

Transport Topics

TOP 50



2014 | LOGISTICS COMPANIES

Shippers Face Challenges
As Rail, Truck Networks
Struggle to Meet Rising Demand

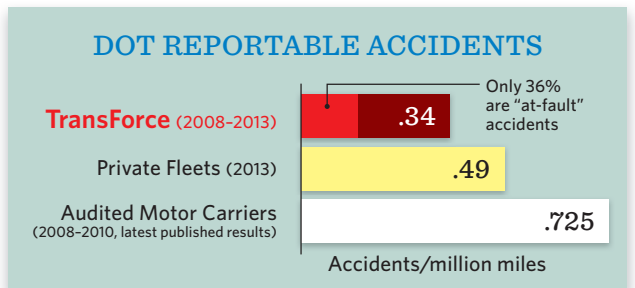


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Shippers Push Logistics Firms To Help Offset Transport Costs

By Daniel P. Bearth
Senior Features Writer

Atightening market for truck capacity and longer transit times for rail shipments are putting pressure on shippers to better manage the movement of goods, and logistics executives warned the situation is likely to get worse before it gets better.

Everyone from automakers to apple growers is facing the prospect of higher transportation costs as demand for freight hauling is outstripping the ability of carriers to provide service, according to executives interviewed for the 2014 edition of TRANSPORT TOPICS' Top 50 Logistics Companies list.

"Truck capacity is finite right now," said Jeff Grahovec, manager of land transportation for APL Logistics in Scottsdale, Arizona. "The supply chain is completely backed up."

Rail delays are forcing U.S. automakers to shift deliveries of finished vehicles to trucks as railroads contend with surging demand for cars to haul crude oil and other bulk commodities.

In the Pacific Northwest, apple growers are scrambling to find trucks to handle a bumper crop following cancellation of an intermodal train service on the heavily trafficked northern route of BNSF Railway.

The situation is forcing carriers and shippers to make adjustments, logistics executives said.

More freight is being pushed onto the spot market, for example, as carriers seek to limit capacity commitments to shippers under fixed-price contracts.

"Major truckload carriers have unseated trucks and are turning down loads," said Joel Clum, president of CarrierDirect, a consulting firm based in Chicago that provides strategic planning and market analysis for freight carriers and third-party logistics companies. "We're definitely seeing rates up."

Rail shippers also may have to brace for higher costs and adjust to longer transit times, said Steve Golich, president of Celtic International, a company that arranges intermodal transportation service for shippers.

"Rail on-time service is now in the mid-80% range," Golich said. "That's not very good."

Rail networks are essentially "maxed out," said Larry Gross, a senior consultant at FTR in Columbus, Indiana. "The rails are moving every carload and container that they can, given the crew and locomotive resources available."

Golich said he expects railroads to raise rates as much as 7% over the next year.

To counter these trends, logistics executives said there needs to be more collaboration between carriers and shippers to lock in capacity. They also need to get better utilization from existing equipment by putting more freight on fewer trucks and reducing the time it takes to load and unload shipments.

"Customers are frustrated," said Michael Patterson, president of King Solutions, a logistics firm in Dayton, Minnesota, that provides warehousing and distribution services. "They don't feel like they have adequate control or are getting a good price."

The 2014 Top 50 Logistics list includes some shuffling at the top, a fast mover and some new names.

UPS Supply Chain Solutions returns to a familiar position as the largest logistics company in North America, with estimated net revenue of \$2.86 billion. The company, based in Alpharetta, Georgia, has ranked No. 1 more than any other company since the Top 50 list debuted in 2002.

J.B. Hunt Transport Services, at one time the largest truckload freight carrier in the United States, maintained its hold on the No. 2 spot. The company, based in Lowell, Arkansas, continues to grow its intermodal and dedicated contract carriage services.

Exel, the North American logistics unit of Germany's Deutsche Post DHL, slipped to No. 3 this year. The company, based in Westerville, Ohio, ranked No. 1 in 2013, and has ranked in the top two in 11 out of 13 years. The company is, by far, the largest warehousing operator in North America, with 98 million square feet of space in 340 facilities.






XPO Logistics, Greenwich, Connecticut, moved to No. 12 from No. 45 after making a number of high-profile acquisitions, including one company, New Breed Logistics, that ranked No. 23 a year ago.

Several companies make their first appearance on the Top 50, including Coyote Logistics (No. 41), Legacy Supply Chain Solutions (No. 49) and Echo Global Logistics (No. 50).

ACKNOWLEDGMENTS AND SOURCES







The 2014 TRANSPORT TOPICS Top 50 Logistics Companies is a project of Transport Topics. Revenue estimates are provided by Armstrong & Associates, a logistics industry consulting firm.

Senior Features Writer Daniel P. Bearth coordinated the project with assistance from Brandon Green. Cover design is by Transport Topics.

