







Driver Staffing Solutions

Established in 1991, TransForce is the nation's leading specialty staffing firm devoted exclusively to commercial truck drivers. We believe that safety is a shared commitment among our customers, our drivers and ourselves. Our drivers' safety is demonstrated by our low DOT accident rate.

Not just high standards, higher ones.

Our proprietary screening process ensures that our drivers exceed FMCSA standards. We make use of cutting-edge technology to manage our driver qualification (DQ) files, enabling us to provide customer-specific DQ files via secure web-enabled portals. TransForce is an early adopter of driver screening innovations, including (a) E-Verify, (b) Driver Violation Alerts, and (c) CSA Driver Information Reports, among many others.



TransForce locations

» MI, Detroit

» MO, Kansas City

» OH, Cincinnati

» OH, Cleveland

WEST

- » AZ, Phoenix
- » CA, Los Angeles
- » CA, Oakland » CA, Rancho
- Cucamonga
- » CA, Stockton

SOUTH CENTRAL

- » OK, Oklahoma City » OH, Columbus » OK, Tulsa
- » TX, Dallas
- » TX, Houston
- » TX. San Antonio

- CENTRAL
- » IL, Chicago
- » NJ Central/ Philadelphia, PA » IN, Indianapolis » KY, Louisville
 - » NJ, Union
 - » NY, Albany » PA, Harrisburg

NORTHEAST

- » MI, Grand Rapids » PA. Pittsburgh
 - » PA, Reading

MID-ATLANTIC

- » MD, Baltimore » VA, Alexandria
- » VA. Richmond
- » VA. Virginia Beach

SOUTHEAST

- » AL, Birmingham
- » GA, Atlanta
- » NC, Charlotte
- » NC, Greenboro » NC. Raleigh
- » TN, Memphis

Coming Soon

- and Florida offices

- » TN, Nashville

» South Carolina



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DOT REPORTABLE ACCIDENTS

Accidents/million miles

Fair, straightforward pricing is part of our no-surprise service.

TransForce (2008-2012)

We believe in long-term relationships with our customers and straightforward pricing is a critical element of our partnerships. On average, our Top 10 customers have been with us for over 12 years.

If you share our passion for safety-and the bottom-line benefits it brings youcontact TransForce today. www.transforce.com 800-308-6989



A Word From the Publisher

here was a time not so long ago when if you needed something shipped, you called a trucking company and worked out the arrangements as best you could.

Nowadays, it's quite possible that your first call will not be to a freight carrier but rather to a logistics company that may have no freight-hauling assets but has connections to those who do.

It's this change, made possible by the application of technology and a burst of innovation on the part of new business owners, that is driving incredible growth in the market for third-party logistics services.

In this year's edition of the Top 50 Logistics Companies, senior features writer Daniel P. Bearth explores the boundaries between trucking and logistics and finds the lines increasingly blurred.

Dealing with trucking companies has never been as simple as it appears. Now, more than ever, it seems that freight carriers are driven by operational concerns. To be successful, fleets must be more selective about where

they go and what they haul, because drivers are in short supply and the cost of buying and maintaining new equipment has risen.

And shippers, who may have once had traffic managers on staff to help sort out their transportation options, are finding a whole new universe of transportation intermediaries at their door eager to help: brokerage firms that match loads with trucks, forwarders that acquire freighthauling capacity from air and ocean carriers, warehousing and distribution companies that manage inventory and truck operators that supply dedicated capacity and specialized delivery services.

The growth of third-party logistics services is changing the very nature of trucking.

Two of the country's best-known trucking companies — J.B. Hunt Transport Services and Schneider National Inc. — now rank among the largest logistics companies in North America. J.B. Hunt ranks No. 2, and Schneider National ranks No. 10 on the Top 50 list. Both companies have bolstered their logistics credentials by expanding intermodal, freight brokerage and dedicated contract carriage services.

Much of the change is being driven by private investors who are pouring money into logistics firms and, in the process, creating organizations

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Howard S. Abramson

capable of providing all kinds of transportation services.

Among the most aggressive players in the market is XPO Logistics Chairman Bradley Jacobs.

Jacobs founded and built up four successful companies — Amerex Oil Associates, Hamilton Resources, United Waste and United Rentals —

before turning his attention to the logistics industry with the purchase of Express-1 Solutions in September 2011. He since has acquired eight companies and started up 18 new operations. His goal is to turn XPO into a multibilliondollar company within a few years.

In a recent presentation to financial backers, Jacobs explained why he picked logistics as his next big investment.

"Let's start with size," he said. "Logistics worldwide is more than \$3 trillion in annual revenue. In the United States alone, it's about a trillion dollars."

Furthermore, Jacobs said, the logistics pie is expanding.

"It makes economic sense for most companies to utilize third-party logistics services," he explained. "Instead of

using internal staff to find freight or capacity, shippers and carriers are increasingly using brokers."

The logistics industry also is highly fragmented, Jacobs said, with more than 10,000 licensed brokers but fewer than 25 with annual revenue of more than \$200 million.

While investors are staking a claim in the industry, so, too, are entrepreneurs. Tommy Skinner, a former transportation manager, launched Shift Freight to provide less-than-truckload freight service for logistics companies. Shift Freight is growing at warp speed, and so are many other aggressive, tech-savvy firms that seem to be filling an important role in meeting the needs of shippers and carriers.

We believe this combination of investment and initiative will continue to drive the growth of logistics and reshape the Top 50 Logistics Companies list for years to come.

