

Transport Topics

TOP

100

PRIVATE
CARRIERS 2011



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A Word From the Publisher

Managers of corporate fleets are keeping one eye on Congress and federal regulators and another on the commercial freight market and a dwindling supply of qualified truck drivers as they try to provide additional hauling capacity and keep a lid on the rising cost of transportation.

It's a complex equation that is forcing shippers to focus more intently on getting more utilization from their existing truck fleets and doing all they can to protect and increase the productivity of their drivers.

"We need to increase our fleet by 8% to 10% to handle additional demand," said Victor Hart, manager of transportation safety for DOT Transportation in Mount Sterling, Ill.

A key to providing additional capacity, however, will be the ability of both private and for-hire carriers to find qualified drivers, based on interviews with fleet managers and industry experts by Senior Features Writer Daniel P. Bearth for the 2011 TRANSPORT TOPICS' Top 100 Private Carriers list.

While driver turnover among shipper-owned fleets is much lower than it is for for-hire carriers, a smaller pool of driver applicants and possible changes in the maximum time drivers can work will require new hiring strategies and operational changes.

"We are ramping up our recruiting efforts and reviewing our pay and benefit structure to be proactive and stay ahead of the issue," said Richard Evans, director of transportation for Valley Proteins Inc. in Winchester, Va.

Stan Brooks, senior director of transportation for carpet manufacturer Mohawk Industries in Dalton, Ga., said he is looking to use rail and ocean carriers for longhaul shipments and "co-loading," or combining freight with shipments from other companies to use empty space on trailers and offset some of the cost of transportation.

A major worry for nearly all private fleet managers is the possibility that the Federal Motor Carrier Safety Administration could cut the time drivers are allowed to spend on the road from 11 hours to 10 hours a day.

Such a change would wreck delivery schedules and

drive up operating costs.

"We would be forced to add additional equipment and drivers to the fleet, which in turn would add more congestion onto roadways," said Paul Clark, outbound transportation director for Truserv Logistics Co., a unit of hardware retailer True Value Co. in Harvard, Ill.

Food delivery fleets would be particularly hard hit by the new rules because it would limit the number of stops drivers could make during off-peak hours, said Michael Ahart, vice president of transportation for Dean Foods Co. in Dallas.

M.W. "Moe" Schroter, president of JBS Carriers in Greeley, Colo., who hauls frozen beef for JBS USA Holdings, said he would have to move to a more regional operation with more drop and hook applications.

"This will certainly cause more expense with equipment and drivers," he said.

One solution that could boost freight-hauling capacity and offset the loss of productivity is an increase in the federal weight limit for tractor-trailer combinations.

A bill that would allow states to raise the weight limit to 97,000 pounds with an extra axle from the current limit of 80,000 pounds has been introduced in the House and Senate, and some private fleet executives are hopeful that the proposal will be part of highway funding bill that is expected to pass later this year.

Whatever happens, it's clear that private fleet executives have a lot to think about.

And just as we expect drivers to be alert to changing road conditions, it's not unreasonable to expect that the companies on the Top 100 Private Carriers list will be among those that adapt most successfully to a constantly changing business and regulatory environment.









Howard Abramson







ACKNOWLEDGMENTS AND SOURCES







The 2011 Transport Topics 100 Private Carriers is a project of TRANSPORT TOPICS Publishing Group. Companies are ranked based on the number of heavy-duty tractors they operate and uses data from company and government sources.

Senior Features Writer Daniel P. Bearth coordinated the project with assistance from Karen Villar. Cover design is by George Dively, director of art and production. The design is by Patrick Donlon, assistant director of art and production.




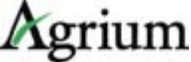



RANK 2011	RANK 2010	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
1	1	PepsiCo Inc. Purchase, N.Y. NYSE: PEP Pete Silva, Senior Director, Fleet www.pepsico.com	11,286 tractors 11,575 straight trucks 38,079 pickups and cargo vans 18,894 trailers	\$57.8 billion	PepsiCo Americas Beverages produces 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.
2	2	 Coca-Cola Company Atlanta NYSE: KO Steven Saltzgiver, Group Director, Fleet Operations North America www.thecoca-colacompany.com	8,057 tractors 2,167 straight trucks 5,250 pickups and cargo vans 10,065 trailers	\$35.1 billion	Coca-Cola Refreshments produces and distributes soft drinks, water, juices, coffee, tea, and energy and sports drinks, includes North American business of Coca-Cola Enterprises acquired in October 2010.)
3	3	 Sysco Corp. Houston NYSE: SYY Gary Cullen, Vice President, Distribution Services www.sysco.com	7,576 tractors 1,293 straight trucks 9,386 trailers	\$37.2 billion	Distributes food and beverages, kitchen equipment and cleaning supplies to restaurants, schools and health-care institutions through 89 operating companies and 180 distribution centers in the United States, Canada and Ireland. 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.
4	4	 Wal-Mart Stores Bentonville, Ark. NYSE: WMT Chris Sultemeier, Senior Vice President, Transportation www.walmartstores.com	6,543 tractors 75 straight trucks 809 pickups and cargo vans 55,000 trailers	\$405 billion	Walmart U.S. operates 3,818 discount department stores, supercenters and neighborhood markets in the United States. Walmart International operates 4,803 discount department stores and food markets in 15 countries. Sam's Club operates 609 merchandise warehouses in the United States. Walmart Logistics delivers merchandise to stores from 147 distribution centers and operates 51 transportation offices worldwide.
5	5	 U.S. Foodservice Rosemont, Ill. (Clayton, Dubilier & Rice, Kohlberg Kravis Roberts & Co.) Jerry Greiner, Senior Director, Fleet Management www.usfoodservice.com	4,949 tractors 333 straight trucks and cargo vans 6,333 trailers	\$19 billion	Distributes food and related products to restaurants, hotels, health-care facilities, cafeterias and schools through 76 locations in the United States, includes assets of WVO Industries and operations of Ritter Food Service acquired in April, Cerniglia Products and Great Western Meats acquired in May and the distribution business of White Apron Inc. acquired in June. Next Day Gourmet provides restaurant supplies and kitchen equipment. Stock Yards supplies meat products. Monarch Food Group distributes 25 branded food products.
6	7	 Halliburton Co. Houston NYSE: HAL www.halliburton.com	3,563 tractors 1,271 straight trucks 6,026 trailers	\$18 billion	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.