RANK 2014	RANK 2013	COMPANY	NET GROSS REVENUE (in millions)	EMPLOYEES	INDUSTRY EXPERTISE/KEY CUSTOMERS	DESCRIPTION OF SERVICES
1	5	 UPS Supply Chain Solutions Alpharetta, Ga. (UPS Inc.) David Abney, CEO www.ups-scs.com	\$2,860 ^(e) \$5,492 ^(e)	NA	Automotive, industrial and manufacturing, health care, retail, computers and electronics Customers include: Advanced BioHealing, eSecuritel, K12, March Networks, Philips Healthcare, Pratt Whitney, Skullcandy, S-One, Sprint, Triumph Motorcycles.	Air and ocean freight forwarding, customs brokerage, transportation management, warehousing and distribution, supply chain consulting, dedicated contract carriage, intermodal, freight brokerage, service parts delivery and repair services, order fulfillment, returned goods management, financial services
2	2	 J.B. Hunt Transport Services Lowell, Ark. Nasdaq: JBHT John Roberts, CEO www.jbhunt.com	\$2,600 ^(e) \$5,224	NA	General merchandise and specialty retail, building products, food and beverage, forest and paper products, rubber and plastic products, automotive, pharmaceuticals Customers include: Clorox, D&W Fine Pack, General Mills, Georgia Pacific, Goodyear, Kellogg's, Lowe's, Mission Foods, Sam's Club, Starbucks, Toyota	Intermodal, dedicated contract carriage, freight brokerage, residential and commercial delivery
3	1	 Exel Westerville, Ohio (Deutsche Post DHL, Bonn, Germany) Scott Sureddin, CEO, North America www.exel.com	\$2,550 ^(e) \$4,600	26,500	Aerospace, automotive, chemicals, consumer packaged goods, energy, engineering, manufacturing, life sciences, health care, retail, computers and electronics Customers include: 7-Eleven, Bayer, Bristol Myers Squibb, Chrysler, Coty, Energizer, Ford Motor, General Electric, Hershey, International Paper, Kimberly Clark, Mars, Novartis, Owens Corning, PepsiCo, The Home Depot, ThinkGeek, Unilever, Volkswagen, Zimmer	Warehousing and distribution, transportation management, dedicated contract carriage, supply chain consulting, order fulfillment, service parts delivery, returned goods management, manufacturing parts assembly, product packaging
4	3	 Ryder Supply Chain Solutions Miami (Ryder System Inc.) John Williford, President www.ryderscs.com	\$2,064 \$2,383	NA	Automotive, industrial, consumer packaged goods, computers and electronics, retail Customers include: NA	Dedicated contract carriage, transportation management, warehousing and distribution, order fulfillment, returned goods management, product assembly and packaging, freight payment and auditing, freight brokerage, cross-border services, supply chain consulting
5	16	 Expeditors International Of Washington Seattle Nasdaq: EXPD Jeffrey Musser, CEO www.expeditors.com	\$1,883 \$6,080	13,900	Automotive, aerospace, computers and electronics, food and beverages, health care, oil and energy, retail and fashion Customers include: NA	Air and ocean freight forwarding, customs brokerage, transportation management, order fulfillment, warehousing and distribution, assembly and packaging, spare parts distribution, returned goods management, project cargo, cross-border services, insurance
6	6	 C.H. Robinson Worldwide Eden Prairie, Minn. Nasdaq: CHRW John Wiehoff, Chairman and CEO www.chrobinson.com	\$1,836 \$12,752	11,645	Food and beverage, retail, paper products, manufacturing, automotive, oil and gas, chemicals Customers include: NA	Freight brokerage, transportation management, air and ocean freight forwarding, supply chain consulting, dedicated contract carriage, warehousing, returned goods management, expedited, produce sourcing

(e) = estimate








NA = Not Applicable or Not Available

RANK 2014	RANK 2013	COMPANY	NET GROSS REVENUE (in millions)	EMPLOYEES	INDUSTRY EXPERTISE/KEY CUSTOMERS	DESCRIPTION OF SERVICES
7  Making business flow	4	Ceva Logistics Houston (Ceva Group PLC, Hoofddorp, Netherlands) Xavier Urbain, CEO www.cevalogistics.com	\$1,770 ^(e) \$2,641	NA	Automotive, consumer packaged goods, retail, health care, energy, industrial, computers and electronics Customers include: NA	Transportation management, warehousing and distribution, supply chain consulting, air and ocean freight forwarding, customs brokerage, freight brokerage, order fulfillment, parts assembly and product packaging, returned goods management, service parts repair and delivery, residential and commercial delivery
8 	7	Americold Atlanta Fred Boehler, President www.americold.com	\$1,696 ^(e) NA	12,000	NA Customers include: NA	Warehousing and distribution, transportation management, supply chain consulting
9 	26	UTi Worldwide Long Beach, Calif. Nasdaq: UTIW Eric Kirchner, CEO www.go2uti.com	\$1,525 \$4,441	21,018	Automotive, consumer packaged goods and retail, computers and electronics, pharmaceuticals and health care, chemicals, fashion and apparel, aerospace and defense, industrial and manufacturing, energy and mining, cruise lines Customers include: NA	Air and ocean freight forwarding, customs brokerage, warehousing and distribution, returned goods management, transportation management, order fulfillment, inventory management and packaging, supply chain consulting
10 	10	Schneider Green Bay, Wis. Christopher Lofgren, CEO www.schneiderlogistics.com	\$1,242 \$3,390 ^(e)	NA	Automotive, consumer packaged goods and retail, electronics, energy, manufacturing, chemicals, health care, paper Customers include: NA	Dedicated contract carriage, intermodal, expedited, freight brokerage, warehousing and distribution, transloading and drayage, transportation management and supply chain consulting, domestic transportation service in China
11 	11	Kuehne + Nagel Inc. Jersey City, N.J. (Kuehne + Nagel International AG, Schindellegi, Switzerland) John Hextall, CEO, North America www.kuehne-nagel.com	\$1,109 ^(e) \$5,046 ^(e)	NA	Automotive, aerospace, computers and electronics, retail, industrial, oil and gas, consumer packaged goods, pharmaceutical, health care, beverages and foodservice, forest products, hotel, marine, disaster response Customers include: NA	Air and ocean freight forwarding, customs brokerage, transportation management, warehousing and distribution, supply chain consulting
12 	45	XPO Logistics Inc. ¹ Greenwich, Conn. NYSE: XPO Bradley Jacobs, Chairman and CEO www.xpologistics.com	\$1,100 \$2,800	10,400	Manufacturing, retail, construction, automotive, food and beverage, health care, paper, aerospace and defense Customers include: Boeing, Comcast, Continental Tire, Masco Cabinetry, Perdue, Sears, Siemens Healthcare, The Home Depot, United Technologies, Verizon Wireless	Freight brokerage, intermodal, air and ocean freight forwarding, expedited, freight payment and auditing, residential and commercial delivery, warehousing and distribution; includes operations of Optima Service Solutions acquired in November 2013, Pacer International in January, Atlantic Central Logistics in July and New Breed Logistics in September.

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¹ Data for XPO Logistics are pro forma for 12 months ended June 30, 2014.

