



# Bulk Transporter's Tank Truck Carrier 2006 Gross Revenue Report

## Tank fleets struggle for profitability

TANK truck carriers faced another mixed year for financial performance in 2006. A majority of fleets posted modest revenue gains, and many (especially petroleum carriers) showed productivity gains. However, profitability continued the slide that started in 2005.

Just about 63% of the carriers participating in this year's *Bulk Transporter* Annual Gross Revenue Report posted higher revenues. However, that was quite a drop from the 2005 report in which more than 80% of the participating fleets announced higher revenues. Further, operating ratios worsened for nearly 66% of the participants in this report.

Factors contributing to the erosion of profitability included rising driver wages, diesel prices that climbed above \$3 a gallon in August 2006, and ever-higher insurance premiums. Prices were up for new tractors and tank trailers. Fleet productivity was hurt by traffic congestion and hours-of-service regulations that limit a driver's time behind the wheel.

Overall truck tonnage dropped during 2006, along with new home construction and US automotive production. Tank truck carriers serving the construction and automotive sectors certainly felt the impact. In contrast, petroleum shipments remained strong in spite of higher fuel prices, and biofuels growth brought new business for many tank haulers.

The profitability challenges may have prompted the first significant increase in tank truck carrier mergers and acquisition in several years. Among the deals announced during 2006: Transport Service Co bought the chemical fleet assets of Mission Petroleum Carriers Inc; Dana Transport acquired Liquid Transport Corp; Dupré Transport LLC sold off its van fleet in mid-2006; Kenan Advantage Group bought Bulk Express; F T Silfies purchased Price Trucking Inc; and Trimac Transportation acquired cement hauler Jeffbrett Group Partnership.

Top 10 tank truck carriers fared somewhat better in the profitability struggle when compared with the rest of the industry. Of the seven Top 10 carriers that provided numbers for 2005 and 2006, six posted higher revenues, and four showed improved operating ratios.

Several of the Top 10 carriers changed position. Quality Distribution Inc again headed the list, but Kenan Advantage Group and Trimac Transportation traded places at two and three. Rounding out the Top 10 were Superior Bulk Logistics, Groendyke Transport Inc, Ruan Corporation, Enterprise Transportation Co, A&R Transport Inc, Schneider National Bulk Carriers, and Tankstar USA.

Combined Top 10 revenues were \$3.02 billion in 2006, a marginal improvement over 2005. Top 10 revenues in 2006 accounted for 51.3% of the total in the report.

The Top 25 carriers had \$4.4 billion in revenues, or 74.7% of the total represented in this report. That was an increase over the \$4.23 billion in revenues reported by the Top 25 in 2005.

Total 2006 revenues for all 80 carriers in this report were \$5,894,691,407. In contrast, the 80 carriers in the 2005 report accounted for a combined total of \$5,552,355,943.

Average revenue in 2006 was \$73,683,642, up \$4.2 million from the average of \$69,404,449 in 2005. The median carrier on the list, the one with an equal number of carriers above and below it, had revenues of \$31,180,000. In 2005, the median carrier revenue was \$28,175,000.

Operating ratios for both 2006 and 2005 were supplied by 70 of the carriers in this report. Twenty-four—just about a third—showed improvement over the previous year. The operating ratio represents operating expenses as a percentage of revenue.

Forty had operating ratios between 95.0% and 99.9% (compared with 46 in 2005), and one had a ratio above 100%. Ratios between 90.0% and 94.9% were reported by 28 carriers, up five from the previous year. Just one fleet had a ratio below 90%.

Most of the fleets participating in the 2006 report submitted information used to calculate tractor revenues. These numbers give an indication of productivity levels. The average for 2006 was \$180,723, a good increase over the \$173,845 average in 2005.

Six of the Top 10 reported tractor revenues, averaging \$195,781. This was a significant increase over the \$174,305 average reported by the Top 10 in 2005, and it was one of the real bright spots in this year's Gross Revenue Report.

