

Bureau of Transportation Statistics
 United States Department of Transportation
 November 7, 1996
 Large Class 1 Motor Carriers of Property*; 1994 Selected Earnings Data
 (in thousands)

* The 100 carriers listed are generally the largest Class 1 U.S. motor carriers of property based primarily upon 1993 revenues. However, the following are not included:

- (1) Contract carriers, because they are only required to file calendar year data with the Commission.
- (2) The largest motor carrier in terms of revenue generated [United Parcel Service, Inc.] Because its operations, in some respects, differ from those of the carriers shown in this report and other carriers in the motor carrier industry.
- (3) Certain other carriers which are among the 100 largest, because their data had not been received when this report was prepared. Those carriers were replaced by large carriers which rank just below the 100 largest in size in order to arrive at a listing of 100 carriers.

[Definitions of Column Headings:]

Source: Interstate Commerce Commission, Office of Economics

| Carrier | Year | Quarter Ending December 31 | | | | 12 Months Ending December 31 | | | | |
|--------------------|------|----------------------------|------------------------------|-----------------|---------------------|------------------------------|------------------------------|-----------------|---------------------|----------------------------|
| | | Operating Revenues | Net Carrier Operating Income | Ordinary Income | Revenue Tons Hauled | Operating Revenues | Net Carrier Operating Income | Ordinary Income | Revenue Tons Hauled | Operating Ratio Percentage |
| Total All Carriers | 1993 | 6,906,522 | 311,212 | 155,975 | 59,575 | 25,834,137 | 1,254,257 | 677,510 | 232,698 | 95.1 |
| | 1994 | 7,555,591 | 343,803 | 144,876 | 68,336 | 28,187,868 | 1,317,282 | 722,566 | 261,546 | 95.3 |

Individual Carrier Data

| | | | | | | | | | | |
|---------------------------|------|---------|---------|---------|-----|---------|----------|---------|-------|-------|
| AAA Cooper Transportation | 1993 | 54,410 | 3,862 | 2,507 | 334 | 215,855 | 23,841 | 17,781 | 1,324 | 89.0 |
| | 1994 | 64,277 | 5,178 | 4,191 | 405 | 256,764 | 32,108 | 27,401 | 1,599 | 87.5 |
| ABF Freight Systems, Inc. | 1993 | 232,046 | 9,379 | 4,263 | 898 | 875,836 | 36,507 | 17,082 | 3,427 | 95.8 |
| | 1994 | 252,818 | 11,069 | 5,397 | 960 | 903,495 | 32,230 | 14,692 | 3,486 | 96.4 |
| ANR Freight System, Inc. | 1993 | 32,480 | (3,236) | (2,550) | 360 | 132,945 | (10,004) | (8,528) | 1,425 | 107.5 |
| | 1994 | 35,322 | (509) | (118) | 380 | 151,262 | (1,704) | (2,273) | 1,560 | 101.1 |
| APA Transport Corp. | 1993 | 54,679 | 4,361 | 4,573 | 317 | 162,003 | 8,479 | 7,392 | 949 | 94.8 |
| | 1994 | 51,987 | (819) | (1,186) | 301 | 151,542 | (3,832) | (3,458) | 888 | 102.5 |
| Advance Transport Corp. | 1993 | 36,512 | (339) | (344) | 363 | 143,388 | 1,584 | 540 | 1,375 | 98.9 |
| | 1994 | 38,630 | (592) | (623) | 351 | 161,857 | 2,790 | 550 | 1,480 | 98.3 |

