

Transport Topics

2012

TOP

1000

PRIVATE
CARRIERS

Driving Success Beyond the Road

The success of your business takes place on and off the road. Polk's data-driven solutions for the commercial vehicle industry help you forecast and optimize parts demand, identify emerging market trends and reach your best prospects.



www.polk.com/cv
1.800.Go.4.Polk





A Word From the Publisher

Companies that operate their own truck fleets are as concerned as anyone about the rising cost of fuel and equipment and, more importantly, they are doing something about it.

Private fleet managers are also taking steps to make drivers more productive and improve the process of complying with truck safety and environmental regulations.

This instinct to act is not surprising since so many of the companies on the 2012 Top 100 Private Carriers list are comparable to commercial trucking operations in terms of size and complexity.

Food and beverage companies, for example, make up about 23% of the Top 100 carriers and operate nearly half of the 124,781 total tractors for the 103 companies listed. They are masters of local distribution, not unlike for-hire less-than-truckload and parcel carriers.

Companies that use their trucks to distribute petroleum, chemicals and industrial gases have a lot in common with flatbed and heavy-haul specialized carriers, while manufacturing firms and wholesale/retail distribution companies move shipments in truckload quantities over long- and short-haul routes and on dedicated traffic lanes.

So how are private carriers dealing with cost, productivity and compliance issues? The answer, based on interviews with fleet managers and industry experts by Senior Features Writer Daniel P. Bearth, is very well.

"The key to solving most issues is capturing better data," said David Phillips, director of fleet operations for Sherwin-Williams Co. The Cleveland-based company operates a fleet of 386 tractors and 1,192 trailers and ranks No. 82 on the 2012 Top 100 Private Carriers list. "With better data, we are able to better understand the problem, which leads to solutions."

Private carriers were among the first to adopt truck onboard computers, and now they are rapidly adopting mobile communications and are using the latest computer software to plan smarter routes, allowing drivers to make more deliveries in less time, reducing fuel consumption and improving equipment utilization.

Ed Meyer, director of transportation for The H.T.

Hackney Co. in Knoxville, Tenn., said the ability to monitor truck speed, hard braking and engine idling, along with driver hours of service, has led to fewer accidents and safety violations.

That saves money on insurance and has, in many ways, made it easier for fleets and drivers to comply with federal safety regulations.

Private fleets are also taking the lead in adopting alternative fuels, such as compressed and liquefied natural gas and propane, to offset the high cost of diesel and gasoline.

For some companies, this is a natural extension of their business.

Heckmann Corp., Coraopolis, Pa., for instance, which is taking delivery of 200 LNG-powered tractors, hauls water for companies that are drilling for natural gas in deep underground shale rock formations.

The process, known as fracking, has produced huge new gas supplies and triggered a rush to build natural gas fueling stations across the country.

In Eden Prairie, Minn., in May, GE Capital Fleet Services opened a test track and maintenance shop to give fleet managers first hand experience with electric cars and trucks powered by natural gas and propane.

Many companies with private fleets are well-suited to support vehicles that use alternative fuels because their operations are local in nature.

Tom Armstrong, fleet director for ThyssenKrupp Elevator, said he is converting 50 pickup trucks and cargo vans in Phoenix, Seattle, Los Angeles, San Diego, Detroit and Houston to burn propane. The company plans to put 300 propane-powered trucks on the road by 2015.

The point of all this is that private carriers aren't standing still. They are actively and aggressively addressing their biggest operational issues.

And that is a good lesson for all of us.








Howard Abramson







A handwritten signature in black ink that reads "Howard Abramson". The signature is written in a cursive style.







ACKNOWLEDGMENTS AND SOURCES

The 2012 Transport Topics Top 100 Private Carriers is a special project of Transport Topics Publishing Group. Companies are ranked based on the number of heavy-duty tractors they operate using data from company and government sources.








Senior Features Writer Daniel P. Bearth was the project coordinator with assistance from Karen Villar. Cover design is by Joseph Terry, senior designer. The layout is by Debra Devine and Patrick Donlon.








RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
1	1	 <p>PepsiCo Inc. Purchase, N.Y. NYSE: PEP Pete Silva, Senior Director, Fleet Purchasing www.pepsico.com</p>	16,698 tractors 9,247 straight trucks 38,526 pickups and cargo vans 15,087 trailers	\$60 billion	<p>PepsiCo Americas Beverages produces and distributes soft drinks, juices, coffee, teas, sports drinks and bottled water. Frito-Lay North America produces and distributes potato chips, tortilla chips and cheese snacks, granola bars, pretzels and popcorn. Quaker Foods North America produces and distributes cereals, rice and pasta products. Sabritas produces and distributes snack foods in Mexico. Gamesa produces and distributes cookies in Mexico. Latin Americas Foods produces and distributes snack foods in Brazil, Argentina, Columbia, Peru and Venezuela.</p>
2	2	 <p>Coca-Cola Co. Atlanta NYSE: KO Steven Saltzgeber, Group Director, Fleet Operations North America www.coca-cola.com</p>	8,060 tractors 1,980 straight trucks 4,640 pickups and cargo vans 9,940 trailers	\$46.5 billion	<p>Coca-Cola Refreshments produces and distributes soft drinks, water, juices, coffee, tea, and energy and sports drinks; includes operations of Great Plains Coca-Cola Bottling Co. acquired in October 2011.</p>
3	3	 <p>Sysco Corp. Houston NYSE: SYX Gary Cullen, Vice President, Distribution www.sysco.com</p>	7,618 tractors 1,361 straight trucks 9,472 trailers	\$39.3 billion	<p>Distributes food and beverages, kitchen equipment and cleaning supplies to restaurants, schools and health-care institutions through 180 distribution centers in the United States, Canada and Ireland; includes operations of Goldberg & Solovy Foods acquired in May 2011, European Imports Ltd. acquired in February and Crossgar Foodservice acquired in June. The Sygma Network delivers food and nonfood products to chain restaurants through 17 operating companies. Sysco Specialty Meat delivers meat products through 14 operating companies. FreshPoint Inc. distributes fresh fruits and vegetables through 19 operating companies. Guest Supply Inc. provides housekeeping supplies, room accessories and textiles to the lodging industry. International Food Group distributes products to internationally located chain restaurants. Asian Foods Inc. supplies products to Asian food-service market.</p>
4	4	 <p>Wal-Mart Stores Bentonville, Ark. NYSE: WMT Chris Sultemeier, Senior Vice President, Transportation www.walmart.com</p>	6,142 tractors 56,966 trailers	\$443.9 billion	<p>Walmart U.S. operates 624 discount department stores, 3,029 supercenters, 199 neighborhood markets and two Walmart Express stores in the United States. Walmart International operates 5,651 discount department stores and food markets in 26 countries. Sam's Club operates 611 merchandise warehouses in the United States. Walmart Logistics delivers merchandise to stores from 40 regional distribution centers and specialized distribution centers for grocery, jewelry, pharmacy, apparel/shoes and Sam's Club. DotCom Distribution Centers support online sales.</p>
5	5	 <p>U.S. Foods Rosemont, Ill. (Clayton, Dubilier & Rice, Kohlberg Kravis Roberts & Co.) Tim Beauchamp, Chief Supply Chain Officer www.usfoods.com</p>	5,286 tractors 323 straight trucks 6,270 trailers	\$20 billion	<p>Distributes food and related products to restaurants, hotels, health-care facilities, cafeterias and schools through 60 locations in the United States; includes operations of Sparta Imports acquired in March, New City Packing Co. acquired in June and Hawkeye Foodservice Distribution acquired in July.</p>
6	6	 <p>Halliburton Co. Houston NYSE: HAL David Lesar, CEO www.halliburton.com</p>	4,301 tractors 1,726 straight trucks 6,888 trailers	\$24.8 billion	<p>Halliburton Energy Services provides pressure pumping, production enhancement and well drilling and completion services for the oil and gas industry, plus well logging and testing equipment.</p>

RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
7	14	 <p>Nestlé USA Glendale, Calif. (Nestlé S.A., Vevey, Switzerland) Brad Alford, CEO www.nestleusa.com</p>	2,902 tractors 2,405 straight trucks 1,868 trailers	\$10.1 billion	<p>Nestlé Prepared Foods produces and distributes frozen meals, pasta and sauces, sandwiches and snacks from nine manufacturing plants.</p> <p>Nestlé Dreyer's Ice Cream Co. produces and distributes ice cream and frozen snacks.</p> <p>Nestlé Beverage produces and sells coffee, juices and beverage mixes.</p> <p>Nestlé Confections & Snacks produces candy and snacks.</p> <p>Nestlé Pizza produces frozen pizza.</p> <p>Nestlé Purina PetCare produces and distributes pet food.</p> <p>Nestlé Waters North America produces and distributes bottled water.</p> <p>Nestlé Nutrition supplies infant food and nutritional supplements to retail stores, hospitals and nursing homes.</p> <p>Nestlé Professional supplies food and beverages to restaurants and food service establishments.</p>
8	11	 <p>Reyes Holdings Rosemont, Ill. Don Van Witzenburg, Vice President, Fleet Operations www.reyesholdings.com</p>	2,869 tractors 314 straight trucks 358 pickups and cargo vans 3,699 trailers	\$20 billion	<p>Reinhart FoodService distributes food and beverages, utensils and paper products and cleaning supplies to restaurants, sporting venues, schools, nursing homes and hospitals through 30 distribution centers in the United States.</p> <p>Martin-Brower Co. distributes food and supplies to McDonald's restaurants in the United States, Canada, Europe, Central and South America and Asia, includes assets of Keystone Foods in North America, Europe and Asia acquired in April.</p> <p>Reyes Beverage Group distributes beer from 14 warehouses in 11 metropolitan markets in the United States.</p>
9	8	 <p>Tyson Foods Springdale, Ark. NYSE: TSN Larry Keene, Senior Director, Transportation www.tyson.com</p>	2,510 tractors 114 straight trucks 1,334 pickups and cargo vans 6,300 trailers	\$32.3 billion	<p>Processes and markets beef, chicken, pork, refrigerated and frozen prepared foods, nutritional supplements and animal feed in more than 80 countries.</p> <p>Tyson Food Service produces and distributes pizza crusts, meat products, soups, sauces, and side dishes and tortillas to restaurants, hospitals and school cafeterias.</p> <p>Dynamic Fuels LLC produces diesel and jet fuel from animal fats and waste cooking grease, 50% joint venture with Syntroleum Corp.</p>
10	9	 <p>Schlumberger Limited Houston (Schlumberger N.V., Paris) NYSE: SLB Robert Drummond, President, North America www.slb.com</p>	2,458 tractors 1,992 straight trucks 2,215 trailers	\$39.5 billion	<p>Provides oil and gas drilling services and project management services in 85 countries.</p> <p>WesternGeco provides seismic testing services; includes operations of GEDCO in Canada acquired in April.</p>
11	13	 <p>McLane Co. Temple, Texas (Berkshire Hathaway Inc.) Robbie Wainwright, Vice President, Logistics/Engineering www.mclaneco.com</p>	2,400 tractors 46 straight trucks 4 pickups and cargo vans 3,500 trailers	NA	<p>McLane Grocery Distribution delivers food and groceries to convenience stores, drug stores, mass merchandisers, wholesale clubs and movie theaters through 21 distribution centers.</p> <p>McLane Foodservice Distribution delivers food and service items to quick-service restaurant chains through 18 distribution centers.</p> <p>Empire Distributors distributes alcoholic beverages in Georgia, North Carolina and Tennessee.</p> <p>Professional Datasolutions provides software and point-of-sale automation systems to convenience stores and vendors.</p> <p>Salado Sales develops and distributes private-label food products.</p> <p>Vantix Logistics provides supply chain consulting and transportation management.</p>
12	10	 <p>Dr Pepper Snapple Group Plano, Texas NYSE: DPS Ted Phillips, Vice President, Fleet Operations www.dpsg.com</p>	2,347 tractors 385 straight trucks 1,692 pickups and cargo vans 2,935 trailers	\$5.9 billion	<p>Produces and distributes soft drinks, water, tea, mixers, juices and other beverages from 21 bottling and manufacturing plants and more than 200 warehouses and distribution centers in the United States, Canada, Mexico and the Caribbean.</p>







RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
13 	12	Dean Foods Co. Dallas NYSE: DF Joe Holland, Vice President, Distribution <i>www.deanfoods.com</i>	2,320 tractors 3,560 straight trucks 455 pickups and cargo vans 5,660 trailers	\$13.1 billion	Fresh Dairy Direct produces and distributes milk, ice cream, cheese, juices, teas and other dairy products from 77 plants to retail stores, distributors, food-service distributors, schools and government institutions in the United States. Morningstar Foods produces and sells specialty dairy products, ice cream mixes, coffee creamers, whipped toppings and blended iced beverages from 12 plants to retailers and foodservice distributors in the United States. White Wave-Alpro produces and distributes soy milk and organic food products in the United States and plant-based beverages, such as soy, almond and hazelnut drinks and food products in Europe.
14 	7	Baker Hughes Inc. Houston NYSE: BHI Art Soucy, Vice President, Global Supply Chain <i>www.bakerhughes.com</i>	2,314 tractors 1,822 straight trucks 2,862 trailers	\$19.8 billion	Provides oil and gas drilling and production services in the United States, Canada, Latin America, Europe, Africa, Russia and Caspian Sea, Middle East and Asia-Pacific regions.
15 	15	Performance Food Group Richmond, Va. (The Blackstone Group/Wellspring Capital Management) Michael Seekins, Vice President, Transportation <i>www.pfgc.com</i>	1,989 tractors 95 straight trucks 71 pickups and cargo vans 2,357 trailers	NA	Performance Foodservice distributes food and food-related products through 18 distribution centers to restaurants, hotels, health-care facilities and schools in the United States; includes operations of Institution Food House acquired in May. PFG Customized Distribution distributes food and food-related products to restaurant chains in the United States and 41 other countries. Vistar Corp. distributes candy, snacks, beverages and other convenience food items to vending, retail, concession, theater, fundraising and coffee service industries through 20 distribution centers and 12 cash-and-carry stores. Roma Food distributes Italian food and products to independent pizzerias through 20 locations.
16 	31	Agrium Inc. ¹ Calgary, Alberta NYSE/TSX: AGU Susan Jones, Vice President, Marketing and Distribution <i>www.agrium.com</i>	1,721 tractors 3,203 straight trucks 6,193 pickups and cargo vans 3,756 trailers	\$15.5 billion	Crop Production Services supplies fertilizer, seed and other agricultural products from more than 1,200 locations in North and South America and Australia; includes operations of Viterro Agri-Products acquired in March. Agrium Wholesale distributes nitrogen, potash and phosphate from 14 production facilities and 100 distribution warehouses in the United States and Canada, Europe, South America, Egypt and China. Agrium Advanced Technologies produces and markets nutrients and plant protection products to agriculture, turf and ornamental plant markets in North America.
17 	28	United Rentals Inc. Greenwich, Conn. NYSE: URI Michael Kneeland, CEO <i>www.ur.com</i>	1,702 tractors 3,429 straight trucks 2,217 pickups and cargo vans 2,259 trailers	\$2.6 billion	Supplies equipment and tools to construction and industrial firms, utilities, municipalities and homeowners through more than 970 locations in the United States and Canada; includes operations of RSC Equipment Rentals acquired in April.
18 	19	Basic Energy Services Fort Worth, Texas NYSE: BAS Ken Huseman, CEO <i>www.basicenergyservices.com</i>	1,695 tractors 367 straight trucks 1,848 trailers	\$1.2 billion	Provides a range of well services to oil- and gas-drilling companies from 100 locations in Texas, Louisiana, Oklahoma, New Mexico, Arkansas, Kansas and the Rocky Mountain and Appalachian regions in the United States.



¹ Agrium Inc. data exclude equipment for Agrium Wholesale.








RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
19 	16	Airgas Inc. Radnor, Pa. NYSE: ARG Tuffy Baum, National Fleet Manager <i>www.airgas.com</i>	1,405 tractors 3,046 straight trucks 871 pickups and cargo vans 3,990 trailers	\$4.7 billion	Distributes industrial, medical and specialty gases, welding and related safety products through 1,100 locations in the United States. The company also manufactures nitrous oxide and liquid CO2 and is a supplier of dry ice; includes operations of Industrial Welding Supplies acquired in March. Airgas Specialty Products distributes ammonia products and services, process chemicals and refrigerants. Airgas On-Site Safety Services provides safety equipment rentals and safety management services.
20 	21	Gordon Food Service Grand Rapids, Mich. David Ponstein, National Director, Transportation <i>www.gfs.com</i>	1,224 tractors 35 straight trucks 1,720 trailers	\$721 million	Manufactures and distributes food and beverages and related supplies to restaurants, schools and institutions in the United States and Canada; includes operations of Perkins acquired in January. GFS Marketplace supplies food and supplies through more than 150 cash-and-carry stores in Ohio, Indiana, Illinois, Florida, Kentucky, Pennsylvania, Michigan, Tennessee and Wisconsin.
21 	24	Safeway Inc. Pleasanton, Calif. NYSE: SWY Tom Nartker, Vice President, Transportation <i>www.safeway.com</i>	1,210 tractors 411 straight trucks 69 pickups and cargo vans 4,376 trailers	\$43.6 billion	Operates 1,675 supermarkets and drugstores in the United States and western Canada. It also produces milk, bread, ice cream, cheese and meat products, soft drinks, fruits and vegetables at 20 processing plants in the United States and 12 in Canada. Safeway has 13 distribution centers in the United States and four in Canada. Casa Ley, S.A. de C.V. sells food and general merchandise in 186 stores in western Mexico, 49% interest. GroceryWorks.com provides online grocery shopping and home delivery services. Blackhawk Network Holdings provides gift cards, prepaid cards and sports and entertainment cards to retailers in North America, Europe, Australia and Japan.
22 	20	Gibson Energy Inc. Calgary, Alberta TSX: GEI Stewart Hanlon, CEO <i>www.gibsons.com</i>	1,130 tractors 2,060 trailers	\$5.1 billion	Provides transportation and storage of crude oil, natural-gas liquids and refined petroleum products in Canada and the United States. Canwest Propane supplies wholesale and retail propane in Canada. Moose Jaw Refinery refines and markets petroleum products, asphalt, wellsite fluids and roofing flux in Canada and the United States. Taylor Cos. provides transportation and logistics services for crude oil, natural-gas liquids, propane and butane in the United States.
23 	17	Key Energy Services Houston NYSE: KEG Dick Alario, Chairman and CEO <i>www.keyenergy.com</i>	1,076 tractors 1,263 straight trucks 1,356 trailers	\$1.8 billion	Provides oil and gas well servicing, contract drilling, pressure pumping, fishing and rental tools, electric wireline and other oil field services; includes operations of Edge Oilfield Services acquired in August 2011.
24 	23	MBM Foodservice Rocky Mount, N.C. <i>no website</i>	1,040 tractors 1,040 trailers	NA	Distributes food to national restaurant chains through 32 distribution centers.
25 	25	Weatherford International Fort Worth, Texas (Weatherford International Ltd., Geneva, Switzerland) NYSE: WFT Bernard J. Duroc-Danner, Chairman and CEO <i>www.weatherford.com</i>	1,035 tractors 955 straight trucks 2,461 trailers	\$13 billion	Provides oil and gas drilling, well completion and production services in the United States, Canada and more than 100 countries. Johnson Screens Inc. manufactures and distributes industrial filters and water well screens in North America, Latin America, Europe, Australia, Japan, India and Africa.








RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
26 	27	Clean Harbors Inc. Norwell, Mass. NYSE: CLH Richard Smith, Vice President, Fleet Operations <i>www.cleanharbors.com</i>	1,019 tractors 1,832 straight trucks 2,123 pickups and cargo vans 3,438 trailers	\$2 billion	Clean Harbors Environmental Services provides collection, transportation, treatment and disposal of hazardous materials through more than 200 locations in the United States and Canada, Mexico and Puerto Rico.
27 	23	MDU Resources Group Bismarck, N.D. NYSE: MDU Jeremy Wentz, Senior Commodity Agent <i>www.mduresources.com</i>	1,000 tractors 2,500 straight trucks 8,000 pickups and cargo vans 4,500 trailers	\$4.1 billion	MDU Construction Services Group provides construction contracting services for utilities, gas pipelines and other industrial projects. Knife River Corp. supplies crushed stone, sand and gravel, asphalt and ready-mix concrete and building materials. Fidelity Exploration & Production Co. produces and delivers natural gas and oil. Williston Basin Interstate Pipeline Co., Bitter Creek Pipelines, Prairielands Energy Marketing and Total Corrosion Solutions distribute and store natural gas.
28 	18	Supervalu Inc. Eden Prairie, Minn. NYSE: SVU <i>www.supervalu.com</i>	992 tractors 16 straight trucks 5,080 trailers	\$36.1 billion	Operates 1,102 retail grocery stores and 797 in-store pharmacies. The company also operates and licenses 1,332 Save-A-Lot discount stores and provides wholesale distribution of produce and groceries to 1,900 independent grocery stores, plus professional marketing and design services, supply chain logistics consulting and training in the United States. W. Newell & Co. supplies fresh produce.
29 	26	International Paper Co. Memphis, Tenn. NYSE: IP Douglas Froehle, Enterprise Fleet Manager <i>www.internationalpaper.com</i>	955 tractors 257 straight trucks 3,543 trailers	\$26 billion	Produces and distributes paper for office and commercial printing, packaging for food and beverages, lumber and plywood through 237 distribution branches in the United States and 35 in Canada, Mexico and Asia. The company also operates 21 pulp, paper and packaging mills, 146 converting and packaging plants, 19 recycling plants and three bag facilities. Xpedx distributes printing, packaging and graphic arts supplies in the United States.
30 	22	CHS Inc. Inner Grove Heights, Minn. NASDAQ: CHSCP <i>www.chsinc.com</i>	925 tractors 1,387 straight trucks 1,520 trailers	\$36.9 billion	Operates petroleum refineries and pipelines and supplies propane, lubricants and renewable fuels. The company also sells grain and oilseeds, fertilizer and animal feed, processes soybeans and flour, and provides insurance and financial services. CHS Transportation distributes petroleum, propane, anhydrous ammonia, fertilizer and other bulk and packaged products to local cooperatives and retail stores.
31 	41	CEMEX USA Houston (CEMEX, San Pedro Garza Garcia, Nuevo Leon, Mexico) NYSE: CX Karl Watson Jr., President <i>www.cemexusa.com</i>	921 tractors 3,631 straight trucks 1,527 trailers	\$2.6 billion	Manufactures and sells ready-mix cement, cement blocks and aggregates and operates 13 cement plants, 46 distribution terminals, more than 100 rock quarries and 450 ready-mix plants in the United States. New Line Transport operates as a private and for-hire flatbed carrier.
32 	24	Hostess Brands Inc. Irving, Texas Bob Rogas, Director, Fleet Operations <i>www.hostessbrands.com</i>	900 tractors 200 straight trucks 6,500 pickups and cargo vans 1,800 trailers	\$2.5 billion	Operates 36 bakeries and distributes Wonder Bread and Hostess snack products, plus other regional brands of bread and baked goods. The company also operates about 570 retail outlet stores and runs approximately 5,500 delivery routes.








RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
32	30	 Kraft Foods Northfield, Ill. NYSE: KFT Mike Cole, Senior Director, Transportation www.kraftfoodscompany.com	900 tractors 389 straight trucks 1,575 trailers	\$54.4 billion	Manufactures and sells candy and snacks, food and beverages, cheese and other grocery items in 170 countries worldwide.
32	32	 Praxair Inc. Danbury, Conn. NYSE: PX Tim Johnson, U.S. Fleet Manager www.praxair.com	900 tractors 920 straight trucks 2,050 trailers	\$11.3 billion	Supplies atmospheric and process gases and metal and ceramic coatings in North and South America, Europe and Asia. Praxair Surface Technologies supplies coatings to aviation, industrial gas turbine and energy industries. Praxair Distribution supplies industrial, specialty and medical gases and related equipment from 600 locations in the United States and Canada.
33	Not Ranked	 Univar Inc. Redmond, Wash. (CVC Capital Partners and Clayton, Dubilier & Rice LLC) Randy Craddock, President, Univar Canada and Chief Supply Chain Officer www.univar.com	840 tractors 18 straight trucks 1,560 trailers 900 railcars	\$9.7 billion	Distributes industrial and specialty chemicals through 260 facilities in North America, Europe, Asia and Latin America; includes operations of Basic Chemical Solutions acquired in December 2010 and Arinos Quimica Ltda. in Brazil acquired in September 2011.
34	35	 Ben E. Keith Co. Fort Worth, Texas Robert Hallam, Chairman and CEO www.benekeith.com	837 tractors 99 straight trucks 922 trailers	NA	Ben E. Keith Foods delivers food, paper goods, equipment and supplies to restaurants, hospitals, schools and other institutional business through seven distribution centers in 10 states. Ben E. Keith Beverage distributes beer and other beverages throughout Texas. Winn Meat Co. supplies meat products to customers in Texas and other areas of the Southwest.
35	33	 Prairie Farms Dairy Carlisle, Ill. Jay Naples, Corporate Fleet Manager www.prairiefarms.com	832 tractors 1,423 straight trucks 317 pickups and cargo vans 2,165 trailers	NA	Produces and distributes dairy and nondairy products for about 700 member dairies in 13 states and is a joint venture partner with regional dairy manufacturers and distributors, including: Hiland Dairy Foods , Hiland-Roberts Ice Cream Co. , Madison Farms Butter Co. , Muller-Pinehurst Dairy , Roberts Dairy , Turner Dairy Holdings , Southern Belle Dairy , Central Dairy , East Side Jersey Dairy and LuVel Dairy . Hawthorne-Mellody Distributors , Tom Davis & Sons Distributors distribute dairy products in Chicago and Detroit, respectively. Ice Cream Specialties produces frozen ice cream sandwiches, fudge bars and pops. PFD Supply Corp. , GMS Transportation distribute food and paper products to restaurants and fast-food restaurants.
36	34	 Nabors Industries Houston NYSE: NBR Anthony Petrello, CEO www.nabors.com	825 tractors 189 straight trucks 1,157 trailers	\$6.1 billion	Provides oil and gas drilling, production and construction services in the United States, Canada and about 30 other countries. Peak USA Energy Services provides oil rig moving services, heavy hauling, crane and rigging services and oilfield transportation. Ryan Energy Technologies provides horizontal and directional drilling services. Canrig Drilling Technology manufactures and sells top drives, floor wrenches, catwalks and rig control systems.






RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
37 	37	DOT Foods Mount Sterling, Ill. Paul Mugerditchian, President, Dot Transportation <i>www.dotfoods.com</i>	810 tractors 5 straight trucks 10 pickups and cargo vans 2,381 trailers	NA	Redistributes groceries, flatware and janitorial supplies from manufacturers to food processors and food-service distributors through eight distribution centers. DOT Transportation provides dry van and refrigerated truckload and LTL freight transportation services.
38 	45	Pilot Flying J Inc. Knoxville, Tenn. Jimmy Haslan, CEO <i>www.pilotflyingj.com</i>	809 tractors 46 straight trucks 1,105 trailers	NA	Operates more than 550 travel plazas and fuel stops in the United States and Canada and provides banking and financial services, insurance, fuel purchasing, communications, truck sales and other services; includes seven Bosselman travel centers acquired in January and Western Petroleum LLC acquired in February. Flying J Transportation operates as a for-hire and private carrier.
39 	29	JBS USA Holdings Greeley, Colo. (JBS S.A., Sao Paulo, Brazil) Gary Acromite, Vice President, Supply Chain Management <i>www.jbssa.com</i>	795 tractors 1,494 trailers	NA	JBS USA processes, packages and delivers beef, pork, lamb and mutton products in the United States and Australia. The company also produces and processes chicken in the United States and operates feedlots in the United States, Australia, Brazil and Italy. JBS Carriers operates as a private and for-hire refrigerated carrier.
40 	38	Shaw Industries Group Dalton, Ga. (Berkshire Hathaway Inc.) <i>www.shawfloors.com</i>	789 tractors 53 straight trucks 3,495 trailers	NA	Shaw Floors manufactures carpets, rugs, hardwood, laminate and ceramic tile floors for residential and commercial purposes. Shaw Transport operates as a for-hire and private carrier.
41 	43	Kellogg Co. Battle Creek, Mich. NYSE: K Brian Beale, Director, Transportation Procurement <i>www.kelloggs.com</i>	781 tractors and straight trucks 1,110 trailers	\$13.2 billion	Kellogg North America produces and distributes cereal, Keebler cookie and cracker products and frozen food in the United States and Canada; includes business of Pringles acquired in May. Godfrey Transport Inc. operates as a private and for-hire truckload carrier.
42 	42	Walgreen Co. Deerfield, Ill. NYSE: WAG J. Randolph Lewis, Senior Vice President, Supply Chain Management <i>www.walgreens.com</i>	760 tractors 48 straight trucks 1,791 trailers	\$72.2 billion	Operates 8,341 drugstores and pharmacies in the United States and Puerto Rico; includes operations of USA Drug Pharmacy, Super D Drug, May's Drug, Med-X and Drug Warehouse acquired in July. Walgreens Health Services provides pharmacy benefit management, prescriptions by mail and home-care services. Walgreens Specialty Pharmacy provides injectable and biopharmaceutical medications to patients with chronic medical conditions. Take Care Health Systems operates more than 660 work-site and retail health-care centers. Walgreen Oshkosh Inc. operates as a private and for-hire carrier.







RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
43	46	 Darling International Irving, Texas NYSE: DAR Randall Stuewe, Chairman and CEO www.darlingii.com	716 tractors 738 straight trucks 1,338 trailers	\$1.8 billion	Collects and recycles used cooking oil, animal byproducts and hides; includes operations of RVO BioPur LLC acquired in June.
44	40	 Linde North America Murray Hill, N.J. (The Linde Group, Munich, Germany) Mark Motter, Head of Supply Chain Excellence www.linde.com	700 tractors 2,984 straight trucks 1,569 trailers	\$1.9 billion	Distributes industrial and specialty gases through more than 400 locations in the United States and Canada.; includes operations of Lincare Holdings acquired in July.
45	53	 Plains All American Pipeline Houston NYSE: PAA Greg Armstrong, CEO www.paalp.com	689 tractors 1,113 trailers 2,453 railcars	\$34.3 billion	Distributes crude oil and liquefied petroleum gas through pipelines, trucks and barges. Settoon Towing operates 65 barges and 39 tugboats, 50% interest.
46	Not Ranked	 Bimbo Bakeries USA Horsham, Pa. (Grupo Bimbo, Mexico City) Gary Prince, President www.bimbobakeriesusa.com	673 tractors 5,635 straight trucks 1,841 trailers	\$4.8 billion	Produces and distributes sliced bread, buns, cookies, snack cakes, muffins, bagels, prepackaged foods, tortillas, salted snacks and confectionery products in the United States; includes fresh bakery business of Sara Lee Corp., acquired in November 2011.
47	44	 Lowe's Cos. Inc. Mooresville, N.C. NYSE: LOW www.lowes.com	664 tractors 3,731 straight trucks 716 trailers	\$50.2 billion	Operates 1,745 home improvement stores in the United States, Canada and Mexico.
48	51	 Air Products Inc. Allentown, Pa. NYSE: APD Douglas Sarbaugh, Manager, Fleet Maintenance www.airproducts.com	650 tractors 90 straight trucks 250 pickups and cargo vans 2,000 trailers	\$10.1 billion	Produces and distributes industrial gases and chemicals for a variety of industries, including electronics, energy, home health care and chemical processing in the United States and more than 40 other countries.
49	47	 Delhaize America Salisbury, N.C. (Delhaize Group, Brussels, Belgium) www.foodlion.com	634 tractors 2,099 trailers	\$19.23 billion	Operates more than 1,627 supermarkets in 16 states under the Food Lion, Bloom, Bottom Dollar Food, Hannaford Bros., Sweetbay Supermarkets and Harvey's Supermarkets names. Hannaford Trucking Co. operates as a private and for-hire carrier.








RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
50 	49	Advanced Drainage Systems Hilliard, Ohio www.ads-pipe.com	628 tractors 1,051 trailers	NA	Manufactures polyethylene pipe for agricultural, waste, mining, timber, residential and commercial construction and highway drainage markets through 55 plants and 24 distribution centers in the United States and Canada; includes assets of Quality Culvert Inc. acquired in March. Advanced Drainage Structures produces concrete sanitary and storm water structures.
51 	56	Publix Super Markets Lakeland, Fla. Jeffrey Day, Director, Transportation and Maintenance www.publix.com	607 tractors 19 straight trucks 435 pickups and cargo vans 2,470 trailers	\$27 billion	Operates 1,054 supermarkets and 800 pharmacies in Florida, Georgia, South Carolina, Alabama and Tennessee. The company also operates eight distribution centers, two bakeries, three dairies and two fresh food production facilities in Florida and Georgia.
52 	52	H.E.B. Grocery Co. San Antonio www.heb.com	604 tractors 2,032 trailers	NA	Operates supermarkets under the names H-E-B and Central Market in Texas, Louisiana and Mexico. The company also processes meat, dairy products, bread and tortillas.
53 	50	Sunbelt Rentals Fort Mill, S.C. (Ashtead Group PLC, Surrey, England) Brendan Horgan, CEO www.sunbeltrentals.com	597 tractors 1,519 straight trucks 613 trailers	\$1.5 billion	Provides equipment rental for construction, industrial and utility industries through 361 locations in the United States; includes operations of Topp Portable Air and Precision Steel Works acquired in April.
54 	57	Helena Chemical Co. Collierville, Tenn. (Marubeni America/Marubeni Corp., Tokyo, Japan) www.helenachemical.com	590 tractors 1,512 straight trucks 2,390 trailers	NA	Distributes fertilizer and pesticides for agricultural, turf, ornamental, forestry, aquatics and vegetation-management markets. Marubeni Specialty Chemicals supplies specialty chemicals, agricultural chemicals and plastics for import and export.
55 	72	Foster Farms Livingston, Calif. www.fosterfarms.com	581 tractors 151 straight trucks 1,343 trailers	NA	Processes and distributes chicken and turkey products. The company also operates chicken hatcheries, grow-out ranches and feed mills. Foster Dairy Farms processes and distributes milk and dairy products in California. Foster Farms Food Service distributes milk and dairy products, ice cream and cheese.
56 	54	Archer Daniels Midland Decatur, Ill. NYSE: ADM Bill Patterson, President, ADM Trucking www.adm.com	575 tractors 74 straight trucks 1,522 trailers 26,100 railcars 1,700 barges	\$81 billion	Processes soybeans, corn, wheat and cocoa into soy meal and oil, ethanol, high-fructose corn syrup and flour at more than 265 processing plants and more than 330 sourcing facilities in 75 countries. ADM Trucking transports agricultural commodities and products. American River Transportation Co. transports agriculture commodities by barge. ADM Logistics provides transportation for food-grade and chemical products, truckload and LTL, expedited, intermodal and flatbed freight.







RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
57 	55	Land O'Lakes Inc. Arden Hills, Minn. Roger Nordtvedt, Director, Northwest Food Products <i>www.landolakesinc.com</i>	572 tractors 1,134 straight trucks 1,081 pickups and cargo vans 1,530 trailers	\$12.8 billion	Manufactures and distributes milk, butter and cheese to farm cooperatives, supermarkets and food-service companies throughout the United States and 50 other countries. Northwest Food Products Transportation transports milk for Land O'Lakes and other dairy producers. Land O'Lakes Purina Feed makes feed for livestock. Moark LLC engages in egg production. Winfield Solutions distributes crop nutrients and crop protection products and seeds.
58 	87	Core-Mark Holding Co. San Francisco Nasdaq: CORE J. Michael Walsh, CEO <i>www.core-mark.com</i>	568 tractors 72 straight trucks 775 trailers	\$8.1 billion	Distributes packaged consumer goods to convenience stores, grocery stores, mass merchandisers and drug, liquor and specialty stores through 28 distribution centers in the United States and Canada.
59 	48	BlueLinx Holdings Atlanta NYSE: BXC George Judd, CEO <i>www.bluelinxco.com</i>	553 tractors 28 straight trucks 927 trailers	\$1.8 billion	BlueLinx Corp. distributes building products through 55 distribution centers in the United States.
60 	58	Food Services of America Scottsdale, Ariz. (Services Group of America) Doug Minert, CEO <i>www.fsafood.com</i>	532 tractors 66 straight trucks 638 trailers	NA	Distributes food and business supplies to hospitals, restaurants and schools in 15 western states through nine distribution centers; includes operations of Yancey's Food Service acquired in June. Systems Services of America distributes food to chain restaurants in seven states and overseas through four distribution centers. Amerifresh supplies fresh fruits and vegetables in the United States through nine branch locations. Ameristar Meats processes and distributes meat products to restaurants through four branch locations. Gampac provides supply chain logistics consulting services.
61 	59	Ashley Furniture Industries Arcadia, Wis. <i>www.ashleyfurniture.com</i>	514 tractors 32 straight trucks 1,754 trailers	NA	Manufactures and distributes furniture and bedding and operates nearly 200 Ashley Furniture HomeStores. Ashley Distribution Services operates as a for-hire and private carrier.
62 	Not Ranked	Heckmann Corp. Coraopolis, Pa. Brett Quigley, Director, Fleet <i>www.heckmanncorp.com</i>	508 tractors 335 straight trucks 210 pickups and cargo vans 1,865 trailers	\$270 million	Heckmann Environmental Services provides transportation, recycling and disposal of water and oil used in oil and gas drilling from 52 locations in the United States; includes operations of TFI Holdings Inc. and Thermo Fluids Inc. acquired in April.
63 	62	Mohawk Industries Calhoun, Ga. NYSE: MHK Stan Brooks, Senior Director, Transportation <i>www.mohawkind.com</i>	498 tractors 131 straight trucks 28 pickups and cargo vans 1,432 trailers	\$5.6 billion	Manufactures and distributes carpets and rugs, hardwood laminate, wood, stone, ceramic tile and vinyl flooring through more than 300 local distribution centers. Mohawk Carpet Transportation of Georgia operates as a for-hire and private carrier.







RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
64 	65	United Natural Foods Providence, R.I. Nasdaq: UNFI Steven Spinner, CEO <i>www.unfi.com</i>	493 tractors 2 straight trucks 611 trailers	\$4.5 billion	Distributes natural foods and organic products from 12 distribution centers to supermarkets and specialty stores in the United States and Canada and more than 40 other countries. Albert's Organics distributes organic produce in the United States and Canada through six distribution centers. Blue Marble Brands supplies ethnic and natural goods, health and beauty care products and general merchandise through three distribution centers in the United States. Select Nutrition Distributors ships health and beauty aids, vitamins and supplements via UPS from distribution centers in California and Pennsylvania. Woodstock Farms produces nuts, dried fruits and other snack items. Earth Origins Market operates 12 retail grocery stores in Florida, Maryland and Massachusetts.
65 	39	Perdue Inc. Salisbury, Md. <i>www.perdue.com</i>	488 tractors 68 straight trucks 1,443 trailers	NA	Perdue Farms produces, distributes and markets chicken and turkey products to retail grocery stores, food-service and international customers. Perdue AgriBusiness processes grain and soybeans to produce animal feed and pet-food ingredients and vegetable-based oils. Perdue AgriRecycle LLC produces organic fertilizer from surplus chicken litter.
66 	60	ABC Supply Co. Beloit, Wis. Bob Kislia, National Fleet Manager <i>www.abcsupply.com</i>	486 tractors 1,785 straight trucks 100 pickups and cargo vans 727 trailers	\$4 billion	Supplies roofing, siding, windows, gutters, doors and related materials through more than 450 locations in 44 states.
67 	Not Ranked	Shamrock Foods Co. Phoenix <i>www.shamrockfoodservice.com</i>	481 tractors 60 straight trucks 638 trailers	NA	Produces and distributes food and groceries, dairy products, fresh and frozen seafood and meat, produce, dietary products, equipment and beverage and chemical supplies through four distribution centers in the southwestern United States. Shamrock Farms produces milk.
68 	64	Pepsi Bottling Ventures Raleigh, N.C. Paul Mennard, Director, Fleet Operations <i>www.pepsibottlingventures.com</i>	474 tractors 173 straight trucks 473 pickups and cargo vans 608 trailers	NA	Produces and distributes soft drinks through 28 bottling, distribution and sales facilities to customers in North Carolina, South Carolina, New York, Maryland, Delaware, Vermont and Idaho.
69 	67	Bunzl Distribution USA St. Louis (Bunzl PLC, London) Harrell Stark, Manager, Transportation and Safety <i>www.bunzldistribution.com</i>	449 tractors 33 straight trucks 740 trailers	NA	Supplies disposable paper and plastic packaging for grocery, food-service, food-processing, janitorial, manufacturing and health-care industries through 70 warehouses in the United States, Canada, parts of Mexico and the Caribbean; includes operations of Service Paper Co. acquired in June.
70 	66	Wakefern Food Corp. Keasbey, N.J. Joseph Colalillo, CEO <i>www.wakefern.com</i>	441 tractors 1 straight truck 2,100 trailers	\$12.8 billion	Distributes food and merchandise to 275 ShopRite and PriceRite supermarkets in New Jersey, New York, Connecticut, Pennsylvania, Delaware, Maryland, Massachusetts, Rhode Island and Bermuda.

RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
71 	69	Leggett & Platt Inc. Carthage, Mo. NYSE: LEG Maik Breckwoldt, Staff Vice President, Logistics www.leggett.com	425 tractors 100 straight trucks 1,300 trailers	\$3.6 billion	Manufactures components for residential furniture and bedding, retail store fixtures and displays, office furniture, die castings, steel tubing and wire, automotive seat support and lumbar systems and bedding industry machinery in 130 plants in 18 countries; includes operations of Western Pneumatic Tube acquired in January.
72 	78	Mobile Mini Inc. Tempe, Ariz. Nasdaq: MINI Steven Bunger, CEO www.mobilemini.com	420 tractors 224 straight trucks 509 trailers	\$364 million	Manufactures, leases and sells portable storage containers and mobile offices through more than 130 locations in the United States and Canada, the United Kingdom and the Netherlands.
73 	75	Sanderson Farms Inc. Laurel, Miss. Nasdaq: SAFM Joe Sanderson Jr., Chairman and CEO www.sandersonfarms.com	413 tractors 6 straight trucks 592 trailers	\$2 billion	Produces, processes and sells fresh and frozen chicken products and prepared food items to retailers, distributors and fast-food restaurants.
74 	72	Cardinal Health Dublin, Ohio NYSE: CAH Scott Claus, Director, Transportation www.cardinalhealth.com	410 tractors 50 straight trucks 585 trailers	\$103 billion	Manufactures and distributes medical, surgical and laboratory products, as well as pharmaceuticals to more than 60,000 health-care locations through 40 distribution facilities in the United States and Canada; includes operations of Futuremed Healthcare Products Corp. acquired in February. OptiFreight Logistics provides freight management services. Beckloff Associates provides consulting services to companies to obtain marketing approval for drugs, biologics and medical devices.
74	68	Sentinel Transportation Wilmington, Del. (DuPont, ConocoPhillips) www.sentineltrans.com	410 tractors 48 straight trucks 1,026 trailers	NA	Provides bulk transportation of chemicals and petroleum products.
75 	61	Army & Air Force Exchange Service Dallas (Department of Defense) Preston Huddy, Chief, Fleet Operations www.shopmyexchange.com	407 tractors 60 straight trucks 1,805 trailers	\$9.9 billion	Operates more than 3,100 post and base exchanges in the United States and 30 other countries with retail merchandise, fast-food outlets, movie theaters, beauty shops and gas stations.

RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
76 	71	Ace Hardware Corp. Oak Brook, Ill. Scott McLean, Director, Transportation <i>www.acehardware.com</i>	406 tractors 1 straight truck 1,280 trailers	NA	Distributes hardware and building materials to 4,600 member-owned stores in more than 60 countries through 14 warehouses in the United States and one in China.
77 	77	Gilster-Mary Lee Corp. Chester, Ill. Donald Welge, President and CEO <i>www.gilstermarylee.com</i>	405 tractors 1,138 trailers	NA	Manufactures and distributes cereal, cake, cocoa, dinners, drink mixes, pasta and popcorn to grocery stores and food wholesalers in the United States and Canada from 14 production facilities in four states.
78 	74	Stericycle Inc. Lake Forest, Ill. Nasdaq: SRCL Mark Miller, CEO <i>www.stericycle.com</i>	396 tractors 1,359 straight trucks 1,478 trailers	\$1.6 billion	Provides medical and hazardous waste disposal services for health-care, manufacturing and retail industries in the United States, Canada and Mexico, Argentina, Brazil, Chile, Ireland, Japan, Portugal, Romania and the United Kingdom.
79 	63	American Air Liquide Holdings Houston (L'Air Liquide SA, Paris) Michael Graff, CEO <i>www.us.airliquide.com</i>	391 tractors 33 straight trucks 1,180 trailers	NA	Supplies industrial and medical gases and related services to the steel, oil refining, chemistry, glass, electronics, paper, metallurgy, food-processing, health-care and aerospace industries from more than 200 locations in the United States and Canada; includes assets of Georecover-Live Oak LLC acquired in March.
80 	89	Patterson-UTI Energy Co. Houston Nasdaq: PTEN Douglas Wall, CEO <i>www.patenergy.com</i>	376 tractors 622 straight trucks 560 trailers	\$2.6 billion	Patterson-UTI Drilling Co. operates 241 oil and gas rigs in the United States and western Canada. Universal Well Services provides pressure pumping services and drilling and completion fluid services.
81 	70	Castellini Group Newport, Ky. <i>www.castellinicompany.com</i>	373 tractors 530 trailers	NA	Distributes fresh produce and organic foods. RWI Transportation and R&O Transportation provide refrigerated and dry van truckload and LTL transportation services. Crosset Co. provides store delivery. Grant County Foods operates tomato and banana ripening facilities. Club Chef supplies fresh-cut vegetables and lettuce.

RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
82 	73	Sherwin-Williams Co. Cleveland NYSE: SHW David Phillips, Director, Fleet Operations <i>www.sherwin-williams.com</i>	368 tractors 1 straight truck 1,192 trailers	\$7.8 billion	Manufactures paint, finishes, coatings and varnishes and operates about 3,500 stores and auto paint locations in North and South America. Sherwin-Williams Global Finishes Group distributes liquid and powder finishes to more than 70 countries through 79 locations in the United States, Canada, Mexico, Europe and China. Contract Transportation System operates as a for-hire and private carrier.
83 	Not Ranked	The H.T. Hackney Co. Knoxville, Tenn. Ed Meyer, Director, Transportation <i>www.hthackney.com</i>	363 tractors 160 straight trucks 435 trailers	NA	Distributes frozen food, tobacco, health and beauty products and furniture to grocery stores and convenience stores in 20 states in the eastern United States.
84 	36	J.R. Simplot Co. Boise, Idaho <i>www.simplot.com</i>	352 tractors 704 straight trucks 1,247 trailers	NA	Produces potatoes and vegetables; manufactures fertilizer and animal feed, veterinary products and grass seed; operates phosphate and silica mines, cattle ranches and feedlots; and runs Western Stockman's retail stores in Idaho and Oregon.
85 	80	Silver Eagle Distributors Houston Ed Pritchard, Senior Vice President <i>www.wideworldofbud.com</i>	343 tractors 16 straight trucks 355 pickups and cargo vans 357 trailers	NA	Distributes beer and nonalcoholic beverages in the greater Houston area in Texas.
86 	85	Bridgestone Americas Tire Operations Nashville, Tenn. (Bridgestone Corp., Toyko) Andy Montpas, General Manager, Private Fleet <i>www.bridgestone.com</i>	339 tractors 1,669 straight trucks 969 trailers	NA	Manufactures and distributes tires for cars and light trucks, trucks and buses, motorcycles, tractors and earthmoving equipment through eight distribution centers in the United States and Canada. Bridgestone Retail Operations operates more than 2,000 stores selling tires and providing maintenance and repair services. Bridgestone Commercial Solutions Group provides new and retread tires for commercial trucks and off-road vehicles.
87 	76	Nexeo Solutions Dublin, Ohio. (TPG Capital) David Zimmerman, Manager, Fleet Transportation <i>www.nexeosolutions.com</i>	332 tractors 5 straight trucks 597 trailers	NA	Distributes chemicals, plastics and composite materials in North America, Europe and Asia.
88 	79	Chrysler Group Transport Detroit (Chrysler Group LLC) <i>www.chryslerllc.com</i>	331 tractors 13 straight trucks 1,294 trailers	NA	Provides transportation of parts and supplies to manufacturing plants.

RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
89	84	AmeriGas Partners King of Prussia, Pa. NYSE: APU  www.amerigas.com	310 tractors 5,030 straight trucks 1,370 trailers 350 railcars	\$2.5 billion	AmeriGas Propane delivers propane to residential and commercial customers from nearly 1,200 locations in the United States; includes propane operations of Energy Transfer Partners acquired in January.
90	82	McKee Foods Corp. Collegedale, Tenn. Debbie McKee-Fowler, President, McKee Foods Transportation  www.mckeefoods.com	307 tractors 504 trailers	\$674.4 million	Manufactures and distributes Little Debbie snack cakes in the United States, Canada, Mexico, Puerto Rico and U.S. military commissaries overseas. Blue Planet Foods produces Heartland granola cereals, granola bars and pie crusts. McKee Foods Transportation operates as a for-hire and private carrier.
91	78	Unified Grocers Inc. Commerce, Calif. Alfred Plamann, CEO Robert Ling Jr., President  www.unifiedgrocers.com	301 tractors 988 trailers	\$991 million	Produces and distributes groceries, dairy foods, meat, fresh produce, baked goods and general merchandise to supermarkets and grocery stores through seven distribution centers in the western United States.
92	Not Ranked	Dunkin' Brands Group Canton, Mass. Nasdaq: DNKN Duncan Bruce, CEO, National DCP  www.dunkinbrands.com www.nationaldcp.net	300 tractors 350 trailers	\$628 million	Franchises more than 10,000 Dunkin' Donuts and more than 6,700 Baskin-Robbins restaurants. National DCP LLC provides purchasing and distribution services for approximately 7,000 Dunkin' Donuts and Baskin-Robbins restaurants from seven distribution centers in the United States.
93	88	Valley Proteins Inc. Winchester, Va. Richard Evans, Director, Transportation  www.valleyproteins.com	299 tractors 109 straight trucks 35 pickups and cargo vans 805 trailers	\$222 million	Collects and resells animal byproducts, used grease and dead animal stock to manufacturers of pet food, fatty acids, chemicals and lubricants. The company also makes biofuel at 12 conversion facilities in the United States.
94	83	Owens & Minor Inc. Mechanicsville, Va. NYSE: OMI Lisa Saunders, Director Logistics and Transportation Pat Matijevic, Fleet Manager  www.owens-minor.com	294 tractors 86 straight trucks 349 trailers	\$8.6 billion	Distributes medical and surgical supplies to about 4,500 health-care providers from 55 distribution centers in the United States. OM Healthcare Logistics provides warehousing, packaging and kitting, return goods management and order management services.

RANK 2012	RANK 2011	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
95 	81	Sealy Corp. Trinity, N.C. NYSE: ZZ <i>www.sealy.com</i>	293 tractors 914 trailers	\$1.2 billion	Manufactures and distributes mattresses and bedding material from 25 plants to more than 7,000 retail outlets in the United States, plus outlets in Canada, Mexico, Puerto Rico, Brazil, Argentina, France and Italy.
96 	91	Unisource Worldwide Norcross, Ga. <i>www.unisourceink.com</i>	289 tractors 25 straight trucks 578 trailers	\$4.5 billion	Distributes commercial printing and office paper products, packaging materials and facility maintenance supplies through 90 distribution centers in the United States and Canada, China, Singapore, Taiwan, Belgium, Mexico, Poland and the United Kingdom. Paper Plus sells paper products through retail stores. Rollsource distributes specialized paper for commercial and business needs. Unisource Engineered Solutions provides packaging design, sourcing and fulfillment services.
97 	86	Costco Wholesale Corp. Issaquah, Wash. Nasdaq: COST <i>www.costco.com</i>	286 tractors 201 straight trucks 1,465 trailers	\$88.9 billion	Operates 602 membership warehouses in the United States and Puerto Rico, Canada, Mexico, the United Kingdom, Japan, Korea, Taiwan and Australia.
98 	91	General Parts International Raleigh, N.C. <i>www.gpi.com</i>	281 tractors 206 straight trucks 760 trailers	\$2.8 billion	Distributes automotive replacement parts to 3,400 CarQuest stores in the United States and Canada through 36 distribution centers.
99 	83	True Value Co. Harvard, Ill. Paul Clark, Director, Outbound Transportation <i>www.truevalue.com</i>	279 tractors 12 pickups and cargo vans 711 trailers	\$1.9 billion	Distributes hardware and garden supplies, appliances, housewares, sporting goods and toys through 12 regional distribution centers to about 4,500 independent stores in the United States and 53 other countries. The company provides equipment rental and party supplies, tools, paint and janitorial supplies to commercial and industrial customers. Truserv Logistics Co. operates as a for-hire and private carrier.
100 	98	Ferrellgas Partners Overland Park, Kan. NYSE: FGP Mike Abrams, Director, Fleet Services <i>www.ferrellgas.com</i>	275 tractors 2,795 straight trucks 820 pickups and cargo vans 575 trailers 97 railcars	\$2.4 billion	Distributes propane through 866 locations to residential, commercial and agricultural customers in the United States and in Puerto Rico; includes operations of Williams Panhandle Propane acquired in July 2011, Economy Propane acquired in September 2011, Polar Gas Co. and Welch Propane acquired in November 2011.

NOTES:

NA means not available or not applicable.

KEY:NYSE is New York Stock Exchange, Nasdaq is Nasdaq National Market and TSX is Toronto Stock Exchange.
CEO is Chief Executive Officer.

More **Top 100** Customers Than Any Other TMS Provider

100

TMW Systems is the leading Transportation Management Software (TMS) provider to for-hire and private fleets, brokerage and 3PL organizations.

Founded in 1983, TMW has focused exclusively on providing mission-critical enterprise software to the transportation industry, including asset-based and non-asset-based operations. With offices in Cleveland, Dallas, Indianapolis, Nashville, Oklahoma City, Raleigh and Vancouver, the company serves over 2,300 customers, including many of the largest, most sophisticated and complex trucking companies in North America.

For more information, call us at **1-800-401-6682**.
or visit us online at www.tmwsystems.com

MOVE TO TMW.

