

## 22nd Annual Gross Revenue Report—Refrigerated Fleets

THIS is an abbreviated version of the annual revenue report for 2008. Due to a shift in our editorial calendar when *Refrigerated Transporter* transitioned to an online-only format, this annual report was not published in September 2009. It was compiled retroactively from figures we obtained from data used

in the previous survey and the one to be published online in April 2010.

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### 2008 Rankings and Growth Rates:

Company name • Main office location	2008 Rank	2008 Revenue	2008 Ratio	2007 Revenue	2007 Ratio	Growth Rate
C R England Inc • Salt Lake City UT	1	\$875,158,743	94.32	\$750,831,827	92.84	16.56%
Marten Transport Ltd • Mondovi WI	2	\$607,099,000	94.60	\$560,017,000	95.00	8.41%
Stevens Transport Inc • Dallas TX	3	\$545,094,000	82.60	\$493,615,000	83.50	10.43%
Frozen Food Express Industries • Dallas TX	4	\$490,536,000	99.60	\$452,214,000	102.30	8.47%
Greatwide Logistics Services • Dallas TX	5	\$444,900,000	NR	\$650,000,000	92.00	-31.55%
Central Refrigerated Service Inc • West Valley City UT	6	\$406,862,000	NR	\$361,862,506	NR	12.44%
John Christner Trucking LLC • Sapulpa OK	7	\$223,079,168	93.64	\$202,680,012	93.10	10.06%
Southern Refrigerated Transport Inc • Texarkana AR	8	\$146,527,985	NR	\$137,481,401	NR	6.58%
J & R Schugel Trucking Inc • New Ulm MN	9	\$116,935,941	97.00	\$109,681,432	99.50	6.61%
Earl Henderson Trucking Co • Salem IL	10	\$99,982,162	NR	\$94,917,582	95.20	5.34%
WEL Companies Inc • De Pere WI	11	\$98,000,000	98.00	\$79,000,000	97.00	24.05%
Sunco Carriers, Inc • Lakeland FL	12	\$83,198,299	NR	\$77,085,541	NR	7.93%
IWX Motor Freight • Springfield MO	13	\$69,129,564	99.20	\$72,232,616	99.50	-4.30%
O & S Trucking, Inc • Springfield MO	14	\$64,779,542	96.10	\$66,734,520	96.50	-2.93%
Continental Express, Inc • Sidney OH	15	\$49,000,000	NR	\$43,000,000	NR	13.95%
FST Logistics Inc • Columbus OH	16	\$48,704,000	94.10	\$44,078,000	93.60	10.50%
Kennesaw Transportation Inc • White GA	17	\$47,201,193	95.00	\$45,732,139	96.60	3.21%
Grand Island Express • Grand Island NE	18	\$35,300,000	98.10	\$33,600,000	98.50	5.06%
D & D Sexton Inc • Carthage MO	19	\$34,391,029	98.62	\$33,629,441	98.99	2.26%
Baldwin Distribution Services Ltd • Amarillo TX	20	\$31,172,943	99.50	\$27,622,779	97.86	12.85%
Howell's Motor Freight Inc • Cloverdale VA	21	\$30,000,000	NR	\$33,100,000	NR	-9.37%
Koleaseco Inc • Hudsonville MI	22	\$28,000,000	NR	\$30,000,000	NR	-6.67%
TW Transport • Spokane WA	23	\$24,000,000	97.00	\$24,500,000	94.00	-2.04%
Sorenson Transport Co Inc • Chehalis WA	24	\$23,690,000	91.30	\$24,970,000	82.50	-5.13%
M Bruenger Co Inc • Wichita KS	25	\$22,634,402	92.27	\$21,777,709	93.24	3.93%
Buel Inc • Chesnee SC	26	\$21,241,881	95.00	\$20,519,154	93.00	3.52%
K&J Trucking, Inc • Sioux Falls SD	27	\$20,827,100	94.00	\$20,547,184	94.00	1.36%
Kelle's Transport Service Inc • Salt Lake City UT	28	\$19,978,309	95.49	\$16,423,424	90.95	21.65%
Frock Bros Trucking Inc • New Oxford PA	29	\$19,212,502	87.78	\$17,371,954	89.34	10.59%
W N Morehouse Truck Line Inc • Omaha NE	30	\$18,978,164	99.00	\$17,131,464	104.00	10.78%
Atlantic Coastal Trucking Inc • Carlstadt NJ	31	\$4,520,000	97.10	\$4,698,000	94.60	-3.79%
Rocky Top Trucking • Houston TX	32	\$1,043,078	88.00	\$1,003,725	87.00	3.92%
<b>Averages</b>		<b>\$148,474,281</b>	<b>94.89</b>	<b>\$142,751,825</b>	<b>94.41</b>	
<b>Revenue totals</b>		<b>\$4,751,177,005</b>		<b>\$4,568,058,410</b>		
<b>Average growth rate</b> (Based on total revenues of all 32 reporting companies.)						<b>4.01%</b>
NR=Figures not reported						

Revenue and ratio figures were supplied directly to *Refrigerated Transporter* from each carrier listed.