Foran Kramon

ACKNOWLEDGMENTS AND SOURCES

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	N. AMERICAN REVENUE (in millions)							
RANK 2013	RANK 2012	COMPANY	NET GROSS	EMPLOYEES	INDUSTRY EXPERTISE/KEY CUSTOMERS	DESCRIPTION OF SERVICES		
1 EXE		Exel Westerville, Ohio (Deutsche Post DHL, Bonn, Germany) John Gilbert, CEO Americas <i>www.exel.com</i>	\$2,500(e) \$4,500	28,600	Automotive, chemicals, consumer packaged goods, energy, engineering, manufacturing, life sciences, health care, retail, computers and electronics Customers include: 7-Eleven, Bristol Myers Squibb, Chrysler, Johnson & Johnson, DuPont, Nextel, Novartis, Office Depot, Pfizer, Procter & Gamble, ThinkGeek, Unilever, Volkswagen	Warehousing and distribution, transportation management, dedicated contract carriage, supply chain consulting, order fulfillment, service parts delivery, returned goods management, manufacturing parts assembly, product packaging		
2	9 HUNT	J.B. Hunt Transport Services Lowell, Ark. Nasdaq: JBHT John Roberts, CEO <i>www.jbhunt.com</i>	\$2,110 ^(e) \$4,607	11,918	General merchandise and specialty retail, building products, food and beverage, forest and paper products, rubber and plastic products, automotive, pharmaceuticals Customers include: Cornerstone Brands, Certainteed Corp., Jack in the Box, Home Depot, PPG, Sports Authority, Lowe's, Tacony, Goodyear, Guardian Building Products, Southern States, Whirlpool	Intermodal, dedicated contract carriage, freight brokerage, residential and commercial delivery		
3 7	4 yder	Ryder Supply Chain Solutions Miami (Ryder System Inc.) John Williford, President <i>www.ryderscs.com</i>	\$1,945 \$2,281	13,711	Aerospace and defense, automotive, construction and building materials, consumer packaged goods, energy and utilities, food and beverage, computers and electronics, industrial manufacturing, retail Customers include: CVS/Caremark, Kraft Foods, Mazda, PepsiCo, Pilot Pen Mexico, Procter & Gamble, Stonyfield Farm, Shell	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		
4 Moking business	3	Ceva Logistics Houston (Ceva Group PLC, Hoofddorp, The Nether- lands) Marvin Schlanger, CEO <i>www.cevalogistics.com</i>	\$1,825@ \$2,787	18,881	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		
5 Ups	2	UPS Supply Chain Solutions Alpharetta, Ga. (UPS Inc.) Scott Davis, Chairman and CEO www.ups-scs.com	\$1,793 \$9,147	NA	Health care, retail, industrial manufacturing, government, computers and electronics, automotive, business services Customers include: Advanced BioHealing, Embraer, Philips Healthcare, Spring, Triumph Motorcycles, Toshiba	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, returns management, financial services		

RANK	RANK	N. AM	IERICAN RE\ (in millions) NET	/ENUE		
2013	2012	COMPANY	GROSS	EMPLOYEES	INDUSTRY EXPERTISE/KEY CUSTOMERS	DESCRIPTION OF SERVICES
6 с.н. в	5 OBINSON	C.H. Robinson Worldwide Eden Prairie, Minn. Nasdaq: CHRW John Wiehoff, Chairman and CEO <i>www.chrobinson.com</i>	\$1,718 \$11,359	11,297	Food and beverage, retail, paper products, manufacturing Customers include: NA	Freight brokerage, transportation management, air and ocean freight forwarding, supply chain consulting, dedicated contract carriage, warehousing, produce sourcing; includes operations of Apreo Logistics S.A. (Poland) and Phoenix International Freight Services acquired in October and November 2012, respectively
7 amer	Not Ranked	AmeriCold Atlanta Jeffrey Gault, CEO www.americold.com	\$1,580@ NA) 12,000	NA Customers include: NA	Warehousing and distribution, transportation management, assembly and packaging, freight brokerage, direct store delivery, expedited transportation, vendor management, supply chain consulting
8 DB s	7 CHENKER	DB Schenker USA Freeport, N.Y. (Deutsche Bahn AG, Essen, Germany) Heiner Murmann, CEO www.dbschenkerusa.com	\$1,247 (e \$4,034 (e		Automotive, computers and electronics, aerospace and airlines, health care, retail, consumer goods, manufacturing, perishables Customers include: NA	Air and ocean freight forwarding, customs brokerage, transportation management, service parts delivery, product packaging, order fulfillment, warehousing and distribution, garment on hangar, project management, supply chain consulting
	8 EOVIA a, breathing logistics	Neovia Logistics Irving, Texas (Platinum Equity, Caterpillar Inc.) Jos Opdeweegh, CEO www.neovialogistics.com	\$1,170 (e \$1,730 (e		Industrial, automotive, mining, aerospace and defense, oil and gas, computers and electronics, manufacturing, consumer durable goods, health care Customers include: NA	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
10 <u>scr</u>	16	Schneider Logistics Green Bay, Wis. (Schneider National Inc.) Mark Rourke, President, Truckload Bill Matheson, President, Intermodal www.schneiderlogistics.com	\$1,100 (e \$3,000) NA	Automotive, consumer packaged goods, retail, electronics, energy, manufacturing, chemicals, health care, paper Customers include: NA	Dedicated contract carriage, intermodal, freight brokerage, warehousing and distribution, transloading and drayage, transportation management and supply chain consulting, domestic transportation service in China
11 KUEHN	10 E+NAGEL	Kuehne + Nagel Inc. Jersey City, N.J. (Kuehne + Nagel International AG, Schindellegi, Switzerland) Detlef Trefzger, CEO www.kuehne-nagel.com	\$1,038 (e \$4,878 (e		Automotive, aerospace, computers and electronics, retail, industrial, oil and gas, consumer packaged goods, pharmaceutical, health care, beverage and food service, forest products, hotel, marine, disaster response Customers include: NA	Ocean and air freight forwarding, customs brokerage, transportation management, warehousing and distribution, supply chain consulting

