,000.00	99.6

\*2017 revenues repeated for 2018

- 1 Includes Frozen Food Express
- 2 Includes refrigerated and dry freight

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