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2017

TOP 100



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A Tough Year for Some Private Fleets With Biggest Changes Yet to Come

By **Daniel P. Bearth**
Senior Features Writer

This year's list of the nation's largest corporate-owned truck fleets reflects a changing business environment and not too subtle signs of bigger changes to come. It was a tough year for companies providing oil and gas drilling and production services as low energy prices reduced demand for trucks in the field.

Basic Energy Services, which ranks No. 20 on the TRANSPORT TOPICS Top 100 list of the largest private carriers in North America, completed a financial restructuring and recapitalization that included an exchange of \$800 million in debt for equity and an infusion of \$125 million in new capital. Another major player in the domestic energy field, Key Energy Services, sold its well testing and controls systems businesses as part of an effort to dispose of noncore assets. Key Energy Services ranks No. 40 on the private TT100.

In May, Nuverra Environmental Solutions, No. 67 on the private TT100 and a provider of water treatment and disposal services for oil and gas drilling operations, filed for protection from creditors under Chapter 11 of the U.S. Bankruptcy Act and is expected to continue operations while negotiating for a reduction in its debt obligations.

Mergers and acquisitions, along with an increasing number of divestitures, also continue to affect corporate fleet operations.

U.S.-based Praxair Inc. and Germany's Linde AG announced June 1 a plan to combine the two global producers of industrial gases, although a final deal isn't expected to close until the second half of 2018. Praxair ranks No. 32 and Linde North America ranks No. 85 on the private TT100.

The move by Praxair and Linde is, in part, a response to a similar combination involving France's L'Air Liquide and Airgas Inc. in 2016. American Air Liquide Holdings ranks No. 17 on the private TT100.

Another deal in the works is a merger of Agrium Inc., a major producer of fertilizer and pesticides, and Potash Corp., based in Saskatoon, Saskatchewan, in Canada. When completed, the combined company will be called Nutrien. Agrium ranks No. 8 on the private TT100.

Other transactions with possible ramifications for private fleets include: a move by the owner of Walgreen Co. to purchase 2,186 stores and three distribution centers from Rite Aid Corp.; an agreement by Gibson Energy Inc. to sell its industrial propane business in Canada; and the announcement from Nestle S.A., the Switzerland-based parent of Nestle USA, that it is exploring a possible sale of its candy business in the United States. Walgreen and Gibson rank Nos. 45 and 27, respectively on the private TT100. Nestle USA ranks No. 74.

Maybe the biggest change of all, however, is one that is just starting to unfold as Amazon.com, the nation's largest internet retailer, takes on Wal-Mart Stores, the nation's largest seller of general merchandise and groceries.

In June, Amazon announced an agreement to acquire Whole Foods Market, the Austin, Texas-based grocery operator with 460 stores in the United States, Canada and the United Kingdom.

Right now, there's no comparison in terms of fleet size. Wal-Mart ranks No. 3 on the private TT100 with almost 6,400 tractors. It is nearly 10 times the size of Core-Mark Holding Co., the next-largest fleet in the wholesale and retail distribution sector.

Way down the same list, with a fleet of 15 tractors, is Amazon Logistics. Whole Foods operates a relatively small fleet as well with only 23 tractors.






Notwithstanding the disparity in fleet size, with Wal-Mart moving to expand its presence online and Amazon moving into grocery stores along with a continued build-out of a national network of fulfillment centers, it may be only a matter of time before we see both companies operating large delivery fleets.

Acknowledgments and Sources

The 2017 Top 100 Private Carriers is an annual project of TRANSPORT TOPICS.







Senior Features Writer Daniel P. Bearth coordinated the project with help from Editorial Researcher Brandon Green. The publication was edited by Seth Clevenger. Cover design is by Joseph Terry, senior designer, and layout and graphics by Debra Devine, production manager.

Firms wishing to participate in the 2018 Top 100 list can contact TRANSPORT TOPICS at tteditor@ttnews.com.

Rank 2017	Rank 2016	Company	Equipment	Annual Sales	Description of Business
1	1	 PepsiCo Inc. Purchase, N.Y., and Plano, Texas NYSE: PEP Grace Puma, Senior Vice President and Chief Supply Officer Mike O'Connell, Fleet Senior Director www.pepsico.com	11,225 tractors 18,468 trailers 3,605 straight trucks 17,100 pick up trucks and cargo vans	\$62.8 billion`	PepsiCo North America Beverages produces and distributes soft drinks, juices, coffee, teas, sports drinks and bottled water. Frito-Lay North America produces and distributes potato chips, tortilla chips and cheese snacks, granola bars, pretzels, popcorn and refrigerated dips and spreads. Quaker Foods North America produces and distributes cereals, rice and pasta products, cake mixes and syrup and dairy products. Latin Americas Foods produces and distributes snack foods and cookies in Mexico, Brazil, Argentina, Colombia, Ecuador, Guatemala and Venezuela. Pepsi Logistics Co. provides freight brokerage services. Wimm-Bill-Dann produces and distributes food and beverages in Russia.
2	2	 Sysco Corp. Houston NYSE: SYY Scott Charlton, Executive Vice President - Supply Chain www.sysco.com	8,534 tractors 10,947 trailers 1,042 straight trucks 606 pickup trucks and cargo vans	\$50.4 billion	Distributes food and beverages, kitchen equipment and cleaning supplies to restaurants, schools and health care institutions through 198 distribution centers in the United States, Canada and Puerto Rico. The Sygma Network delivers food and nonfood products to chain restaurants through 17 operating companies. Sysco Specialty Meat delivers meat products through 15 operating companies. North Star Seafood distributes fresh and frozen seafood in Florida. European Imports Inc. distributes cheese, meat and other imported food products in the United States. FreshPoint Inc. distributes fresh fruits and vegetables through 14 operating companies. Guest Supply Inc. provides housekeeping supplies, room accessories and textiles to the lodging industry. International Food Group distributes food and supplies to restaurants in more than 90 countries. Mayca Distribuidores S.A. distributes food and operates a retail cash-and-carry business with seven locations and a truck leasing business in Costa Rica — 50% ownership. Pacific Star Foodservice distributes food to restaurants, casinos, theme parks, movie theaters and hotels in Mexico — 50% ownership. Brakes Group distributes food and beverages in the United Kingdom, Ireland, France, Sweden, Spain, Belgium and Luxembourg.
3	3	 Wal-Mart Stores Inc. Bentonville, Ark. NYSE: WMT Greg Smith, Executive Vice President, Supply Chain www.walmart.com	6,398 tractors 63,723 trailers 199 straight trucks	\$485.9 billion	Wal-Mart U.S. operates 4,692 discount department stores, supercenters, neighborhood markets and small-format stores in the United States and Puerto Rico. Wal-Mart International operates 6,369 retail and wholesale department stores and food markets in 28 countries. Sam's Club operates 662 merchandise warehouses in the United States. Wal-Mart eCommerce provides e-commerce services in 11 countries, includes operations of Jet.com acquired in August 2016, Shoebuy , Moosejaw Mountaineering and Backcountry Travel and Bonobos acquired in 2017. Wal-Mart Transportation delivers merchandise to stores from 147 distribution centers, return facilities and e-commerce fulfillment centers.
4	4	 Coca-Cola Co. Atlanta NYSE: KO Irial Finan, President, Bottling Investments and Supply Chain www.coca-cola.com	5,487 tractors 7,137 trailers 1,354 straight trucks	\$41.8 billion	Coca-Cola Refreshments produces and distributes soft drinks, water, juices, coffee, tea, and energy and sports drinks sold in more than 200 countries.
5	6	 U.S. Foods Rosemont, Ill. NYSE: USFD Ty Gent, Chief Supply Chain Officer www.usfoods.com	5,270 tractors 6,562 trailers 387 straight trucks	\$22.9 billion	Distributes food and related products to restaurants, hotels, health care facilities, cafeterias and schools in the United States; includes operations of All American Foods , Jeraci Foods and Save On Seafood acquired in 2016 and SRA Foods , First Class Foods and F. Christiana acquired in 2017.

