

1998 Selected Earning Data Top 100 Class 1 Motor Carriers of Property

(thousands)

Carrier	Operating revenues ¹		Operating expenses ²		Net carrier operating income ³		Net carrier income ⁴	
	1997	1998	1997	1998	1997	1998	1997	1998
Total (for the 90 carriers reporting both years) - not including United Parcel Service	31,691,995	34,775,165	30,064,116	32,832,770	1,627,880	1,942,391	895,397	1,088,652
AAA Cooper Transportation	343,619	366,822	311,738	330,081	31,881	36,741	22,426	29,046
ABF Freight System, Inc.	1,136,402	1,157,822	1,074,053	1,090,273	62,349	67,549	30,645	37,923
Ace Transportation, Inc.	123,312	106,428	112,128	101,760	11,184	4,668	11,184	11,735
Acme Truck Line, Inc.	NA	82,599	NA	79,751	NA	2,848	NA	2,637
Allied Systems, Ltd.	256,900	726,722	242,596	706,357	14,304	20,364	6,292	3,787
Allied Van Lines, Inc.	486,222	491,325	479,582	483,952	6,640	7,373	2,136	2,586
American Freightways, Inc.	870,319	986,286	825,063	926,076	45,256	60,210	17,801	27,501
Anderson Trucking Service, Inc.	149,663	147,998	145,586	140,650	4,077	7,348	7,201	4,349
Arrow Trucking Co.	125,067	134,471	117,742	126,622	7,325	7,850	2,084	2,395
Atlas Van Lines, Inc.	348,410	385,998	338,213	372,884	10,196	13,113	5,242	7,292
Averitt Express, Inc.	370,405	428,893	338,944	385,879	31,460	43,015	17,602	24,614
Bekins Van Lines	207,838	220,708	197,544	213,285	10,294	7,423	5,848	2,561
Boyd Bros Transportation, Inc.	75,469	86,290	70,064	80,260	5,406	6,030	2,289	3,389
Bulkmatic Transport, Inc.	113,335	123,047	104,816	116,998	8,519	6,049	4,706	2,317
Burlington Motor Carriers, Inc.	NA	224,931	NA	214,758	NA	10,173	NA	2,001
Cannon Express Corp.	111,158	99,057	104,903	95,461	6,255	3,596	2,444	-115
Cardinal Freight Carriers, Inc.	80,919	119,787	78,770	120,452	2,148	-665	-23	-4,305
Cassens Transport Co.	176,212	183,641	177,301	180,272	-1,089	3,368	276	2,449
Central Freight Lines, Inc.	111,869	259,941	106,184	241,439	5,685	18,502	2,375	9,551
Consolidated Freightways Corp of DE	2,187,801	2,121,162	2,136,965	2,062,403	50,837	58,759	29,842	35,393
Con-Way Transportation Services, Inc.	1,359,550	1,592,751	1,205,101	1,398,439	154,449	194,312	71,874	107,132
Covenant Transport, Inc.	286,560	370,546	259,294	334,849	27,266	35,697	13,508	18,283
Crete Carrier Corp.	298,520	320,416	261,579	283,112	36,941	37,304	36,698	39,151
Crouse Cartage Co.	126,062	144,592	122,926	141,727	3,136	2,865	1,792	1,607
Daymark, Inc.	NA	97,934	NA	50,149	NA	47,785	NA	1,867
Eck Miller Transportation Corp.	77,894	82,722	73,424	78,906	4,470	3,816	2,434	1,789
Enterprise Transportation Co. ⁵	82,799	80,232	80,651	77,750	2,148	2,482	2,125	2,224
Estes Express Lines	404,615	515,346	353,379	453,616	51,236	61,730	31,402	38,165
F.F.E. Transportation Services, Inc.	241,173	257,143	228,462	244,135	12,711	13,008	8,657	8,670
G.I. Trucking Co.	100,015	124,042	99,409	119,891	606	4,151	-260	131
Gainey Transportation Services, Inc.	NA	90,401	NA	81,948	NA	8,453	NA	2,469
Gordon Trucking, Inc.	89,759	99,019	87,935	93,387	1,824	5,632	-1,096	2,973
Graebel Van Lines, Inc.	171,510	185,331	166,324	180,943	5,186	4,388	3,987	2,497
Groendyke Transport, Inc.	118,289	124,681	111,655	118,981	6,634	5,700	5,108	3,533
Hadley Auto Transport	88,687	95,869	87,054	92,108	1,633	3,761	1,868	4,100