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13 	12	Genco Pittsburgh Todd Peters, CEO <i>www.genco.com</i>	\$1,007 \$1,509	9,985	Retail, computers and electronics, consumer packaged goods, government, health care, industrial Customers include: AT&T, Canadian Tire, Dell, Hershey, Johnson & Johnson, The Home Depot, Sears, Target, Unilever, US Cellular	Warehousing and distribution, returned goods management, asset recovery, transportation management, freight brokerage, order fulfillment, electronics repair and testing, supply chain consulting, parcel management, damaged goods research and facilities engineering
14 	13	APL Logistics Scottsdale, Ariz. (NOL Group, Singapore) Beat Simon, President <i>www.aplogistics.com</i>	\$955 ^(e) \$1,600	NA	Automotive, industrial, chemicals, consumer packaged goods, retail and fashion, computers and electronics Customers include: NA	Air and ocean freight forwarding, customs brokerage, warehousing and distribution, transportation management, dedicated contract carriage, supply chain consulting
15 	14	NFI Cherry Hill, N.J. Joe Roeder, President, Transportation, Warehousing & Distribution <i>www.nfiindustries.com</i>	\$914 ^(e) \$1,091	NA	Aerospace, apparel and footwear, automotive, food and beverage, consumer packaged goods, retail, industrial, paper, grocery Customers include: NA	Warehousing and distribution, transportation management, dedicated contract carriage, intermodal, freight brokerage, order fulfillment, supply chain consulting, air and ocean freight forwarding, trade management, parts assembly and product packaging, commercial real estate development
16 	18	Swift Logistics Phoenix (Swift Transportation Co.) Jerry Moyes, CEO <i>www.swiftrtrans.com</i>	\$890 ^(e) \$1,189	NA	Food and beverage, retail, consumer packaged goods, chemicals, packaging materials, manufacturing Customers include: NA	Dedicated contract carriage, transportation management, intermodal, cross-border services, transloading and port services, air and ocean freight forwarding, project management
17 	17	Werner Global Logistics Omaha, Neb. (Werner Enterprises) Derek Leathers, President <i>www.werner.com</i>	\$832 \$1,138	4,580	Retail, consumer packaged goods, apparel, food and beverage, energy, paper products, electronics, building materials Customers include: AGC Flat Glass, Anheuser-Busch, Bass Pro Shops, Dollar General, Family Dollar, General Mills, Gordmans, The Home Depot	Dedicated contract carriage, transportation management, intermodal, air and ocean freight forwarding, customs brokerage, freight brokerage, warehousing and distribution, returned goods management, produce packaging, supply chain consulting
18 	8	DB Schenker USA Freeport, N.Y. (Deutsche Bahn AG, Essen, Germany) Malcolm Heath, CEO <i>www.dbschenkerusa.com</i>	\$806 ^(e) \$2,838 ^(e)	6,000	Automotive, aerospace, beverages and wine, chemicals, consumer packaged goods, computers and electronics, health care, industrial, marine parts, retail Customers include: Cisco, Procter & Gamble, Volkswagen Group	Air and ocean freight forwarding, customs brokerage, transportation management, service parts delivery, product packaging, order fulfillment, warehousing and distribution, garment on hanger, project management, supply chain consulting
19 	9	Neovia Logistics Irving, Texas (Rhône Capital) Jos Opdeweegh, CEO <i>www.neovialogistics.com</i>	\$800 ^(e) NA	NA	Industrial, automotive, mining, aerospace and defense, oil and gas, computers and electronics, energy, manufacturing, chemicals, retail Customers include: Caterpillar, Mercedes-Benz USA, Honeywell Aerospace	Warehousing and distribution, transportation management, manufacturing parts assembly, materials management, maintenance repair and operations, order fulfillment, returned goods management, trade management, supply chain consulting, information technology

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20	19	Penske Logistics Reading, Pa. (Penske Truck Leasing Co.) Marc Althen, President  www.penskelogistics.com	\$779 ^(e) \$968	10,089	Automotive, appliances and electronics, chemicals, consumer packaged goods, food and beverage, health care and pharmaceuticals, manufacturing, publishing and packaging, retail Customers include: BMW, Cardinal Health, Ford Motor Co., Kroger, Whirlpool	Warehousing and distribution, transportation management, dedicated contract carriage, freight brokerage, supply chain consulting
21	22	Ruan Des Moines, Iowa John Ruan III, Chairman  www.ruan.com	\$767 ^(e) \$807	5,139	Retail, grocery, dairy and bulk food products, groceries, manufacturing, metals, industrial gases, furniture, chemicals, feed and grain, construction materials, medical supplies, mining, solid waste Customers include: Airgas, Arctic Cat, Ash Grove Cement, Bobcat, California Dairies, C&S Wholesale Grocers, Dairy Farmers of America, Ecolab, Flowers Foods, Henry Company, HNI Corp., Johnson Controls, Kroger, Land O'Lakes, Linde, Marmon/Keystone, MGP Ingredients, O'Neal Steel, Phoenix Metals, Praxair, Steel Pipe & Supply, Target, Trane, Whole Foods Market	Dedicated contract carriage, warehousing and distribution, freight brokerage, transportation management, assembly and product packaging, freight payment and auditing, supply chain consulting
22	20	Menlo Logistics San Francisco (Con-way Inc.) Robert Bianco Jr., President  www.menlologistics.com	\$682 \$1,540	8,500	Automotive, computers and electronics, chemicals, industrial manufacturing, consumer packaged goods, oil and gas, government, wine and spirits, health care, retail and fashion Customers include: Amazon.com, Bobcat, BP, Caterpillar, Navistar, Dow Chemical, Electrolux, Embraer, Hewlett-Packard, NCR, New Era, Nike, Shell, Starbucks, Toyota Boshoku	Transportation management, warehousing and distribution, freight brokerage, dedicated contract carriage, supply chain consulting, assembly and packaging, order fulfillment, returned goods management
23	15	Cardinal Logistics Management Concord, N.C. (Centerbridge Partners LP) Tom Hostetler, CEO  www.cardlog.com	\$681 ^(e) NA	NA	Retail, food and beverage, manufacturing, automotive Customers include: NA	Dedicated contract carriage, residential and commercial delivery, transportation management, supply chain consulting, warehousing and distribution, information technology
24	24	Jacobson Companies Des Moines, Iowa (Norbert Dentressangle, Lyon, France) Tony Tegnalia, President and COO Gordon Smith, President and CFO  www.jacobsonco.com	\$590 ^(e) \$800	5,500	Food and beverage, consumer packaged goods, durable goods, chemicals, agriculture Customers include: NA	Warehousing and distribution, order fulfillment, parts assembly and product packaging, returned goods management, dedicated contract carriage, transportation management
25	25	Ingram Micro Supply Chain Solutions Santa Ana, Calif. (Ingram Micro Inc.) Alaine Monie, President and CEO  www.ingrammicro.com	\$576 \$626	NA	Computers and electronics, manufacturing, telecommunications, retail Customers include: NA	Warehousing and distribution, assembly and packaging, transportation management, returned goods management, order fulfillment, financial services, information technology