NA = Not Applicable or Not Available

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Rank 2017	Rank 2016	Company	Equipment	Annual Sales	Description of Business
	8	Reyes Holdings Rosemont, Ill. Paul Rizzo, Senior Vice President of Fleet Operations www.reyesholdings.com	4,329 tractors 5,309 trailers 792 straight trucks 734 pickup trucks and cargo vans	\$24 billion	Reinhart Foodservice distributes food and beverages, utensils and paper products and cleaning supplies to restaurants, sporting venues, schools, nursing homes and hospitals through 26 distribution centers in the United States. Martin-Brower Co. distributes food and supplies to McDonald's restaurants in the United States, Canada, Europe, Central and South America and Asia. Reyes Beverage Group distributes beer in 13 metropolitan markets in the United States. Great Lakes Coca-Cola Distribution distributes beverages in the greater Chicago area and eight states in the Midwest and West. Reyes Fleet Management provides equipment maintenance and repair services and leasing.
	5	Halliburton Co. Houston NYSE: HAL David Lesar, President and CEO www.halliburton.com	4,243 tractors 8,152 trailers 881 straight trucks	\$15.9 billion	Halliburton Energy Services provides pressure pumping, production enhancement and well drilling and completion services for the oil and gas industry, plus well logging and testing equipment in the United States and more than 80 other countries.
	9	Agrium Inc. Loveland, Colo. NYSE/TSX: AGU Michael Gates, Fleet Department Manager www.agrium.com	4,239 tractors 6,721 trailers 2,271 straight trucks 7,638 pickup trucks	\$13.7 billion	Crop Production Services supplies fertilizer, seed and other agricultural products from more than 1,400 locations in North and South America and Australia; includes 16 locations in western Canada acquired from Andrukow Group Solutions in 2016. Loveland Products Inc. supplies seed treatment, plant nutrition, fertilizer and crop protection products in North and South America and Australia; includes agrochemical business in Australia acquired from Starpharma Holdings Ltd. in 2017. Agrium Wholesale distributes nitrogen, potash and phosphate worldwide from production facilities in the United States and Canada, Europe, South America and Egypt.
	10	McLane Co. Temple, Texas (Berkshire Hathaway Inc.) Robbie Wainwright, Vice President, Logistics/Engineering www.mclaneco.com	3,816 tractors 5,611 trailers 322 straight trucks 12 pickup trucks and cargo vans	NA	McLane Grocery Distribution delivers food and groceries to convenience stores, drug stores, mass merchandisers, wholesale clubs and movie theaters. McLane Foodservice Distribution delivers food and service items to quick-service restaurant chains. Empire Distributors distributes alcoholic beverages from 14 locations to customers in Georgia, North Carolina and Tennessee. Consumer Value Products develops and distributes private-label food and home products, including bottled water, dog biscuits, beef jerky, work gloves, baby products and candy. Kinexo provides supply chain consulting and transportation management. C.D. Hartnett Company distributes food and groceries to convenience stores and food service operators.
	11	C&J Energy Services Houston NYSE: CJES Don Gawick, President and CEO www.cjenergy.com	3,196 tractors 3,767 trailers 766 straight trucks	\$971 million	Provides oil and gas drilling, production and well completion services in the United States and western Canada. ESP Completion Technologies manufacturers submersible pump systems. Mobile Data Technologies provides data acquisition and control products for fracturing and wellsite operations. KVS Transportation provides pipe recovery and logging services.
	7	Schlumberger Limited Houston (Schlumberger N.V., Paris) Paul Kibsgaard, CEO www.slb.com	3,137 tractors 4,720 trailers 1,314 straight trucks	\$27.8 billion	Provides oil and gas drilling services and project management services in 85 countries. Eurasia Drilling Co. provides onshore oil and gas drilling services in Russia — 45.65% ownership. WesternGeco provides seismic testing services.

NA = Not Applicable or Not Available







Rank 2017	Rank 2016	Company	Equipment	Annual Sales	Description of Business
12	12	Performance Food Group Richmond, Va. NYSE: PFGC George Holm, President & CEO www.pfgc.com	2,801 tractors 3,618 trailers 143 straight trucks	\$16 billion	Performance Foodservice distributes food and food-related products to restaurants, hotels, health care facilities and schools in the United States. PFG Customized Distribution distributes food and food-related products to restaurant chains in the United States and other countries. Vistar Corp. distributes candy, snacks, beverages and other convenience food items to vending, retail, concession, theater, fundraising and coffee service industries through 20 distribution centers and nine cash-and-carry stores.
13	16	Tyson Foods Springdale, Ark. NYSE: TSN Rob Lyall, Vice President of Transportation www.tysonfoods.com	2,380 tractors 6,499 trailers 56 straight trucks	\$37 billion	Operates farms for cattle, chicken and hogs; produces and markets fresh beef, chicken and pork, pepperoni, pizza toppings, bacon, deli meats, hams, franks, snacks, appetizers, side items, refrigerated and frozen prepared meals in the United States and approximately 115 countries. The company also produces and distributes pizza crusts, tortillas, soups, sauces, appetizers and side items.
14	13	Dr Pepper Snapple Group Plano, Texas NYSE: DPS John Dooley, Senior Director Fleet www.dpsg.com	2,331 tractors 2,749 trailers 86 straight trucks 538 pickup trucks and cargo vans	\$6.4 billion	Produces and distributes soft drinks, water, tea, mixers, juices and other beverages from 19 bottling and manufacturing plants and 96 distribution centers in the United States and four plants and 15 distribution centers in Mexico; includes operations of Bai Brands acquired in 2016.
15	14	Baker Hughes Inc. Houston NYSE: BHI Martin Craighead, Chairman and CEO www.bakerhughes.com	2,282 tractors 2,847 trailers 1,791 straight trucks	\$9.8 billion	Provides oil and gas drilling and production services in the United States, Canada, Latin America, Europe, Africa, Russia and Caspian Sea, Middle East and Asia-Pacific regions.
16	15	Dean Foods Co. Dallas NYSE: DF Michael Ahart, Vice President - Transportation www.deanfoods.com	2,073 tractors 5,454 trailers 2,645 straight trucks 749 pickup trucks and cargo vans	\$7.7 billion	Produces and distributes milk, ice cream, cheese, juices, teas and other dairy products from 66 manufacturing facilities to retail stores, distributors, food-service distributors, schools and government institutions in the United States.
17	19	American Air Liquide Holdings Houston (L'Air Liquide SA, Paris) Michael Graff, CEO Susan Ellerbusch, CEO Air Liquide USA www.airliquide.com	1,822 tractors 2,948 trailers 4,064 straight trucks	\$22 billion	Supplies industrial and medical gases and related services to the steel, oil refining, chemistry, glass, electronics, paper, metallurgy, food-processing, health care and aerospace industries from more than 140 production facilities in the United States and Canada. The company also operates more than 2,000 miles of pipeline for oxygen, nitrogen and hydrogen gases and operates gas production units at more than 300 customer sites. Airgas Inc. produces and distributes industrial, medical and specialty gases, welding equipment and related products through 1,100 locations in the United States. The company also manufactures nitrous oxide and liquid CO2 and supplies dry ice.
18	24	CHS Inc. Inver Grove Heights, Minn. Nasdaq: CHSCP Patrick Hessini, Vice President, Transportation & Distribution www.chsinc.com	1,781 tractors 2,416 trailers 1,928 straight trucks	\$30.3 billion	Operates petroleum refineries and ethanol plants and supplies propane, lubricants and renewable fuels. The company also sells grain and oilseeds, fertilizer and animal feed, processes soybeans, flour, canola and sunflowers and provides insurance and financial services; includes operations of Western Co-op Transport Association acquired in 2017. CHS Transportation distributes petroleum, propane, anhydrous ammonia, fertilizer and other bulk and packaged products to local cooperatives and retail stores.