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|--------------------------------------|----------------------------|---------|---------|----------|-------|------------------------------|---------|---------|-------|-------|
| | 1993 | 1994 | 1993 | 1994 | 1993 | 1994 | 1993 | 1994 | 1993 | 1994 |
| Allied Systems, Ltd. | 1993 | 65,465 | 6,332 | 3,328 | 918 | 238,412 | 21,458 | 8,499 | 3,410 | 91.0 |
| | 1994 | 69,445 | 7,955 | 4,006 | 1,011 | 268,633 | 27,403 | 13,933 | 3,773 | 89.8 |
| Allied Van Lines, Inc. | 1993 | 87,875 | 535 | (326) | 136 | 397,810 | 12,236 | 8,934 | 609 | 96.9 |
| | 1994 | 90,403 | 388 | (863) | 177 | 420,210 | 9,277 | 5,390 | 667 | 97.8 |
| American Freightways, Inc. | 1993 | 87,404 | 5,999 | 1,593 | 543 | 328,661 | 29,549 | 16,323 | 2,050 | 91.0 |
| | 1994 | 118,525 | 9,316 | 4,607 | 694 | 465,588 | 46,709 | 26,146 | 2,759 | 90.0 |
| American President Trucking Co., Ltd | 1993 | 27,310 | 1,015 | (118) | 385 | 93,020 | 5,798 | 615 | 1,474 | 93.8 |
| | 1994 | 11,164 | 1,273 | 95 | 411 | 43,504 | 6,483 | 1,391 | 1,524 | 85.1 |
| Anderson Trucking Service, Inc. | 1993 | 30,296 | (110) | 104 | 250 | 126,893 | 3,638 | 2,016 | 1,027 | 97.1 |
| | 1994 | 27,377 | 194 | 429 | 250 | 120,188 | 5,102 | 2,922 | 1,000 | 95.8 |
| Paul Arpin Van Lines, Inc. | 1993 | 16,876 | (579) | 19 | 28 | 73,220 | 2,296 | 2,302 | 83 | 96.9 |
| | 1994 | 19,917 | 76 | 21 | 30 | 80,383 | 1,905 | 1,809 | 88 | 97.6 |
| Arrow Trucking Co. | 1993 | 19,814 | 961 | (754) | 254 | 79,020 | 4,364 | 1,393 | 1,021 | 94.0 |
| | 1994 | 24,085 | 1,451 | (880) | 297 | 95,130 | 6,692 | 2,626 | 1,179 | 93.0 |
| Atlas Van Lines, Inc. | 1993 | 52,087 | 2,299 | 724 | 72 | 230,520 | 13,341 | 5,587 | 320 | 94.2 |
| | 1994 | 55,580 | 2,591 | 1,009 | 76 | 244,042 | 14,297 | 6,392 | 337 | 94.1 |
| Averitt Express, Inc. | 1993 | 58,169 | 4,608 | 2,580 | 547 | 224,094 | 20,301 | 11,395 | 2,090 | 90.9 |
| | 1994 | 67,939 | 5,119 | 2,670 | 707 | 270,725 | 22,237 | 11,997 | 2,754 | 91.8 |
| Bekins Van Lines, Inc. | 1993 | 45,089 | 2,046 | 985 | 66 | 191,357 | 6,428 | 2,956 | 269 | 97.0 |
| | 1994 | 45,301 | 1,194 | 479 | 65 | 189,844 | 5,558 | 2,388 | 271 | 97.0 |
| Burlington Motor Carriers, Inc. | 1993 | 76,659 | (4,507) | (7,983) | 1,177 | 279,582 | (250) | (7,453) | 4,292 | 100.1 |
| | 1994 | 82,674 | (7,824) | (10,593) | 2,239 | 323,429 | 3,488 | (9,933) | 8,598 | 98.9 |
| Burnham Service Company, Inc. | 1993 | 28,921 | 451 | (126) | 59 | 104,581 | 3,722 | 2,515 | 222 | 96.4 |
| | 1994 | 25,205 | 939 | (33) | 55 | 100,213 | 3,797 | 2,491 | 222 | 96.2 |
| Carolina Freight Carriers Corp. | 1993 | 188,670 | (1,568) | (2,324) | 846 | 616,092 | (3,051) | (6,399) | 2,728 | 100.5 |
| | 1994 | 177,581 | 724 | (3,473) | 782 | 624,016 | 16,794 | (2,328) | 2,713 | 97.3 |
| Cassens Transport Co. | 1993 | 33,433 | 756 | 632 | 671 | 124,758 | 1,292 | 323 | 2,277 | 99.0 |
| | 1994 | 41,098 | 1,474 | (989) | 816 | 156,820 | 8,543 | 5,470 | 2,924 | 94.6 |
| Central Freight Lines, Inc. | 1993 | 73,041 | 6,819 | 3,990 | 688 | 231,867 | 15,692 | 8,474 | 2,283 | 93.2 |
| | 1994 | 77,711 | 5,732 | 3,454 | 575 | 263,596 | 22,446 | 13,416 | 2,165 | 91.5 |
| Central Transport, Inc. (Warren) | 1993 | 76,466 | 1,591 | 632 | 1,105 | 321,882 | 5,136 | 1,701 | 4,654 | 98.4 |
| | 1994 | 80,926 | 1,914 | 712 | 1,071 | 342,778 | 7,330 | 2,884 | 4,535 | 97.9 |