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26	21	OHL Brentwood, Tenn. (Welsh, Carson, Anderson & Stowe) Randy Curran, CEO <i>www.ohl.com</i>	\$570 ^(e) \$1,142	8,158	Apparel and retail, food and beverage, consumer packaged goods, consumer electronics, health care, publishing Customers include: Apple, H&M, Nutrisystem, Red Bull, Starbucks	Warehousing and distribution, transportation management, order fulfillment, air and ocean freight forwarding, customs brokerage, freight brokerage, intermodal, returned goods management, supply chain consulting
27	27	U.S. Xpress Enterprises Chattanooga, Tenn. Max Fuller, Chairman and CEO <i>www.usxpress.com</i>	\$475 \$618	NA	Grocery, food and beverage, floor coverings, retail, consumer packaged goods, manufacturing, automotive Customers include: NA	Dedicated contract carriage, warehousing and distribution, intermodal, freight brokerage, transloading and cross-border services, transportation management, freight payment and auditing
28	28	Kenco Logistics Services Chattanooga, Tenn. (Kenco Group) Gerald Perritt, CEO <i>www.kencogroup.com</i>	\$474 \$510	3,800	Automotive, apparel, appliances, consumer packaged goods, electronics, building materials, steel, food and beverage, furniture, health care, paper products, retail, plastics and textile products Customers include: DuPont, Keurig, Honeywell, Komatsu, Mead-Johnson Nutrition, Post, Stryker, Whirlpool	Warehousing and distribution, order fulfillment, transportation management, returned goods management, dedicated contract carriage, freight brokerage, assembly and packaging, freight payment and auditing, information technology, facilities engineering
29	30	Fidelitone Logistics Wauconda, Ill. Josh Johnson, COO <i>www.fidelitone.com</i>	\$471 \$481	708	Aftermarket parts, consumer electronics, furniture, industrial, medical equipment, office equipment, retail Customers include: ASHI/Medic, Best Buy, Ethicon Endo-Surgery, Lay-Z-Boy Furniture, Restoration Hardware, Sears, The Home Depot, The Naked Bee, Williams-Sonoma, Xerox	Warehousing and distribution, order fulfillment, returned goods management, transportation management, residential and commercial delivery, service parts repair and delivery
30	31	FedEx SupplyChain/ FedEx Trade Networks Memphis, Tenn. (FedEx Corp.) Craig Simon, CEO FedEx SupplyChain James Muhs Sr., CEO, FedEx Trade Networks <i>www.fedex.com</i>	\$458 ^(e) \$1,387 ^(e)	900	Automotive, computers and electronics, health care, retail Customers include: NA	Air and ocean freight forwarding, customs brokerage, transportation management, service parts delivery, warehousing and distribution, returned goods management, order fulfillment, trade management
31	35	Universal Truckload Services Inc. Warren, Mich. H.E. Wolfe, CEO <i>www.goutsi.com</i>	\$451 NA	NA	Aerospace, automotive, energy, government, health care, industrial, retail, consumer packaged goods, steel, metals Customers include: Case New Holland, Cummins, General Electric, General Motors, Nissan, Volvo, Wal-Mart Stores	Dedicated contract carriage, warehousing and distribution, parts assembly and packaging, air and ocean freight forwarding, expedited services

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32	29	Hub Group Downers Grove, Ill. Nasdaq: HUBG David Yeager, Chairman and CEO <i>www.hubgroup.com</i>	\$371 \$3,374	1,334	Retail, consumer packaged goods, durable goods, transportation, manufacturing, pharmaceuticals, paper, chemicals Customers include: Big Lots, General Mills, Harbor Freight Tools, Lowe's, Oatey, Pfizer, Rexam Plastics, Sears, Solo Cup, Target, The Home Depot, Toys "R" Us, Wal-Mart Stores, WD 40 Co., Western Container	Intermodal, freight brokerage, transportation management, supply chain consulting
						
33	34	Saddle Creek Logistics Services Lakeland, Fla. Clifford Otto, President <i>www.sclogistics.com</i>	\$358 NA	2,470	Food and beverage, health and beauty products, consumer packaged goods, paper products, electronics, retail Customers include: Altria, Brother International, Gallo, Henkel, Pepsi-Cola North America, Sam's Club	Warehousing and distribution, transportation management, product packaging, order fulfillment
						
34	32	DSC Logistics Des Plaines, Ill. Ann Drake, CEO <i>www.dsclogistics.com</i>	\$340 ^(e) NA	NA	Food and groceries, consumer goods, computers and electronics, paper products, health care, industrial, musical instruments Customers include: Candle Corp. of America, Cardinal Health, Dow Brands, J.M. Smucker Co., Kellogg Co., Kimberly-Clark, Lorillard, MeadWestvaco, Nabisco, Pharmavite, Playtex, Sega, Starbucks, Sysco, Toys "R" Us, Unilever, Whirlpool, Yamaha	Warehousing and distribution, product packaging, order fulfillment, consolidation, transportation management, supply chain consulting, information technology
						