NA = Not Applicable or Not Available








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19 	18	Gordon Food Service Grand Rapids, Mich. David Ponstein, National Director of Transportation www.gfs.com	1,714 tractors 2,375 trailers 36 straight trucks	NA	Manufactures and distributes food and beverages and related supplies to restaurants, schools and institutions through 23 distribution centers and 170 cash-and-carry stores in the United States and Canada.
20 	20	Basic Energy Services Fort Worth, Texas NYSE: BAS Thomas Monroe "Roe" Patterson, President and CEO www.basicenergyservices.com	1,620 tractors 1,819 trailers 386 straight trucks	\$548 million	Provides a range of well services to oil- and gas-drilling companies in the Texas Gulf Coast, the Ark-La-Tex region, the Permian Basin, the Mid-Continent and the Rocky Mountain and Appalachian regions in the United States.
21 	17	Femsa Logistica Monterrey, Mexico (Femsa S.A.B. de C.V.) Jesus Dimas Vegas Garcia, Director General www.femsa.com	1,500 tractors 2,100 trailers 1,100 straight trucks	\$800 million	Produces and distributes soft drinks in Mexico, Nicaragua, Costa Rica, Panama, Colombia, Peru and Brazil.
22 	21	The Kroger Co. Cincinnati NYSE: KR William Rodney McMullen, Chairman and CEO www.kroger.com	1,489 tractors 5,790 trailers 35 straight trucks	\$115 billion	Operates 2,796 supermarkets and department stores in 35 states and the District of Columbia through 39 distribution centers under the Kroger , Pay Less Super Markets , Baker's , City Market , Copps , Dillon's , Gerbes Super Markets , Jay C Food Stores , Food 4 Less , Foods Co. , Mariano's , Metro Market , Owen's , Pick 'n Save , Ruler Foods , Fred Meyer , Fry's , King Soopers , QFC , Ralph's , Smith's Food & Drug Stores and Harris Teeter brand names. The company also operates 1,445 fuel stations, 2,255 pharmacies and 215 health clinics, 784 convenience stores under the Turkey Hill , Kwik Shop , Loaf 'N Jug , Quick Stop and Tom Thumb brand names, 319 jewelry stores under the Fred Meyer Jewelers and Littman Jewelers brand names and 38 food-processing plants in the United States. Murray's Cheese supplies cheese, meat and grocery items to supermarkets and restaurants. Vitacost.com Inc. provides online sales and order fulfillment of dietary supplements, cosmetics, personal care products, pet products, sports nutrition and health foods. Kroger Personal Finance provides credit and gift cards and money transfer services.
23 	22	Albertsons Cos. Boise, Idaho (Cerberus Capital Management) Tom Nartker, Vice President, Transportation www.albertsons.com	1,453 tractors 6,203 trailers 850 straight trucks 75 pickups and cargo vans	NA	Operates more than 2,200 supermarkets and pharmacies under the Safeway , Vons , Pavilions , Randalls , Tom Thumb , Carrs , Albertsons , Acme Markets , Jewel-Osco , Shaw's , Star Market and United Supermarkets brand names in 35 states and the District of Columbia; includes MedCart Specialty Pharmacy , acquired in 2017. Haggen Northwest Fresh operates 14 supermarkets in Washington and Oregon.
24 	23	United Rentals Inc. Stamford, Conn. NYSE: URI Michael Kneeland, CEO www.unitedrentals.com	1,420 tractors 1,484 trailers 2,204 straight trucks	\$5.8 billion	Supplies equipment and tools to construction and industrial firms, utilities, municipalities and homeowners through 887 locations in the United States and Canada.





NA = Not Applicable or Not Available

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 25	25	Clean Harbors Inc. Norwell, Mass. NYSE: CLH Alan McKim, Chairman and CEO David Vergo, President, Safety-Kleen www.cleanharbors.com	1,394 tractors 3,533 trailers 4,202 straight trucks	\$2.8 billion	Clean Harbors Environmental Services provides collection, transportation, treatment and disposal of hazardous materials in the United States and Canada, Mexico and Puerto Rico. Safety-Kleen Systems provides used oil recycling and re-refining, parts washers and environmental services for small-quantity generators. Thermo Fluids Inc. provides recycling services for used oil, antifreeze products, parts washers and solvents.
 26	27	Dot Foods Mount Sterling, Ill. Paul Mugerditchian, President, DOT Transportation www.dotfoods.com	1,325 tractors 2,065 trailers 4 straight trucks 18 pickup trucks	NA	Redistributes groceries, flatware and janitorial supplies from manufacturers to food processors and food service distributors in the United States and 25 other countries through 10 distribution centers. Dot Transportation provides dry van and refrigerated truckload and LTL freight transportation services.
 27	26	Gibson Energy Inc. Calgary, Alberta TSX: GEI Steve Spaulding, CEO www.gibsons.com	1,300 tractors 2,800 trailers	C\$4.6 billion	Provides transportation and storage of crude oil, natural-gas liquids and refined petroleum products in Canada and the United States. Canwest Propane supplies wholesale and retail propane through 56 locations in Canada. Moose Jaw Refinery refines and markets petroleum products, asphalt, well site fluids and roofing flux. Gibson Environmental Services provides water treatment and disposal and oil field waste management services.
 28	28	Calfrac Well Services Calgary, Alberta TSE: CFW Fernando Aguilar, President and CEO www.calfrac.com	1,270 tractors 2,097 trailers 568 straight trucks	C\$735 million	Provides production services for oil and gas drilling in the United States, western Canada, Argentina, Mexico and Russia.
 29	30	Weatherford International Houston (Weatherford International Ltd., Geneva, Switzerland) NYSE: WFT Mark McCollum, President and CEO www.weatherford.com	1,136 tractors 3,520 trailers 605 straight trucks	NA	Provides oil and gas drilling, well completion and production services in the United States, Canada and more than 90 other countries.
 30	39	Sunbelt Rentals Fort Mill, S.C. (Ashtead Group, London) Brendan Horgan, CEO www.sunbeltrentals.com	1,105 tractors 1,332 trailers 2,022 straight trucks	\$3.6 billion	Provides equipment rental for construction, industrial and utility industries through 629 locations in the United States and Canada.

NA = Not Applicable or Not Available






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31 	55	The Quikrete Cos. Atlanta Will Magill, President and COO www.quikrete.com	1,103 tractors 1,475 trailers 58 straight trucks	NA	Manufacturers and distributes packaged concrete and cement mixes from more than 150 facilities in the United States, Canada, Puerto Rico and South America. Rinker Materials manufacturers and distributes concrete pipe and related products; acquired in 2017. Pavestone Co. produces concrete paving stones and retaining wall units. Contech Engineered Solutions provides site development products and services; acquired in 2016. Greencore USA produces mortar and stucco materials. Custom Building Products produces flooring preparation products and installation systems for tile and stone. QPR Engineered Solutions for Infrastructure provides asphalt pavement repair materials.
32 	31	Praxair Inc. Danbury, Conn. NYSE: PX Michael Marino, Vice President, Global Supply Systems www.praxair.com	1,097 tractors 3,534 trailers 1,687 straight trucks	\$10.5 billion	Supplies atmospheric and process gases and metal and ceramic coatings in North and South America, Europe and Asia. Praxair Surface Technologies supplies metallic and ceramic coatings and powders to aviation, industrial gas turbine and energy industries in 13 countries. NuCO2 provides carbon dioxide for beverages served at restaurants, convenience stores, theme parks and sports venues.
33 	33	Pilot Flying J Inc. Knoxville, Tenn. Ted Brennan, Vice President of Supply and Distribution www.pilottravelcenters.com	1,084 tractors 1,388 trailers 28 straight trucks	NA	Operates more than 750 travel plazas and fuel stops, 44 Goodyear Commercial Tire and Service Centers and 35 Boss Shops in the United States and Canada. Flying J Transportation operates as a for-hire and private carrier.
34 	34	Darling Ingredients Inc. Irving, Texas NYSE: DAR Patrick McNutt, Vice President of Fleet Operations www.darlingii.com	1,066 tractors 4,121 trailers 769 straight trucks 274 pickup trucks and cargo vans	\$3.4 billion	Collects used cooking oil and animal byproducts and converts them into ingredients for pharmaceutical, food, animal feed, pet food, fuel and fertilizer companies. The company operates more than 130 processing and transfer facilities in the United States and production facilities in Europe, China, Australia and South America.
35 	40	Cemex USA Houston (Cemex S.A.B. de C.V., Nuevo Leon, Mexico) Ignacio Madrideojos President, CEMEX USA www.cemexusa.com	1,031 tractors 1,761 trailers 3,970 straight trucks	\$3.7 billion	Manufactures and sells ready-mix cement, concrete blocks and aggregates and operates 27 cement plants, 117 distribution terminals, 88 rock quarries and 610 ready-mix plants in the United States and Mexico with additional operations in Europe, Central and South America, and Africa. New Line Transport operates as a private and for-hire flatbed carrier
36 	29	Helena Chemical Co. Collierville, Tenn. (Marubeni America Corp., Tokyo, Japan) Michael McCarty, CEO www.helenachemical.com	1,004 tractors 2,575 trailers 2,507 straight trucks	NA	Distributes fertilizer and pesticides through about 450 locations in the United States for agricultural, turf, ornamental, forestry, aquatics and vegetation-management markets. Marubeni Specialty Chemicals provides trading and distribution services.
37 	38	Ben E. Keith Co. Forth Worth, Texas Daryl Wigington, Vice President www.benekeith.com	963 tractors 1,195 trailers 46 straight trucks	NA	Ben E. Keith Foods delivers food, paper goods, equipment and supplies to restaurants, hospitals, schools and other institutional businesses through seven distribution centers in 14 states. Ben E. Keith Beverage distributes beer and other beverages throughout Texas. Winn Meat Co. supplies meat products to customers in Texas and other areas of the Southwest.