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| | | Quarter Ending December 31 | | | | 12 Months Ending December 31 | | | | |
|--------------------------------------|------|----------------------------|----------|----------|-------|------------------------------|----------|----------|-------|-------|
| Central Transport, Inc. (High Point) | 1993 | 14,703 | (1,995) | (1,795) | 245 | 59,380 | 4,192 | 4,459 | 1,028 | 92.9 |
| | 1994 | 16,668 | (2,079) | (1,908) | 250 | 68,454 | 5,818 | 5,324 | 1,118 | 91.5 |
| Commercial Carriers, Inc. | 1993 | 58,831 | 2,111 | 366 | 1,167 | 218,187 | 6,939 | 3,526 | 4,280 | 96.8 |
| | 1994 | 131,795 | 11,464 | 6,633 | 2,339 | 507,737 | 37,260 | 22,403 | 8,882 | 92.7 |
| Consolidated Freightways Corp. | 1993 | 498,966 | 491 | (1,341) | 1,721 | 1,999,825 | 25,089 | 11,253 | 6,906 | 98.7 |
| | 1994 | 514,918 | (10,540) | (18,746) | 1,776 | 1,847,647 | (56,030) | (41,943) | 6,358 | 103.0 |
| Contract Freighters, Inc | 1993 | 50,263 | 5,709 | 4,186 | 461 | 193,285 | 23,156 | 17,613 | 1,882 | 88.0 |
| | 1994 | 53,570 | 5,070 | 3,431 | 532 | 216,688 | 25,323 | 18,585 | 2,105 | 88.0 |
| Con-Way Transportation Services, Inc | 1993 | 188,831 | 20,474 | 13,574 | 1,113 | 705,095 | 72,546 | 39,801 | 4,153 | 89.7 |
| | 1994 | 231,188 | 28,148 | 17,781 | 1,423 | 916,578 | 112,693 | 62,097 | 5,138 | 87.7 |
| Jack Cooper Transport, Inc. | 1993 | 20,775 | 378 | 36 | 436 | 67,335 | (2,474) | (2,270) | 1,341 | 103.7 |
| | 1994 | 18,681 | 673 | (387) | 402 | 76,880 | (1,473) | (2,655) | 1,525 | 101.9 |
| Crete Carrier Corporation | 1993 | 51,958 | 4,914 | 5,484 | 837 | 194,971 | 21,177 | 23,437 | 3,074 | 89.1 |
| | 1994 | 56,885 | 6,452 | 7,301 | 939 | 225,366 | 34,106 | 36,815 | 3,662 | 84.9 |
| Crouse Cartage Company | 1993 | 20,171 | 1,053 | 638 | 194 | 76,888 | 3,420 | 2,110 | 754 | 95.6 |
| | 1994 | 24,502 | 1,384 | 639 | 224 | 95,772 | 6,016 | 3,232 | 878 | 93.7 |
| Dart Transit Company | 1993 | 49,701 | 2,009 | 1,839 | 607 | 191,529 | 7,458 | 6,309 | 2,288 | 96.1 |
| | 1994 | 62,044 | 3,120 | 2,969 | 732 | 232,543 | 14,607 | 13,812 | 2,642 | 93.7 |
| DSI Transports, Inc. | 1993 | 24,314 | 2,230 | 1,347 | 1,265 | 94,634 | 8,584 | 8,889 | 4,773 | 91.0 |
| | 1994 | 46,056 | 4,426 | 1,968 | 4,019 | 144,349 | 14,095 | 14,588 | 9,376 | 90.0 |
| C R England & Sons, Inc. | 1993 | 44,033 | 3,968 | 2,367 | 552 | 160,439 | 12,391 | 5,859 | 2,048 | 92.2 |
| | 1994 | 50,538 | 3,243 | 2,384 | 601 | 190,711 | 12,896 | 6,781 | 2,273 | 93.2 |
| Estes Express Lines | 1993 | 57,020 | 11,453 | 6,983 | 495 | 170,484 | 30,744 | 18,970 | 1,518 | 82.0 |
| | 1994 | 75,335 | 14,512 | 8,672 | 606 | 230,057 | 43,963 | 26,976 | 1,659 | 80.9 |
| FFE Transportation Service | 1993 | 49,678 | 3,343 | 2,354 | 500 | 181,519 | 12,561 | 8,299 | 1,924 | 93.1 |
| | 1994 | 55,369 | 3,594 | 2,252 | 582 | 210,738 | 14,865 | 9,766 | 2,299 | 92.9 |
| Fleet Transport Co., Inc. | 1993 | 16,412 | 141 | 138 | 1,155 | 67,048 | 1,532 | 1,470 | 4,816 | 97.7 |
| | 1994 | 18,216 | 1,180 | 1,176 | 1,252 | 71,783 | 2,477 | 2,464 | 4,775 | 96.5 |
| Foreway Express, Inc. | 1993 | 17,177 | (170) | (212) | 137 | 67,405 | 245 | (129) | 541 | 99.6 |
| | 1994 | 18,124 | (424) | (380) | 145 | 76,011 | (811) | (913) | 600 | 101.1 |