35	36	Toll Global Forwarding Carteret, N.J. (Toll Group, Melbourne, Australia) Myles O'Brien, CEO Americas <i>www.tollgroup.com</i>	\$297 ^(e) \$1,468 ^(e)	NA	Automotive and machinery, chemicals and agribusiness, energy, finance and insurance, food and beverage, government and defense, health and pharmaceuticals, mining, oil and gas, paper and packaging, print and media Customers include: NA	Air and ocean freight forwarding, transportation management, customs brokerage, project management, warehousing and distribution, supply chain consulting
						
36	37	Panalpina Inc. Morristown, N.J. (Panalpina Group, Basel, Switzerland) Ferdinand Kurt, CEO, Americas <i>www.panalpina.com</i>	\$291 ^(e) \$1,225 ^(e)	NA	Automotive, chemicals, consumer packaged goods and retail, fashion, energy, health care, computers and electronics, telecommunications, manufacturing Customers include: NA	Air and ocean freight forwarding, warehousing and distribution, order fulfillment, transportation management, returned goods management, assembly and product packaging, supply chain consulting
						
37	42	Total Quality Logistics¹ Cincinnati Ken Oaks, CEO <i>www.tql.com</i>	\$288 \$1,838	2,752	Food and beverage, paper products, machinery, manufacturing, metals, lumber and building products, retail Customers include: NA	Freight brokerage
						
38	38	Burris Logistics Milford, Del. Donnan Burris, CEO <i>www.burrislogistics.com</i>	\$256 ^(e) NA	NA	Food and beverages, perishables, retail, consumer packaged goods Customers include: NA	Warehousing and distribution, dedicated contract carriage, freight brokerage, transportation management
						

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¹ Data for Total Quality Logistics are for 12 months ended June 29, 2014.

RANK 2014	RANK 2013	COMPANY	NET GROSS REVENUE (in millions)	EMPLOYEES	INDUSTRY EXPERTISE/KEY CUSTOMERS	DESCRIPTION OF SERVICES
39  PERFORMANCE TEAM	39	Performance Team Santa Fe Springs, Calif. Craig Kaplan, CEO <i>www.performanceteam.net</i>	\$255 NA	3,840	Manufacturing, retail and apparel, footwear, cosmetics, automotive, consumer electronics, furniture and home goods Customers include: Kohl's, Nike, Kenneth Cole, Limited Stores, Li & Fung	Warehousing and distribution, consolidation and port services, packaging, dedicated contract carriage, retail store delivery, transportation management
40  INTERNATIONAL	37	BDP International Philadelphia Richard Bolte Jr., CEO <i>www.bdpinternational.com</i>	\$254 ^(e) \$1,900 ^(e)	NA	Chemicals, oil and gas, retail, consumer packaged goods, health care Customers include: NA	Air and ocean freight forwarding, customs brokerage, warehousing and distribution, order fulfillment, project management, transportation management, supply chain consulting
41  COYOTE	Not Ranked	Coyote Logistics¹ Chicago Jeff Silver, CEO <i>www.coyote.com</i>	\$231 \$2,000	2,000	Energy, transportation, food and beverage, pharmaceuticals, health care, consumer packaged goods, retail, industrial, computers and electronics Customers include: NA	Freight brokerage, intermodal, transportation management; includes operations of Access America Transport acquired in March
42  PFS LOGISTICS PREFERRED FREEZER SERVICES	43	Preferred Freezer Services Chatham, N.J. John Galiher, CEO <i>www.preferredfreezer.com</i>	\$225 \$275	1,800	Food and beverage Customers include: Aqua-Star, Chicken of the Sea Frozen Foods, Eastern Fish, The Cheesecake Factory, Wal-Mart Stores, Wenner Bakery	Warehousing and distribution, freight brokerage, intermodal drayage
43  SYSTEMS LLC	47	Cowan Systems Baltimore Joseph Cowan, CEO <i>www.cowansystems.com</i>	\$223 \$330	NA	Food and beverage, grocery, consumer packaged goods, paper products Customers include: N/A	Dedicated contract carriage, intermodal, freight brokerage, warehousing and distribution, transportation management
44  LANDSTAR	33	Landstar System Jacksonville, Fla. Nasdaq: LSTR Henry Gerkens, CEO <i>www.landstar.com</i>	\$217 ^(e) \$1,301 ^(e)	NA	Automotive parts, appliances and furniture, building materials, metals, chemicals, paper, foodstuffs, machinery, electronics, retail, ammunition and explosives, military equipment Customers include: NA	Transportation management, intermodal, freight brokerage, warehousing and distribution, air and ocean freight forwarding, expedited, supply chain consulting
45  LOGISTICS	46	SCI Logistics Toronto (Canada Post Group) John Ferguson, CEO <i>www.scilogistics.ca</i>	\$212 \$213	1,800	Retail, computers and electronics, health care, financial services, telecommunications Customers include: Bell Canada, Canada Post, Dollar Tree, Rogers Communications, Sears Canada, Toys R Us, 3SO, Wal-Mart Stores, Xerox	Warehousing and distribution, order fulfillment, assembly and packaging, service parts and repair, transportation management, dedicated contract carriage, returned goods management, residential and commercial delivery

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¹ Data for Coyote Logistics are pro forma for 12 months ended Sept. 30, 2014.