Heartland Express, Inc. of Iowa	246,110	263,489	233,423	217,448	12,687	46,041	8,227	33,109
Initial DSI Transports, Inc. ⁶	159,212	156,246	149,936	146,885	9,276	9,361	6,932	4,718
J.B. Hunt Transport, Inc.	1,351,007	1,841,628	1,314,675	1,738,584	36,333	103,044	-18,361	46,837
Jack Cooper Transport Co., Inc.	83,904	95,059	79,736	91,238	4,168	3,821	929	1,451
Jevic Transportation, Inc.	190,821	226,123	175,384	209,437	15,437	16,686	2,417	9,321
Kenan Transport Company	73,308	130,046	67,139	120,804	6,170	9,241	4,090	5,159
KLLM, Inc.	NA	228,988	NA	223,346	NA	5,642	NA	1,836
Landstar Inway, Inc.	386,940	388,537	378,506	378,484	8,434	10,052	1,742	4,636
Landstar Ranger, Inc.	456,322	490,006	436,021	474,442	20,301	15,564	12,198	8,127
Leaseway Motorcar Transport Co.	207,565	191,303	199,004	192,074	8,561	-771	5,769	-1,337
Marten Transport, Ltd	172,412	193,648	159,632	177,388	12,780	16,260	5,307	7,574
Mayflower Transit Co.	337,273	316,605	338,134	309,244	-861	7,360	-8,846	-3,586
Mercer Transportation Co. Inc.	NA	172,380	NA	163,745	NA	8,635	NA	8,258
Midwest Coast Transport LP	121,896	128,194	115,832	123,141	6,064	5,052	2,802	2,131
Miller Transporters, Inc.	101,107	108,402	96,591	105,371	4,516	3,031	2,224	1,180
Morgan Drive-Away, Inc.	146,154	150,454	145,139	148,447	1,015	2,007	196	903
Motor Cargo	102,191	112,043	93,048	103,662	9,144	8,381	5,092	4,754
National Carriers, Inc.	85,298	97,058	83,098	93,171	2,200	3,887	1,319	1,919
National Freight, Inc.	129,029	123,595	123,281	118,051	5,748	5,544	876	900
New England Motor Freight, Inc.	140,495	157,530	129,757	142,691	10,738	14,840	10,041	14,154
New Penn Motor Express, Inc.	203,299	202,910	161,318	161,996	41,981	40,914	25,225	24,278
New Prime, Inc. ⁷	345,423	412,368	300,129	360,511	45,294	51,857	39,323	46,994
North American Van Lines, Inc.	642,052	675,294	613,342	661,610	28,710	13,684	16,414	-4,150
Old Dominion Freight Lines, Inc.	328,844	383,078	308,833	360,501	20,011	22,577	10,038	11,120
Overnite Transportation Co.	945,968	1,033,901	916,156	979,667	29,812	54,234	23,809	40,514
P.A.M. Transport, Inc.	127,211	143,164	113,596	126,104	13,615	17,060	6,299	8,073
Paschall Truck Lines, Inc.	83,899	102,573	78,317	94,061	5,582	8,512	2,017	4,225
Paul Arpin Van Lines, Inc.	106,730	115,304	104,398	112,889	2,332	2,415	2,188	2,214
Penske Logistics, Inc.	238,725	298,173	229,524	284,586	9,201	13,587	6,374	5,328
Penske Transportation Services, Inc.	175,341	145,169	165,185	139,226	10,156	5,943	7,233	1,764
PFT Roberson, Inc.	NA	86,962	NA	84,195	NA	2,767	NA	1,020
Pitt-Ohio Express, Inc.	138,694	147,969	119,777	127,603	18,917	20,366	17,508	19,180
Quality Carriers, Inc. ⁸	515,078	552,429	481,029	523,239	34,048	29,190	24,156	657
Roadrunner Trucking, Inc.	81,477	85,139	79,617	82,359	1,860	2,780	-363	648
Roadway Express, Inc.	2,577,328	2,547,274	2,521,217	2,507,089	56,111	40,185	34,516	28,965
Roehl Transport, Inc.	118,974	123,442	108,884	112,011	10,091	11,430	7,313	9,006
Rollins Dedicated Carriage Services, Inc.	77,481	95,487	74,080	91,180	3,401	4,307	2,088	4,307
Ryder Integrated Logistics, Inc.	1,298,408	1,386,451	1,267,083	1,346,789	31,325	39,661	17,325	16,884
Savage Industries, Inc.	93,286	102,750	88,200	94,612	5,086	8,138	2,850	5,326
SAIA Motor Freight Line, Inc.	311,167	340,078	291,513	315,354	19,654	24,724	8,706	11,552
Schanno Transportation, Inc.	75,092	81,065	73,438	80,908	1,654	157	224	-1,043
Shaffer Trucking, Inc.	93,293	95,429	86,614	88,499	6,678	6,931	7,341	7,592
Smithway Motor Xpress, Inc.	120,250	161,375	109,251	149,307	10,999	12,068	5,673	5,329