NA = Not Applicable or Not Available








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38 	42	Veritiv Corp. Atlanta/Loveland, Ohio NYSE: VRTV Kevin White, Director, Fleet Optimization www.veritivcorp.com	933 tractors 1,447 trailers 71 straight trucks 209 pickup trucks and cargo vans	\$8.3 billion	Distributes commercial printing and office paper products, packaging materials and facility maintenance supplies through 170 distribution centers in the United States, Canada and Mexico. PaperPlus sells paper products through retail stores in the United States. Graphic Communications provides consulting services. Bulkey Dunton Publishing Group supplies paper for publishing catalogs, advertising inserts, magazines and books. Veritiv Logistics provides packaging design and sourcing and fulfillment services.
39 	35	Builders FirstSource Inc. Dallas Nasdaq: BLDR Floyd Sherman, CEO www.bldr.com	928 tractors 1,447 trailers 71 straight trucks	\$6.4 billion	Manufactures and distributes building products through 400 local distribution centers in 40 states.
40 	37	Key Energy Services Houston NYSE: KEG Robert Drummond, President and CEO www.keyenergy.com	917 tractors 914 trailers 291 straight trucks	\$399 million	Provides oil and gas well servicing, contract drilling, pressure pumping, fishing and rental tools, electric wireline and other oil field services in the United States.
41 	48	Core-Mark Holding Co. San Francisco Nasdaq: CORE Thomas Perkins, CEO www.core-mark.com	866 tractors 1,301 trailers 119 straight trucks	\$14.5 billion	Distributes packaged consumer goods to convenience stores, grocery stores, mass merchandisers and drug, liquor and specialty stores through 30 distribution centers in the United States and Canada.
42 	35	Plains All American Pipeline Houston NYSE: PAA James Ferrell, Vice President, Supply Chain Management www.paalp.com	820 tractors 1,875 trailers 120 barges 60 tugboats	\$20 billion	Distributes crude oil and liquefied petroleum gas through pipelines, trucks, railcars and barges. Settoon Towing operates barges and tugboats, 50% interest.
43 	47	United Natural Foods Providence, R.I. Nasdaq: UNFI Steven Spinner, CEO www.unfi.com	812 tractors 1,044 trailers 7 straight trucks	\$8.5 billion	Distributes natural foods and organic products to supermarkets and specialty stores through 33 distribution centers in the United States and Canada; includes operations of Gourmet Guru acquired in 2016. Hadden House Food Products , acquired in May, distributes natural and organic and gourmet ethnic products in the eastern United States. Albert's Organics distributes organic produce, milk, dressings, eggs, juices, poultry and other specialty items in the United States. Nor-Cal Produce distributes produce to retailers in California; acquired in 2016. Select Nutrition Distributors ships health and beauty aids, vitamins and supplements from distribution centers in California and Pennsylvania. Woodstock Farms produces nuts, dried fruits and other snack items. Earth Origins Market operates 13 retail grocery stores in Florida, Maryland and Massachusetts. Tony's Fine Foods distributes deli meats, cheese, food service and bakery goods to the western United States, Hawaii and Alaska.

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44	42	Coca-Cola Bottling Co. United Birmingham, Ala. Stanley Ellington, Vice President, Supply Chain and Operations http://cocacolaunited.com	806 tractors 962 trailers 424 straight trucks	NA	Produces and distributes soft drinks, juices, water and energy drinks through 35 distribution centers in seven states in the southeastern United States.
					
45	46	Walgreen Co. Deerfield, Ill. (Walgreens Boots Alliance Inc.) Reuben Slone, Senior Vice President, Supply Chain, Retail and Pharmacy Renewal www.walgreens.com	791 tractors 2,039 trailers 35 straight trucks	\$117.3 billion	Walgreens operates more than 8,000 drugstores and pharmacies in the United States, Guam, Puerto Rico and U.S. Virgin Islands. Walgreen Oshkosh Inc. operates as a private and for-hire carrier.
					
46	45	Food Services of America Scottsdale, Ariz. (Services Group of America) Doug Minert, President and CEO www.fsafood.com	772 tractors 741 trailers 55 straight trucks	NA	Distributes food and business supplies to hospitals, restaurants and schools in 15 Western states through 10 distribution centers. Systems Services of America distributes food to chain restaurants in the western United States and Pacific Rim. Amerifresh supplies fresh fruits and vegetables to grocery and food service companies in the United States. Ameristar Meats processes and distributes meat products to restaurants. Gampac provides supply chain logistics consulting services. Development Services of America manages 140 commercial properties in Arizona, Washington, Oregon, California, Alaska and Midwestern states.
					
47	32	Prairie Farms Dairy Carlinville, Ill. Ed Mullins, CEO www.prairiefarms.com	769 tractors 2,241 trailers 1,231 straight trucks	NA	Produces and distributes dairy and nondairy products for about 700 member dairies in 14 states and is a joint venture partner with regional dairy manufacturers and distributors, including: Hiland Dairy Foods , Madison Farms Butter Co. , Muller-Pinehurst Dairy , Turner Dairy and East Side Jersey Dairy . Ice Cream Specialties produces frozen ice cream sandwiches, fudge bars and frozen pops. PFD Supply Corp. , GMS Transportation distribute food and paper products to restaurants and fast-food restaurants.
					
48	53	Ashley Furniture Industries Arcadia, Wis. Todd Wanek, CEO www.ashleyfurniture.com	722 tractors 3,526 trailers 7 straight truck	NA	Manufactures furniture and bedding in the United States, China and Vietnam and distributes products to more than 680 Ashley Furniture HomeStores . Ashley Distribution Services operates as a for-hire and private carrier.
					
49	49	Univar Inc. Downers Grove, Ill. NYSE: UNVR Jennifer McIntyre, Senior Vice President, Supply Chain Operations www.univar.com	721 tractors 1,579 trailers 83 straight trucks 62 pickup trucks and cargo vans	\$8.1 billion	Distributes industrial and specialty chemicals through more than 850 facilities in North America, Europe, Asia and Latin America.
					








NA = Not Applicable or Not Available

Rank 2017	Rank 2016	Company	Equipment	Annual Sales	Description of Business
50 	88	Anheuser-Busch Cos. St. Louis (Anheuser-Busch InBev, Leuven, Belgium) Fued Sadala, Vice President, Logistics and Procurement www.anheuser-busch.com	714 tractors 799 trailers 166 straight trucks 90 cargo vans	\$13.8 billion	Produces and distributes more than 100 brands of beer from 21 breweries and 20 wholesale distributors in the United States. The company also operates seven can and lid plants and 15 agriculture facilities.
51 	52	Kellogg Co. Battle Creek, Mich. NYSE: K Alistair Hirst, Senior Vice President, Global Supply Chain www.kelloggs.com	710 tractors 1,153 trailers 60 straight trucks	\$13 billion	Kellogg North America produces and distributes cereal, Keebler cookie and cracker products and frozen food in the United States and Canada. Godfrey Transport Inc. operates as a private and for-hire truckload carrier.
52 	44	Southern Glazer's Wine and Spirits Miami and Dallas Wayne Chaplin, CEO www.southernglazers.com	699 tractors 2,044 trailers 1,105 straight trucks	NA	Distributes wine and spirits in 44 states and the District of Columbia, Canada and the Caribbean.
53 	66	Love's Travel Stops & Country Stores Oklahoma City Brent Bergevin, Vice President of Transportation www.loves.com	684 tractors 732 trailers 20 pickup trucks and cargo vans	NA	Love's Travel Stops operates highway fueling stations in more than 430 locations in 41 states. Love's Country Stores operates convenience stores. Love's Truck Tire Care operates tire centers and provides roadside assistance. Musket Corp. provides commodity trading services and wholesale fuel distribution. Gemini Motor Transport operates as a for-hire and private carrier.
54 	57	ABC Supply Co. Beloit, Wis. Steve Schreier, National Fleet Manager www.abcsupply.com	676 tractors 939 trailers 2,636 straight trucks 252 pickup trucks and cargo vans	NA	Supplies roofing, siding, windows, gutters, doors and related building materials through more than 700 locations in 49 states; includes assets of Sidewinder Supply , L&W Supply , Trumbull Vinyl Products acquired in 2016, and Capstone Supply acquired in 2017.
55 	59	Advanced Drainage Systems Hilliard, Ohio NYSE: WMS Joe Chiapaty, CEO www.ads-pipe.com	675 tractors 1,200 trailers	\$1.3 billion	Manufactures polyethylene pipe for agricultural, waste, mining, timber, residential and commercial construction and highway drainage markets through 60 plants and 30 distribution centers in the United States, Canada, Mexico, South America and Europe. BaySaver Technologies Inc. manufactures stormwater treatment products — 65% interest.
56 	83	Swire Coca-Cola USA Draper, Utah (Swire Pacific Ltd., London) Jack Pelo, CEO www.swirecc.com	664 tractors 800 trailers 241 straight trucks	NA	Produces and distributes soft drinks and other beverages in 13 Western states.

