

**Bureau of Transportation Statistics**  
U.S. Department of Transportation  
August 1, 1997

**SELECTED EARNINGS DATA, CLASS 1 MOTOR CARRIERS OF PROPERTY: 1996\***  
(in thousands)

	Operating revenues		Operating expenses		Net carrier operating income**		Net carrier income**	
	1995	1996	1995	1996	1995	1996	1995	1996
<b>Total</b> (for the 93 carriers reporting both years)	27,079,752	29,361,209	26,214,134	28,493,647	865,618	867,556	400,739	319,340

**Individual Carrier Data**

Carrier	Operating revenues		Operating expenses		Net carrier operating income**		Net carrier income**	
	1995	1996	1995	1996	1995	1996	1995	1996
AAA Cooper Transportation.....	269,536	294,634	247,563	266,669	21,973	27,965	14,625	20,246
ABF Freight System, Inc.....	1,005,663	1,102,661	1,012,100	1,111,048	(6,438)	(8,388)	(8,899)	(13,984)
Ace Transportation, Inc.....	72,670	83,868	68,247	78,866	4,423	5,002	4,423	5,002
Allied Systems, Ltd.....	249,579	257,623	231,229	245,336	18,350	12,287	8,248	5,044
Allied Van Lines, Inc.....	416,166	449,603	412,895	443,387	3,271	6,216	663	4,984
American Freightways, Corp.....	572,100	729,042	541,337	701,934	30,763	27,108	13,084	7,855
Annett Holdings, Inc.....	76,671	96,062	71,753	91,268	4,918	4,794	2,565	2,658
Arrow Trucking Company.....	108,707	117,270	101,390	110,823	7,317	6,447	2,653	1,930
Atlas Van Lines, Inc.....	262,337	284,698	249,013	271,833	13,324	12,865	6,214	6,504
Averitt Express, Inc.....	279,706	322,069	266,360	308,870	13,347	13,199	6,145	5,932
Bekins Van Lines.....	183,579	191,584	176,719	182,777	6,859	8,807	3,223	4,337
Builders Transport, Inc.....	282,457	288,567	265,585	291,067	16,872	(2,500)	1,941	(15,233)
Bulkmatic Transport Company.....	85,882	103,116	79,893	95,872	5,989	7,244	2,722	3,645
Burnham Service Company, Inc.....	104,716	106,719	101,969	105,404	2,747	1,315	3,397	1,361
Cannon Express Corporation.....	84,766	100,078	75,930	94,934	8,836	5,144	3,884	1,546
Cassens Transport Company.....	158,294	175,648	155,044	179,327	3,250	(3,679)	2,002	(4,477)
Chemical Leaman Tank Lines, Inc.....	244,117	251,687	228,432	237,303	15,686	14,384	9,913	8,310
Clipper Exxpress Company.....	(NA)	109,026	(NA)	107,031	(NA)	1,995	(NA)	1,009
Commercial Carriers, Inc.....	455,089	481,693	433,802	499,168	21,287	(17,475)	17,070	(10,961)