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|-------------------------------|----------------------------|---------|---------|---------|-------|------------------------------|--------|--------|--------|-------|
| G. I. Trucking Company | 1993 | 38,733 | 827 | (85) | 182 | 121,403 | 3,151 | 28 | 575 | 97.4 |
| | 1994 | 39,527 | 2,749 | 1,232 | 182 | 137,544 | 10,371 | 4,035 | 614 | 92.2 |
| Global Van Lines, Inc. | 1993 | 17,393 | (135) | (294) | 26 | 82,961 | 1,947 | 1,268 | 109 | 97.7 |
| | 1994 | 17,907 | (389) | (620) | 24 | 83,366 | 582 | (313) | 109 | 99.3 |
| Graebel Van Lines, Inc. | 1993 | 36,597 | 637 | 318 | 44 | 129,535 | 2,334 | 1,238 | 138 | 98.2 |
| | 1994 | 33,785 | 639 | 484 | 27 | 143,661 | 3,461 | 1,910 | 115 | 97.6 |
| Jack Gray Transport, Inc. | 1993 | 17,748 | (667) | (276) | 1,524 | 69,612 | 1,974 | 3,418 | 5,703 | 97.2 |
| | 1994 | 18,980 | 99 | 944 | 1,539 | 76,523 | 2,890 | 5,662 | 6,443 | 96.2 |
| Groendyke Transport, Inc. | 1993 | 23,368 | (1,010) | (1,256) | 1,125 | 94,950 | 6,324 | 5,250 | 4,554 | 93.3 |
| | 1994 | 24,312 | 1,502 | 1,090 | 1,203 | 94,474 | 6,152 | 4,774 | 4,599 | 93.5 |
| Heartland Express of Iowa | 1993 | 30,306 | 212 | 50 | 467 | 115,965 | 3,054 | 1,978 | 1,853 | 97.4 |
| | 1994 | 35,253 | 679 | 476 | 554 | 137,003 | 4,816 | 3,032 | 2,180 | 96.4 |
| J. B. Hunt Transport, Inc. | 1993 | 235,530 | 19,585 | 158 | 3,052 | 946,861 | 71,854 | 23,279 | 12,595 | 92.4 |
| | 1994 | 290,302 | 19,283 | (6,812) | 3,426 | 1,068,983 | 72,608 | 20,600 | 13,154 | 93.2 |
| Hyman Freightways, Inc. | 1993 | 31,060 | (479) | (379) | 188 | 127,962 | 633 | 62 | 775 | 99.5 |
| | 1994 | 31,299 | 346 | 134 | 184 | 134,595 | 3,566 | 1,900 | 762 | 97.4 |
| Independent Freightways, Inc. | 1993 | 58,683 | 2,119 | 748 | 694 | 218,889 | 10,307 | 5,315 | 2,961 | 95.3 |
| | 1994 | 77,164 | 2,508 | 980 | 879 | 275,013 | 10,001 | 5,349 | 3,262 | 96.4 |
| Jones Motor Co., Inc. | 1993 | 21,102 | (94) | 169 | 368 | 66,886 | (415) | 324 | 1,208 | 100.8 |
| | 1994 | 21,286 | (255) | (7) | 395 | 68,343 | (658) | 123 | 1,240 | 101.0 |
| KLLM, Inc. | 1993 | 43,776 | 2,543 | 888 | 582 | 165,481 | 12,425 | 4,752 | 2,229 | 92.5 |
| | 1994 | 54,526 | 3,155 | 1,122 | 652 | 217,145 | 13,461 | 5,194 | 2,602 | 93.8 |
| Koch Service, Inc. | 1993 | 22,645 | (261) | 112 | 3,623 | 94,553 | 12,077 | 7,766 | 15,128 | 87.2 |
| | 1994 | 19,554 | 1,905 | 1,765 | 3,129 | 83,975 | 11,321 | 8,210 | 13,436 | 86.5 |
| Landstar Ligon, Inc. | 1993 | 34,249 | 1,841 | 706 | 487 | 129,171 | 5,538 | 2,300 | 1,947 | 96.0 |
| | 1994 | 47,535 | 2,680 | 1,463 | 603 | 162,982 | 7,089 | 3,433 | 2,177 | 96.0 |
| Marten Transport, Ltd. | 1993 | 28,997 | 2,497 | 1,205 | 420 | 112,180 | 11,246 | 5,462 | 1,617 | 90.0 |
| | 1994 | 31,584 | 3,344 | 1,645 | 464 | 122,730 | 12,893 | 6,375 | 1,807 | 89.5 |
| Mayflower Transit, Inc. | 1993 | 73,201 | (642) | (922) | 129 | 310,172 | 4,119 | 1,765 | 531 | 98.7 |
| | 1994 | 74,265 | (293) | (671) | 126 | 317,401 | 4,343 | 2,811 | 524 | 98.6 |