# Refrigerated Transporter's 22nd Annual Gross Revenue Report—Refrigerated Fleets

## 10 Best Growth Rates for 2008

Company	2008 Rank	Growth Rate
WEL Companies Inc	11	24.05%
Kelle's Transport Service Inc	28	21.65%
C R England Inc	1	16.56%
Continental Express, Inc	15	13.95%
Baldwin Distribution Services Ltd	20	12.85%
Central Refrigerated Service Inc	6	12.44%
W N Morehouse Truck Line Inc	30	10.78%
Frock Bros Trucking Inc	29	10.59%
FST Logistics Inc	16	10.50%
Stevens Transport Inc	3	10.43%

## 10 Largest Revenue Increases for 2008

Company	2008 Rank	Revenue Increase
C R England Inc	1	\$124,326,916
Stevens Transport Inc	3	\$51,479,000
Marten Transport Ltd	2	\$47,082,000
Central Refrigerated Service Inc	6	\$44,999,494
Frozen Food Express Industries	4	\$38,322,000
John Christner Trucking LLC	7	\$20,399,156
WEL Companies Inc	11	\$19,000,000
Southern Refrigerated Transport Inc	8	\$9,046,584
J & R Schugel Trucking Inc	9	\$7,254,509
Sunco Carriers, Inc	12	\$6,112,758

## 10 Best Operating Ratios for 2008

Company	2008 Rank	2008 Ratio
Stevens Transport Inc	3	82.60
Frock Bros Trucking Inc	29	87.78
Rocky Top Trucking	32	88.00
Sorenson Transport Co Inc	24	91.30
M Bruenger Co Inc	25	92.27
John Christner Trucking LLC	7	93.64
K&J Trucking, Inc	27	94.00
FST Logistics Inc	16	94.10
C R England Inc	1	94.32
Marten Transport Ltd	2	94.60

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## Alphabetical Listing of Companies

Company	2008 Rank
<a href="http://www.actruck.com">Atlantic Coastal Trucking Inc • www.actruck.com</a>	31
<a href="http://www.baldwin-dist.com">Baldwin Distribution Services Ltd • www.baldwin-dist.com</a>	20
<a href="http://www.buel.com">Buel Inc • www.buel.com</a>	26
<a href="http://www.crengland.com">C R England Inc • www.crengland.com</a>	1
<a href="http://www.centralref.com">Central Refrigerated Service Inc • www.centralref.com</a>	6
<a href="http://www.continentalexpressinc.com">Continental Express, Inc • www.continentalexpressinc.com</a>	15
<a href="http://www.ddsextoninc.com">D &amp; D Sexton Inc • www.ddsextoninc.com</a>	19
<a href="http://www.hendersontrucking.com">Earl Henderson Trucking Co • www.hendersontrucking.com</a>	10
<a href="http://www.frockbros.com">Frock Bros Trucking Inc • www.frockbros.com</a>	29
<a href="http://www.ffex.net">Frozen Food Express Industries • www.ffex.net</a>	4
<a href="http://www.fstlogistics.com">FST Logistics Inc • www.fstlogistics.com</a>	16
<a href="http://www.giexpress.com">Grand Island Express • www.giexpress.com</a>	18
<a href="http://www.greatwide.com">Greatwide Logistics Services • www.greatwide.com</a>	5
<a href="http://www.howellsmotor.com">Howell's Motor Freight Inc • www.howellsmotor.com</a>	21
<a href="http://www.iwxmf.com">IWX Motor Freight • www.iwxmf.com</a>	13
<a href="http://www.jrschugel.com">J &amp; R Schugel Trucking Inc • www.jrschugel.com</a>	9
<a href="http://www.johnchristner.com">John Christner Trucking LLC • www.johnchristner.com</a>	7
<a href="http://www.kandjtrucking.com">K&amp;J Trucking, Inc • www.kandjtrucking.com</a>	27
<a href="http://www.kellestransport.com">Kelle's Transport Service Inc • www.kellestransport.com</a>	28
<a href="http://www.kennesawtrans.com">Kennesaw Transportation Inc • www.kennesawtrans.com</a>	17
<a href="http://www.koleaseco.com">Koleaseco Inc • www.koleaseco.com</a>	22
<a href="http://www.mbruenger.com">M Bruenger Co Inc • www.mbruenger.com</a>	25
<a href="http://www.marten.com">Marten Transport Ltd • www.marten.com</a>	2
<a href="http://www.oandstrucking.com">O &amp; S Trucking, Inc • www.oandstrucking.com</a>	14
<a href="http://www.rockytoptrucking.com">Rocky Top Trucking • www.rockytoptrucking.com</a>	32
<a href="http://www.sorensontransport.com">Sorenson Transport Co Inc • www.sorensontransport.com</a>	24
<a href="http://www.southernref.com">Southern Refrigerated Transport Inc • www.southernref.com</a>	8
<a href="http://www.stevenstransport.com">Stevens Transport Inc • www.stevenstransport.com</a>	3
<a href="http://www.suncocarriers.com">Sunco Carriers, Inc • www.suncocarriers.com</a>	12
<a href="http://www.twtrans.com">TW Transport • www.twtrans.com</a>	23
<a href="http://www.morehousetruckline.com">W N Morehouse Truck Line Inc • www.morehousetruckline.com</a>	30
<a href="http://www.welcompanies.com">WEL Companies Inc • www.welcompanies.com</a>	11