NA = Not Applicable or Not Available








Rank 2017	Rank 2016	Company	Equipment	Annual Sales	Description of Business
57 	41	Ahold USA/Delhaize America Quincy, Mass., and Salisbury, N.C. (Ahold Delhaize, Zaandam, Netherlands) Chris Lewis, Executive Vice President, Supply Chain www.alholddelhaize.com	663 tractors 1,990 trailers 371 straight trucks	\$30.9 billion	Operates 1,980 supermarkets and 229 fueling stations in 23 states and the District of Columbia under the Stop & Shop , Giant Food (of Landover), Martin's Food Markets , Giant Food Stores (of Carlisle), Hannaford Bros. and Food Lion names. Peapod provides home delivery services. Delhaize America Transportation operates as a private and for-hire carrier.
58 	78	Shamrock Foods Phoenix Mark Engdahl, Vice President, Operations www.shamrockfoods.com	661 tractors 1,020 trailers 66 straight trucks 95 pickup trucks and cargo vans	NA	Produces and distributes food and groceries, dairy products, fresh and frozen seafood and meat, produce, dietary products and institutional equipment and supplies through six distribution centers in 16 states. Shamrock Farms produces milk.
59 	89	Supervalu Inc. Eden Prairie, Minn. NYSE: SVU Mark Gross, President and CEO www.supervalu.com	648 tractors 2,768 trailers 5 straight trucks	\$12.5 billion	Provides wholesale distribution of produce and groceries to 1,902 independent grocery stores and operates 217 retail grocery stores under the Cub Foods , Shoppers Food & Pharmacy , Shop 'n Save , Farm Fresh and Hornbacher's banners in the United States; includes operations of Unified Grocers acquired in 2017. W. Newell & Co. supplies fresh produce.
60 	69	Sherwin-Williams Co. Cleveland NYSE: SHW David Phillips, Director of Fleet Operations www.sherwin.com	644 tractors 1,623 trailers 1 straight truck	\$15.8 billion	Manufactures paint, finishes, coatings and varnishes and operates 4,180 retail paint stores in the United States, Canada and the Caribbean and distributes products from 65 plants and 33 distribution centers worldwide; includes operations of Valspar Corp. acquired in 2017. Sherwin-Williams Global Finishes Group distributes liquid and powder finishes to more than 100 countries and operates 288 branch locations in North America, South America, Europe and Asia. Latin America Coatings Group operates 339 stores in Mexico, Argentina, Brazil, Chile, Ecuador, Peru and Uruguay. Contract Transportation Systems operates as a for-hire and private carrier.
61 	54	Shaw Industries Group Dalton, Ga. (Berkshire Hathaway Inc.) Vance Bell, CEO www.shawinc.com	643 tractors 3,211 trailers 55 straight trucks	NA	Shaw Floors manufactures carpet, hardwood, laminate, ceramic and vinyl tile, stone flooring and synthetic turf for residential and commercial purposes in the United States, Canada, Brazil, Australia, Chile, China, India, Mexico, Singapore, United Arab Emirates and the United Kingdom, includes operations of US Floors acquired in 2016. Shaw Transport operates as a for-hire and private carrier.
62 	72	Publix Super Markets Lakeland, Fla. Jeffrey Day, Director of Transportation and Maintenance www.publix.com	642 tractors 3,153 trailers 16 straight trucks	\$34 billion	Operates 1,148 supermarkets and pharmacies in Florida, Georgia, North Carolina, South Carolina, Alabama and Tennessee. The company also operates nine distribution centers, two bakeries, three dairies and fresh food production facilities in Florida and Georgia.
63 	61	Cudd Energy Services The Woodlands, Texas (RPC Inc.) Richard Hubbell, President and CEO www.cudd.com	638 tractors 876 trailers 228 straight trucks	NA	Provides pressure pumping and well-production services for oil and gas drilling companies in the United States and other countries. Cudd Well Control provides firefighting services for oil and gas wells. Bronco Oilfield Services provides well testing, surface control and pumping equipment services. EPI Consultants provides engineering services. Patterson Tubular Services provides pipe and other tubular goods for oil field drilling activity.

NA = Not Applicable or Not Available

Rank 2017	Rank 2016	Company	Equipment	Annual Sales	Description of Business
64 	62	Brenntag North America Reading, Pa. (Brenntag Group, Mulheim, Germany) Markus Klähn, CEO www.brenntag.com	636 tractors 1,565 trailers 87 straight trucks	NA	Distributes ingredients and industrial and specialized chemicals to customers in the life science, material science and environmental industries through 550 locations in 74 countries. Coastal Chemical distributes industrial chemicals through six service centers and 25 warehouses in the United States and Canada.
65 	70	JBS USA Holdings Greeley, Colo. (JBS S.A., Sao Paulo, Brazil) Gary Acromite, Vice President, Supply Chain Management Rodrigo Horwath, President, JBS Carriers www.jbssa.com	627 tractors 1,393 trailers	\$33.9 billion	JBS USA processes and delivers beef, pork, poultry, lamb and mutton products in the United States, Canada, Mexico, Puerto Rico and Australia. The company also processes hides for leather goods and processes amino acids and waste grease for industrial and consumer goods. JBS Five Rivers operates 12 cattle feed lots in the United States and Canada. Pilgrim's Pride Corp. processes and delivers chicken products in the United States, Puerto Rico and Mexico, 75.5% ownership. Sampco Inc. & Weddel Limited distributes beef products imported from South America. JBS Carriers operates as a private and for-hire refrigerated carrier.
66 	58	Energy Transfer Partners Dallas NYSE: ETP Kelcy Warren, CEO www.energytransfer.com	626 tractors 737 trailers 120 straight trucks	\$21.8 billion	Operates pipelines to distribute crude oil, natural gas and refined petroleum products. The company also operates more than 150 retail stores and fuel stations in the United States.
67 	63	Nuverra Environmental Solutions Scottsdale, Ariz. OTCQB: NESC Mark Johnsrud, CEO www.nuverra.com	623 tractors 656 trailers 129 straight trucks	\$152 million	Provides transportation, treatment, disposal and recycling of water and liquid waste used in oil and gas drilling in the United States.
68 	68	Golden State Foods Irvine, Calif. Mark Wetterau, CEO www.goldenstatefoods.com	616 tractors 826 trailers 38 straight trucks	\$6 billion	GSF Distribution distributes food and meat products, beverages and produce to food service operators in 60 countries through 10 distribution centers in the United States and one in Egypt. Quality Custom Distribution distributes food and supplies to restaurants through 12 distribution centers in the United States. Centralized Freight Management provides transportation management and third-party logistics services.
69 	63	Maxim Crane Works Bridgeville, Pa. (Apollo Global Management) Bryan Carlisle, CEO www.maximcrane.com	613 tractors 1,077 trailers 92 straight trucks	NA	Provides rental and sales of lift equipment, including hydraulic truck cranes, rough terrain crawlers, tower cranes and conventional truck cranes and boom trucks through 46 branch locations in the United States; includes operations of Coast Crane Co. acquired in 2017.
70 	60	Lowe's Companies Inc. Mooresville, N.C. NYSE: LOW Robert Niblock, President and CEO www.lowes.com	610 tractors 629 trailers 4,057 straight trucks	\$65 billion	Operates 2,370 retail home improvement stores in the United States, Canada and Mexico; includes operations of Central Wholesalers Inc. acquired in 2016 and Maintenance Supply Headquarters acquired in 2017.

NA = Not Applicable or Not Available

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Rank 2017	Rank 2016	Company	Equipment	Annual Sales	Description of Business
71 	65	Archer Daniels Midland Co. Chicago NYSE: ADM Juan Luciano, CEO www.adm.com	602 tractors 1,702 trailers 87 straight trucks 2,460 barges 28,600 rail cars 31 ocean vessels	\$62.3 billion	Processes oilseeds, corn, wheat, milo, oats, rice and barley and resells as food and feed ingredients to customers in 160 countries through 253 manufacturing facilities. Wild Flavors and Specialty Ingredients produces and distributes flavorings, proteins, emulsifiers, soluble fiber, polyols, hydrocolloids and other natural health and nutrition products, plus edible beans. American River Transportation Co. transports agriculture commodities by barge. ADM Logistics provides bulk transportation for food-grade and chemical products, truckload and LTL, expedited, intermodal and flatbed freight, rail and port services, container shipping and ocean freight services.
72  Oldcastle	67	Oldcastle Inc. Atlanta (CRH PLC, Dublin, Ireland) Mark Towe, CEO www.oldcastle.com	601 tractors 1,481 trailers 1,758 straight trucks	NA	Allied Building Products supplies roofing, siding, window and interior products to residential and commercial contractors through 200 locations in the United States. Oldcastle BuildingEnvelope supplies windows and glass walls, doors, skylights and architectural glass. Oldcastle Materials provides aggregates, asphalt and ready-mix cement for construction and paving projects. Oldcastle Architectural supplies concrete masonry, decorative stone, lawn and garden paving products, clay brick and roof tiles in the United States and Canada.
73 	56	Mondelēz International Inc. East Hanover, N.J. Nasdaq: MDLZ Irene Rosenfeld, CEO www.mondelezinternational.com	582 tractors 746 trailers 288 straight trucks	\$25.9 billion	Manufactures and sells cookies and biscuits, chocolate, gum and candy, beverages, cheese and dairy products in more than 165 countries. Enjoy Life Foods manufactures cookies, snack bars for people with food allergies. Kinh Do manufactures biscuits, crackers and soft cakes in Vietnam. Jacobs Douwe Egberts produces and distributes coffee in 18 countries.
74 	49	Nestlé USA Arlington, Va. (Nestlé S.A., Vevey, Switzerland) www.nestleusa.com	581 tractors 1,435 trailers 3,353 straight trucks	\$26.7 billion	Produces and distributes frozen meals, pasta and sauces, pizza, sandwiches, candy and snacks, coffee, juices and beverage mixes from 77 manufacturing plants in 47 states. Nespresso produces coffee and tea pods. Nestlé Nutrition produces nutrition products. Nestlé Professional provides food and beverages to food service operators. Nestlé Purina PetCare produces and distributes pet food. Nestlé Skin Health produces skin care products. Nestlé Waters North America produces and distributes bottled water.
75 	75	SE Independent Delivery Services Lakeland, Fla.	575 tractors 1,600 trailers 219 straight trucks	NA	Delivers furniture for Rooms To Go in the Southeastern United States.
76 	79	H.E.B. Grocery Co. San Antonio Charles Butt, CEO www.heb.com	569 tractors 2,843 trailers 5 straight trucks	NA	Operates supermarkets under the names H-E-B and Central Market in Texas and Louisiana and in Mexico. The company also processes meat, dairy products, bread and tortillas.
77 	77	C&S Wholesale Grocers Keene, N.H. Peter Fiore, Executive Vice President, Distribution Services www.cswg.com	567 tractors 1,613 trailers	\$30 billion	Distributes food and groceries to independent grocery stores, chain stores, military bases and institutions from more than 50 distribution centers.