RANK	N. AMERICAN REVENUE (in millions) RANK RANK NET							
2013	2012	COMPANY	GROSS	EMPLOYEES	INDUSTRY EXPERTISE/KEY CUSTOMERS	DESCRIPTION OF SERVICES		
12 ()	6	Genco Pittsburgh Todd Peters, CEO www.genco.com	\$1,009 \$1,476	10,310	Retail, computers and electronics, consumer packaged goods, government, health care, industrial Customers include: Amazon.com, AT&T, Becton Dickinson, Department of Defense, GlaxoSmithKline, Johnson & Johnson, Kohl's, Sears, Target, The Home Depot	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		
13 APL Logist		APL Logistics Scottsdale, Ariz. (NOL Group, Singapore) Jim McAdam, President www.apllogistics.com	\$955 ^(e) \$1,600	5,800	Automotive and industrial, chemicals, consumer packaged goods, retail and fashion, computers and electronics Customers include: American Honda Motors, Army & Air Force Exchange Service, Asics, Avon, Birds Eye Food, Dow Corning, General Motors, Kellogg, Netgear, Procter & Gamble, Samsung, Wal-Mart Stores	Air and ocean freight forwarding, customs brokerage, warehousing and distribution, dedicated contract carriage, supply chain consulting		
14 NEFE	13	NFI Cherry Hill, N.J. Sidney Brown, CEO www.nfiindustries.com	\$925 (e) \$1,041	NA	Food and beverage, groceries, retail, consumer packaged goods, apparel and footwear, paper, automotive and aerospace 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		
15 🗨	32	Cardinal Logistics Management Concord, N.C. (Centerbridge Partners LP) Tom Hostetler, CEO www.cardlog.com	\$850 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; includes dedicated operations of Greatwide Logistics Services acquired in February		
16 Expe	14	Expeditors International Of Washington Seattle Nasdaq: EXPD Peter Rose, Chairman and CEO www.expeditors.com	\$833 \$1,826	5,420	Aviation and aerospace, health care, oil and gas and energy, retail 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		
17 WERNEI		Werner Global Logistics Omaha, Neb. (Werner Enterprises) Derek Leathers, President <i>www.werner.com</i>	\$832 \$1,103	4,174	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	11	Swift Logistics Phoenix (Swift Transportation Co.) Jerry Moyes, CEO www.swifttrans.com	\$824(e) \$1,058	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		

DANK	N. AMERICAN REVENUE (in millions)							
RANK 2013	RANK 2012	COMPANY	NET GROSS	EMPLOYEES	INDUSTRY EXPERTISE/KEY CUSTOMERS	DESCRIPTION OF SERVICES		
19 <i>Pen</i>	17 SKE	Penske Logistics Reading, Pa. (Penske Truck Leasing Co.) Marc Althen, President www.penskelogistics.com	\$758 \$950	9,200	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		
20 Mei		Menlo Worldwide Logistics San Francisco (Con-way Inc.) Robert Bianco Jr., President www.menloworldwide.com	\$639 \$1,726	8,000	Automotive, computers and electronics, chemicals, industrial manufacturing, consumer packaged goods, oil and gas, government, health care, retail and fashion Customers include: Amazon.com, Bobcat, BP, Caterpillar, Cisco Systems, 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		
21 [·]	18	OHL Brentwood, Tenn. (Welsh, Carson, Anderson & Stowe) Randy Curran, CEO www.ohl.com	\$633 \$1,270	7,000	Apparel and retail, food and beverage, consumer packaged goods, consumer electronics, health care Customers include: Nutrisystem, Red Bull, Starbucks, H&M, Wal-Mart Stores, Target	Warehousing and distribution, transportation management, order fulfillment, air and ocean freight forwarding, customs brokerage, small parcel management		
22 RU	23	Ruan Transportation Management Systems Des Moines, Iowa John Ruan III, Chairman www.ruan.com	\$626 \$775	5,198	Retail, grocery, dairy and bulk food products, manufacturing, compressed gases and cryogenics, metals, furniture, chemicals, feed and grain, construction materials, medical supplies, mining, solid waste Customers include: Airgas, Ash Grove Cement, Bobcat, California Dairies, Dairy Farmers of America, Flowers Foods, HNI Corp., Johnson Controls, Kroger, Land O'Lakes, Marmon/Keystone LLC, O'Neal Steel, Praxair, Target, Whole Foods Market	Dedicated contract carriage, warehousing and distribution, freight brokerage, transportation management, assembly and product packaging		
		New Breed Logistics High Point, N.C. Louis DeJoy, CEO www.newbreed.com	\$624 NA	7,400	Aerospace and defense, retail, medical products, telecommunications Customers include: Avaya, Boeing, Bombardier, Comcast, Disney, Ingersoll Rand, Kidde, Logitech, Navistar Defense, Nokia, Siemens Medical Solutions, Sikorsky Aircraft, U.S. Marine Corps., U.S. Postal Service, Verizon Wireless, Whirlpool	Warehousing and distribution, order fulfillment, returned goods management, product refurbishment and repair, manufacturing support, service parts logistics, transportation management, supply chain consulting		
	24 COMPANIES	Jacobson Cos. Des Moines, Iowa (Oak Hill Capital Partners) Tony Tegnelia, President and COO Gordon Smith, President and CFO www.jacobsonco.com	\$571 \$924	6.500	Food and beverage, consumer packaged goods, durable goods, chemical, agriculture, industrial, retail Customers include: BASF, DuPont, Georgia Pacific, John Deere, MillerCoors, PepsiCo	Warehousing and distribution, order fulfillment, parts assembly and product packaging, returned goods management, dedicated contract carriage, transportation management, procurement		