**Bureau of Transportation Statistics**  
U.S. Department of Transportation  
August 1, 1997

**SELECTED EARNINGS DATA, CLASS 1 MOTOR CARRIERS OF PROPERTY: 1996\***  
(in thousands)

Carrier	Operating revenues		Operating expenses		Net carrier operating income**		Net carrier income**	
	1995	1996	1995	1996	1995	1996	1995	1996
Con-Way Transportation Services, Inc.....	1,049,203	1,170,960	953,771	1,069,631	95,431	101,329	56,162	49,727
Consolidated Freightways Corp. of DE.....	2,014,465	2,052,121	2,066,045	2,131,410	(51,580)	(79,289)	(34,994)	(58,501)
Contract Transportation Systems Co.....	76,788	81,480	62,458	65,659	14,331	15,821	7,978	9,298
Covenant Transport, Inc.....	180,346	236,267	161,627	216,200	18,718	20,067	9,283	8,978
Crete Carrier Corporation.....	238,694	266,647	205,040	231,711	33,653	34,936	36,302	34,557
Crouse Cartage Company.....	95,152	107,502	91,182	104,586	3,970	2,915	2,388	1,662
Customized Transportation, Inc.....	216,126	255,160	207,698	242,497	8,428	12,663	5,475	6,814
Dick Simon Trucking, Inc.....	(NA)	114,667	(NA)	104,740	(NA)	9,928	(NA)	4,587
DSI Transports, Inc.....	189,958	163,918	180,517	161,126	9,442	2,792	8,787	1,082
E and L Transport Company L.L.C.....	76,533	78,915	76,791	77,933	(258)	982	(1,218)	813
Estes Express Lines.....	258,797	317,569	224,214	279,156	34,583	38,413	21,733	23,842
F.F.E. Transportation Services, Inc.....	234,663	243,557	224,232	230,548	10,431	13,009	7,250	7,661
G.I. Trucking Company.....	108,492	78,420	105,872	85,802	2,620	(7,382)	91	(5,324)
Gator Freightways, Inc.....	57,504	77,141	48,230	65,591	9,274	11,550	5,806	7,684
Global Van Lines, Inc.....	86,409	82,081	85,553	81,775	856	306	(37)	(672)
Graebel Van Lines, Inc.....	139,727	151,773	135,779	147,122	3,948	4,651	2,422	2,858
Groendyke Transport, Inc.....	108,766	104,553	104,084	101,320	4,682	3,233	2,906	1,451
Hadley Auto Transport.....	77,271	84,423	74,390	81,367	2,881	3,056	2,909	3,286
Heartland Express, Inc. of Iowa.....	191,383	228,892	187,167	221,312	4,217	7,579	2,661	4,846
Interstate Distributor Company.....	137,899	156,061	132,358	151,695	5,541	4,367	2,588	1,023
J. B. Hunt Transport, Inc.....	1,194,343	1,282,670	1,169,771	1,233,724	24,572	48,945	(28,374)	(13,848)
Jack Cooper Transport Co., Inc.....	(NA)	74,472	(NA)	73,222	(NA)	1,251	(NA)	(483)
Jevic Transportation, Inc.....	125,973	154,799	119,922	145,556	6,050	9,243	4,239	6,195
Koch Pipeline Company, L.P.....	77,816	76,505	68,571	64,375	9,245	12,129	7,481	9,269
Landair Transport, Inc.....	148,083	157,098	137,582	147,757	10,501	9,341	4,517	3,979
Landstar Inway, Inc.....	292,299	316,579	277,015	304,572	15,284	12,006	8,245	6,275