NA = Not Applicable or Not Available






Rank 2017	Rank 2016	Company	Equipment	Annual Sales	Description of Business
78 	74	Air Products Inc. Trexlerstown, Pa. NYSE: APD Douglas Sarbaugh, Fleet Asset Manager www.airproducts.com	565 tractors 2,000 trailers 94 straight trucks 335 pickup trucks and cargo vans	\$7.5 billion	Produces and distributes industrial gases and chemicals, equipment and process technology for a variety of industries, including manufacturing, petro-chemical, metals, electronics and food and beverage in the United States and more than 50 other countries. The company also supplies liquified natural gas process technology and equipment.
79 	72	MDU Resources Group Inc. Bismarck, N.D. NYSE: MDU David Goodin, CEO www.mdu.com	559 tractors 1,713 trailers 1,731 straight truck	\$4.1 billion	MDU Construction Services Group provides construction contracting services for utilities, gas pipelines and other industrial projects. Knife River Corp. supplies crushed stone, sand and gravel, asphalt and ready-mix concrete and building materials. Fidelity Exploration & Production Co. produces and delivers natural gas and oil. Montana-Dakota Utilities Co. generates electricity and distributes natural gas in Montana, North Dakota, South Dakota and Wyoming. Cascade Natural Gas Corp. , Great Plains Natural Gas Co. and Intermountain Gas Co. distribute natural gas in Oregon, Washington, Minnesota, North Dakota and Idaho. WBI Energy distributes and stores natural gas and oil.
80 	80	Bunzl Distribution USA St. Louis (Bunzl PLC, London) Dan Hoover, Corporate Transportation Manager www.bunzldistribution.com	546 tractors 975 trailers 71 straight trucks 43 pickup trucks and cargo vans	\$8.5 billion	Supplies paper and plastic packaging, disposable operating supplies and cleaning and safety products from more than 100 warehouses to food processors, supermarkets, nonfood retailers, convenience stores and others in the United States, Canada, parts of Mexico and the Caribbean; includes operations of Apex Sanitation Products , acquired in 2016, and Diversified Distribution Systems , acquired in 2017.
80 	82	Stericycle Inc. Lake Forest, Ill. Nasdaq: SRCL Charles Alutto, President and CEO www.stericycle.com	546 tractors 2,090 trailers 3,699 straight trucks	\$3.6 billion	Collects and processes waste for disposal and personal and confidential information for secure destruction with more than 650 facilities in the United States and 21 other countries.
82 	81	Foster Farms Livingston, Calif. Laura Flanagan, CEO www.fosterfarms.com	545 tractors 1,346 trailers 94 straight trucks	NA	Processes and distributes chicken and turkey products. The company also operates chicken hatcheries, grow-out ranches and feed mills in California, Oregon, Washington, Louisiana and Alabama.
83 	Not Ranked	Beacon Roofing Supply Herndon, Va. Nasdaq: BECN Paul Isabella, President and CEO www.beaconroofingsupply.com	541 tractors 1,001 trailers 1,419 straight trucks	\$4.1 billion	Distributes roofing materials and building materials, including doors and windows, siding, insulation and waterproofing systems through 384 branch locations in the United States and Canada; includes operation of BJ Supply , acquired in 2016, American Building & Roofing , Eco Insulation Supply , Acme Building Materials and Lowry's Specialty Distribution , acquired in 2017.
84 	Not Ranked	Globe Energy Services Midland, Texas (Clearlake Capital Group) Troy Botts Jr., Co-CEO Patrick Bond, Co-CEO www.globeenergyservices.com	529 tractors 529 trailers 93 straight trucks	NA	Provides oil and gas drilling services, water sourcing and disposal, power generation and rental services and well servicing rigs in the United States; includes operations of Light Tower Rentals and West Texas H2O , acquired in 2017.

NA = Not Applicable or Not Available

Rank 2017	Rank 2016	Company	Equipment	Annual Sales	Description of Business
85	51	Linde North America Murray Hill, N.J. (The Linde Group, Munich, Germany) Mark Motter, Head of Supply Chain Excellence www.lindeus.com	507 tractors 1,425 trailers 1,988 straight trucks	NA	Distributes industrial and specialty gases through more than 400 locations in the United States and Canada. Linde Engineering North America supplies and constructs air separation and synthetic gas plants for petrochemical and pharmaceutical industries. Lincare Holdings Inc. provides respiratory care, infusion therapy and medical equipment to patients in the home; includes operations of The Service Center Inc. and Transfill Equipment Supplies & Services , acquired in 2017.
86	Not Ranked	FCA Transport Detroit (Fiat Chrysler Automobiles N.V.) Wendi Gentry-Stuenkel, Head of Supply Chain Management, FCA-North America www.fcanorthamerica.com	495 tractors 1,460 trailers 7 straight trucks	NA	Provides transportation of raw materials and parts for manufacturing of automobiles and light trucks.
87	91	Mohawk Industries Calhoun, Ga. NYSE: MHK Jeffrey Lorberbaum, Chairman and CEO http://mohawkind.com	488 tractors 2,217 trailers 159 straight trucks	\$9 billion	Manufactures and distributes carpets and rugs, hardwood laminate, wood, stone, ceramic tile and vinyl flooring in the United States, Australia, Brazil, Canada, China, Europe, India, Malaysia, Mexico and Russia. Mohawk Carpet Transportation of Georgia operates as a for-hire and private carrier.
88	100	Valley Proteins Inc. Winchester, Va. Richard Evans, Director of Transportation www.valleyproteins.com	482 tractors 1,101 trailers 125 straight trucks 51 pickup trucks and cargo vans	NA	Collects and resells animal byproducts, used grease and dead animal stock to manufacturers of pet food, fatty acids, chemicals and lubricants from 30 locations in the United States. The company also makes biofuel at 12 conversion facilities.
89	84	KeHE Distributors Romeoville, Ill. Chris Sieburg, Senior Vice President, Distribution www.kehe.com	479 tractors 769 trailers 8 straight trucks	NA	Distributes merchandise and food products through 17 warehouses to grocery stores and independent retail businesses in the United States, Canada, Mexico, the Caribbean and Central and South America.
90	85	Ace Hardware Corp. Oak Brook, Ill. Scott McLean, Director of Transportation www.acehardware.com	469 tractors 1,455 trailers 1 straight truck	\$4.9 billion	Distributes hardware and building materials to more than 5,000 member-owned stores in more than 60 countries through 17 warehouses in the United States and distribution centers in China, Panama and the United Arab Emirates.
91	87	Pepsi Bottling Ventures Raleigh, N.C. Paul Mennard, Director of Fleet Operations www.pepsibottlingventures.com	461 tractors 560 trailers 144 straight trucks 196 pickup trucks and cargo vans	NA	Produces and distributes soft drinks through 20 bottling, distribution and sales facilities to customers in North and South Carolina, Virginia, Maryland and Delaware.
92	86	Sanderson Farms Inc. Laurel, Miss. Nasdaq: SAFM Joe Sanderson Jr., CEO www.sandersonfarms.com	456 tractors 671 trailers 6 straight trucks	\$2.8 billion	Produces, processes and sells fresh and frozen chicken products and prepared food items to retailers, distributors and fast-food restaurants.