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7	10	 Baker Hughes Inc. Houston NYSE: BHI Art Soucy, Vice President, Global Supply Chain www.bakerhughes.com	2,856 tractors 1,667 straight trucks 7,857 pickups and cargo vans	\$14.4 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.
8	6	 Tyson Foods Springdale, Ark. NYSE: TSN Larry Keene, Senior Director, Transportation www.tyson.com	2,510 tractors 114 straight trucks 1,334 pickups and cargo vans 6,300 trailers	\$28.4 billion	Processes and markets beef, chicken, pork, refrigerated and frozen prepared foods, nutritional supplements and animal feed in more than 80 countries. Tyson Food Service produces and distributes pizza crusts, meat products, soups, sauces, and side dishes and tortillas to restaurants, hospitals and school cafeterias. Dynamic Fuels LLC produces diesel and jet fuel from animal fats and waste cooking grease, 50% joint venture with Syntroleum Corp.
9	9	 Schlumberger Limited Houston (Schlumberger N.V., Paris) NYSE: SLB www.slb.com	2,465 tractors 1,992 straight trucks 2,224 trailers	\$27.4 billion	Provides oil and gas drilling services and project management services in 80 countries, includes operations of Smith International acquired in August 2010. WesternGeco provides seismic testing services.
10	14	 Dr Pepper Snapple Group Plano, Texas NYSE: DPS Ted Phillips, Vice President, Fleet Operations www.dpsg.com	2,424 tractors 448 straight trucks 1,730 pickups and cargo vans 3,077 trailers	\$27.4 billion	Produces and distributes soft drinks, water, tea, mixers, juices and other beverages from 22 bottling and manufacturing plants and more than 200 distribution centers in the United States, Canada, Mexico and the Caribbean.
11	13	 Reyes Holdings Rosemont, Ill. Don Van Witzenburg, Vice President, Fleet Operations www.reyesholdings.com	2,294 tractors 175 straight trucks 172 pickups and cargo vans 2,985 trailers	\$13 billion	Reinhart FoodService distributes food and beverages, utensils and paper products and cleaning supplies to restaurants, sporting venues, schools, nursing homes and hospitals in 45 states through 30 distribution centers, includes assets of Valley Foodservice acquired in August 2010 and operations of Conco Food Service acquired in January. Martin-Brower Co. distributes food and supplies to McDonald's restaurants in the United States, Canada, Ireland and Latin America. Reyes Beverage Group distributes beer in major metropolitan markets in the United States, includes operations of Fredericksburg Distributing Co. and Freeman Beverage acquired in October 2010 and assets of Schenck Company acquired in April.
12	8	 Dean Foods Co. Dallas NYSE: DF Michael Ahart, Vice President, Transportation www.deanfoods.com	2,200 tractors 3,850 straight trucks 580 pickups and cargo vans 5,800 trailers	\$12.1 billion	Fresh Dairy Direct and Morningstar produce and distribute milk, ice cream, cheese, juices, teas and other dairy products to retail stores, distributors, food-service distributors, schools and government institutions. White Wave Foods and Alpro produce and distribute soy milk and organic food products in the United States and Europe.







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13 	11	McLane Co. Temple, Texas (Berkshire Hathaway Inc.) W. Grady Rosier, Chief Executive Officer <i>www.mclaneco.com</i>	2,181 tractors 202 straight trucks 4 pickups and cargo vans 3,212 trailers	N/A	McLane Grocery Distribution delivers food and groceries to convenience stores, drug stores, mass merchandisers, wholesale clubs and movie theaters through 20 distribution centers. McLane Foodservice Distribution delivers food and service items to quick-service restaurant chains through 18 distribution centers. Professional Datasolutions provides software and point-of-sale automation systems to convenience stores and vendors. Salado Sales develops and distributes private-label food products. Vantix Logistics provides supply chain consulting and transportation management. Empire Distributors distributes alcoholic beverages, includes operations of Horizon Wine & Spirits acquired in October 2010.
14 	Not Ranked	Nestlé USA Glendale, Calif. (Nestlé S.A., Vevey, Switzerland) Brad Alford, Chief Executive Officer <i>www.nestleusa.com</i>	2,020 tractors 2,812 straight trucks 1,463 trailers	\$27 billion	Produces and distributes frozen meals, pasta and sauces, sandwiches and cookies, coffee and milk beverages, juices, candy and snack foods, ice cream and pizza through 46 distribution centers and 15 sales offices in the United States, includes pizza operations of Kraft Foods acquired in March 2010. Nestlé Purina PetCare produces and distributes pet food. Nestlé Waters North America produces and distributes bottled water. Nestlé Nutrition supplies infant food and nutritional supplements to retail stores, hospitals and nursing homes. Nestlé Professional supplies food and beverages to restaurants and food service establishments.
15 	12	Performance Food Group Richmond, Va. (The Blackstone Group/Wellspring Capital Management) Michael Seekins, Vice President, Transportation <i>www.pfgc.com</i>	1,883 tractors 96 straight trucks 2,080 trailers	N/A	Performance Foodservice distributes food and food-related products to restaurants, hotels, health-care facilities and schools through 18 broadline distribution centers in the United States, includes operations of Ledyard Co. acquired in December 2010. PFG Customized distributes food and food-related products to restaurant chains in the United States and 40 other countries. Vistar Corp. distributes candy, snacks, beverages and other convenience food items to vending, retail, concession, theater, fund-raising and coffee service industries through 23 distribution centers and 13 cash-and-carry stores, includes operations of VME Distributors acquired in April 2010. Roma Food distributes Italian food and products to independent pizzerias through 18 locations.
16 	17	Airgas Inc. Radnor, Pa. NYSE: ARG Tuffy Baum, National Fleet Manager <i>www.airgas.com</i>	1,384 tractors 2,889 straight trucks 828 pickups and cargo vans 3,798 trailers	\$4.3 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. Airgas Specialty Products distributes ammonia products and services, process chemicals and refrigerants.
16 	18	Oldcastle Inc. Atlanta (CRH PLC, Dublin, Ireland) NYSE: CRH Mark Towe, Chief Executive Officer <i>www.oldcastle.com</i>	1,384 tractors 6,701 straight trucks 3,264 trailers	N/A	Americas Materials supplies aggregate, asphalt, ready-mix concrete and paving materials in the United States through 1,200 locations. Americas Products supplies concrete masonry and roof tiles, packaged concrete mix, clay products, glass and windows, construction accessories and fencing products through about 400 locations in the United States, Canada, Chile and Argentina. Americas Distribution supplies roofing and siding products in the United States through 180 locations.
17 	16	Key Energy Services Houston NYSE: KEG Dick Alario, President and CEO <i>www.keyenergy.com</i>	1,292 tractors 1,276 straight trucks 1,708 trailers	\$1.2 billion	Provides oil and gas well servicing, contract drilling, pressure pumping, fishing and rental tools, electric wireline and other oilfield services.







