



Bulk Transporter's

Annual Gross Revenue Report

2005

Fleet revenues rise; ratios worsen

OVERALL, tank truck carriers turned in a mixed performance on the economic front in 2005. While most carriers reported hefty gains in revenue, profitability apparently took a big hit.

More than 80% of the carriers participating in this year's *Bulk Transporter* Annual Gross Revenue Report listed higher revenues. For some, the increases were dramatic, and there are now 15 carriers that have broken through the \$100 million level. On the other hand, operating ratios worsened for more than 60% of the fleets in the report.

A vibrant US economy gets part of the credit for the revenue increase. Gross domestic product grew by 3.5% during 2005, and unemployment fell below 5% over the course of the year. More than 2 million jobs were created during a 12-month period, and many were truck-driving positions.

Tank fleets were busy on all fronts during 2005 trying to keep up with demand for transportation. Petroleum shipments were strong, and fleets scrambled to keep up with a construction industry that grew by approximately 3% in 2005. Chemical volumes were robust despite the hurricanes that devastated the Gulf Coast, where many chemical plants are located.

However, strong revenue growth did not automatically translate to big profits for many of the tank truck carriers in this Gross Revenue Report. There were several reasons for that. At the top of the list were higher operating costs, especially fuel.

Diesel prices climbed from an average of \$1.93 per gallon in January 2005 to \$2.56 in August before spiking to a whopping \$2.89 a gallon in September following the Gulf Coast hurricanes. The American Trucking Associations estimated that the industry spent \$87.7 billion on fuel in 2005, compared with \$65.9 billion in 2004.

Surcharges helped fleets recoup some, but not all, of the higher fuel costs. Several fleet executives interviewed during the preparation of the Gross Revenue Report said that fuel surcharges probably accounted for 40% to 60% of the increased revenues in 2005.

Rising fuel prices and other operating cost increases impacted tank truck carriers of all sizes. However, the Top 10 fleets in this report seemed to fare somewhat better than the rest of the industry with regard to revenues and operating ratios.

Among the Top 10, Quality Distribution Inc again headed the list. Trimac Transportation System Inc and Kenan Advantage Group Inc were two and three respectively. Rounding out the Top 10 were Superior Bulk Logistics Inc, Groendyke Transport Inc, Ruan Corporation (new to the Top 10), Schneider National Bulk Carriers,

Enterprise Transportation Co, A&R Transport Inc, and Tankstar USA Inc.

The combined Top 10 revenues of \$2.91 billion were a strong improvement over 2003 results, which were also at record levels. Top 10 revenues in 2005 accounted for 52.4% of the total in the report.

The Top 25 carriers had \$4.23 billion in revenues, or 76.2% of the total represented in this report. That is an increase over the previous year. The 50 largest carriers had revenues of \$5.22 billion, accounting for 94.1% of the total, compared with 91.1% in 2004.

Total 2005 revenues for all 80 carriers in this report were \$5,552,355,943. In contrast, the 2004 report consisted of 96 carriers reporting a combined total of \$5,307,134,352.

Average revenue in 2005 for these 80 carriers was \$69,404,449, up nearly \$15 million from the average of \$54,712,725 for 96 fleets in 2004. The median carrier on the list, the one with an equal number of carriers above and below it, had revenues of \$28,175,000. In 2004, the median carrier revenue was \$21,876,000.

Operating ratios for both 2005 and 2004 were supplied by 71 of the carriers in this report. Twenty-eight—less than half—showed improvement over the previous year. The operating ratio represents operating expenses as a percentage of revenue.

Forty-six fleets had operating ratios between 95.0% and 99.9% (compared with 40 in 2004), and one had a 100% ratio. None of the fleets in the 2004 Gross Revenue Report had a ratio above 99.9%. On the upside, though, two fleets reported ratios below 90%. Ratios between 90.0% and 94.9% were reported by 23 companies, down one from the 2004 report.

Most of the fleets participating in the 2005 report submitted information used to calculate tractor revenues. These figures give an indication of productivity levels. The average for 2005 was \$173,845, significantly higher than the \$159,109 average in 2004.

Eight of the Top 10 reported tractor revenues, averaging \$174,305 for the group. This was a slight drop from the \$174,748 average reported by the Top 10 in 2004.

The best productivity (tractor revenue of \$339,466) came from an East Coast petroleum hauler. The lowest tractor revenue (\$65,049) came from a midwestern petroleum hauler. Average revenue per tractor for a group of 10 petroleum haulers was \$215,252, up from the previous year's average of \$147,887.

