

Reefer Operating Ratios Improve

Operating ratios improved, revenues were mixed for refrigerated carriers

Tight load counts and lower fuel surcharges appear to have impacted reefer carrier revenues in 2015.

Half of the participants in *Refrigerated Transporter's* 2015 Gross Revenue Report recorded higher revenues while the other half listed a decrease. At the same time, operating ratios improved for a majority of carriers reporting ratios for both 2014 and 2015.

Participation is optional and all numbers were supplied directly to *Refrigerated Transporter*. The staff greatly appreciates the cooperation of all who helped in the preparation of this report.

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

2015 Revenue Rankings and Operating Ratios

Company name • Main office location • Website	2015 rank	2015 revenue	2015 ratio	2014 revenue
C R England Inc • Salt Lake City UT • www.crengland.com	1	\$1,397,626,000		\$1,206,137,000
Prime Inc • Springfield MO • www.primeinc.com	2	\$1,341,843,130	87.6	\$1,228,707,145
KLLM Transport Services, LLC • Jackson MS • www.kllm.com	3	\$910,000,000		\$863,000,000
Stevens Transport Inc • Dallas TX • www.stevenstransport.com	4	\$673,900,000	81.5	\$673,160,000
Marten Transport Ltd • Mondovi WI • www.marten.com	5	\$664,994,000	90.8	\$672,929,000
John Christner Trucking LLC • Sapulpa OK • www.johnchristner.com	6	\$244,718,088	91.9	\$271,485,352
Hirschbach Motor Lines, Inc • Dubuque IA • www.hirschbach.com	7	\$223,708,000		\$166,344,000
Shaffer Trucking • Lincoln NE • www.shaffertrucking.com	8	\$207,256,861		\$212,074,783
Southern Refrigerated Transport Inc • Texarkana AR • www.southernref.com	9	\$207,000,000		\$206,500,000
May Trucking Co • Salem OR • www.maytrucking.com	10	\$200,639,156		\$205,000,322
Bay and Bay Transportation • Eagan MN • www.bayandbay.com	11	\$189,000,000	94	\$178,000,000
K&B Transportation, Inc • South Sioux City NE • www.kbtransportation.com	12	\$143,000,000	94	\$139,000,000
Pride Transport Inc • Salt Lake City UT • www.pridetransport.com	13	\$118,201,707	90.4	\$123,504,683
WEL Companies Inc • De Pere WI • www.welcompanies.com	14	\$108,440,000	98	\$114,500,000
Continental Express, Inc • Sidney OH • www.continentalexpressinc.com	15	\$80,300,000		\$80,750,000
IWX Motor Freight • Springfield MO • www.iwxmf.com	16	\$70,778,518	95.69	74,849,945
FST Logistics Inc • Columbus OH • www.fstlogistics.com	17	\$67,666,000	92.1	\$64,650,000
TW Transport • Spokane WA • www.twtrans.com	18	\$46,300,000	95	\$43,000,000
Kennesaw Transportation Inc • White GA • www.kennesawtrans.com	19	\$45,072,000	97.5	\$43,468,000
Colonial Freight Systems, Inc • Knoxville TN • www.cfsi.com	20	\$37,521,799	96.28	\$41,808,957
Lanter Distributing • Madison IL • www.lanterdist.com	21	\$34,700,000		\$35,900,000
Howell's Motor Freight Inc • Cloverdale VA • www.howellsmotor.com	22	\$30,000,000		\$30,000,000
Denney Transport Ltd • Commerce City CO • www.denneytransport.com	23	\$29,491,369	95.1	\$28,991,857
D & D Sexton Inc • Carthage MO • www.ddsextoninc.com	24	\$28,299,914	97.69	\$31,371,658
Kottke Trucking Inc • Buffalo Lake MN • www.kottke-trucking.com	25	\$24,195,604		\$26,302,634
LW Miller Transportation Inc • Logan UT • www.lwmilller.com	26	\$19,800,000	98.2	\$21,800,000
Bill Davis Trucking Inc • Batesville AR • www.billdavistrucking.com	27	\$18,301,500	84.81	\$16,741,918
Arctic Express Inc • Hilliard OH • www.arcticexpress.com	28	\$18,251,000	91.7	\$20,105,000
Frock Bros Trucking Inc • New Oxford PA • www.frockbros.com	29	\$14,381,000	90	\$16,161,082
Wilson Lines, Inc • Newport MN • www.wilsonlines.com	30	\$8,880,000	92	\$9,475,000
Nagle Toledo Inc • Walbridge OH • www.naglecompanies.com	31	\$6,342,344		\$6,720,684
LTL Service of Wisconsin, Inc • South Milwaukee WI • www.ltlserviceinc.com	32	\$4,650,000		\$4,500,000
Kohel Interstate Transport Corp • Marion WI • www.kohelinterstate.com	33	\$2,200,000		
Seagate Transportation Services • Perrysburg OH • www.seagatetrans.com	34	\$665,021	96	\$782,967