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18 	20	Supervalu Inc. Eden Prairie, Minn. NYSE: SVU Ron Perington, Corporate Director, Fleet Operations <i>www.supervalu.com</i>	1,228 tractors 15 straight trucks 356 pickups and cargo vans 4,917 trailers	\$37.5 billion	Operates about 1,160 retail grocery stores and 813 in-store pharmacies. The company also operates and licenses 1,210 Save-A-Lot discount stores and provides wholesale distribution of produce and groceries to 1,910 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.
19 	42	Basic Energy Services Midland, Texas NYSE: BAS Ken Huseman, President and CEO <i>www.basicenergyservices.com</i>	1,224 tractors 251 straight trucks 1,639	\$728 million	Provides a range of well services to oil-and gas-drilling companies in 13 states includes operations of Platinum Pressure Services acquired in December 2010 and Maverick Cos. acquired in July.
20 	Not Ranked	Gibson Energy Calgary, Alberta TSX: GEI Stew Hanlon, President and CEO <i>www.gibsons.com</i>	1,160 tractors 2,000 trailers	\$3.6 billion	Provides transportation and storage of crude oil, natural-gas liquids and refined petroleum products in Canada and the United States. MP Energy, Canwest Propane supply 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. Chief Hauling Contractors provides liquid bulk and heavy specialized transportation services. Taylor Cos. provides transportation and logistics services for crude oil, natural-gas liquids, propane and butane in the United States, acquired in May 2010.
21 	22	Gordon Food Service Grand Rapids, Mich. David Ponstein, National Director, Transportation <i>www.gfs.com</i>	1,097 tractors 5 straight trucks 1,662 trailers	N/A	Manufactures and distributes food and beverages and related supplies to restaurants, schools and institutions in the United States and Canada. GFS Marketplace supplies food and supplies through 140 stores.
22 	27	CHS Inc. Inner Grove Heights, Minn. NASDAQ: CHSCP Kelly Morrow, Vice President, Transportation <i>www.chsinc.com</i>	1,052 tractors 1,592 straight trucks 2,257 trailers	\$25.3 billion	Operates petroleum refineries and pipelines and supplies propane, lubricants and renewable fuels. The company also sells grain and oilseeds, fertilizer and animal feed and processes soybeans and flour. CHS Transportation distributes petroleum, propane, anhydrous ammonia, fertilizer and other bulk and packaged products to local cooperatives and retail stores.
23 	25	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 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.







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23	29	MBM Foodservice Rocky Mount, N.C. Jim Wallace, Corporate Fleet Operations Manager <i>no website</i>	1,000 tractors 1 straight truck 1,000 trailers	N/A	Distributes food to national restaurant chains through 32 distribution centers.
					
24	23	Hostess Brands Inc. Irving, Texas Bob Rogas, Director, Fleet Operations <i>www.hostessbrands.com</i>	970 tractors 220 straight trucks 6,500 pickups and cargo vans 1,900 trailers	N/A	Operates 39 bakeries and distributes Wonder Bread and Hostess snack products, plus other regional brands of bread and baked goods. The company also operates about 700 bakery outlet stores.
					
24	21	Safeway Inc. Pleasanton, Calif. NYSE: SWY Tom Nartker, Vice President, Transportation <i>www.safeway.com</i>	970 tractors 10 straight trucks 400 pickups and cargo vans 3,950 trailers	\$41.1 billion	Operates 1,694 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 168 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.
					
25	28	Weatherford International Fort Worth, Texas (Weatherford International Ltd., Geneva, Switzerland) NYSE: WFT <i>www.weatherford.com</i>	961 tractors 815 straight trucks 2,192 trailers	\$10.2 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.
					
26	26	International Paper Co. Memphis, Tenn. NYSE: IP Jud Crosswy, Fleet Manager, Global Supply Chain <i>www.internationalpaper.com</i>	955 tractors 259 straight trucks 3,531 trailers	\$25.2 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.
					
27	41	Clean Harbors Inc. Norwell, Mass. NYSE: CLH Richard Smith, Vice President, Fleet Operations <i>www.cleanharbors.com</i>	945 tractors 1,744 straight trucks 1,593 pickups and cargo vans 2,271 trailers	\$1.7 billion	Clean Harbors Environmental Services provides collection, transportation, treatment and disposal of hazardous materials through more than 175 locations in the United States and Canada, Mexico and Puerto Rico, Bulgaria, China, Singapore, Sweden, Thailand and the United Kingdom, includes operations of Peak Energy Services acquired in June.
					