RANK	RANK	N. AN	IERICAN RE (in millions) NET	VENUE		
2013	2012	COMPANY	GROSS	EMPLOYEES	INDUSTRY EXPERTISE/KEY CUSTOMERS	DESCRIPTION OF SERVICES
25 INGRAM MICRO Pertier Smart	Logistics	Ingram Micro Logistics Santa Ana, Calif. (Ingram Micro Inc.) Alaine Monie, CEO www.ingrammicro.com	\$551 \$688	7,891	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
26 🏞	22 UTT	UTi Worldwide Long Beach, Calif. Nasdaq: UTIW Eric Kirchner, CEO www.go2uti.com	\$544 \$1,551	6,446	Pharmaceutical, retail, consumer goods, apparel, chemical, automotive, computers and electronics Customers include: Bell Canada, Dow Corning, DuPont, Estée Lauder, General Electric, Home Depot, Kroger, Michelin, Procter & Gamble	Air and ocean freight forwarding, customs brokerage, warehousing and distribution, returned goods management, transportation management, order fulfillment, freight brokerage, dedicated contract carriage, supply chain consulting
27 U.S. APRESS I	28 <i>NTERPRISES, INC.</i>	U.S. Xpress Enterprises Chattanooga, Tenn. Max Fuller, Chairman and CEO www.usxpress.com	\$522 \$615	3,321	Grocery, food and beverage, floor coverings, retail, consumer packaged goods, manufacturing, automotive, electronics, paper, apparel, building materials Customers include: Dollar General, Dollar Tree, Family Dollar, Home Depot, MillerCoors, Procter & Gamble	Dedicated contract carriage, warehousing and distribution, intermodal, freight brokerage, transloading and cross-border services, transportation management, returned goods management
28 Ken	26	Kenco Logistics Services Chattanooga, Tenn. (Kenco Group) Jane Kennedy Greene, CEO www.kencogroup.com	\$420 \$540	4,500	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, GlaxoSmithKline, Honeywell, Komatsu, Stryker, Whirlpool	Warehousing and distribution, order fulfillment, transportation management, returned goods management, dedicated contract carriage, freight brokerage, assembly and packaging, freight payment, information technology, facilities engineering
29 ())	31 Group	Hub Group Downers Grove, III. Nasdaq: HUBG David Yeager, Chairman and CEO <i>www.hubgroup.com</i>	\$356 \$3,124	1,224	Retail, consumer packaged goods, durable goods, transportation, manufacturing, pharmaceuticals, paper, chemicals Customers include: Big Lots, Del Monte Foods, General Mills, Harbor Freight Tools, Home Depot, Lowe's, Nestlé, Pfizer, Rexam Plastics, Sears, Solo Cup, Smurfit Stone, Suzano, Target, Toys R Us, Wal-Mart Stores, WD 40 Co.	Intermodal, freight brokerage, transportation management, supply chain consulting
30 Fidelit		Fidelitone Logistics Wauconda, III. Josh Johnson, COO www.fidelitone.com	\$347 \$357	686	Aftermarket parts, furniture, health and fitness, medical equipment, office equipment, retail Customers include: ASHI/Medic, Best Buy, Ethicon Endo-Surgery, Home Depot, Presto Industries, Sears, United Marketing Group, Xerox	Warehousing and distribution, order fulfillment, returned goods management, transportation management, residential and commercial delivery, service parts repair and delivery

RANK	N. AMERICAN REVENUE (in millions) RANK RANK NET								
2013	2012	COMPANY	GROSS	EMPLOYEES	INDUSTRY EXPERTISE/KEY CUSTOMERS	DESCRIPTION OF SERVICES			
31 Fed	36 Exc SupplyChain	FedEx Supply Chain/ FedEx Trade Networks Memphis, Tenn. (FedEx Corp.) Craig Simon, CEO, FedEx Supply Chain Manfred Schardt, CEO, FedEx Trade Networks www.fedex.com	\$341(e) \$1,028(e)	5,500	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			
		DSC Logistics Des Plaines, III. Ann Drake, CEO www.dsclogistics.com	\$330 (e) NA	2,400	Food and groceries, consumer goods, computers and electronics, paper products, health care, industrial, musical instruments Customers include: Cardinal Health, J.M. Smucker Co., Kellogg Co., Kimberly-Clark, MeadWestvaco, R.J. Reynolds Tobacco, StarKist, Yamaha	Warehousing and distribution, product packaging, order fulfillment, consolidation, transportation management, supply chain consulting, information technology			
33	41	Landstar System Jacksonville, Fla. Nasdaq: LSTR Henry Gerkens, CEO www.landstar.com	\$324(e) \$1,350(e)	1,369	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			
34 S sa	37 ddle Creek	Saddle Creek Logistics Services Lakeland, Fla. Clifford Otto, President www.sclogistics.com	\$313 NA	2,265	Food and beverage, health and beauty products, consumer packaged goods, paper products, electronics, retail Customers include: Altria, Gallo, Henkel, Pepsi Cola North America	Warehousing and distribution, transportation management, product packaging, order fulfillment			
35 Uni	35 versal	Universal Truckload Services Inc. Warren, Mich. H.E. Wolfe, CEO www.goutsi.com	\$310 NA	NA	Aerospace, automotive, energy, government, health care, industrial, retail, consumer packaged goods, steel, metals Customers include: Case New Holland, Cummins Turbo Technologies, General Electric, General Motors, Nissan, Procter & Gamble, Pratt & Whitney, Wal-Mart Stores	Dedicated contract carriage, air and ocean freight forwarding, warehousing and distribution, parts assembly, freight brokerage, returnable container management			
36 Versa	34	VersaCold Logistics Services Vancouver, British Columbia Doug Harrison, CEO www.versacold.com	\$300 ^(e) NA	NA	Food and beverage, consumer packaged goods Customers include: NA	Warehousing and distribution, transportation management, returned goods management			
36 72	Not Ranked	Toll Global Forwarding Carteret, N.J. (Toll Group, Melbourne, Australia) Myles O'Brien, CEO, Americas <i>www.tollgroup.com</i>	\$300 \$1,580	5,896	Retail, apparel, footwear, consumer packaged goods Customers include: American Eagle, Adidas, Jones Apparel Group, Macy's, Sears, Warnaco	Air and ocean freight forwarding, customs brokerage, project management, warehousing and distribution			