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|------------------------------------|------|----------------------------|---------|---------|-------|------------------------------|---------|---------|-------|-------|
| | | 1993 | 1994 | 1993 | 1994 | 1993 | 1994 | 1993 | 1994 | 1993 |
| Mercer Transportation Co., Inc. | 1993 | 27,719 | 323 | 285 | 469 | 110,429 | 3,709 | 3,536 | 1,885 | 96.6 |
| | 1994 | 31,123 | 1,282 | 1,185 | 509 | 122,791 | 5,455 | 5,232 | 2,021 | 95.6 |
| Midwest Coast Transport, Inc. | 1993 | 25,050 | 1,821 | 1,653 | 326 | 99,575 | 5,624 | 4,887 | 1,284 | 94.4 |
| | 1994 | 25,586 | 1,638 | 973 | 327 | 103,812 | 6,095 | 3,907 | 1,333 | 94.1 |
| Miller Transporters, Inc. | 1993 | 21,231 | 935 | 527 | 595 | 84,543 | 2,850 | 1,420 | 2,347 | 96.6 |
| | 1994 | 22,123 | 1,525 | 805 | 644 | 88,211 | 5,049 | 2,683 | 2,663 | 94.3 |
| Monfort Transportation Company | 1993 | 17,918 | 263 | 240 | 239 | 77,354 | 3,923 | 995 | 1,057 | 94.9 |
| | 1994 | 13,603 | 240 | 190 | 171 | 59,324 | 1,882 | 928 | 746 | 96.8 |
| Montgomery Tank Lines, Inc. | 1993 | 35,124 | 3,077 | 1,096 | 550 | 142,376 | 12,705 | 4,299 | 2,209 | 91.1 |
| | 1994 | 43,756 | 4,011 | 1,677 | 809 | 168,290 | 14,969 | 6,239 | 2,958 | 91.1 |
| Motor Cargo | 1993 | 19,390 | 2,309 | 1,374 | 91 | 68,726 | 5,150 | 2,691 | 315 | 92.3 |
| | 1994 | 21,185 | 2,701 | 1,536 | 98 | 82,984 | 8,980 | 5,080 | 384 | 89.2 |
| M. S. Carriers, Inc. | 1993 | 60,294 | 6,477 | 3,494 | 1,760 | 224,584 | 25,147 | 13,429 | 6,333 | 88.8 |
| | 1994 | 82,588 | 8,363 | 4,961 | 2,193 | 292,882 | 29,661 | 17,151 | 7,641 | 89.9 |
| Munson Transportation, Inc. | 1993 | 29,848 | 1,043 | (621) | 646 | 115,220 | 3,581 | (1,559) | 2,695 | 96.9 |
| | 1994 | 14,765 | (1,625) | (1,075) | 200 | 86,326 | (3,168) | (8,005) | 1,785 | 104.0 |
| National Carriers, Inc. | 1993 | 20,099 | 357 | 103 | 279 | 81,023 | 2,291 | 787 | 1,307 | 97.0 |
| | 1994 | 18,964 | 394 | 185 | 283 | 79,822 | 1,938 | 904 | 1,137 | 98.0 |
| National Freight, Inc. | 1993 | 28,011 | 1,474 | 310 | 664 | 109,516 | 3,861 | 586 | 2,702 | 96.5 |
| | 1994 | 30,486 | 2,596 | 471 | 735 | 116,737 | 5,881 | 1,478 | 2,821 | 95.0 |
| Nationsway Transport Service, Inc. | 1993 | 92,793 | 16 | 42 | 387 | 348,022 | 6,002 | 3,107 | 1,440 | 98.3 |
| | 1994 | 104,177 | (4,865) | (2,276) | 438 | 432,399 | 6,793 | 4,083 | 1,703 | 98.4 |
| New England Motor Freight, Inc. | 1993 | 23,588 | 114 | 66 | 150 | 88,378 | 2,627 | 2,134 | 574 | 97.0 |
| | 1994 | 27,658 | 2,844 | 1,886 | 164 | 109,384 | 8,131 | 6,449 | 653 | 92.6 |
| New Penn Motor Express, Inc. | 1993 | 42,310 | 8,971 | 6,548 | 233 | 156,522 | 32,507 | 20,497 | 880 | 79.2 |
| | 1994 | 42,771 | 9,118 | 5,648 | 239 | 159,633 | 30,844 | 18,369 | 888 | 80.7 |
| New Prime, Inc. | 1993 | 49,932 | 4,105 | 2,571 | 795 | 187,820 | 21,107 | 15,666 | 3,074 | 88.8 |
| | 1994 | 61,055 | 6,220 | 5,972 | 886 | 231,940 | 26,562 | 23,908 | 3,562 | 88.6 |
| North American Van Lines, Inc. | 1993 | 193,507 | 4,572 | 7,942 | 222 | 761,537 | 14,380 | 18,584 | 831 | 98.1 |
| | 1994 | 208,713 | 4,835 | 3,159 | 247 | 821,498 | 22,106 | 9,708 | 893 | 97.3 |