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28	24	 United Rentals Inc. Greenwich, Conn. NYSE: URI Catherine Crewson, Vehicle Fleet Manager <i>www.ur.com</i>	915 tractors 1,195 straight trucks 2,437 pickups and cargo vans 1,421 trailers	\$2.2 billion	Supplies equipment and tools to construction and industrial firms, utilities, municipalities and homeowners through more than 530 locations in the United States and Canada, includes assets of GulfStar Rental Solutions, acquired in April.
29	Not Ranked	 JBS USA Holdings Greeley, Colo. (JBS S.A., Sao Paulo, Brazil) M.W. Schroter, President, JBS Carriers <i>www.jbscarriers.com</i>	911 tractors 1,300 trailers	\$13.4 billion	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.
30	44	 Kraft Foods Northfield, Ill. NYSE: KFT Rick Coughlin, Associate Director, Transportation Operations <i>www.kraftfoodscompany.com</i>	900 tractors 375 straight trucks 1,620 trailers	\$49.2 billion	Manufactures and sells candy and snacks, food and beverages, cheese and other grocery items in 170 countries worldwide.
31	15	 Agrium Inc.¹ Calgary, Alberta NYSE/TSX: AGU Alex Giovannelli, Senior Director, Logistics <i>www.agrium.com</i>	891 tractors 3,428 straight trucks 5,023 pickups and cargo vans 2,829 trailers	\$10.5 billion	Crop Production Services supplies fertilizer, seed and other agricultural products from about 900 locations in North and South America and 300 locations in Australia. 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, includes operations of Evergro Canada acquired in July.
32	31	 Praxair Inc. Danbury, Conn. NYSE: PX Tim Johnson, Fleet Manager <i>www.praxair.com</i>	850 tractors 900 straight trucks 2,020 trailers	\$10.1 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	30	 Prairie Farms Dairy Carlinville, Ill. Jay Naples, Corporate Fleet Manager <i>www.prairiefarms.com</i>	828 tractors 1,493 straight trucks 278 pickups and cargo vans 2,058 trailers	N/A	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, Swiss Valley Farms and LuVel Dairy. Hawthorne-Melody 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.
34	49	 Nabors Industries Houston NYSE: NBR Eugene Isenberg, Chairman and CEO <i>www.nabors.com</i>	825 tractors 189 straight trucks 1,157 trailers	\$4.2 billion	Provides oil and gas drilling, production and construction services in the United States, Canada and about 30 other countries, includes operations of Superior Well Services acquired in September 2010. 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 manufacturers and sells top drives, floor wrenches, catwalks and rig control systems.

¹ Agrium Inc. data exclude equipment for Agrium Wholesale included in 2010 ranking.







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35 	33	Ben E. Keith Co. Forth Worth, Texas John Fershtand, Director, Fleet Operations Ben E. Keith Foods Tom Nesbitt, Division Fleet Manager, Ben E. Keith Beverages <i>www.benekeith.com</i>	816 tractors 63 straight trucks 253 pickups and cargo vans 1,065 trailers	N/A	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, includes operations of Dan's Foodservice acquired in January. Ben E. Keith Beverage distributes beer and other beverages throughout Texas.
36 	50	J.R. Simplot Co. Boise, Idaho Bill Moad, Director, Fleet Operations <i>www.simplot.com</i>	775 tractors 50 straight trucks 450 trailers	N/A	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, includes assets of Texas Liquid Fertilizer in May.
37 	35	DOT Foods Mount Sterling, Ill. Paul Mugerdtichian, President, DOT Transportation <i>www.dotfoods.com</i>	764 tractors 10 pickups and cargo vans 1,176 trailers	N/A	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 	32	Shaw Industries Group Dalton, Ga. (Berkshire Hathaway Inc.) Randy Smith, Director, Transportation <i>www.shawtransport.com</i>	763 tractors 103 straight trucks 192 pickups and cargo vans 3,429 trailers	N/A	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.
39 	36	Perdue Inc. Salisbury, Md. Ed Welch, Director, Transportation Services <i>www.perdue.com</i>	755 tractors 80 straight trucks 1,783 trailers	\$4.6 billion	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.
40 	37	Linde North America Murray Hill, N.J. (The Linde Group, Munich, Germany) Kenneth Flessner, Head of Supply Chain Excellence <i>www.linde.com</i>	750 tractors 300 straight trucks 350 pickups and cargo vans 1,850 trailers	\$2 billion	Distributes industrial and specialty gases through more than 400 locations in the United States and Canada.







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41 	37	CEMEX Inc. Houston (CEMEX S.A.B. de C.V., Mexico) NYSE: CX Lawrence Bruffy, Director, Fleet and Equipment www.cemex.com	747 tractors 3,087 straight trucks 1,178 trailers	N/A	Manufactures and sells ready-mix cement, cement blocks and aggregates and operates 14 cement plants, more than 100 rock quarries and hundreds of ready-mix plants in the United States. New Line Transport operates as a private and for-hire flatbed carrier.
42 	38	Walgreen Co. Deerfield, Ill. NYSE: WAG J. Randolph Lewis, Senior Vice President, Supply Chain Management www.walgreens.com	746 tractors 61 straight trucks 1,817 trailers	\$67.4 billion	Operates 8,184 drugstores and pharmacies in the United States and Puerto Rico, includes operations of drugstore.com acquired in June. 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.
43 	39	Kellogg Co. Battle Creek, Mich. NYSE: K Brett Quigley, Director, Transportation Procurement www.kelloggs.com	700 tractors 120 straight trucks 1,200 trailers	\$12 billion	Kellogg North America produces and distributes cereal, Keebler cookie and cracker products and frozen food in the United States and Canada. Godfrey Transport Inc. operates as a private and for-hire truckload carrier.
43 	19	Coca-Cola Bottling Co. Consolidated Charlotte, N. C. Nasdaq: COKE J. Frank Harrison III, Chairman and CEO www.cokeconsolidated.com	700 tractors 1,200 straight trucks 784 trailers	\$1.5 billion	Produces and distributes soft drinks, bottled water, teas, juices, sports drinks and energy products in portions of 11 states in the Southeast. Swift Water Logistics provides supply chain design and implementation services. Red Classic Brokerage provides freight brokerage services.
44 	Not Ranked	Lowe's Companies Inc. Mooresville, N.C. NYSE: LOW www.lowes.com	664 tractors 4,107 straight trucks 716 trailers	\$48.8 billion	Operates 1,750 home improvement stores in the United States, Canada and Mexico.
45 	59	Pilot Flying J Inc. Knoxville, Tenn. Alan Wright, Vice President, Supply and Distribution www.pilotflyingj.com	659 tractors 34 straight trucks 1,006 trailers	N/A	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. Flying J Transportation operates as a for-hire and private carrier.