	N. AMERICAN REVENUE (in millions)							
RANK 2013	RANK 2012	COMPANY	NET GROSS	EMPLOYEES	INDUSTRY EXPERTISE/KEY CUSTOMERS	DESCRIPTION OF SERVICES		
37 Panali	25	Panalpina Inc. Morristown, N.J. (Panalpina Group, Basel, Switzerland) Ferdinand Kurt, CEO, Americas <i>www.panalpina.com</i>	\$254 ^(e) \$1,191	2,360	Automotive, chemicals, consumer goods and retail, fashion, oil and gas, 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		
	38 BDPP	BDP International Philadelphia Richard Bolte Jr., CEO www.bdpinternational.com	\$254 ^(e) \$1,895 ^(e)	3,720	Chemicals, oil and gas, retail, consumer packaged goods, health care Customers include: Bayer, Dow Chemical, DuPont, Heineken USA, Honeywell, Johnson & Johnson, Mark & Spencer, Revlon, Trek Bicycle	Air and ocean freight forwarding, customs brokerage, warehousing and distribution, order fulfillment, project management, transportation management, supply chain consulting		
38 Mode	36 O usLink	ModusLink Global Solutions Waltham, Mass. Nasdaq: MLNK John Boucher, CEO www.moduslink.com	\$250 \$750 ^(e)	NA	Computers and electronics, consumer electronics, consumer packaged goods, medical products, retail, software and digital products Customers include: Hewlett-Packard, AMD, National Instruments, Toshiba, ProvoCraft	Warehousing and distribution, order fulfillment, returned goods management, product repair and recovery, transportation management, freight brokerage, air and ocean freight forwarding		
	Not Ranked	Burris Logistics Milford, Del. Donnan Burris, CEO www.burrislogistics.com	\$250 \$2,933	1,800	Food and beverages, retail, consumer packaged goods Customers include: NA	Warehousing and distribution, dedicated contract carriage, freight brokerage, transportation management		
39	Not Ranked	Performance Team Santa Fe Springs, Calif. Cliff Katab, President www.performanceteam.net	\$245 \$250	3,500	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 Agility	39	Agility Logistics Irvine, Calif. (Agility Global Integrated Logistics, Baar, Switzerland) Francesc Casamitjana, CEO, Americas www.agilitylogistics.com	\$238 ^(e) \$830 ^(e)	NA	Aerospace, energy, life sciences, computers and electronics, retail Customers include: ABB, Alstom, Cemex, Debenhams, Dr. Reddy's Pharmaceuticals, Emerson, Epson, Estée Lauder, Kraft Foods, Mitsubishi Fuso, Nike, Panasonic, Princess Cruises, Shell Oil, Toys R Us	Air and ocean freight forwarding, warehousing and distribution, project logistics, information technology, supply chain consulting, relocation assistance, trade show and exhibit management, fuel delivery		
41 ()	42	England Logistics Salt Lake City (C.R. England Inc.) Josh England, President www.englandlogistics.com	\$231 \$798	NA	Food and beverage, retail, chemicals, industrial Customers include: Coca-Cola Co., Dow Chemical, Heinz, Kroger, Merit Medical, Namsung, Overstock.com, Roush	Dedicated contract carriage, intermodal, freight brokerage, air and ocean freight forwarding, warehousing and distribution, supply chain consulting, project logistics		

DANK	N. AMERICAN REVENUE (in millions)							
RANK 2013	RANK 2012	COMPANY	NET GROSS	EMPLOYEES	INDUSTRY EXPERTISE/KEY CUSTOMERS	DESCRIPTION OF SERVICES		
42	40	Total Quality Logistics Cincinnati Ken Oaks, CEO	\$225 \$1,387	2,300	Food and beverage, paper products, machinery, manufacturing, metals, lumber and building products, retail	Freight brokerage		
TQ TOTAL QUAL		www.tql.com			Customers include: NA			
43	Not Ranked	Preferred Freezer Services Chatham, N.J. John Galiher, CEO www.preferredfreezer.com	\$213 \$236	NA	Food and beverages Customers include: Chicken of the Sea, Better Bakery, Eastern Fish, Restaurant Depot, Wal-Mart Stores	Warehousing and distribution, freight brokerage, intermodal drayage		
44 <i>AVE</i>	45 RITT	Averitt Express Cookeville, Tenn. Gary Sasser, CEO www.averittexpress.com	\$180 \$301	1,237	Automotive, retail, food products, utilities, computers and electronics, apparel, building materials Customers include: American Water Heater, BMW, Cracker Barrel, Diamond Crystal Brands, Dollar General, Fujifilm, Hancock Fabrics, Handy Hardware, Mercedes-Benz, Mount Franklin Foods, Nissan, Petco, PODS, Shoe Carnival, Tuesday Morning, VR Factory Outlet, ZF	Transportation management, dedicated contract carriage, warehousing and distribution, air and ocean freight forwarding, customs brokerage, freight brokerage, intermodal, supply chain consulting		
45 xpol	Not Ranked ogistics	XPO Logistics Inc. Greenwich, Conn. NYSE: XPO Bradley Jacobs Chairman and CEO <i>www.xpologistics.com</i>	\$178 \$872	1,822	Manufacturing, retail, construction, automotive, food and beverage, health care, paper, aerospace and defense Customers include: General Electric, Home Depot, Niagara Water, Perdue, Pilgrim's Pride, Williams-Sonoma	Freight brokerage, expedited, intermodal, air and ocean freight forwarding, freight payment and auditing, residential and commercial delivery; includes operations of Continental Freight Services, Kelron Logistics, Turbo Logistics and BirdDog Logistics acquired in 2012, East Coast Air Charter, Covered Logistics & Transportation, Interide Logistics and 3PD Inc. acquired in 2013		
46 SC	46 LOGISTICS	SCI Logistics Toronto (Canada Post Group) John Ferguson, CEO www.scilogistics.ca	\$177 \$179	1,350	Retail, computers and electronics, health care, financial services, telecommunications Customers include : Bell Canada, Dollar Tree, Toys R Us, 3SO, Wal-Mart Stores	Warehousing and distribution, order fulfillment, assembly and packaging, service parts and repair, transportation management, dedicated contract carriage, returned goods management, residential and commercial delivery		
47 	47	Cowan Systems Baltimore Joseph Cowan, CEO www.cowansystems.com	\$166 \$262	NA	Food and beverages, groceries, consumer packaged goods, paper products Customers include: N/A	Dedicated contract carriage, intermodal, freight brokerage, warehousing and distribution, transportation management		
48 helli Worldwid	Not Ranked	Hellmann Worldwide Logistics Miami (Hellmann Worldwide Logistics, Osnabrück, Germany) www.hellmann.net	\$160@ \$812@		Automotive, computers and electronics, fashion, health care, perishables Customers include: NA	air and ocean freight forwarding, customs brokerage, assembly and distribution, warehousing and packaging, order fulfillment, expedited		