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| | 1993 | 1994 | 1993 | 1994 | 1993 | 1994 | 1993 | 1994 | 1993 | 1994 |
| Old Dominion Freight Lines, Inc. | 1993 | 55,075 | 1,533 | 868 | 383 | 205,399 | 14,539 | 8,267 | 1,451 | 92.9 |
| | 1994 | 59,533 | 4,440 | 2,522 | 421 | 243,547 | 17,624 | 10,008 | 1,674 | 92.8 |
| Overnite Transportation Co. | 1993 | 242,218 | 21,613 | 15,289 | 1,371 | 939,200 | 91,856 | 63,967 | 5,246 | 90.2 |
| | 1994 | 245,582 | 15,647 | 11,876 | 1,401 | 1,037,236 | 89,823 | 63,603 | 5,628 | 91.3 |
| Pitt Ohio Express | 1993 | 19,796 | 3,432 | 1,856 | 135 | 72,077 | 14,166 | 8,316 | 500 | 80.3 |
| | 1994 | 23,153 | 3,762 | 2,456 | 150 | 92,489 | 18,250 | 11,182 | 607 | 80.3 |
| Poole Truck Line, Inc. | 1993 | 33,308 | 542 | (1,600) | 742 | 127,674 | 4,241 | (2,139) | 2,848 | 96.7 |
| | 1994 | 42,942 | 1,301 | (447) | 892 | 150,302 | 6,149 | (18) | 3,106 | 95.9 |
| Preston Trucking Company, Inc. | 1993 | 105,712 | 1,167 | 199 | 614 | 397,250 | (8,910) | (9,895) | 2,348 | 102.2 |
| | 1994 | 101,653 | 478 | (747) | 564 | 416,771 | (5,467) | (6,240) | 2,334 | 101.3 |
| Ranger Transportation, Inc. | 1993 | 83,345 | 3,781 | 2,108 | 1,135 | 304,127 | 11,216 | 4,953 | 4,383 | 96.3 |
| | 1994 | 105,445 | 5,580 | 3,249 | 1,384 | 382,907 | 19,757 | 10,629 | 5,145 | 94.8 |
| Roadway Express, Inc. | 1993 | 713,649 | 28,808 | 15,337 | 2,419 | 2,293,566 | 76,494 | 43,885 | 7,831 | 96.7 |
| | 1994 | 716,683 | 18,364 | 4,774 | 2,308 | 2,137,324 | (36,796) | (25,932) | 6,988 | 101.7 |
| Roehl Transport, Inc. | 1993 | 22,192 | 934 | 300 | 624 | 85,290 | 6,552 | 4,122 | 2,451 | 92.3 |
| | 1994 | 23,514 | 2,135 | 1,549 | 621 | 94,420 | 8,226 | 6,209 | 2,563 | 91.3 |
| Saia Motor Freight Lines, Inc. | 1993 | 30,053 | 2,297 | 743 | 273 | 120,082 | 11,251 | 4,235 | 1,083 | 90.6 |
| | 1994 | 35,005 | 1,912 | 705 | 294 | 137,812 | 11,042 | 4,806 | 1,157 | 92.0 |
| Shaffer Trucking, Inc. | 1993 | 20,551 | 1,554 | 1,530 | 417 | 77,413 | 5,987 | 6,023 | 1,601 | 92.3 |
| | 1994 | 21,462 | 1,705 | 1,658 | 429 | 87,235 | 6,314 | 6,251 | 1,770 | 92.8 |
| Southwestern Motor Transport, Inc. | 1993 | 20,644 | 2,397 | 1,425 | 158 | 73,888 | 5,554 | 3,422 | 653 | 92.5 |
| | 1994 | 23,697 | 1,532 | 994 | 140 | 88,383 | 5,797 | 3,650 | 571 | 93.4 |
| Willis Shaw Frozen Express, Inc. | 1993 | 24,875 | 1,234 | 1,203 | 395 | 93,415 | 6,701 | 6,615 | 1,275 | 92.8 |
| | 1994 | 28,003 | 2,437 | 2,044 | 320 | 106,075 | 8,448 | 7,016 | 1,280 | 92.0 |
| Southeastern Freight Lines | 1993 | 55,357 | 4,592 | 4,453 | 487 | 216,879 | 21,818 | 20,984 | 1,895 | 89.9 |
| | 1994 | 61,595 | 5,813 | 5,632 | 521 | 254,371 | 29,653 | 27,835 | 2,166 | 88.3 |
| Southwest Motor Freight, Inc. | 1993 | 25,634 | 2,241 | 629 | 264 | 94,187 | 8,255 | 2,344 | 954 | 91.2 |
| | 1994 | 30,055 | 2,824 | 1,194 | 296 | 110,835 | 9,300 | 3,159 | 1,081 | 91.6 |
| Spartan Express, Inc. | 1993 | 35,557 | (3,410) | (2,784) | 317 | 110,378 | (8,397) | (7,631) | 976 | 107.6 |
| | 1994 | 42,643 | (8,342) | (6,995) | 346 | 131,398 | (21,587) | (15,071) | 1,086 | 116.4 |