NA = Not Applicable or Not Available

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Rank 2017	Rank 2016	Company	Equipment	Annual Sales	Description of Business
93  HACKNEY	90	The H.T. Hackney Co. Knoxville, Tenn. www.hthackney.com	438 tractors 578 trailers 170 straight trucks	NA	Distributes food and groceries to supermarkets, convenience stores and food service operators in 22 states in the eastern United States. Hackney Home Furnishings operates retail furniture stores in Indianapolis, and Athens, Tenn. Uncle Ray's Potato Chips produces potato chips and snack foods. Great American Deli produces packaged sandwiches and ready-to-eat food items. Neuro Fuel produces a mood-enhancing drink.
94  BRAGG COMPANIES	Not Ranked	Bragg Cos. Long Beach, Calif. Marilynn Bragg, President www.braggcrane.com	433 tractors 682 trailers	NA	Bragg Crane Service provides crane rental services through 14 branch locations in five states. Bragg Crane & Rigging provides full service lifting and erection services, dismantling, modification, repair and relocation of industrial equipment, plant material, machinery and production facilities. Heavy Transport Inc. provides transport of overdimensional and large capacity cargo throughout North America.
95  dunkin' brands	Not Ranked	Dunkin' Brands Group Canton, Mass. Nasdaq: DNKN Nigel Travis, CEO www.dunkinbrands.com/	430 tractors 450 trailers 12 straight trucks	\$829 million	Distributes food and supplies to 12,200 Dunkin' Donuts and 7,800 Baskin-Robbins restaurants in more than 60 countries.
96  MAINES PAPER & FOOD SERVICE, INC.	93	Maines Paper & Food Service Conklin, N.Y. Christopher Mellon, President and CEO www.maines.net	423 tractors 553 trailers 66 straight trucks	\$3.5 billion	Distributes food and grocery products, produce and cleaning supplies for food service operators, restaurants, schools and health care institutions in 35 states through nine distribution centers. Produce Express distributes produce in New York, Pennsylvania, Connecticut and Massachusetts. Maines Food & Party Warehouse provides food and party supplies. ServiSolutions provides beverage services and equipment.
97  BlueLinx	92	BlueLinx Holdings Atlanta NYSE: BXC Mitchell Lewis, CEO www.bluelinxco.com	418 tractors 591 trailers 9 straight trucks	\$1.9 billion	BlueLinx Corp. distributes building products through 39 distribution centers in the United States.
98  SELECT ENERGY SERVICES	95	Select Energy Services Gainesville, Texas NYSE: WTTR John Schmitz, CEO http://selectenergyservices.com	407 tractors 1,050 trailers 193 straight trucks	NA	Provides water services for oil and gas drilling operations in the United States.
99  Columbia distributing	Not Ranked	Columbia Distributing Portland, Ore. Gregg Christiansen, CEO www.coldist.com	402 tractors 515 trailers 144 straight trucks	NA	Distributes alcoholic and non-alcoholic beverages in California, Oregon and Washington. Mt. Hood Beverage distributes domestic and imported beer. Gold River Distributing distributes wine and beer.
100  HercRentals	97	Herc Rentals Bonita Springs, Fla. NYSE: HRI Larry Silber, CEO http://ir.hercrentals.com	397 tractors 431 trailers 744 straight trucks	\$ 1.6 billion	Provides rental equipment from 275 locations for construction, industrial, oil and gas, entertainment and governmental organizations in the United States.

NA = Not Applicable or Not Available

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Food Service

Rank	Company	2017 Tractors	Rank	Company	2017 Tractors	Rank	Company	2017 Tractors	Rank	Company	2017 Tractors
1	Sysco Corp.	8,534	8	Ben E. Keith Co.	963	14	Maines Paper & Food Service	423	19	Buffalo Rock Co.	284
2	U.S. Foods	5,270	9	The Martin-Brower Co.	781	15	PFG Customized	418	20	Domino's	273
3	McLane Foodservice	2,160	10	Food Services of America	772	16	G & J Transportation Services	339	21	Labatt Food Service	251
4	Performance Foodservice	2,047	11	Shamrock Foods Co.	661	17	Vistar Transportation	336	22	Perdue Transportation Inc.	210
5	Gordon Food Service	1,714	12	Golden State Foods	616	18	Blue Line Foodservice Distribution	289	23	Lipari Foods	200
6	Reinhart Foodservice	1,328	13	KeHe Distributors	479				24	Panera	189
7	DOT Transportation	1,325								Total	30,426

Grocery

Rank	Company	2017 Tractors	Rank	Company	2017 Tractors	Rank	Company	2017 Tractors	Rank	Company	2017 Tractors
1	McLane Grocery	1,656	9	Supervalu Inc.	409	17	Willow Run Foods	114	23	The Grocery Supply Co.	55
2	Kroger Co.	1,489	10	SpartanNash	343	18	Save-A-Lot Food Stores	108	25	Brookshire Brothers	44
3	Albertsons	1,453	11	Bozzuto's Inc.	243	19	Schnuck Markets	81	26	Class Produce Group	30
4	United Natural Foods	812	12	Unified Grocers	239	20	Golub Corp./Price Chopper	69	27	Whole Foods Market	23
5	Ahold Delhaize	663	13	Hy-Vee Inc.	223	21	Smart & Final	68	28	Eastland Food Corp.	13
6	Publix Super Markets	642	14	Meijer Inc.	220	22	U R M Stores	60		Total	10,543
7	H.E.B. Grocery Co.	569	15	Wegmans Food Markets	180	23	Tops Friendly Markets	55		Total	1,631
8	C & S Wholesale Grocers	567	16	Save Mart Supermarkets	115						

Paper & Office Products

Beverage

Rank	Company	2017 Tractors	Rank	Company	2017 Tractors	Rank	Company	2017 Tractors	Rank	Company	2017 Tractors
1	Pepsi Beverages	8,578	14	Coca-Cola Beverages Florida	292	24	Upstate Niagara Cooperative	91	35	Long Beverage	45
2	Coca-Cola Refreshments	5,487	15	Coca-Cola Bottling Co. Consolidated	249	25	North Florida Sales	88	36	Anheuser-Busch Distribution of New York	33
3	Dr Pepper Snapple Group	2,331	16	Coca-Cola Bottling Co. of Northern New England	213	26	Virginia Eagle Distributing	80	36	Pepsi Cola Bottling Co. of Corbin, Ky.	33
4	Femsa Logistica	1,500	17	Gulf Distributing	189	27	Pepsi MidAmerica	77	38	Quality Beverage	32
5	Reyes Beverage Group	1,120	18	Coca-Cola Bottling Co. High Country	148	28	Sacramento Coca-Cola Bottling Co.	75	38	Pepsi Cola Bottling Co. of New Haven	32
6	Coca-Cola Bottling Company United	806	19	Nestle Waters North America	140	29	Republic National Distributing Co.	74	40	Pepsi Cola Bottling Co. (Virginia)	30
7	Great Lakes Coca-Cola Distribution	795	20	Clark Beverage Group	129	30	Pepsi-Cola Bottling Co. of Hickory, North Carolina	71	41	Anheuser-Busch Sales of Washington	29
8	Anheuser-Busch Cos.	714	21	Odom Corp.	98	31	Pepsi Cola Newburgh Bottling Co.	60	42	Birrell Brothers Co.	28
9	Southern Glazer's Wine & Spirits	699	22	Clare Rose Inc.	97	32	Pepsi-Cola Bottling Co. of New York	52	43	Lane Sales	25
10	Swire Coca-Cola USA	664	23	Atlantic Coca-Cola Bottling Co.	93	33	Brown Bottling Group	47	44	Anheuser-Busch Sales of Hawaii	24
11	Pepsi Bottling Ventures	461				33	Carolina Beverage Corp.	47	44	Shore Point Distributing	24
12	Columbia Distributing	402								Total	26,852
13	Silver Eagle Distributors	363									