RANK 2013	RANK 2012	N. AF	MERICAN RE (in millions) NET GROSS		INDUSTRY EXPERTISE/KEY CUSTOMERS	DESCRIPTION OF SERVICES
49 DAN	43	Damco International Madison, N.J. (A.P. Moeller-Maersk Group, Copenhagen, Denmark) Jeremy Haycock, CEO, North America www.damco.com	\$154 \$813	950	Chemicals, perishables, retail, computers and electronics, industrial Customers include: JCPenney, Home Depot, Wal-Mart Stores, Williams-Sonoma	Air and ocean forwarding, customs brokerage, warehousing and distribution, transportation management, supply chain consulting
50		MIQ Logistics Overland Park, Kan. John Carr, CEO <i>www.miq.com</i> r Not Available	\$151 \$591	NA	Retail, mining and energy, consumer electronics, industrial and manufacturing, consumer packaged goods, government and defense Customers include: Chinalco, Costco, Dollar Tree	Warehousing and distribution, transportation management, air and ocean freight forwarding, customs brokerage, freight brokerage, trade services

Top 25 Freight Forwarders

- 1 DHL Supply Chain & Global Forwarding Gross Revenue: \$31.6 billion Ocean Containers: 2.8 million 20-foot equivalent units Airfreight: 2.3 million metric tons Headquarters: Germany
- 2 Kuehne + Nagel International Gross Revenue: \$22.1 billion Ocean Containers: 3.5 million 20-foot equivalent units Airfreight: 1.1 million metric tons Headquarters: Switzerland
- 3 DB Schenker Logistics Gross Revenue: \$19.8 billion Ocean Containers: 3.5 million 20-foot equivalent units Airfreight: 1.1 million metric tons Headquarters: Germany
- 4 Sinotrans Limited

Gross Revenue: \$7.5 billion Ocean Containers: 8.2 million 20-foot equivalent units Airfreight: 417,000 metric tons Headquarters: China

5 Panalpina Group

Gross Revenue: \$7.1 billion Ocean Containers: 1.4 million 20-foot equivalent units Airfreight: 801,000 metric tons Headquarters: Switzerland

6 Nippon Express Gross Revenue: \$20.3 billion

Ocean Containers: 719,052 20-foot equivalent units Airfreight: 773,773 metric tons Headquarters: Japan

7 Ceva Logistics Gross Revenue: \$9.3 billion Ocean Containers: 783,378 20-foot equivalent units Airfreight: 550,000 metric tons Headquarters: The Netherlands

- 8 Expeditors International of Washington Gross Revenue: \$6 billion Ocean Containers: 868,487 20-foot equivalent units Airfreight: 729,527 metric tons Headquarters: United States
- 9 UPS Supply Chain Solutions Gross Revenue: \$9.1 billion Ocean Containers: 500,000 20-foot equivalent units Airfreight: 862,000 metric tons Headquarters: United States

10 SDV/Bolloré Group Gross Revenue: \$7 billion Ocean Containers: 770,000 20-foot equivalent units Airfreight: 510,000 metric tons Headquarters: France

11 DSV Air & Sea

Gross Revenue: \$7.8 billion Ocean Containers: 725,806 20-foot equivalent units Airfreight: 259,057 metric tons Headquarters: France

- 12 Kintetsu World Express Gross Revenue: \$3.2 billion Ocean Containers: 572,000 20-foot equivalent units Airfreight: 1.1 million metric tons Headquarters: Japan
- 13 Agility Logistics Gross Revenue: \$4.6 billion Ocean Containers: 500,000 20-foot equivalent units Airfreight: 490,000 metric tons Headquarters: Kuwait
- 14 Pantos Logistics Gross Revenue: \$2.6 billion Ocean Containers: 1.8 million 20-foot equivalent units Airfreight: 231,000 metric tons Headquarters: South Korea
- **15 C.H. Robinson Worldwide** Gross Revenue: \$11.4 billion Ocean Containers: 500,000 20-foot equivalent units Airfreight: 95,000 metric tons Headquarters: United States

16 Hellmann Worldwide Logistics Gross Revenue: \$3.5 billion Ocean Containers: 672,569 20-foot equivalent units Airfreight: 383,194 metric tons Headquarters: Germany

17 Damco International Gross Revenue: \$3.3 billion Ocean Containers: 797,700 20-foot equivalent units Airfreight: 210,600 metric tons Headquarters: Denmark

- **18 Kerry Logistics** Gross Revenue: \$2.5 billion Ocean Containers: 804,000 20-foot equivalent units Airfreight: 289,000 metric tons Headquarters: Hong Kong
- **19 UTi Worldwide** Gross Revenue: \$4.6 billion Ocean Containers: 495,000 20-foot equivalent units Airfreight: 360,000 metric tons Headquarters: British Virgin Islands
- 20 Yusen Logistics Gross Revenue: \$3.5 billion Ocean Containers: 450,000 20-foot equivalent units Airfreight: 337,130 metric tons Headquarters: Japan



21 Toll Holdings

Gross Revenue: \$6.8 billion Ocean Containers: 484,000 20-foot equivalent units Airfreight: 119,000 metric tons Headquarters: Australia

22 Geodis Wilson

Gross Revenue: \$5.9 billion Ocean Containers: 420,000 20-foot equivalent units Airfreight: 210,000 metric tons Headquarters: France

23 Logwin Logistics

Gross Revenue: \$1.7 billion Ocean Containers: 500,000 20-foot equivalent units Airfreight: 155,000 metric tons Headquarters: Germany

24 Sankyu Inc.

Gross Revenue: \$2.7 billion Ocean Containers: 750,000 20-foot equivalent units Airfreight: 18,529 metric tons Headquarters: Japan

25 BDP International

Gross Revenue: \$1.9 billion Ocean Containers: 117,931 20-foot equivalent units Airfreight: 53,643 metric tons Headquarters: United States