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46	79	 Darling International Irving, Texas NYSE: DAR Randall Stuewe, Chairman and CEO www.darlingii.com	648 tractors 755 straight trucks 541 trailers	\$725 million	Collects and recycles used cooking oil, animal byproducts and hides; includes operations of Griffin Industries acquired in December 2010.
47	34	 Delhaize America Salisbury, N.C. (Delhaize Group, Brussels, Belgium) www.foodlion.com	634 tractors 2,099 trailers	\$18 billion	Operates more than 1,607 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.
48	43	 BlueLinx Holdings Atlanta NYSE: BXC Bill Murray, Director, Logistics and Warehouse Operations www.bluelinxco.com	620 tractors 40 straight trucks 1,012 trailers	\$1.8 billion	BlueLinx Corp. distributes building products through 60 warehouses in the United States.
48	40	 RSC Equipment Rental Scottsdale, Ariz. NYSE: RRR Erik Olsson, President and CEO www.rscrental.com	620 tractors 1,654 straight trucks 624 trailers	\$1.1 billion	Provides equipment rental for construction, industrial, manufacturing and government sectors through 470 locations in the United States and Canada.
49	55	 Advanced Drainage Systems Hilliard, Ohio John Moffitt, Director of Logistics www.ads-pipe.com	617 tractors 1,029 trailers	N/A	Manufactures polyethylene pipe for agricultural, waste, mining, timber, residential and commercial construction and highway drainage markets. The company operates 43 plants and 30 distribution centers in the United States and Canada. Advanced Drainage Structures produces concrete sanitary and storm water structures, includes operations of Frederick Precast Concrete acquired in January 2010.
50	47	 Sunbelt Rentals Fort Mill, S.C. (Ashtead Group PLC, Surrey, England) Brendan Horgan, CEO www.sunbeltrentals.com	616 tractors 1,553 straight trucks 604 trailers	\$1.2 billion	Provides equipment rental for construction, industrial and utility industries through 356 locations in the United States.

RANK 2011	RANK 2010	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
51 	53	Air Products Inc. Allentown, Pa. NYSE: APD Douglas Sarbaugh, Manager, Fleet Maintenance <i>www.airproducts.com</i>	605 tractors 55 straight trucks 1,800 trailers	\$9 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.
52 	48	H.E.B. Grocery Co. San Antonio, Texas <i>www.heb.com</i>	604 tractors 2,032 trailers	N/A	Operates 329 supermarkets under the names H-E-B, Central Market and Pentry Food Stores in Texas, Louisiana and Mexico. The company also processes meat, dairy products, bread and tortillas.
53 	46	Plains All American Pipeline Houston NYSE: PAA <i>www.paalp.com</i>	586 tractors 959 trailers 1,395 rail cars	\$25.9 billion	Distributes crude oil and liquefied petroleum gas through pipelines, trucks and barges. Settoon Towing operates 65 barges and 39 tugboats, 50% interest.
54 	50	Archer Daniels Midland Decatur, Ill. NYSE: ADM Bill Patterson, President, ADM Trucking <i>www.adm.com</i>	575 tractors 74 straight trucks 1,522 trailers 26,000 rail cars 2,180 barges	\$62 billion	Processes soybeans, corn, wheat and cocoa into soy meal and oil, ethanol, high-fructose corn syrup and flour at more than 230 processing plants and more than 320 sourcing facilities in 60 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.
55 	51	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	\$11.1 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.
56 	54	Publix Super Markets¹ Lakeland, Fla. Jeffrey Day, Director, Transportation and Maintenance <i>www.publix.com</i>	557 tractors 27 straight trucks 421 pickups and cargo vans 2,370 trailers	\$25.1 billion	Operates 1,034 supermarkets, 11 convenience stores, 128 liquor stores and 36 Crispers restaurants 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.
57 	68	Helena Chemical Co. Collierville, Tenn. (Marubeni America/Marubeni Corp., Tokyo, Japan) <i>www.helenachemical.com</i>	537 tractors 1,317 straight trucks 2,355 trailers	N/A	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.

¹ Publix Super Markets agreed in May to sell Crispers restaurants to Healthy Food Concepts LLC.






RANK 2011	RANK 2010	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
58	57	 Food Services of America Scottsdale, Ariz. (Services Group of America) Doug Minert, President and CEO www.fsafood.com	516 tractors 72 straight trucks 637 trailers	N/A	Distributes food and business supplies to hospitals, restaurants and schools in 15 Western states through nine distribution centers. System 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.
59	58	 Ashley Furniture Industries Arcadia, Wis. www.ashleyfurniture.com	507 tractors 38 straight trucks 1,629 trailers	N/A	Manufactures and distributes furniture and bedding and operates nearly 200 Ashley Furniture HomeStores. Ashley Distribution Services operates as a for-hire and private carrier.
60	81	 ABC Supply Co. Beloit, Wis. Bob Kislia, National Fleet Manager www.abcsupply.com	501 tractors 1,836 straight trucks 75 pickups and cargo vans 759 trailers	\$4 billion	Supplies roofing, siding, windows, gutters, doors and related materials through more than 450 locations in 44 states, includes operations of Bradco Supply Corp. acquired in July 2010.
61	72	 Army & Air Force Exchange Service Dallas (Department of Defense) Preston Huddy, Chief, Fleet Operations www.shopmyexchange.com	489 tractors 1,851 trailers	\$9.8 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.
62	61	 Mohawk Industries Calhoun, Ga. NYSE: MHK Stan Brooks, Senior Director, Transportation www.mohawkind.com	486 tractors 141 straight trucks 2 pickups and cargo vans 1,253 trailers	\$5.3 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.
63	63	 American Air Liquide Holdings Houston (L'Air Liquide SA, Paris) Mike Evans, Director, Bulk Distribution and Logistics www.us.airliquide.com	463 tractors 228 straight trucks 349 pickups and cargo vans 1,350 trailers	N/A	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.