RANK 2014	RANK 2013	COMPANY	NET GROSS REVENUE (in millions)	EMPLOYEES	INDUSTRY EXPERTISE/KEY CUSTOMERS	DESCRIPTION OF SERVICES
46 	44	Averitt Express Cookeville, Tenn. Gary Sasser, CEO www.averittpress.com	\$189 ^(e) \$326 ^(e)	NA	Automotive, retail, food products, utilities, computers and electronics, apparel, building materials Customers include: Dollar General, Payless Shoes, Wal-Mart Stores	Transportation management, dedicated contract carriage, warehousing and distribution, air and ocean freight forwarding, customs brokerage, freight brokerage, intermodal, supply chain consulting
47 	49	Damco International Jamaica, N.Y. (A.P. Moeller-Maersk Group, Copenhagen, Denmark) Henriette Thygesen, CEO, Americas www.damco.com	\$185 ^(e) \$1,007 ^(e)	NA	Chemicals, perishables, retail and fashion, computers and electronics, industrial, mining, government and defense Customers include: NA	Air and ocean freight forwarding, customs brokerage, warehousing and distribution, transportation management, supply chain consulting
48 	40	Agility Logistics Irvine, Calif. (Agility Global Integrated Logistics, Baar, Switzerland) Francesc Casamitjana, CEO, Americas www.agilitylogistics.com	\$175 ^(e) \$795 ^(e)	NA	Automotive, chemicals, consumer packaged goods, defense and government, industrial, oil and gas, pharmaceuticals, retail, computers and electronics Customers include: NA	Air and ocean freight forwarding, warehousing and distribution, project logistics, information technology, supply chain consulting, relocation assistance, trade show and exhibit management
49 	Not Ranked	Legacy Supply Chain Services Portsmouth, N.H. Ron Cain, CEO www.legacyscs.com	\$170 ^(e) \$380	NA	Consumer packaged goods, computers and electronics, industrial and manufacturing, retail, food and beverage, aftermarket automotive, medical equipment, health care, financial, restaurant, government Customers include: NA	Warehousing and distribution, air and ocean freight forwarding, customs brokerage, transportation management, dedicated contract carriage, freight brokerage, intermodal, expedited, commercial delivery and installation services
50 	Not Ranked	Echo Global Logistics Chicago Nasdaq: ECHO Douglas Waggoner, CEO www.echo.com/	\$155 \$884	1,350	Automotive, aerospace, agriculture, chemicals, construction, electronics, food and beverage, furniture, health care, oil and gas, pharmaceuticals Customers include: Daktronics, Samuel Strapping, Culligan, Guthy Renker, Greenheck	Transportation management, intermodal, freight brokerage, air and ocean freight forwarding, residential and commercial delivery, supply chain consulting, includes operations of Comcar Logistics and One Stop Logistics acquired in February and May, respectively

(e) = estimate

NA = Not Applicable or Not Available

Top 25 Freight Forwarders

1 DHL Supply Chain & Global Forwarding

Gross Revenue: \$31.4 billion
 Ocean Containers: 2.8 million
 20-foot equivalent units
 Airfreight: 2.2 million metric tons
 Headquarters: Germany

2 Kuehne + Nagel Inc.

Gross Revenue: \$22.6 billion
 Ocean Containers: 3.6 million
 20-foot equivalent units
 Airfreight: 1.1 million metric tons
 Headquarters: Switzerland

3 DB Schenker Logistics

Gross Revenue: \$19.7 billion
 Ocean Containers: 1.9 million
 20-foot equivalent units
 Airfreight: 1.1 million metric tons
 Headquarters: Germany

4 Panalpina Inc.

Gross Revenue: \$7.3 billion
 Ocean Containers: 1.5 million
 20-foot equivalent units
 Airfreight: 825,100 metric tons
 Headquarters: Switzerland

5 Sinotrans Limited

Gross Revenue: 7.7 billion
 Ocean Containers: 8.7 million
 20-foot equivalent units
 Airfreight: 396,100 metric tons
 Headquarters: China

6 Nippon Express

Gross Revenue: \$17.3 billion
 Ocean Containers: 776,576
 20-foot equivalent units
 Airfreight: 669,522 metric tons
 Headquarters: Japan

7 Expeditors International of Washington

Gross Revenue: \$6.1 billion
 Ocean Containers: 916,168
 20-foot equivalent units
 Airfreight: 764,376 metric tons
 Headquarters: United States

8 SDV/Bolloré Group

Gross Revenue: \$7.3 billion
 Ocean Containers: 790,000
 20-foot equivalent units
 Airfreight: 522,000 metric tons
 Headquarters: France

9 Ceva Logistics

Gross Revenue: \$8.5 billion
 Ocean Containers: 730,750
 20-foot equivalent units
 Airfreight: 513,000 metric tons
 Headquarters: Netherlands

10 DSV Air & Sea

Gross Revenue: \$8.1 billion
 Ocean Containers: 772,142
 20-foot equivalent units
 Airfreight: 259,365 metric tons
 Headquarters: France

11 Hellmann Worldwide Logistics

Gross Revenue: \$3.4 billion
 Ocean Containers: 684,156
 20-foot equivalent units
 Airfreight: 549,948 metric tons
 Headquarters: Germany

11 UPS Supply Chain Solutions

Gross Revenue: \$5.5 billion
 Ocean Containers: 450,000
 20-foot equivalent units
 Airfreight: 775,000 metric tons
 Headquarters: United States

13 Kintetsu World Express

Gross Revenue: \$2.7 billion
 Ocean Containers: 493,000
 20-foot equivalent units
 Airfreight: 924,000 metric tons
 Headquarters: Japan

14 UTI Worldwide

Gross Revenue: \$4.4 billion
 Ocean Containers: 547,000
 20-foot equivalent units
 Airfreight: 368,000 metric tons
 Headquarters: British Virgin Islands

15 Damco International

Gross Revenue: \$3.2 billion
 Ocean Containers: 791,535
 20-foot equivalent units
 Airfreight: 226,626 metric tons
 Headquarters: Denmark

16 Pantos Logistics

Gross Revenue: \$2.5 billion
 Ocean Containers: 1.8 million
 20-foot equivalent units
 Airfreight: 224,865 metric tons
 Headquarters: South Korea

16 Yusen Logistics

Gross Revenue: \$4 billion
 Ocean Containers: 550,000
 20-foot equivalent units
 Airfreight: 310,000 metric tons
 Headquarters: Japan

18 C.H. Robinson Worldwide

Gross Revenue: \$12.8 billion
 Ocean Containers: 515,000
 20-foot equivalent units
 Airfreight: 115,000 million metric tons
 Headquarters: United States

18 Kerry Logistics

Gross Revenue: \$2.6 billion
 Ocean Containers: 774,000
 20-foot equivalent units
 Airfreight: 278,000 metric tons
 Headquarters: Hong Kong

20 Agility Logistics

Gross Revenue: \$4.4 billion
 Ocean Containers: 420,000
 20-foot equivalent units
 Airfreight: 375,000 metric tons
 Headquarters: Kuwait