Source: Armstrong & Associates



Top 25 Freight Brokerage Firms

1 C.H. Robinson Worldwide

Net Revenue: \$1.3 billion Gross Revenue: \$9.7 billion Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, bulk/tank, rail/intermodal, air/expedited

2 Landstar System

Net Revenue: \$276 million Gross Revenue: \$1.2 billion Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

3 Total Quality Logistics

Net Revenue: \$225 million Gross Revenue: \$1.4 billion Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal

4 XPO Logistics Inc.

Net Revenue: \$169 million Gross Revenue: \$801 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

5 Echo Global Logistics

Net Revenue: \$143 million Gross Revenue: \$526.8 million Types of Freight: Dry van and refrigerated TL, LTL, rail/intermodal, air/expedited

6 Freightquote Inc.

Net Revenue: \$118 million Gross Revenue: \$573.8 million

Net Revenue: \$71 million Gross Revenue: \$609 mil

Types of Freight: Dry van and refriger-

ated TL, flatbed/heavy haul, LTL, inter-

Types of Freight: Dry van and refriger-

ated TL, flatbed/heavy haul, bulk/tank,

Types of Freight: Dry van and refriger-

LTL, rail/intermodal, air/expedited

modal, air/expedited

8 Mode Transportation

9 Coyote Logistics

Net Revenue: \$92.7 million

Gross Revenue: \$780 million

rail/intermodal, air/expedited

Net Revenue: \$92 million

Gross Revenue: \$786.4 million

Types of Freight: Dry van and refriger-

ated TL, flatbed/heavy haul, bulk/tank,

LTL, rail/intermodal, air/expedited

10 Unishippers Global Logistics

Net Revenue: \$86.5 million

rail/intermodal, air/expedited

Net Revenue: \$80 million

Gross Revenue: \$530 million

Types of Freight: Parcel, dry van TL,

11 Worldwide Express

LTL, air/expedited

Gross Revenue: \$393.3 million

Types of Freight: Parcel, dry van and

refrigerated TL, flatbed/heavy haul, LTL,

ated TL, flatbed/heavy haul, LTL,

Net Revenue: \$96 million

Gross Revenue: \$746 million

7 Yusen Logistics

Gross Revenue: \$609 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, bulk/tank, LTL, rail/intermodal, air/expedited

13 England Logistics

12 Transplace Inc.

Net Revenue: \$69.2 million Gross Revenue: \$316.1 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, bulk/tank, LTL, rail/intermodal, air/expedited

14 Access America Transport

Net Revenue: \$69 million Gross Revenue: \$455 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, bulk/tank, LTL, rail/intermodal, air/expedited

15 Command Transportation

Net Revenue: \$62.4 million Gross Revenue: NA Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

16 Sunteck Transport Group

Net Revenue: \$59.3 million Gross Revenue: \$290 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, intermodal, air/expedited

17 J.B. Hunt Integrated Capacity Solutions

Net Revenue: \$59 million Gross Revenue: \$456 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, bulk/tank, LTL, rail/intermodal, air/expedited

18 BNSF Logistics

Net Revenue: \$57 million Gross Revenue: \$394 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

18 Jacobson Cos.

Net Revenue: \$57 million Gross Revenue: \$209 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, bulk/tank, LTL, rail/intermodal, air/expedited

19 TTS LLC

Net Revenue: \$56 million Gross Revenue: \$375 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, bulk/tank, LTL, rail/intermodal, air/expedited

20 ReTrans Inc.

Net Revenue: \$52.3 million Gross Revenue: \$362.1 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal, air/expedited

21 Allen Lund Co.

Net Revenue: \$49 million Gross Revenue: \$400 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, intermodal, air/expedited

22 Trinity Logistics

Net Revenue: \$41.1 million Gross Revenue: \$271.5 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, bulk/tank, LTL, intermodal, air/expedited

23 ATS Logistics Services

Net Revenue: \$36 million Gross Revenue: \$237 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, rail/intermodal

23 Matson Logistics

Net Revenue: \$36 million Gross Revenue: \$370.2 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, bulk/tank, LTL, rail/intermodal

24 PLS Logistics Services

Net Revenue: \$31 million Gross Revenue: \$379 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, bulk/tank, LTL, intermodal, air/expedited

25 Transportation Solutions Enterprises

Net Revenue: \$28.5 million Gross Revenue: \$155 million Types of Freight: Dry van and refrigerated TL, flatbed/heavy haul, LTL, intermodal, air/expedited

Sources: Armstrong & Associates and company reports



Top 25 Warehousing Firms

1 Exel

Total Space: 99 million sq. ft. Number of Warehouses: 392

2 AmeriCold Total Space: 40.7 million sq. ft. Number of Warehouses: 182

3 Genco Total Space: 35 million sq. ft.

Number of Warehouses: 140

4 OHL Total Space: 34 million sq. ft.

Number of Warehouses: 120

5 Jacobson Cos. Total Space: 32 million sq. ft. Number of Warehouses: 141

6 Ryder Supply Chain Solutions Total Space: 31 million sq. ft. Number of Warehouses: 233

7 Kenco Logistics Services Total Space: 30 million sq. ft. Number of Warehouses: 85

8 Ceva Logistics Total Space: 27.4 million sq. ft.

Number of Warehouses: 164

9 UTi Worldwide Total Space: 26 million sq. ft. Number of Warehouses: 245

10 DB Schenker USA

Total Space: 25 million sq. ft. Number of Warehouses: 79

11 Neovia Logistics

Total Space: 24 million sq. ft. Number of Warehouses: 100

12 NFI

Total Space: 22 million sq. ft. Number of Warehouses: 80

13 Penske Logistics Total Space: 20 million sq. ft. Number of Warehouses: 105

13 UPS Supply Chain Solutions Total Space: 20 million sq. ft. Number of Warehouses: 100

14 DSC Logistics Total Space: 19.5 million sq. ft. Number of Warehouses: 40

15 Menlo Worldwide Logistics Total Space: 19 million sq. ft. Number of Warehouses: 130

- 16 Saddle Creek Logistics Services Total Space: 16 million sq. ft. Number of Warehouses: 61
- **17 Kuehne + Nagel Inc.** Total Space: 15.1 million sq. ft. Number of Warehouses: 75
- **18 Warehouse Services Inc.** Total Space: 15 million sq. ft. Number of Warehouses: 30
- **19 WSI Inc.** Total Space: 14 million sq. ft. Number of Warehouses: 45
- 20 syncreon Inc. Total Space: 13 million sq. ft. Number of Warehouses: 98

