

Bureau of Transportation Statistics
U.S. Department of Transportation
August 3, 1998

SELECTED EARNINGS DATA, CLASS I MOTOR CARRIERS OF PROPERTY: 1997*
(in thousands of dollars)

	Operating revenues		Operating expenses		Net carrier operating income		Net carrier income	
	1996	1997	1996	1997	1996	1997	1996	1997
Total (for the 96 carriers reporting both years)	29,358,072	32,833,088	28,443,015	31,207,937	915,056	1,625,152	362,043	869,306

Individual Carrier Data

Carrier	Operating revenues		Operating expenses		Net carrier operating income		Net carrier income	
	1996	1997	1996	1997	1996	1997	1996	1997
AAA Cooper Transportation	294,634	343,619	266,669	311,738	27,965	31,881	20,246	22,426
ABF Freight System, Inc	1,102,661	1,136,402	1,111,048	1,074,053	(8,388)	62,349	(13,984)	30,645
Ace Transportation, Inc	83,868	123,312	78,866	112,128	5,002	11,184	5,002	11,184
Allied Systems, Ltd	257,623	256,900	245,336	242,596	12,287	14,304	5,044	6,292
Allied Van Lines, Inc	449,603	486,222	443,387	479,582	6,216	6,640	4,984	2,136
American Freightways, Inc	729,042	870,319	701,934	825,063	27,108	45,256	7,855	17,801
Arrow Trucking Co	117,270	125,067	110,823	117,742	6,447	7,325	1,930	2,084
Atlas Van Lines, Inc	284,698	348,410	271,833	338,213	12,865	10,196	6,504	5,242
Averitt Express, Inc	322,069	370,405	308,870	338,944	13,199	31,460	5,932	17,602
Bekins Van Lines	191,584	207,838	182,777	197,544	8,807	10,294	4,337	5,848
Boyd Bros Transportation Inc	65,523	75,469	62,774	70,064	2,749	5,406	828	2,289
Builders Transport, Inc	288,567	288,145	291,067	323,189	(2,500)	(35,044)	(15,233)	(50,512)
Bulkmatic Transport Co	103,116	113,335	95,872	104,816	7,244	8,519	3,645	4,706
Cannon Express Corp	100,078	111,158	94,934	104,903	5,144	6,255	1,546	2,444
Cardinal Freight Carriers, Inc	(NA)	80,919	(NA)	78,770	(NA)	2,148	(NA)	(23)
Cassens Transport Co	175,648	176,212	179,327	177,301	(3,679)	(1,089)	(4,477)	276
Central Freight Lines, Inc	(NA)	111,869	(NA)	106,184	(NA)	5,685	(NA)	2,375
Chemical Leaman Tank Lines, Inc	251,687	262,135	237,303	248,064	14,384	14,071	8,310	13,931
Con-Way Transportation Services, Inc	1,170,960	1,359,550	1,069,631	1,205,101	101,329	154,449	49,727	71,874
Consolidated Freightways Corp of DE	2,052,121	2,187,801	2,131,410	2,136,965	(79,289)	50,837	(58,501)	29,842
Contract Transportation Systems Co	81,480	92,564	65,659	74,445	15,821	18,119	9,298	11,863
Covenant Transport, Inc	236,267	286,560	216,200	259,294	20,067	27,266	8,978	13,508
Crete Carrier Corp	266,647	298,520	231,711	261,579	34,936	36,941	34,557	36,698