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| | Quarter Ending December 31 | | | | | 12 Months Ending December 31 | | | | |
|-------------------------------------|----------------------------|---------|--------|-------|-------|------------------------------|--------|---------|--------|------|
| | 1993 | 1994 | 1993 | 1994 | 1993 | 1994 | 1993 | 1994 | 1993 | 1994 |
| Stevens Transport, Inc. | 1993 | 26,218 | 2,445 | 2,312 | 295 | 108,524 | 10,950 | 10,259 | 1,218 | 90.0 |
| | 1994 | 32,273 | 3,522 | 3,332 | 246 | 128,084 | 15,355 | 14,583 | 1,375 | 88.0 |
| Swift Transportation Co., Inc. | 1993 | 76,158 | 6,221 | 3,315 | 808 | 276,982 | 21,849 | 12,274 | 8,076 | 92.1 |
| | 1994 | 105,883 | 11,170 | 5,581 | 1,061 | 365,889 | 40,848 | 22,629 | 10,608 | 88.9 |
| T.L.C. Lines, Inc. | 1993 | 18,290 | 506 | 424 | 124 | 70,848 | 2,791 | 1,958 | 582 | 96.1 |
| | 1994 | 23,217 | 375 | (191) | 245 | 91,539 | 3,109 | 1,483 | 910 | 96.6 |
| TNT Bestway Transportation, Inc. | 1993 | 18,294 | 881 | 213 | 119 | 74,064 | 2,585 | 691 | 490 | 96.5 |
| | 1994 | 26,751 | 2,544 | 1,935 | 178 | 110,870 | 11,268 | 8,386 | 763 | 89.8 |
| TNT Holland Motor Express, Inc. | 1993 | 104,204 | 8,921 | 5,204 | 758 | 403,678 | 41,040 | 24,671 | 2,943 | 89.8 |
| | 1994 | 125,333 | 13,291 | 5,902 | 872 | 448,013 | 41,726 | 22,929 | 3,146 | 90.7 |
| TNT Reddaway Truck Line, Inc. | 1993 | 24,870 | 2,808 | 1,966 | 155 | 91,240 | 10,037 | 5,442 | 566 | 89.0 |
| | 1994 | 27,606 | 2,536 | 847 | 176 | 112,553 | 11,409 | 5,625 | 681 | 89.9 |
| TNT Red Star Express, Inc. | 1993 | 50,785 | 1,831 | 897 | 282 | 190,835 | 5,852 | 2,845 | 1,025 | 96.9 |
| | 1994 | 48,084 | 1,847 | (737) | 258 | 178,988 | 584 | (1,267) | 958 | 99.7 |
| Transcontinental Refrigerated lines | 1993 | 22,840 | 521 | 163 | 320 | 85,439 | 6,846 | 5,036 | 1,188 | 92.0 |
| | 1994 | 26,757 | 1,076 | 2,684 | 385 | 101,182 | 3,946 | 4,091 | 1,411 | 96.6 |
| Transus, Inc. | 1993 | 27,401 | (180) | (285) | 434 | 107,343 | 130 | (500) | 1,682 | 99.9 |
| | 1994 | 28,679 | 355 | (91) | 510 | 114,838 | 3,180 | 2,103 | 1,981 | 97.2 |
| TRISM Specialized Carriers, Inc. | 1993 | 31,267 | 713 | (241) | 435 | 123,327 | 4,429 | (77) | 1,740 | 96.4 |
| | 1994 | 32,518 | 2,585 | (16) | 421 | 131,193 | 10,414 | 1,183 | 1,731 | 92.1 |
| Tri-State Motor Transit Co. | 1993 | 17,830 | 1,929 | 2,136 | 122 | 71,266 | 7,522 | 3,776 | 513 | 89.5 |
| | 1994 | 20,375 | 3,135 | 1,653 | 139 | 76,595 | 10,442 | 4,187 | 497 | 86.4 |
| United Van Lines, Inc. | 1993 | 124,806 | 1,117 | 711 | 245 | 531,938 | 5,682 | 3,618 | 930 | 98.9 |
| | 1994 | 133,933 | 483 | (57) | 258 | 562,767 | 7,940 | 4,613 | 1,007 | 98.6 |
| Universal Am-Can, Ltd. | 1993 | 41,675 | 1,245 | 515 | 916 | 162,817 | 5,867 | 3,158 | 3,582 | 96.4 |
| | 1994 | 44,954 | 1,418 | 1,034 | 968 | 170,975 | 7,170 | 4,925 | 3,842 | 95.8 |
| USA Truck, Inc. | 1993 | 20,085 | 2,620 | 1,450 | 192 | 75,875 | 10,041 | 5,578 | 757 | 86.8 |
| | 1994 | 24,278 | 3,449 | 1,979 | 230 | 92,511 | 14,058 | 8,067 | 874 | 84.8 |
| Viking Freight System, Inc. | 1993 | 95,544 | 10,033 | 6,158 | 509 | 287,698 | 23,095 | 13,919 | 1,555 | 92.0 |
| | 1994 | 109,795 | 7,112 | 4,389 | 598 | 354,833 | 31,515 | 19,098 | 1,860 | 91.1 |
| Watkins Motor Lines | 1993 | 139,520 | 13,858 | 4,630 | 443 | 402,154 | 35,659 | 15,005 | 1,279 | 91.1 |
| | 1994 | 157,673 | 13,124 | 5,397 | 487 | 491,769 | 44,966 | 24,028 | 1,514 | 90.9 |