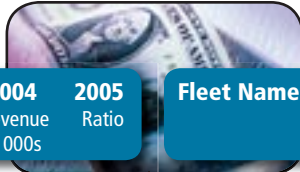
Ten chemical carriers accounted for average revenue per tractor of \$180,486, up from \$152,633 in 2004. Tractor revenue ranged from a high of \$230,875 down to \$122,857.

Average tractor revenue for six dry bulk specialists was \$156,546, down from a \$159,048 average in 2004. Tractor revenue ranged from a high of \$215,873 to a low of \$101,659.

Among five carriers that focus operations on transporting bulk liquid and dry foods, tractor revenue averaged \$130,642. That was down more than \$25,000 from the 2004 food fleet average of \$155,816 per tractor. The high for the

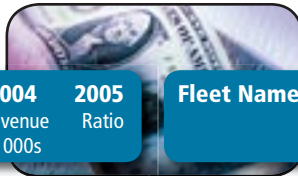
category was \$176,619, and the low was \$86,328.

Many of the figures here are from preaudited reports, and some may include nonbulk revenues or revenues from subsidiary tank truck carriers. In all cases, the numbers were supplied directly to *Bulk Transporter*. The staff greatly appreciates the cooperation of all who helped in the preparation of this report. ■



Fleet Name	2005 Rank	2005 Revenue in 000s	2004 Revenue in 000s	2005 Ratio	Fleet Name	2005 Rank	2005 Revenue in 000s	2004 Revenue in 000s	2005 Ratio
¹ Quality Distribution Inc Tampa FL	1	678,052	622,015	92.7	Mission Petroleum Carriers Inc Houston TX	19	89,121	79,791	95.7
² Trimac Transportation System Inc Calgary AB, Canada	2	532,000	486,000	95.6	Eagle Transport Corp Rocky Mount NC	20	87,418	73,572	97.2
³ Kenan Advantage Group Inc Canton OH	3	524,153	459,036	94.7	¹⁰ Distribution Technologies Newbury OH	21	77,526	92,350	98.3
⁴ Superior Bulk Logistics Inc Oak Brook IL	4	209,385	204,626	95.7	Coastal Transport Co Inc San Antonio TX	22	75,982	74,293	98.0
Groendyke Transport Inc Enid OK	5	180,723	157,519	90.6	Martin Transport Inc Kilgore TX	23	71,856	59,159	95.2
⁵ Ruan Corporation Des Moines IA	6	180,367	92,322	—	McKenzie Tank Lines Inc Tallahassee FL	24	71,533	71,460	96.0
Schneider National Bulk Carriers Green Bay WI	7	160,900	150,200	92.0	Jack B Kelley Inc Amarillo TX	25	66,100	57,113	95.0
Enterprise Transportation Co Houston TX	8	156,709	144,370	96.3	¹¹ Linden Bulk Transportation Co Inc Linden NJ	26	65,835	59,832	98.3
A&R Transport Inc Morris IL	9	155,000	136,000	94.7	Apex Bulk Commodities Adelanto CA	27	62,496	53,522	96.0
⁶ Tankstar USA Inc Milwaukee WI	10	133,949	123,187	92.2					
Foodliner Inc Dubuque IA	11	108,000	93,000	91.8					
⁷ Bulkmatic Transport Company Griffith IN	12	106,170	109,870	95.0					
⁸ The Dewey Corporation Jackson MS	13	104,566	110,281	97.2					
*Liquid Transport Corp Indianapolis IN	14	103,500	103,500	96.4					
Transport Service Co Oak Brook IL	15	102,714	90,629	94.0					
Slay Transportation Co Inc St Louis MO	16	97,734	95,911	96.1					
⁹ Dupré Transport LLC Lafayette LA	17	94,796	82,771	94.1					
TransWood Carriers Inc Omaha NE	18	90,137	80,042	96.2					

* 2004 revenues repeated for 2005.
 — Revenues and/or ratios not available.
 (1) Figures include Quality Carriers Inc and levy Transport Ltd.
 (2) Figures include Trimac Transportation Services Inc, Liquid Transporters Inc, DSI Transports Inc, Quality Service Tank Lines, Universal Transport Inc, Trimac Transportation Service (Western) Inc, and Bulk Plus Logistics.
 (3) Figures include Advantage Tank Lines, Beneto Bulk Transport, Kenan Transport, Klemm Tank Lines, McDaniel Transportation, North Canton Transfer, Petro-Chemical Transport, and KAG Logistics.
 (4) Figures include Superior Carriers Inc and Carry Transit.
 (5) Figures include Ruan Transport Corporation, Single Source Transportation Co, Lambert Transfer, Kings County Truck Lines, California Milk Transport, Cal Western Transport, MSM Transport, and Fluid Transport.
 (6) Figures include Bulk Logistics Inc, North American Bulk Transport Inc, Rogers Cartage Company, Wheatfield Trucking Co, and Schwerman Trucking Co.
 (7) Figures include Bulkmatic Transport Co and Butler & Co.
 (8) Figures include Miller Transporters Inc and Miller Intermodal Logistics Services Inc.
 (9) Figures include Tank Group and Logistics Group.
 (10) Figures include Manfredi Special Services.
 (11) Figures include Linden Bulk Transportation SW LLC.