21 Geodis Wilson

Gross Revenue: \$5.8 billion
 Ocean Containers: 420,000
 20-foot equivalent units
 Airfreight: 210,000 metric tons
 Headquarters: France

21 Toll Global Forwarding

Gross Revenue: \$6.3 billion
 Ocean Containers: 494,493
 20-foot equivalent units
 Airfreight: 104,740 metric tons
 Headquarters: Australia

23 Logwin Logistics

Gross Revenue: \$1.6 billion
 Ocean Containers: 530,000
 20-foot equivalent units
 Airfreight: 143,000 metric tons
 Headquarters: Germany

24 NNR Global Logistics

Gross Revenue: \$1.7 billion
 Ocean Containers: 120,137
 20-foot equivalent units
 Airfreight: 252,068 metric tons
 Headquarters: United States

25 Dimerco Express

Gross Revenue: \$481 million
 Ocean Containers: 128,000
 20-foot equivalent units
 Airfreight: 176,000 metric tons
 Headquarters: Taiwan

Source: Armstrong & Associates

Top 25 Freight Brokerage Firms

1 C.H. Robinson Worldwide

Net Revenue: \$1.7 billion
Gross Revenue: \$11.1 billion
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, bulk/tank, rail/intermodal, air/expedited

2 Total Quality Logistics

Net Revenue: \$287 million
Gross Revenue: \$1.8 billion
(Data are for 12 months ended June 29, 2014)
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal

3 XPO Logistics

Net Revenue: \$254.6 million
Gross Revenue: \$1.2 billion
(Data are for 12 months ended June 30, 2014)
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

4 Coyote Logistics

Net Revenue: \$231 million
Gross Revenue: \$2 billion
(Data are for 12 months ended Sept. 30, 2014)
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal

5 Landstar System

Net Revenue: \$199 million
Gross Revenue: \$1.3 billion
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

6 Echo Global Logistics

Net Revenue: \$155 million
Gross Revenue: \$884 million
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, bulk/tank, rail/intermodal, air/expedited

7 Worldwide Express

Net Revenue: \$147 million (e)
Gross Revenue: \$550 million
Types of Freight: Parcel, dry van, LTL, air/expedited

8 Freightquote.com

Net Revenue: \$123 million
Gross Revenue: \$590 million
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

9 Jacobson Companies

Net Revenue: \$99 million (e)
Gross Revenue: \$248 million (e)
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, bulk/tank, rail/intermodal, air/expedited

10 Command Transportation

Net Revenue: \$97.4 million
Gross Revenue: NA
(Data are for 12 months ended Sept. 2, 2014)
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

11 Mode Transportation

Net Revenue: \$96.7 million
Gross Revenue: \$823 million
Types of Freight: Dry van and refrigerated TL, LTL, rail/intermodal

12 Unishippers Global Logistics

Net Revenue: \$82 million
Gross Revenue: \$375 million
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

13 England Logistics*

Net Revenue: \$76.9 million
Gross Revenue: \$434.9 million
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited
(Data are for 12 months ended June 30, 2014)

14 Sunteck Transport Group

Net Revenue: \$71.8 million
Gross Revenue: \$343 million
(Data are for 12 months ended July 31, 2014)
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

15 BNSF Logistics

Net Revenue: \$69 million (e)
Gross Revenue: \$508 million (e)
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

16 GlobalTranz

Net Revenue: \$65 million
Gross Revenue: \$353 million
(Data are for 12 months ended July 31, 2014)
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

17 J.B. Hunt Integrated Capacity Solutions

Net Revenue: \$63 million
Gross Revenue: \$537 million
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, bulk/tank, rail/intermodal, air/expedited

18 ReTrans Inc.

Net Revenue: \$60 million
Gross Revenue: \$450 million
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

19 TTS

Net Revenue: \$56.3 million
Gross Revenue: \$515.1 million
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, bulk/tank, rail/intermodal, air/expedited

20 Allen Lund Co.

Net Revenue: \$55 million
Gross Revenue: \$450 million
(Data are for 12 months ended Aug. 31, 2014)
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

21 Trinity Logistics

Net Revenue: \$45.7 million
Gross Revenue: \$314.5 million
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, bulk/tank, rail/intermodal, air/expedited

22 PLS Logistics Services

Net Revenue: \$41 million
Gross Revenue: \$489 million
(Data are for 12 months ended Sept. 30, 2014)
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, bulk/tank, rail/intermodal, air/expedited

22 Transportation Solutions Enterprises

Net Revenue: \$41 million
Gross Revenue: \$255 million
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

24 Matson Logistics

Net Revenue: \$40 million (e)
Gross Revenue: \$408 million (e)
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, bulk/tank, rail/intermodal

25 Transplace Inc.

Net Revenue: \$34 million
Gross Revenue: \$307 million
Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, bulk/tank, rail/intermodal, air/expedited

Note: Data are for 2013 calendar year, except where noted

* Revenue and rank for England Logistics changed after publication due to error in data provided by the company.

Sources: Armstrong & Associates, SJ Consulting Group and company reports.