RANK 2011	RANK 2010	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
64	62	 <p>Pepsi Bottling Ventures Raleigh, N.C. Paul Mennard, Director, Fleet Operations www.pepsibottlingventures.com</p>	461 tractors 177 straight trucks 424 pickups and cargo vans 588 trailers	N/A	Produces and distributes soft drinks through 27 bottling, distribution and sales facilities to customers in North and South Carolina, New York, Maryland, Delaware, Vermont and Idaho.
65	64	 <p>United Natural Foods Providence, R.I. Nasdaq: UNFI Steven Spinner, President and CEO www.unfi.com</p>	454 tractors 542 trailers	\$3.8 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 U.S. and Canada through six distribution centers. UNFI Specialty Distribution Services 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. Natural Retail Group operates 12 retail grocery stores in Florida, Maryland and Massachusetts.
66	67	 <p>Wakefern Food Corp. Keasbey, N.J. Dean Janeway, President and CEO www.wakefern.com</p>	441 tractors 1 straight truck 2,000 trailers	N/A	Distributes food and merchandise to 46 supermarket operators in New Jersey, New York, Connecticut, Pennsylvania, Delaware, Maryland, Massachusetts and Rhode Island.
67	65	 <p>Bunzl Distribution USA St. Louis (Bunzl PLC, London) Harrell Stark, Manager, Transportation and Safety www.bunzldistribution.com</p>	439 tractors 32 straight trucks 720 trailers	N/A	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 Cool Pak LLC acquired in January.
68	69	 <p>Sentinel Transportation Wilmington, Del. (DuPont, ConocoPhillips) Orville White, Manager, Safety, Environmental Compliance, Maintenance www.sentineltrans.com</p>	430 tractors 35 straight trucks 43 pickups and cargo vans 1,040 trailers	N/A	Provides bulk transportation of chemicals and petroleum products.
69	56	 <p>Leggett & Platt Inc. Carthage, Mo. NYSE: LEG Maik Breckwoldt, Staff Vice President, Logistics www.leggett.com</p>	425 tractors 100 straight trucks 1,300 trailers	\$3.4 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 140 plants in 18 countries.








RANK 2011	RANK 2010	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
70	45	Castellini Group¹ Newport, Ky.  www.castellinicompany.com	420 tractors 530 trailers	N/A	Distributes fresh produce and organic foods. RWI Transportation and R&O Transportation provide refrigerated and dry van truckload and LTL transportation services. Crosset Company provides store delivery. Grant County Foods operates tomato and banana ripening facilities. Club Chef supplies fresh-cut vegetables and lettuce.
71	66	Ace Hardware Corp. Oak Brook, Ill. Scott McLean, Director, Transportation  www.acehardware.com	416 tractors 1,223 trailers	\$3.5 billion	Distributes hardware and building materials to 4,400 member-owned stores in more than 60 countries through 14 warehouses in the United States and one in China.
72	71	Cardinal Health Dublin, Ohio NYSE: CAH Scott Claus, Director, Transportation  www.cardinalhealth.com	410 tractors 55 straight trucks 595 trailers	\$98.5 billion	Manufactures and distributes medical, surgical and laboratory products, as well as pharmaceuticals to more than 60,000 health-care locations through 64 distribution facilities in the United States. The company also operates Medicine Shoppe International and Medicap Pharmacies franchise pharmacies in the United States and abroad. Beckloff Associates provides consulting services to companies to obtain marketing approval for drugs, biologics and medical devices.
72	71	Foster Farms Livingston, Calif. Ron Hackworth, Manager, Logistics Operations  www.fosterfarms.com	410 tractors 1,000 trailers	N/A	Processes and distributes chicken and turkey products. The company also operates chicken hatcheries, grow-out ranches and feedmills. Foster Farms Dairy processes and distributes milk and dairy products in California.
73	74	Sherwin-Williams Co. Cleveland NYSE: SHW Dan Dingfelder, Director, Fleet Operations  www.sherwin-williams.com	386 tractors 1 straight truck 1,225 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, includes operations of Sayerlack Industrial Wood Coatings and Becker Industrial Products AB acquired in March and September 2010, respectively. Contract Transportation System operates as a for-hire and private carrier.
74	80	Stericycle Inc. Lake Forest, Ill. Nasdaq: SRCL Mark Miller, Chariman and CEO  www.stericycle.com	376 tractors 1,237 straight trucks 1,433 trailers	\$1.4 billion	Provides medical and hazardous waste disposal services for healthcare, manufacturing and retail industries in the United States, Canada and Mexico, Argentina, Brazil, Chile, Ireland, Japan, Portugal, Romania and the United Kingdom, includes operations of Healthcare Waste Solutions acquired in April.
75	60	Sanderson Farms Inc. Laurel, Miss. Nasdaq: SAFM Joe Sanderson Jr., Chairman and CEO  www.sandersonfarms.com	360 tractors 493 trailers	\$1.9 billion	Produces, processes and sells fresh and frozen chicken products and prepared food items to retailers, distributors and fast-food restaurants.






¹ Castellini Group data exclude equipment for Crosset Company and certain other operations included in 2010 ranking.

RANK 2011	RANK 2010	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
76 	73	Nexeo Solutions Dublin, Ohio. (TPG Capital) David Bradley, CEO www.nexeosolutions.com	353 tractors 8 straight trucks 612 trailers	\$3.4 billion	Distributes chemicals, plastics and composite materials in North America, Europe and Asia, includes operations of Ashland Distribution acquired in March.
77 	77	Gilster-Mary Lee Corp. Chester, Ill. Donald Welge, President and CEO www.gilstermarylee.com	351 tractors 1,138 trailers	N/A	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 	75	Mobile Mini Inc. Tempe, Ariz. Nasdaq: MINI Gary Wright, Safety Director Corporate Fleet www.mobilemini.com	325 tractors 230 straight trucks 125 pickups and cargo vans 412 trailers	\$331 million	Manufactures, leases and sells portable storage containers and mobile offices through 121 locations in the United States, Canada, the United Kingdom and the Netherlands.
78 	Not Ranked	Unified Grocers Inc. Commerce, Calif. Alfred Plamann, CEO Robert Ling Jr., President www.unifiedgrocers.com	325 tractors 1,191 trailers	\$3.9 billion	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.
79 	Not Ranked	KeHE Distributors Romeoville, Ill. Chris Sieburg, Vice President Transportation www.kehe.com	324 tractors 459 trailers	N/A	Distributes natural, organic and specialty food products to grocery stores and retail food outlets in the United States, Canada, Mexico and the Caribbean; includes operations of Tree of Life and Peters Imports acquired in February and November 2010, respectively.
79 	82	Chrysler Group Transport Detroit (Chrysler Group LLC) www.chryslerllc.com	324 tractors 1,608 trailers	N/A	Provides transportation of parts and supplies to manufacturing plants.
80 	78	Silver Eagle Distributors Houston Ed Pritchard, Senior Vice President www.wideworldofbud.com	312 tractors 12 straight trucks 305 pickups and cargo vans 354 trailers	N/A	Distributes beer and nonalcoholic beverages in the greater Houston area in Texas.