**Bureau of Transportation Statistics**  
U.S. Department of Transportation  
August 1, 1997

**SELECTED EARNINGS DATA, CLASS 1 MOTOR CARRIERS OF PROPERTY: 1996\***  
(in thousands)

Carrier	Operating revenues		Operating expenses		Net carrier operating income**		Net carrier income**	
	1995	1996	1995	1996	1995	1996	1995	1996
Landstar Ligon, Inc.....	181,823	201,380	174,597	191,261	7,226	10,120	3,051	4,914
Landstar Poole, Inc.....	159,257	160,901	156,978	161,173	2,279	(272)	(2,546)	(4,391)
Landstar Ranger, Inc.....	366,319	374,157	344,581	352,884	21,738	21,273	13,139	12,939
Leaseway Motorcar Transport Company.....	177,368	152,291	181,733	146,518	(4,365)	5,773	(9,283)	1,112
Leaseway Transportation Services, Inc.....	12,014	156,041	11,526	149,879	488	6,162	248	2,927
Marten Transport, Ltd.....	137,704	146,151	126,398	140,023	11,306	6,128	5,009	1,630
May Trucking Company.....	(NA)	76,214	(NA)	74,791	(NA)	1,423	(NA)	2,268
Mayflower Transit, Inc.....	315,645	329,619	311,379	320,515	4,266	9,104	(5,740)	366
Merchants Home Delivery Service, Inc.....	181,679	173,507	176,907	162,148	4,772	11,359	1,505	4,465
Midwest Coast Transport, L.P.....	107,086	117,414	101,152	111,665	5,934	5,749	3,238	2,700
Miller Transporters, Inc.....	93,655	97,034	89,419	92,383	4,236	4,651	1,976	2,216
Montgomery Tank Lines, Inc.....	190,054	212,508	173,552	195,082	16,502	17,426	7,802	8,670
Morgan Drive Away, Inc.....	122,303	132,208	118,932	135,472	3,371	(3,264)	2,269	(2,071)
Motor Cargo.....	80,764	90,827	74,745	84,452	6,020	6,375	3,131	3,324
National Carriers, Inc.....	81,218	80,087	79,923	78,575	1,295	1,512	131	529
National Freight, Inc.....	123,341	128,707	116,067	122,528	7,274	6,179	1,256	1,459
New England Motor Freight, Inc.....	103,691	117,651	98,141	110,739	5,550	6,912	4,948	6,371
New Penn Motor Express, Inc.....	167,057	181,871	136,202	151,606	30,856	30,265	18,574	18,017
North American Van Lines, Inc.....	625,758	634,080	600,411	607,312	25,347	26,768	15,031	12,965
Old-Dominion Freight Line, Inc.....	248,079	293,006	238,438	280,056	9,641	12,950	4,807	6,144
Overnight Transportation Company.....	975,963	960,998	1,005,625	1,008,963	(29,662)	(47,965)	(10,445)	(23,391)
Pacific Motor Transport Company.....	78,278	86,966	75,029	82,173	3,249	4,793	2,756	3,668
Paschall Truck Lines, Inc.....	77,155	76,227	75,764	73,431	1,391	2,795	5,139	216
Paul Arpin Van Lines, Inc.....	90,758	96,333	90,340	94,507	418	1,825	777	1,696
Preston Trucking Company, Inc.....	413,409	414,735	419,361	420,289	(5,952)	(5,554)	(7,111)	(7,509)
PST Vans, Inc.....	164,794	147,419	160,023	148,381	4,771	(963)	384	(5,861)