Top 25 Warehousing Firms

1 Exel Total Space: 98 million sq. ft. Number of Warehouses: 340	10 UTi Worldwide Total Space: 26 million sq. ft. Number of Warehouses: 230	19 Kuehne + Nagel Inc. Total Space: 15.1 million sq. ft. Number of Warehouses: 75
2 Genco Total Space: 38 million sq. ft. Number of Warehouses: 130	11 Neovia Logistics Total Space: 24 million sq. ft. Number of Warehouses: 100	20 Ingram Micro Total Space: 14.6 million sq. ft. Number of Warehouses: 130
3 OHL Total Space: 35 million sq. ft. Number of Warehouses: 120	12 NFI Total Space: 22 million sq. ft. Number of Warehouses: 74	21 WSI Inc. Total Space: 14 million sq. ft. Number of Warehouses: 45
3 Ryder Supply Chain Solutions Total Space: 35 million sq. ft. Number of Warehouses: 233	12 DSC Logistics Total Space: 22 million sq. ft. Number of Warehouses: 49	22 syncreon Inc. Total Space: 13 million sq. ft. Number of Warehouses: 98
5 Americold Total Space: 34.5 million sq. ft. Number of Warehouses: 177	14 Lineage Logistics Total Space: 21 million sq. ft. Number of Warehouses: 104	23 APL Logistics Total Space: 12.6 million sq. ft. Number of Warehouses: 51
6 Jacobson Companies Total Space: 32 million sq. ft. Number of Warehouses: 141	15 Penske Logistics Total Space: 20 million sq. ft. Number of Warehouses: 105	24 XPO Logistics Total Space: 11.8 million sq. ft. Number of Warehouses: 106
7 UPS Supply Chain Solutions Total Space: 30.9 million sq. ft. Number of Warehouses: 599	15 Menlo Logistics Total Space: 20 million sq. ft. Number of Warehouses: 138	25 Ceva Logistics Total Space: 9 million sq. ft. Number of Warehouses: 164
8 Kenco Logistics Services Total Space: 30 million sq. ft. Number of Warehouses: 90	17 Warehouse Services Inc. Total Space: 16.5 million sq. ft. Number of Warehouses: 51	Sources: Armstrong & Associates and company reports.
9 DB Schenker USA Total Space: 27 million sq. ft. Number of Warehouses: 82	18 Saddle Creek Corp. Total Space: 16.4 million sq. ft. Number of Warehouses: 60	

Top 25 Dedicated Contract Carriers

1 J.B. Hunt Dedicated Contract Services Total Power Units: 6,407	14 Exel Total Power Units: 1,100
2 Ryder System Total Power Units: 4,538	15 Commercial Warehousing Total Power Units: 1,000
3 Cardinal Logistics Management Total Power Units: 4,137	16 Averitt Express Total Power Units: 988
4 Schneider Total Power Units: 3,950	17 Estenson Logistics Total Power Units: 951
5 Ruan Total Power Units: 3,690	18 Universal Truckload Services Inc. Total Power Units: 920
6 Werner Enterprises Total Power Units: 3,467	19 Black Horse Carriers Total Power Units: 898
7 Swift Transportation Total Power Units: 3,451	20 Cowan Systems Total Power Units: 799
8 Canada Cartage System Total Power Units: 2,431	21 Lily Dedicated Logistics Total Power Units: 550
9 U.S. Xpress Enterprises Total Power Units: 2,100	21 CRST Dedicated Total Power Units: 550
10 Penske Logistics Total Power Units: 1,600	23 AIM Integrated Logistics Total Power Units: 490
11 UPS Supply Chain Solutions Total Power Units: 1,565	24 TTS Total Power Units: 470
12 Ceva Logistics Total Power Units: 1,500	25 G&D Integrated Total Power Units: 468
13 NFI Transportation Total Power Units: 1,205	Sources: Armstrong & Associates and company reports



Top 50 Freight Transportation Firms In North America

Rank	Company	2013 Revenue (in millions)	Primary Freight Services	Rank	Company	2013 Revenue (in millions)	Primary Freight Services
1	UPS Inc.	55,438	Package and LTL trucking, intermodal, warehousing	25	Ryder Supply Chain Solutions	2,383	Truckload, warehousing
2	FedEx Corp.	45,100	Package and LTL trucking, air cargo	26	Kansas City Southern	2,369	Rail
3	Union Pacific Corp.	21,963	Rail, intermodal	27	Old Dominion Freight Line	2,337	LTL trucking
4	BNSF Railway Co.	21,552	Rail, intermodal	28	ArcBest Corp.	2,299	LTL trucking
5	C.H. Robinson Worldwide	12,752	Freight brokerage	29	Kirby Corp.	2,242	Barge
6	U.S. Postal Service	12,515	Package	30	Werner Enterprises	2,029	Truckload
7	CSX Corp.	12,026	Rail, intermodal	31	Sirva Inc.	1,994	Household goods
8	Norfolk Southern	11,245	Rail, intermodal	32	Estes Express Lines	1,948	LTL trucking
9	Canadian National Railway	10,575	Rail	33	UniGroup Inc.	1,700	Household goods
10	DHL Deutsche Post	9,563	Freight forwarding, warehousing, package	34	Matson Inc.	1,637	Ocean freight, intermodal
11	Canadian Pacific Railway	6,113	Rail, logistics services	35	U.S. Xpress Enterprises	1,600	Truckload
12	J.B. Hunt Transport Services	5,585	Intermodal, truckload, freight brokerage	36	Purolator Courier	1,575	Package
13	Con-way Inc.	5,473	LTL trucking	37	Genesee & Wyoming Inc.	1,569	Rail
14	A.P. Moeller/Maersk Group	5,175	Ocean freight	38	C.R. England Inc.	1,495	Truckload
15	Kuehne + Nagel Inc.	5,046	Freight forwarding, warehousing	39	Roadrunner Transportation Systems	1,361	LTL trucking, truckload
16	YRC Worldwide	4,865	LTL trucking	40	Cardinal Logistics Management	1,361	Truckload
17	Neptune Orient Lines/American President Lines/APL Logistics	4,787	Ocean freight, warehousing	41	Prime Inc.	1,300	Truckload
18	Swift Transportation	4,118	Truckload, intermodal	42	R&L Carriers	1,298	LTL trucking
19	Schneider	3,600	Truckload, intermodal, warehousing	43	Kenan Advantage Group	1,286	Truckload
20	Hub Group	3,373	Intermodal	44	CRST International	1,269	Truckload
21	TransForce Inc.	3,019	LTL trucking, truckload	45	Panalpina Group	1,225	Freight forwarding
22	Saltchuk Resources	2,895	Barge, freight forwarding, truckload	46	Saia Inc.	1,139	LTL trucking
23	Landstar System	2,644	Truckload	47	Deutsche Bahn Group	1,115	Freight forwarding, LTL trucking
24	Ceva Logistics	2,641	Freight forwarding, warehousing, truckload	48	NFI Industries	1,090	Truckload, warehousing
				49	Southeastern Freight Lines	1,065	LTL and truckload
				50	Horizon Lines	1,033	Ocean freight