NA = Not Applicable or Not Available

Agriculture and Food Processing

Rank	Company	2017 Tractors	Rank	Company	2017 Tractors	Rank	Company	2017 Tractors	Rank	Company	2017 Tractors
1	Agrium Inc.	4,239	10	ADM Logistics	602	20	Gilster-Mary Lee Corp.	347	29	American Proteins Inc.	157
2	Tyson Foods	2,380	11	Mondelez International	582	21	McKee Foods Corp.	346	30	Dairy Farmers of America	138
3	Dean Foods	2,073	12	Nestle Transportation Co.	581	22	Pinnacle Agriculture Distribution	331	31	Franz Family Bakery	123
4	CHS Inc.	1,781	13	Foster Farms	545	23	Borden Dairy	305	32	BCT Inc.	120
5	Frito-Lay North America	1,431	14	Valley Proteins	482	24	Boise Cascade	241	33	Upstate Niagara Cooperative	91
6	Darling Ingredients	1,066	15	Sanderson Farms	456	25	International Paper Co.	219	34	Co-Alliance	80
7	Prairie Farms Dairy	769	16	Bimbo Bakeries	386	26	Cargill Meat Solutions	215	35	MFPS Transport	72
8	Kellogg Snacks/Godfrey Transport	710	17	J.R. Simplot Co.	377	27	Wayne Farms	203	36	Umpqua Dairy Products Co.	68
9	JBS Carriers	627	18	RWI Transportation	373	28	Goya Foods	178	37	Perdue Farms Inc.	65
			19	Wilbur-Ellis Co.	364						
										Total	23,436

Petroleum & Chemical

Rank	Company	2017 Tractors	Rank	Company	2017 Tractors	Rank	Company	2017 Tractors	Rank	Company	2017 Tractors
1	Halliburton Energy Services	4,243	9	Pilot Flying J Inc.	1,084	17	Energy Transfer Partners	626	25	Nexeo Solutions	335
2	C & J Energy Services	3,196	10	Helena Chemicals	1,004	18	Nuverra Environmental Solutions	623	26	NGL Energy Partners	254
3	Schlumberger Ltd.	3,137	11	Key Energy Services	917	19	MDU Resources Group	559	27	Stallion Oilfield Services	238
4	Baker Hughes Inc.	2,282	12	Plains All American Pipeline	820	20	Globe Energy Services	529	28	Carpenter Co.	225
5	Basic Energy Service	1,620	13	Univar Inc.	721	21	Select Energy Services	407	29	Convenience Transportation	177
6	Gibson Energy	1,300	14	Gemini Motor Transport	684	22	Sentinel Transportation	352	30	Pilot Thomas Logistics	175
7	Calfrac Well Services	1,270	15	Cudd Energy Services	638	23	Patterson UTI	341	31	Nine Energy Services	172
8	Weatherford International	1,136	16	Brenntag North America	636	24	Eastex Crude	337	32	Marathon Petroleum	160
										Total	30,678

Wholesale & Retail

Rank	Company	2017 Tractors	Rank	Company	2017 Tractors	Rank	Company	2017 Tractors	Rank	Company	2017 Tractors
1	Wal-Mart Transportation	6,398	10	Dunkin' Brands Group	430	19	Fastenal Co.	270	27	Wawa Inc.	75
2	Core-Mark Holding Co.	866	11	Autozone	363	20	Reddy Ice	236	28	Rite Aid Corp.	67
3	Walgreen Oshkosh Inc.	791	12	O'Reilly Auto Enterprises	340	21	Ferguson Enterprises	227	29	Orscheln Farm and Home	57
4	Contract Transportation Systems	644	13	CVS Caremark	318	22	General Parts Distribution (Carquest)	163	30	Fisher Auto Parts	26
5	Lowe's Home Centers	607	14	Costco Wholesale Corp.	315	23	Genuine Parts Co.	162	31	Dollar Tree	19
6	SE Independent Delivery Services	575	15	Orgill Inc.	312	24	American Furniture Warehouse	130	32	Target Transportation	18
7	Bunzl Distribution USA	546	16	Army & Air Force Exchange Service	297	25	J.J. Haines & Co.	96	33	Amazon Logistics	15
8	Ace Hardware Corp.	469	17	Hobby Lobby Stores	294	26	Southern States Cooperative Inc.	83	34	FleetPride Inc.	12
9	The H.T. Hackney Co.	438	18	Owens & Minor Distribution	280				Total	15,939	

Industrial Gases

Rank	Company	2017 Tractors
1	American Air Liquide	1,822
2	Praxair Inc.	1,097
3	Air Products Inc.	565
4	Linde North America	507
5	AmeriGas Partners	360
6	Matheson Tri-Gas	324
7	Ferrellgas Partners	321
	Total	4,996

NA = Not Applicable or Not Available

Construction

Rank	Company	2017 Tractors
1	Michels Corp.	290
2	Strata Corp.	159
3	Henkels & McCoy Inc.	157
4	Vulcan Materials	129
5	Lane Construction Corp.	106
6	Ames Construction	104
7	Terracon Consultants	93
8	New Enterprise Stone	81
9	Morton Buildings	76
10	Brand Energy & Infrastructure	69
11	McGee Brothers Co	35
11	Pike Electric Corp.	35
13	Turner Industries Group	30
14	Kokosing Construction	26
15	West Coast Sand & Gravel	15
	Total	1,405

Building Materials

Rank	Company	2017 Tractors
1	Quikrete Cos.	1,103
2	Cemex USA	1,031
3	Builders FirstSource	928
4	ABC Supply Co.	676
5	Oldcastle Inc.	601
6	Beacon Roofing Supply	538

Rank	Company	2017 Tractors
7	Staker & Parson Co.	392
8	BMC Stock Holdings	331
9	HD Supply	282
10	OmniSource Corp.	216
11	Weyerhaeuser Distribution	195

Rank	Company	2017 Tractors
12	SRS Distribution	151
13	Croell Redi-Mix	100
14	Guardian Building Products	87
15	Pacific Coast Supply	65
16	Parksite Inc.	58

Rank	Company	2017 Tractors
17	Dolese Bros.	54
18	GCC USA Operations	33
19	Lefarge North America	26
20	Aggregate Industries	23
	Total	6,890

Equipment Rental

Rank	Company	2017 Tractors
1	United Rentals	1,420
2	Sunbelt Rentals	1,102
3	Maxim Crane Works	608
4	Bragg Cos.	433
5	Herc Rentals	397
6	Mobile Mini Inc.	389
7	Sunstate Equipment	267

Rank	Company	2017 Tractors
8	TNT Crane & Rigging Inc.	250
9	Rain for Rent	214
10	H&E Equipment Services	197
11	Neff Rental	191
12	Barnhart Transportation	142
13	AmQuip Crane Rental	123

Rank	Company	2017 Tractors
14	W.O. Grubb Steel Erection Inc.	98
15	Titan Machinery Inc	95
16	Mammoet	75
17	Empire Southwest	57
18	C.P. Buckner Steel Erection Inc.	13
	Total	6,071

Other Sectors

Rank	Company	2017 Tractors
	Health Care	
1	Med Trans	356
2	Alliance Healthcare Services	130
3	McKesson Corp.	44
	Total	530

Rank	Company	2017 Tractors
	Uniform Rental	
1	Aramark	152
2	Cintas Corp.	134
3	AlSCO Inc.	65
4	AmeriPride Services	37
5	Prudential Overall Supply	25
	Total	413

Manufacturing

Rank	Company	2017 Tractors
1	Ashley Distribution Services	722
2	Allied Drainage Transport	675
3	Shaw Transport	643
4	FCA Transport	495
5	Mohawk Carpet Transportation of Georgia	488
6	Leggett & Platt Inc.	370
7	ThyssenKrupp USA	349
8	IFCO Systems/Chep USA	338
9	Bridgestone Americas Tire Operations	332
10	Whiteline Express	312

Rank	Company	2017 Tractors
11	Tempur Sealy International	282
12	La-Z-Boy Logistics/England Furniture/Kincaid Furniture	263
13	Bassett Furniture Industries/Zenith Freight Lines	246
14	Ford Motor Co.	213
15	Ryerson Cos.	202
16	Andersen Corp.	168
17	Batesville Logistics	167
18	Huttig Building Products	165
19	Boeing Co.	136

Rank	Company	2017 Tractors
20	Howard Transportation	135
21	Reliance Steel & Aluminum	126
22	Austin Powder Co.	111
23	Product Distribution Co.	105
24	Foamex LP	93
25	Toyota Transport/Toyota Logistics Services	91
26	Associated Materials	70
27	Unifi Manufacturing	64
28	Greif Packaging	52
29	Deere & Co.	47
30	Provia Door Inc.	28
	Total	7,488

Waste Management

Rank	Company	2017 Tractors
1	Clean Harbors Environmental Services	1,394
2	Stericycle Inc.	546
3	Ecolab Inc./Nalco	371
4	Hulcher Services	344
5	Veolia North America	214
6	Heritage Environmental Services	182
7	LKQ Corp.	101
8	Rumpke Waste & Recycling	62
9	Heritage-Crystal Clean	45
10	U.S. Ecology	13
	Total	3,272

Rank	Company	2017 Tractors
	Media and Entertainment	
1	Sony Picture Studios	205
2	NBC Universal	185
3	Sony Electronics	22
4	Shomotion	15
5	Screenworks NEP	14
	Total	441

NA = Not Applicable or Not Available



There are no shortcuts on the road to success.

We believe it's the commitment to the journey that defines the destination.

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