RANK 2011	RANK 2010	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
81	97	Sealy Corp. Trinity, N.C. NYSE: ZZ Carl Salyer, Manager, Logistics <i>www.sealy.com</i>	311 tractors 1 straight truck 1,053 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.
					
82	85	CVS Caremark Corp. Woonsocket, R.I. NYSE: CVS Joseph Estrella, Director, Transportation <i>www.cvs.com</i>	305 tractors 13 straight trucks 1,013 trailers	\$96.4 billion	Operates 7,182 retail drug stores and 569 MinuteClinic locations in 41 states, the District of Columbia and Puerto Rico, plus 44 specialty pharmacy stores, 18 mail order and five mail service pharmacies. CVS Transportation delivers over-the-counter drugs, health and beauty products, convenience foods and general merchandise from 19 distribution centers.
					
82	84	McKee Foods Corp. Collegedale, Tenn. Debbie McKee-Fowler, President, McKee Foods Transportation <i>www.mckeefoods.com</i>	305 tractors 509 trailers	\$1.2 billion	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.
					
83	89	Owens & Minor Inc. Mechanicsville, Va. NYSE: OMI Pat Matijevic, Fleet Manager <i>www.owens-minor.com</i>	304 tractors 94 straight trucks 10 pickups and cargo vans 377 trailers	\$8.1 billion	Distributes medical and surgical supplies to about 4,500 health-care providers from 52 distribution centers in the United States. OM Healthcare Logistics provides warehousing, packaging and kitting, return goods management and order management services.
					
83	83	True Value Co. Harvard, Ill. Paul Clark, Director, Outbound Transportation <i>www.truevalue.com</i>	304 tractors 12 pickups and cargo vans 742 trailers	\$1.8 billion	Distributes hardware and garden supplies, appliances, housewares, sporting goods and toys through 12 regional distribution centers to about 4,700 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.
					
84	52	AmeriGas Partners King of Prussia, Pa. NYSE: APU <i>www.amerigas.com</i>	300 tractors 4,852 straight trucks 1,400 trailers	\$2.3 billion	AmeriGas Propane delivers propane to residential and commercial customers from nearly 1,200 locations in the United States.
					
84	99	McGriff Industries Cullman, Ala. <i>www.mcgriffindustries.com</i>	300 tractors 650 trailers	N/A	McGriff Tire Co. sells new and retread commercial, passenger and light truck tires. McGriff Treading Co produces and sells retreaded tires for commercial trucks. Lease All Inc. operates as a transportation rrepair shop equipment lease company McGriff Transportation operates as a for-hire and private carrier.
					

RANK 2011	RANK 2010	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
85 	91	Bridgestone Americas Tire Operations Nashville, Tenn. (Bridgestone Corp., Toyko) Ron Tartt, General Manager, Private Fleet <i>www.bridgestone.com</i>	298 tractors 1,957 straight trucks 867 trailers	N/A	Manufactures and distributes tires for cars and light trucks, trucks and buses, motorcycles, tractors and earth-moving 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 retreaded tires for commercial trucks and off-road vehicles.
86 	97	Costco Wholesale Corp. Issaquah, Wash. Nasdaq: COST <i>www.costco.com</i>	294 tractors 186 straight trucks 1,486 trailers	\$76.3 billion	Operates 573 membership warehouses in the United States, Canada, Mexico, Puerto Rico, the United Kingdom, Korea, Japan, Taiwan and Australia.
87 	72	Core-Mark Holding Co. San Francisco Nasdaq: CORE J. Michael Walsh, President and CEO <i>www.core-mark.com</i>	288 tractors 7 straight trucks 377 trailers	\$7.3 billion	Distributes packaged consumer goods to convenience stores, grocery stores, mass merchandisers and drug, liquor and specialty stores through 24 distribution centers in the United States and Canada, includes operations of Forrest City Grocery Co. acquired in May.
88 	90	Valley Proteins Inc. Winchester, Va. Richard Evans, Director, Transportation <i>www.valleyproteins.com</i>	287 tractors 125 straight trucks 26 pickups and cargo vans 722 trailers	N/A	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.
89 	70	Patterson-UTI Energy Co. Houston Nasdaq: PTEN Douglas Wall, President and CEO <i>www.patenergy.com</i>	285 tractors 587 straight trucks 452 trailers	\$1.5 billion	Patterson UTI Drilling Co. operates 356 oil and gas rigs in the United States and western Canada. Universal Well Services provides pressure pumping services and drilling and completion fluid services.
90 	76	Genuine Parts Co. Atlanta NYSE: GPC <i>www.genpt.com</i>	281 tractors 206 straight trucks 760 trailers	\$11.2 billion	Automotive Parts Group distributes automotive replacement parts, paint, accessories, farm and marine supplies, tools and equipment and heavy-duty truck parts to approximately 5,700 NAPA Auto Parts stores in the United States, Canada and Mexico. Motion Industries distributes industrial replacement parts through nine distribution centers to customers in the United States, Canada, Mexico and Puerto Rico. S.P. Richards Co. distributes business products, office furniture, computer equipment, cleaning supplies and safety items to office products resellers through 43 distribution centers. EIS Inc. supplies materials and parts to electronics manufacturing and repair shops through 33 offices and three fabrication plants.