Southeastern Freight Lines, Inc.	347,024	376,856	312,005	338,945	35,018	37,912	33,565	35,437
Southwestern Motor Transport, Inc.	90,401	87,665	89,025	86,370	1,376	1,294	819	771
Star Transport, Inc.	104,461	112,090	98,902	102,997	5,559	9,094	4,666	8,307
Stevens Transport, Inc.	143,442	169,549	129,726	152,180	13,716	17,369	13,128	14,575
Suddath Van Lines, Inc..	110,518	115,495	106,519	114,456	3,999	1,039	711	533
Superior Carriers, Inc.	94,075	94,762	88,552	88,996	5,523	5,767	2,069	2,268
Supervalu Transportation, Inc.	204,286	170,236	192,276	170,600	12,011	-364	2,216	608
SwiftTransportation Co., Inc.	NA	873,433	NA	774,741	NA	98,692	NA	55,511
Transcontinental Refrigerated Lines, Inc.	114,833	101,089	111,691	99,226	3,142	1,863	-388	77
Transport Corp. of America, Inc.	186,392	245,913	171,546	223,948	14,847	21,965	7,752	10,656
Trism, Inc.	309,880	291,631	302,965	285,358	6,915	6,273	-5,605	-9,029
Truckers Express, Inc.	NA	83,757	NA	82,095	NA	1,662	NA	324
U.S. Xpress, Inc.	371,030	486,295	347,738	446,098	23,291	40,196	12,311	18,769
United Van Lines, Inc.	730,261	756,601	716,877	741,139	13,384	15,462	7,062	8,670
USA Truck , Inc.	129,507	145,216	115,304	126,219	14,204	18,997	7,903	10,497
USF Holland, Inc.	711,137	794,012	645,893	711,432	65,244	82,580	39,473	47,987
Watkins Motor Lines, Inc.	650,896	750,447	606,355	701,756	44,540	48,691	23,571	25,413
Watkins and Sheppard Trucking, Inc.	NA	83,694	NA	77,380	NA	6,314	NA	1,588
Werner Enterprises, Inc.	772,094	863,417	694,447	767,806	77,647	95,611	48,378	57,246
Willis Shaw Express, Inc.	106,839	107,030	101,873	103,298	4,966	3,732	2,125	1,485
Wilson Trucking Corp.	95,965	103,456	90,078	96,529	5,887	6,927	3,672	4,670
Yellow Freight System, Inc.	2,509,537	2,463,529	2,433,122	2,391,806	76,415	71,723	34,291	26,363

Carrier	Operating revenues ¹		Operating expenses ²		Net carrier operating income ³		Net carrier income ⁴	
	1997	1998	1997	1998	1997	1998	1997	1998
United Parcel Service, Inc.	15,730,318	17,067,210	15,861,311	16,482,856	-130,993	584,354	-42,768	328,784

KEY: NA = Not available

¹Operating Revenues (Schedule 300, Line 8 in 1997 and Schedule 200, line 205 in 1998)

²Operating Expenses (Schedule 300, Line 11 in 1997 and Schedule 200, line 233 in 1998)

³Net Carrier Operating Income (Schedule 300, line 12 in 1997 and Schedule 200, Line 234 in 1998) is the difference between carrier operating revenues and carrier operating expenses.

⁴Net Carrier Income (Schedule 300, Line 28 in 1997 and Schedule 200, Line 240 in 1998) 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.

⁵The Enterprise Transportation Company is the DBA name for the Enterprise Products Company (legal name).

⁶Initial DSI Transports, Inc. was known as DSI Transport, Inc. in 1997

⁷New Prime, Inc. was known as Prime, Inc. in 1997

⁸Quality Carriers, Inc. was formerly known as Montgomery Tank Lines, Inc. and includes Chemical Leaman Tank Lines, Inc. in 1998

NOTE: The 100 carriers listed are generally the largest Class 1 U.S. motor carriers of property based primarily upon 1997-98 operating revenue. However, the following are not included:

- 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.
- Carriers that may have been among the 100 largest, but whose data had not been received when this report was prepared.
- Carriers that may have been among the 100 largest, but had requested or received confidential treatment of their data.