Fleet Name	2005 Rank	2005 Revenue in 000s	2004 Revenue in 000s	2005 Ratio	Fleet Name	2005 Rank	2005 Revenue in 000s	2004 Revenue in 000s	2005 Ratio
*CTL Distribution Inc Mulberry FL	28	59,957	59,957	90.9	Blue Flash Express LLC Zachary LA	46	23,130	23,650	—
Service Transport Co Houston TX	29	57,458	47,322	90.9	*Coal City Cob Company Avalon TX	47	22,361	22,361	95.0
*Penn Tank Lines Inc Malvern PA	30	56,218	56,218	98.5	Bork Transport of Illinois Summit IL	48	21,500	20,660	93.1
J P Noonan Transportation Inc W Bridgewater MA	31	54,664	54,194	97.9	Kane Transport Inc Sauk Centre MN	49	19,645	19,119	92.5
Highway Transport Inc Knoxville TN	32	53,978	50,389	96.0	*J P Donmoyer Inc Ono PA	50	18,707	18,707	95.8
¹² Schilli Bulk Carriers Group St Louis MO	33	52,840	52,620	—	¹⁴ The Hillman Companies Fort Edward NY	51	17,851	16,975	98.4
Andrews Transport LP Ft Worth TX	34	51,913	46,600	93.5	Hazmat Environmental Group Buffalo NY	52	17,500	17,000	95.0
Island Transportation Corp W Babylon NY	35	48,112	46,072	97.0	F T Silfies Inc Nazareth PA	53	16,285	14,334	93.7
Tidewater Transit Co Inc Kinston NC	36	47,300	43,000	92.0	*Gless Bros Inc Blue Grass IA	54	16,236	16,236	93.8
Usher Transport Inc Louisville KY	37	40,720	34,000	97.0	Landes Trucking Inc Jacksonville IL	55	15,900	13,200	84.0
Langer Transport Corporation Jersey City NJ	38	39,649	37,802	95.7	Barnett Transportation Inc Tuscaloosa AL	56	15,720	13,272	95.6
Wynne Transport Service Inc Omaha NE	39	37,107	31,556	92.5	Dixon Bros Inc Newcastle WY	57	14,766	13,437	93.1
CLI Transport LP Altoona PA	40	29,609	28,175	95.7	¹⁵ P S Marston Associates North Hampton NH	58	14,500	12,800	96.0
Herman R Ewell Inc East Earl PA	41	29,240	31,261	96.4					
Dillon Transport Inc Burr Ridge IL	42	25,780	20,122	98.6					
*J&M Tank Lines Inc Americus GA	43	25,548	25,548	95.1					
Iowa Tanklines Inc Omaha NE	44	23,824	20,035	98.4					
¹³ Atlantic Holding Corp of Virginia Providence Forge VA	45	23,812	19,196	93.2					

* 2004 revenues repeated for 2005.

— Revenues and/or ratios not available.

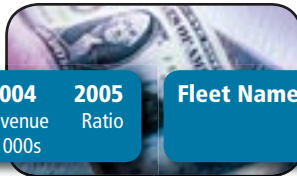
(12) Figures include Truck Transport Inc, Material Delivery Service Inc, Bulk Transport Company, and Sherman Haulers Inc.

(13) Figures include Atlantic Bulk Carrier Corp and Atlantic Tank Lines Corp.

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(14) Figures include Fort Edward Express Co Inc, 4-Star Bulk Transport Inc, Diversified Trailer Group Inc, 4 H Leasing Co Inc, and Hillman Properties Inc.

(15) Figures include Abenaqui Carriers.