**Bureau of Transportation Statistics**  
U.S. Department of Transportation  
August 1, 1997

**SELECTED EARNINGS DATA, CLASS 1 MOTOR CARRIERS OF PROPERTY: 1996\***  
(in thousands)

Carrier	Operating revenues		Operating expenses		Net carrier operating income**		Net carrier income**	
	1995	1996	1995	1996	1995	1996	1995	1996
R&L Transfer Inc.....	100,000	122,534	87,000	109,171	13,000	13,363	7,291	4,253
Rennie Petroleum Corporation.....	(NA)	882,276	(NA)	829,201	(NA)	53,075	(NA)	106,866
Roadway Express, Inc.....	2,255,089	2,338,974	2,276,249	2,302,293	(21,161)	36,681	(17,732)	20,093
Roehl Transport, Inc.....	102,154	112,686	93,958	106,234	8,196	6,452	5,503	4,005
Ryder Integrated Logistics, Inc.....	850,971	1,073,416	847,288	1,087,379	3,684	(13,963)	(507)	(12,596)
Saia Motor Freight Line, Inc.....	209,623	264,318	201,495	253,715	8,127	10,603	2,509	2,923
Shaffer Trucking, Inc.....	89,583	92,317	79,360	85,089	10,222	7,227	10,272	7,532
Smithway Motor Xpress, Inc.....	77,571	93,837	70,631	85,478	6,940	8,359	3,090	3,950
Southeastern Freight Lines, Inc.....	263,465	304,226	242,964	286,996	20,501	17,231	19,871	14,923
Southwestern Motor Transport, Inc.....	80,226	88,154	77,693	86,443	2,533	1,711	1,728	948
Star Transport, Inc.....	79,597	93,195	75,214	89,248	4,382	3,947	3,882	3,200
Stevens Transport, Inc.....	126,733	130,412	111,226	115,056	15,507	15,356	14,285	14,345
Suddath Van Lines, Inc. & Subsidiaries.....	72,857	94,572	69,411	91,947	3,447	2,625	743	(450)
Superior Carriers, Inc.....	67,192	89,865	62,360	84,561	4,832	5,305	2,243	2,034
Transcontinental Refrigerated Lines, Inc.....	107,951	114,316	101,034	110,332	6,917	3,984	2,217	24
Transport Corporation of America, Inc.....	144,254	164,666	131,503	151,270	12,751	13,396	6,106	6,294
Tri-State Motor Transit Co.....	82,584	86,164	75,674	82,287	6,911	3,876	1,112	(454)
Trimac Transportation Services Limited.....	228,529	242,395	212,799	233,981	15,730	8,414	5,584	2,053
Trism Specialized Carriers, Inc.....	143,348	158,835	131,326	149,575	12,022	9,260	2,243	358
U.S. Xpress, Inc.....	125,769	267,328	121,561	260,714	4,208	6,614	1,245	3,587
United Van Lines, Inc.....	610,026	682,612	601,526	670,996	8,500	11,617	4,304	6,258
USA Truck, Inc.....	102,400	108,313	91,898	102,004	10,502	6,308	6,037	3,382
USF Bestway Inc.....	(NA)	113,058	(NA)	101,044	(NA)	12,014	(NA)	6,993
Watkins Motor Lines, Inc.....	501,100	563,802	466,433	522,927	34,667	40,875	13,643	19,397
Werner Enterprises, Inc.....	576,022	643,274	515,006	577,144	61,016	66,130	36,379	40,555
Wiley Sanders Truck Lines, Inc.....	(NA)	78,602	(NA)	76,014	(NA)	2,588	(NA)	1,291

**Bureau of Transportation Statistics**  
U.S. Department of Transportation  
August 1, 1997

**SELECTED EARNINGS DATA, CLASS 1 MOTOR CARRIERS OF PROPERTY: 1996\***  
(in thousands)

Carrier	Operating revenues		Operating expenses		Net carrier operating income**		Net carrier income**	
	1995	1996	1995	1996	1995	1996	1995	1996
Willis Shaw Frozen Express, Inc.....	104,262	100,658	95,639	95,713	8,622	4,946	4,183	1,877
Wilson Trucking Corporation.....	75,534	82,799	73,110	79,141	2,424	3,658	1,696	2,201
Yellow Freight System, Inc.....	2,339,015	2,323,710	2,345,423	2,293,627	(6,407)	30,083	(25,707)	(32,111)

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	Operating revenues		Operating expenses		income**		Net carrier income**	
	1995	1996	1995	1996	1995	1996	1995	1996
United Parcel Service, Inc.....	15,313,800	16,024,369	14,695,488	15,550,627	618,312	473,743	329,299	217,090

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

**(NA) - Not Available**

\* The 100 carriers listed are generally the largest Class 1 U.S. motor carriers of property based primarily upon 1996 operating revenue. However, the following are not included:

- (1) The largest motor carrier in terms of revenue generated, United Parcel Service, Inc., because its operations, in some respects, differ from those shown in this report, and other carriers 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.

**Bureau of Transportation Statistics**  
 U.S. Department of Transportation  
 August 1, 1997

**SELECTED EARNINGS DATA, CLASS 1 MOTOR CARRIERS OF PROPERTY: 1996\***  
 (in thousands)

Carrier	Operating revenues		Operating expenses		Net carrier operating income**		Net carrier income**	
	1995	1996	1995	1996	1995	1996	1995	1996

(3) Carriers that may have been among the 100 largest, but had requested or received confidential treatment of their data.

**\*\* Definitions of Column Headings:**

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

Net Carrier Income 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.

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