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Carrier	Operating revenues		Operating expenses		Net carrier operating income		Net carrier income	
	1996	1997	1996	1997	1996	1997	1996	1997
Crouse Cartage Co	107,502	126,062	104,586	122,926	2,915	3,136	1,662	1,792
Customized Transportation, Inc	255,160	296,172	242,497	281,567	12,663	14,605	6,814	11,132
Dick Simon Trucking, Inc	114,667	168,137	104,740	155,446	9,928	12,691	4,587	8,407
DSI Transports, Inc	163,918	159,212	161,126	149,936	2,792	9,276	1,082	6,932
E and L Transport Co LLC	78,915	87,691	77,933	82,889	982	4,802	813	3,075
Eck Miller Transportation Corp	73,815	77,894	71,190	73,424	2,625	4,470	535	2,434
Enterprise Transportation Co	(NA)	82,799	(NA)	80,651	(NA)	2,148	(NA)	2,125
Estes Express Lines	317,569	404,615	279,156	353,379	38,413	51,236	23,842	31,402
F.F.E. Transportation Services, Inc	243,557	241,173	230,548	228,462	13,009	12,711	7,661	8,657
G.I. Trucking Co	78,420	100,015	85,802	99,409	(7,382)	606	(5,324)	(260)
Global Van Lines	82,081	75,367	81,775	73,947	306	1,420	(672)	420
Gordon Trucking, Inc	82,210	89,759	80,492	87,935	1,718	1,824	(1,247)	(1,096)
Graebel Van Lines, Inc	151,773	171,510	147,122	166,324	4,651	5,186	2,858	3,987
Groendyke Transport, Inc	104,553	118,289	101,320	111,655	3,233	6,634	1,451	5,108
Hadley Auto Transport	84,423	88,687	81,367	87,054	3,056	1,633	3,286	1,868
Heartland Express, Inc of Iowa	228,892	246,110	221,312	233,423	7,579	12,687	4,846	8,227
J. B. Hunt Transport, Inc	1,282,670	1,351,007	1,233,724	1,314,675	48,945	36,333	(13,848)	(18,361)
Jack Cooper Transport Co, Inc	74,472	83,904	73,222	79,736	1,251	4,168	(483)	929
Jack Gray Transport, Inc	70,490	76,742	68,086	73,191	2,405	3,551	2,006	4,985
Jevic Transportation, Inc	154,799	190,821	145,556	175,384	9,243	15,437	6,195	2,417
Landair Transport, Inc	157,098	190,402	147,757	173,599	9,341	16,803	3,979	8,594
Landstar Inway, Inc	316,579	386,940	304,572	378,506	12,006	8,434	6,275	1,742
Landstar Ligon, Inc	201,380	230,025	191,261	222,819	10,120	7,206	4,914	2,957
Landstar Poole, Inc	160,901	100,178	161,173	100,496	(272)	(317)	(4,391)	(3,840)
Landstar Ranger, Inc	374,157	456,322	352,884	436,021	21,273	20,301	12,939	12,198
Leaseway Motorcar Transport Co	152,291	207,565	146,518	199,004	5,773	8,561	1,112	5,769
Marten Transport, Ltd	146,151	172,412	140,023	159,632	6,128	12,780	1,630	5,307
Mayflower Transit Co	329,619	337,273	320,515	338,134	9,104	(861)	366	(8,846)
Midwest Coast Transport, LP	117,414	121,896	111,665	115,832	5,749	6,064	2,700	2,802

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Carrier	Operating revenues		Operating expenses		Net carrier operating income		Net carrier income	
	1996	1997	1996	1997	1996	1997	1996	1997
Miller Transporters, Inc	97,034	101,107	92,383	96,591	4,651	4,516	2,216	2,224
Montgomery Tank Lines, Inc	212,508	252,943	195,082	232,965	17,426	19,977	8,670	10,225
Morgan Drive-Away, Inc	132,208	146,154	135,472	145,139	(3,264)	1,015	(2,071)	196
Motor Cargo	90,827	102,191	84,452	93,048	6,375	9,144	3,324	5,092
National Carriers, Inc	80,087	85,298	78,575	83,098	1,512	2,200	529	1,319
National Freight, Inc	128,707	129,029	122,528	123,281	6,179	5,748	1,459	876
New England Motor Freight, Inc	117,651	140,495	110,739	129,757	6,912	10,738	6,371	10,041
New Penn Motor Express, Inc	181,871	203,299	151,606	161,318	30,265	41,981	18,017	25,225
North American Van Lines, Inc	634,080	642,052	607,312	613,342	26,768	28,710	12,965	16,414
Old Dominion Freight Line, Inc	293,006	328,844	280,056	308,833	12,950	20,011	6,144	10,038
Overnight Transportation Co	960,998	945,968	1,008,963	916,156	(47,965)	29,812	(23,391)	23,809
P.S.T. Vans, Inc	147,419	143,737	148,381	143,798	(963)	(61)	(5,861)	(4,315)
Pacer ABL-Trans	86,966	98,142	82,173	94,002	4,793	4,140	3,668	1,835
Paschall Truck Lines, Inc	76,227	83,899	73,431	78,317	2,795	5,582	216	2,017
Paul Arpin Van Lines, Inc	96,333	106,730	94,507	104,398	1,825	2,332	1,696	2,188
Penske Logistics, Inc **	45,846	238,725	45,275	229,524	572	9,201	(2,115)	6,374
Penske Transportation Services, Inc **	156,041	175,341	149,879	165,185	6,162	10,156	2,927	7,233
Pitt-Ohio Express, Inc	114,381	138,694	97,567	119,777	16,814	18,917	15,031	17,508
Preston Trucking Co, Inc	414,735	447,290	420,289	447,358	(5,554)	(69)	(7,509)	(4,225)
Prime Inc	295,404	345,423	257,166	300,129	38,238	45,294	32,245	39,323
Roadrunner Trucking, Inc	73,983	81,477	73,574	79,617	409	1,860	(1,690)	(363)
Roadway Express, Inc	2,338,974	2,577,328	2,302,293	2,521,217	36,681	56,111	20,093	34,516
Roehl Transport, Inc	112,686	118,974	106,234	108,884	6,452	10,091	4,005	7,313
Rollins Dedicated Carriage Services, Inc	59,077	77,481	56,775	74,080	2,302	3,401	1,453	2,088
Ryder Integrated Logistics, Inc	1,073,416	1,298,408	1,087,379	1,267,083	(13,963)	31,325	(12,596)	17,325
Saia Motor Freight Line, Inc	264,318	311,167	253,715	291,513	10,603	19,654	2,923	8,706
Shaffer Trucking, Inc	92,317	93,293	85,089	86,614	7,227	6,678	7,532	7,341
Smithway Motor Xpress, Inc	93,837	120,250	85,478	109,251	8,359	10,999	3,950	5,673
Southeastern Freight Lines, Inc	304,226	347,024	286,996	312,005	17,231	35,018	14,923	33,565