21 Lineage Logistics

Total Space: 12 million sq. ft. Number of Warehouses: 69

22 APL Logistics Total Space: 10.9 mi

Total Space: 10.9 million sq. ft. Number of Warehouses: 49

23 New Breed Logistics Total Space: 10.6 million sq. ft. Number of Warehouses: 75

24 Schneider Logistics Total Space: 8.5 million sq. ft. Number of Warehouses: 15

25 Ingram Micro Logistics Total Space: 8.2 million sq. ft. Number of Warehouses: 43

Sources: Armstrong & Associates and company reports

Top 25 Dedicated Contract Carriers

- 1 J.B. Hunt Dedicated Contract Services Total Power Units: 5,253
- 2 Cardinal Logistics Management Total Power Units: 4,404

3 Ruan Transportation Management Systems Total Power Units: 3,951

- 4 Schneider Logistics Total Power Units: 3,950
- 5 Ryder Dedicated Total Power Units: 3,729
- 6 Swift Logistics Total Power Units: 3,361

7 Werner Global Logistics Total Power Units: 3,352

8 Hub Group Total Power Units: 2,600

- 9 XPO Logistics Inc. Total Power Units: 2,375
- 10 NFI Transportation Total Power Units: 2,100

10 U.S. Xpress Enterprises Total Power Units: 2,100

- 11 Penske Logistics Total Power Units: 1,834
- **12 UPS Supply Chain Solutions** Total Power Units: 1,629

- 13 C.R. England Inc. Total Power Units: 1,250
- 14 Exel Total Power Units: 1,100
- **15 Commercial Warehousing** Total Power Units: 1,000
- **16 Universal Truckload Services Inc.** Total Power Units: 880

17 Black Horse Carriers Total Power Units: 868

18 Averitt Express Total Power Units: 845

19 Cowan Systems Total Power Units: 785

20 Ceva Logistics Total Power Units: 604

21 AIM NationaLease Total Power Units: 590

22 Lily Dedicated Logistics Total Power Units: 550

23 CRST Dedicated Total Power Units: 500

24 G&D Integrated Total Power Units: 468

25 Dupré Logistics Total Power Units: 375

Sources: Armstrong & Associates and company reports





Top 50 Freight Transportation Firms In North America

Rank	Company	2012 Revenue (in millions)	Primary Freight Services
1	UPS Inc.	54,127	Parcel and LTL trucking, intermodal, warehousing
2	FedEx Corp.	43,898	Parcel and LTL trucking, air cargo
3	Union Pacific Corp.	20,926	Rail, intermodal
4	BNSF Railway Co.	20,835	Rail, Intermodal
5	DHL Deutsche Post	12,630	Freight forwarding, warehousing, LTL trucking, dedicated contract carriage
6	CSX Corp.	11,756	Rail, intermodal
7	C.H. Robinson Worldwide	11,359	Freight brokerage, freight forwarding
8	Norfolk Southern Corp.	11,040	Rail, intermodal
9	Canadian National Railway	9,920	Rail
10	Ryder System Inc.	6,256	Truck leasing, dedicated contract carriage, warehousing
11	Canadian Pacific Railway	5,695	Rail
12	Con-way Inc.	5,580	LTL trucking, truckload, warehousing
13	Penske Truck Leasing Co.	5,100	Truck leasing, dedicated contract carriage
14	J.B. Hunt Transport Services	5,054	Intermodal, truckload, dedicated contract carriage
15	Neptune Orient Lines/American President Lines/APL Logistics	5,004	Ocean freight, warehousing
16	YRC Worldwide	4,850	LTL trucking
17	A.P. Moeller/Maersk Group	4,780	Ocean freight
18	Kuehne + Nagel Contract Logistics	4,572	Freight forwarding, warehousing
19	Schneider National Inc.	3,500	Truckload, intermodal, dedicated contract carriage
20	Swift Transportation Co.	3,493	Truckload, intermodal
21	TransForce Inc.	3,141	LTL trucking, truckload
22	Hub Group	3,124	Intermodal, dedicated contract carriage
23	Ceva Logistics	2,803	Freight forwarding, warehousing, dedicated contract carriage

Rank	Company	2012 Revenue (in millions)	Primary Freight Services
24	Landstar System	2,793	Truckload
25	Kansas City Southern	2,238	Rail
26	Kirby Corp.	2,112	Barge
27	Old Dominion Freight Line	2,110	LTL trucking
28	Arkansas Best Corp.	2,065	LTL trucking
29	Werner Enterprises	2,036	Truckload
30	Sirva Inc.	1,973	Household goods
31	Deutsche Bahn Group	1,962	Freight forwarding, LTL trucking
32	Estes Express Lines	1,857	LTL trucking
33	U.S. Xpress Enterprises	1,756	Truckload, dedicated contract carriage
34	Panalpina Group	1,648	Freight forwarding
35	Purolator Courier	1,632	Parcel
36	UniGroup Inc.	1,613	Household goods
37	U.S. Postal Service	1,589	Parcel
38	Alexander & Baldwin Inc.	1,560	Ocean freight, intermodal
39	C.R. England Inc.	1,416	Truckload, freight brokerage
40	Pacer International	1,415	Intermodal
41	CRST International	1,257	Truckload
42	R&L Carriers	1,250	LTL trucking
43	Prime Inc.	1,152	Truckload
44	Saia Inc.	1,100	LTL trucking
45	Kenan Advantage Group	1,091	LTL trucking, truckload
46	Horizon Lines	1,073	Ocean freight
47	Orient Overseas (International) Lto	d. 1,043	Ocean freight
48	NFI Industries	1,041	Truckload, warehousing
49	Southeastern Freight Lines	1,012	LTL, truckload
50	Crete Carrier Corp.	998	Truckload

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