RANK 2011	RANK 2010	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
91 	88	Unisource Worldwide Norcross, Ga. (Bain Capital/Georgia-Pacific Corp.) Dave Rodenroth, Director, National Transportation <i>www.unisourcelink.com</i>	280 tractors 26 straight trucks 74 pickups and cargo vans 621 trailers	N/A	Distributes commercial printing and office paper products, packaging materials and facility maintenance supplies through 85 distribution centers in the United States and Canada. Paper Plus sells paper products through retail stores. Rollsource distributes specialized paper for commercial and business needs. Websource operates as a paper broker. Unisource Global Solutions provides packaging design, sourcing and fulfillment services.
91 	Not Ranked	General Parts International Raleigh, N.C. Mike Pughes, Director, Transportation <i>www.gpi.com</i>	280 tractors 200 straight trucks 5,600 pickups and cargo vans 300 trailers	N/A	Distributes automotive replacement parts to 3,400 CarQuest stores in the United States and Canada through 36 distribution centers.
92 	Not Ranked	ThyssenKrupp USA Washington, D.C. (ThyssenKrupp AG, Essen, Germany) Christian Konig, President <i>www.thyssenkrupp.com</i>	272 tractors 372 straight trucks 269 trailers	\$6.7 billion	ThyssenKrupp Elevator Americas manufactures and maintains elevators and escalators. ThyssenKrupp Materials North America supplies steel, pipe, metals and plastics, alloys, coal and coke, warehousing and supply chain management services. ThyssenKrupp Steel USA manufactures flat carbon and stainless steel. ThyssenKrupp Components Technology manufactures camshafts, steering columns and suspension parts, large-diameter bearings and rings and undercarriages for excavators and bulldozers. ThyssenKrupp Plant Technology provides equipment for mining, automotive testing and maglev technology.
93 	86	HD Supply Orlando, Fla. (Bain Capital, The Carlyle Group, Clayton Dubilier & Rice) Rhonda Rodeffer, Director, Fleet <i>www.hdsupply.com</i>	259 tractors 1,763 straight trucks 1,332 pickups and cargo vans 596 trailers	\$7.5 billion	Provides wholesale distribution of materials used in infrastructure, energy, construction, maintenance and repair/remodeling markets through 764 locations in the United States and Canada; includes operations of Rexford-Albany Municipal Supply Co. acquired in April. White Cap Construction Supply distributes hardware, tools and materials to construction contractors. Creative Touch Interiors provides flooring, cabinets, countertops and window coverings for residential and commercial buildings through 50 design centers in 24 states. Crown Bolt supplies consumer hardware through three distribution facilities in the United States.
93 	99	Builders FirstSource Inc. Dallas Nasdaq: BLDR Floyd Sherman, President and CEO <i>www.blldr.com</i>	259 tractors 354 straight trucks 354 trailers	\$700 million	Manufactures and distributes roof and floor trusses, wall panels, stairs, vinyl and aluminum windows, custom millwork and doors through 52 distribution centers in the United States.
94 	100	Grocers Supply Co. Houston <i>www.grocersupply.com</i>	258 tractors 8 straight trucks 1,012 trailers	\$3.0 billion	Distributes food and groceries to supermarkets, convenience stores and schools in Texas.
95 	92	IFCO Systems North America Houston (Brambles Limited, Sydney, Australia) Dave Russell, President <i>www.ifcosystems.com</i>	251 tractors 2 straight trucks 5,163 trailers	N/A	Provides pallet management services in the United States and operates a pool of more than 119 million reusable plastic containers worldwide.

RANK 2011	RANK 2010	COMPANY	EQUIPMENT	ANNUAL SALES	DESCRIPTION OF BUSINESS
96 	98	Safety-Kleen Systems Plano, Texas Daniel Kratz, Director, Fleet Operations <i>www.safety-kleen.com</i>	250 tractors 1,620 straight trucks 545 pickups and cargo vans 664 trailers 25 storage containers	N/A	Provides used oil recycling and re-refining and parts cleaning and waste-management services for automotive, metal fabrication, printing, chemical, manufacturing, government, education, medical and dry cleaning industries in the United States, Canada, Mexico and Puerto Rico.
97 	Not Ranked	Orgill Inc. Memphis, Tenn. Jim Corbean, Director, Safety and Fleet Services <i>www.orgill.com</i>	235 tractors 2 straight trucks 2 pickup trucks and cargo vans 505 trailers	N/A	Distributes hardware and home-improvement products to hardware stores, home-improvement centers and building material retailers in the United States and 60 countries through five distribution centers and three export consolidation facilities.
98 	Not Ranked	Ferrellgas Partners Overland Park, Kan. NYSE: FGP Mike Abrams, Director, Fleet Services <i>www.ferrellgas.com</i>	233 tractors 2,757 straight trucks 879 pickups and cargo vans 574 trailers 97 railroad tank cars	\$2.1 billion	Distributes propane through 884 locations to residential, commercial and agricultural customers in the United States and in Puerto Rico, includes operations of Kings River Propane acquired in December 2010, and Ram Propane acquired in March.
99 	93	Cargill Meat Solutions Wichita, Kan. (Cargill Inc.) Jon Meier, Vice President, Transportation and Logistics <i>www.cargill.com</i>	222 tractors 320 trailers	N/A	Processes and distributes beef, chicken and turkey to food-service operators and distributors in the United States and Canada. The company also operates meat-processing plants in Argentina, Australia, China, Honduras, Japan, Korea, Mexico and Taiwan.
100 	Not Ranked	Ferguson Enterprises Newport News, Va. (Wolseley Group, Reading, England) Alexis Reece, Fleet Manager <i>www.ferguson.com</i>	220 tractors 1,606 straight trucks 1,757 pickups and cargo vans 400 trailers	N/A	Distributes plumbing supplies and pipe, valves and fittings, heating and cooling equipment; kitchen, bath and lighting fixtures; fireplaces and appliances, tools and safety equipment and fire-protection products through 1,350 locations in the United States, Puerto Rico, the Caribbean and Mexico.

NOTES:

N/A 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.



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