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	1996	1997	1996	1997	1996	1997	1996	1997
Southwestern Motor Transport, Inc	88,154	90,401	86,443	89,025	1,711	1,376	948	819
Star Transport, Inc	93,195	104,461	89,248	98,902	3,947	5,559	3,200	4,666
Stevens Transport, Inc	130,412	143,442	115,056	129,726	15,356	13,716	14,345	13,128
Suddath Van Lines, Inc	94,572	110,518	91,947	106,519	2,625	3,999	(450)	711
Superior Carriers, Inc	89,865	94,075	84,561	88,552	5,305	5,523	2,034	2,069
Transcontinental Refrigerated Lines, Inc	114,316	114,833	110,332	111,691	3,984	3,142	24	(388)
Transport Corp of America, Inc	164,666	186,392	151,270	171,546	13,396	14,847	6,294	7,752
Transport Service Co	75,609	78,263	70,165	72,954	5,444	5,310	2,654	3,702
Trism, Inc	(NA)	309,880	(NA)	302,965	(NA)	6,915	(NA)	(5,605)
U.S. Xpress, Inc	267,328	371,030	260,714	347,738	6,614	23,291	3,587	12,311
USA Truck, Inc	108,313	129,507	102,004	115,304	6,308	14,204	3,382	7,903
USF Holland, Inc	595,378	711,137	559,063	645,893	36,315	65,244	13,562	39,473
United Van Lines, Inc	682,612	730,261	670,996	716,877	11,617	13,384	6,258	7,062
Venture, Transport, Inc	66,291	76,551	63,132	72,926	3,159	3,625	1,446	1,583
Watkins Motor Lines, Inc	531,135	650,896	503,737	606,355	27,398	44,540	14,997	23,571
Werner Enterprises, Inc	643,274	772,094	577,144	694,447	66,130	77,647	40,555	48,378
Willis Shaw Express, Inc	100,658	106,839	95,713	101,873	4,946	4,966	1,877	2,125
Wilson Trucking Corp	82,799	95,965	79,141	90,078	3,658	5,887	2,201	3,672
Yellow Freight System, Inc	2,323,710	2,509,537	2,293,627	2,433,122	30,083	76,415	(32,111)	34,291

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United Parcel Service is not included in the top 100 carriers above because its operations differ in some respects from those shown in this report and from others in the motor carrier industry. The consolidated revenues and earnings for United Parcel Service, which include the operations of the company's air carrier subsidiary, were as follows:

Carrier	Operating revenues		Operating expenses		Net carrier operating income		Net carrier income	
	1996	1997	1996	1997	1996	1997	1996	1997
United Parcel Service, Inc	16,024,369	15,730,318	15,550,627	15,861,311	473,743	(130,993)	217,090	(42,768)

(NA) - Not Available

Definitions of Column Headings:

Operating Revenues (sch. 300, line 8)

Operating Expenses (sch. 300, line 11)

Net Carrier Operating Income (sch. 300, line 12) is the difference between carrier operating revenues and carrier operating expenses.

Net Carrier Income (sch. 300, line 28) is the difference between carrier operating and non-operating revenues and carrier operating and non-operating expenses. It excludes earnings attributable to discontinued segments, extraordinary items, and the cumulative effect of changes in accounting principles.

*** "Top 100 Carriers"**

The 100 carriers listed are generally the largest Class I U.S. motor carriers of property based primarily upon 1997 operating revenue. However, the following are not included:

- (1) The largest motor carrier in terms of revenue generated, United Parcel Service, because its operations differ in some respects from those shown in this report and from others in the motor carrier industry.
- (2) Carriers that may have been among the 100 largest, but whose data had not been received when this report was prepared.
- (3) Carriers that may have been among the 100 largest, but had requested or received confidential treatment of their data.

** Penske Logistics, Inc., was formerly Leaseway Dedicated Logistics

Penske Transportation Services, Inc., was formerly Leaseway Transportation Services, Inc.

SOURCE: Annual reports submitted by the carriers to the Bureau of Transportation Statistics.