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 November 7, 1996
 Large Class 1 Motor Carriers of Property*; 1994 Selected Earnings Data
 (in thousands)

| | Quarter Ending December 31 | | | | | 12 Months Ending December 31 | | | | | | | | | | | | |
|-----------------------------|----------------------------|---------|--------|--------|-------|------------------------------|-------|-------|-----------|-----------|--------|--------|--------|---------|-------|-------|------|------|
| | 1993 | 1994 | 1993 | 1994 | 1993 | 1994 | 1993 | 1994 | 1993 | 1994 | | | | | | | | |
| Willig Freight Lines | 20,211 | 19,983 | 173 | 85 | 169 | (602) | 151 | 153 | 75,799 | 83,838 | 2,644 | 2,293 | 1,059 | 340 | 540 | 638 | 96.5 | 97.3 |
| Wilson Trucking Corporation | 17,766 | 19,780 | 1,336 | 1,236 | 1,236 | 1,170 | 149 | 165 | 68,453 | 78,350 | 3,854 | 5,562 | 2,851 | 3,955 | 568 | 652 | 94.4 | 92.9 |
| Yellow Freight Lines, Inc. | 600,055 | 589,068 | 21,905 | 20,577 | 9,305 | 9,584 | 2,165 | 2,094 | 2,333,006 | 2,196,872 | 70,112 | 15,432 | 10,171 | (7,926) | 8,478 | 7,918 | 97.0 | 99.3 |

The consolidated revenues and earnings for the United Parcel Service, which include the operations of the company's air carrier subsidiary, were as follows:

| Carrier | Year | Quarter Ending December 31 | | | | 12 Months Ending December 31 | | | | |
|-------------------------------|------|----------------------------|------------------------------|-----------------|---------------------|------------------------------|------------------------------|-----------------|---------------------|----------------------------|
| | | Operating Revenues | Net Carrier Operating Income | Ordinary Income | Revenue Tons Hauled | Operating Revenues | Net Carrier Operating Income | Ordinary Income | Revenue Tons Hauled | Operating Ratio Percentage |
| United Parcel Service, Inc.** | 1993 | | | | | 17,782,353 | 1,457,672 | 809,635 | | 91.8 |
| | 1994 | | | | | 19,575,690 | 1,555,946 | 943,329 | | 92.1 |

** United Parcel Service, Inc. is not included in the top 100 carriers above, because its operations, in some respects, differ from those of the carriers shown in this report and other carriers in the motor carrier industry.

Definitions of Column Headings:

Net Carrier Operating Income is the difference between carrier operating revenues and carrier expenses.

Ordinary Income is the difference between net carrier operating income and fixed charges, non-operating income, income taxes, and unusual and infrequent items. It excludes earnings attributable to discontinued segments, extraordinary items and the cumulative effect of changes in accounting principles.

Revenue Tons Hauled reflect common and contract carrier service.

Operating Ratio is the ratio of operating expenses to operating revenues.