Fleet Name	2005 Rank	2005 Revenue in 000s	2004 Revenue in 000s	2005 Ratio	Fleet Name	2005 Rank	2005 Revenue in 000s	2004 Revenue in 000s	2005 Ratio
Fleet Transit Inc Baltimore MD	59	14,243	13,301	—	Terpening Trucking Co Inc Syracuse NY	71	8,175	7,450	98.7
Commercial Transport Inc Belleville IL	60	12,652	12,712	98.2	Hoffmeier Inc Tulsa OK	72	6,461	5,615	97.0
Baltimore Tank Lines Inc Glen Burnie MD	61	12,070	11,127	94.0	Stahly Cartage Co Edwardsville IL	73	6,120	5,930	85.9
McKinley Trucking Co Inc Carson City MI	62	11,214	10,898	—	Randolph's Inc Traer IA	74	5,325	4,304	98.0
Delaware Express Co Elkton MD	63	11,101	10,215	95.0	Saraguay Petroleum Corp Atlanta GA	75	4,551	3,716	96.0
Buesing Bulk Transport Hudson WI	64	10,989	10,198	96.6	Brewer Petroleum Service Inc Revere MA	76	4,360	3,910	94.6
*Goodman Tank Lines Inc Stowe PA	65	10,980	10,980	99.0	Switzer Tank Lines Inc Mount Summit IN	77	2,906	2,716	100.0
K-Limited Carrier Ltd Toledo OH	66	10,776	9,400	94.3	Bogie's Express Inc Tecumseh MI	78	1,500	1,100	—
¹⁶ Carbon Express Inc Wharton NJ	67	10,373	11,159	99.0	T&M Transportation Inc Kansas City KS	79	672	431	96.0
A J Weigand Inc Dover OH	68	10,000	9,200	95.0	PAR Trucking Inc Lombard IL	80	515	441	—
R O Harrell Inc South Boston VA	69	9,853	7,758	—					
Horizon Tank Lines Inc Durham NC	70	8,954	8,659	97.0					

* 2004 revenues repeated for 2005.
 — Revenues and/or ratios not available.
 (16) Figures include Rush Logistics.



Alphabetical cross index of listed carriers

Fleet name	Rank	Fleet name	Rank
A&R Transport Inc.	9	Iowa Tanklines Inc.	44
Andrews Transport LP.	34	Island Transportation Corp.	35
Apex Bulk Commodities.	27	J&M Tank Lines Inc.	43
Atlantic Holding Corp of Virginia.	45	K-Limited Carrier Ltd.	66
Baltimore Tank Lines Inc.	61	Kane Transport Inc.	49
Barnett Transportation Inc.	56	Jack B Kelley Inc.	25
Blue Flash Express LLC.	46	Kenan Advantage Group Inc.	3
Bogie's Express Inc.	78	Landes Trucking Inc.	55
Bork Transport of Illinois.	48	Langer Transport Corporation.	38
Brewer Petroleum Service Inc.	76	Linden Bulk Transportation Co Inc.	26
Buesing Bulk Transport.	64	Liquid Transport Corp.	14
Bulkmatic Transport Company.	12	P S Marston Associates.	58
Carbon Express Inc.	67	Martin Transport Inc.	23
CLI Transport LP.	40	McKenzie Tank Lines Inc.	24
Coal City Cob Company.	47	McKinley Trucking Co Inc.	62
Coastal Transport Co Inc.	22	Mission Petroleum Carriers Inc.	19
Commercial Transport Inc.	60	J P Noonan Transportation Inc.	31
CTL Distribution Inc.	28	PAR Trucking Inc.	80
Delaware Express Co.	63	Penn Tank Lines Inc.	30
Dewey Corporation.	13	Quality Distribution Inc.	1
Dillon Transport Inc.	42	Randolph's Inc.	74
Distribution Technologies.	21	Ruan Corporation.	6
Dixon Bros Inc.	57	Saraguay Petroleum Corp.	75
J P Donmoyer Inc.	50	Schilli Bulk Carriers Group.	33
Dupré Transport LLC.	17	Schneider National Bulk Carriers.	7
Eagle Transport Corp.	20	Service Transport Co.	29
Enterprise Transportation Co.	8	F T Silfies Inc.	53
Herman R Ewell Inc.	41	Slay Transportation Co Inc.	16
Fleet Transit Inc.	59	Stahly Cartage Co.	73
Foodliner Inc.	11	Superior Bulk Logistics Inc.	4
Gless Bros Inc.	54	Switzer Tank Lines Inc.	77
Goodman Tank Lines Inc.	65	T&M Transportation Inc.	79
Groendyke Transport Inc.	5	Tankstar USA Inc.	10
R O Harrell Inc.	69	Terpening Trucking Co Inc.	71
Hazmat Environmental Group.	52	Tidewater Transit Co Inc.	36
Highway Transport Inc.	32	Transport Service Co.	15
Hillman Companies.	51	TransWood Carriers Inc.	18
Hoffmeier Inc.	72	Trimac Transportation System Inc.	2
Horizon Tank Lines Inc.	70	Usher Transport Inc.	37
		A J Weigand Inc.	68
		Wynne Transport Service Inc.	39