The best productivity (tractor revenue of \$356,739) came from an East Coast petroleum hauler. The lowest tractor revenue (\$72,057) was posted by an East Coast dry carrier that hauls construction materials.

More than one petroleum hauler topped the \$300,000 mark for tractor revenue in 2006. On the other hand, the low for petroleum haulers was \$98,320. Average revenue for tractor for a group of eight petroleum carriers was \$238,158, up from the previous year's average of \$215,252.

Six chemical haulers accounted for average revenue per tractor of \$196,571, up from \$180,486 in 2005. Tractor revenue ranged from a high of \$252,941 down to \$104,500.

Average tractor revenue for six dry bulk specialists was \$155,311, down slightly from a \$156,546 average in 2005.

Dry bulk tractor revenue ranged from a high of \$226,771 to a low of \$72,057.

Among six carriers that focus on transporting bulk liquid and dry foods, tractor revenue averaged \$156,820, a nice increase over the 2005 average of \$130,642. The high for the category was \$196,246, and the low was \$98,437.

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. ■

## Bulk Transporter's Tank Truck Carrier **2006** Gross Revenue Report

Fleet Name	2006 Rank	2006 Revenue in 000s	2005 Revenue in 000s	2006 Ratio
<sup>1</sup> <b>Quality Distribution</b> Tampa FL	1	730,135	678,052	92.4
<sup>2</sup> <b>Kenan Advantage Group</b> Canton OH	2	563,646	524,153	94.1
<sup>3</sup> <b>Trimac Transportation</b> Calgary AB, Canada	3	538,600	532,200	94.8
<sup>4</sup> <b>*Superior Bulk Logistics Inc</b> Oak Brook IL	4	209,385	209,385	95.7
<b>Groendyke Transport Inc</b> Enid OK	5	194,131	180,723	90.3
<sup>5</sup> <b>*Ruan Corporation</b> Des Moines IA	6	180,367	180,367	—
<b>Enterprise Transportation Co</b> Houston TX	7	163,140	156,709	97.0
<b>*A&amp;R Transport Inc</b> Morris IL	8	155,000	155,000	94.7
<b>Schneider National Bulk Carriers</b> Green Bay WI	9	152,700	160,900	91.1
<sup>6</sup> <b>Tankstar USA Inc</b> Milwaukee WI	10	138,051	133,949	97.1
<b>Foodliner Inc</b> Dubuque IA	11	127,000	108,000	—
<b>Transport Service Co</b> Oak Brook IL	12	115,210	102,714	94.0
<sup>7</sup> <b>Bulkmatic Transport Co</b> Griffith IN	13	108,645	106,170	95.2
<b>Slay Transportation Co Inc</b> St Louis MO	14	104,500	97,734	96.5
<b>TransWood Inc</b> Omaha NE	15	100,207	90,137	96.7
<sup>8</sup> <b>Dupré Transport LLC</b> Lafayette LA	16	100,191	94,796	95.9
<b>Eagle Transport Corp</b> Rocky Mount NC	17	98,033	87,736	97.5
<b>Andrews Transport LP</b> Fort Worth TX	18	88,243	51,913	92.7
<b>Miller Transporters Inc</b> Jackson MS	19	86,100	83,730	98.4
<b>Mission Petroleum Carriers Inc</b> Houston TX	20	80,313	89,121	95.9
<b>Martin Transport Inc</b> Kilgore TX	21	79,885	71,856	97.1

Fleet Name	2006 Rank	2006 Revenue in 000s	2005 Revenue in 000s	2006 Ratio
<sup>9</sup> <b>*Distribution Technologies Inc</b> Newbury OH	22	77,526	77,526	98.3
<b>*Coastal Transport Co Inc</b> San Antonio TX	23	75,982	75,982	98.0
<b>*McKenzie Tank Lines Inc</b> Tallahassee FL	24	71,533	71,533	96.0
<sup>10</sup> <b>Linden Bulk Transportation Co Inc</b> Linden NJ	25	70,656	65,835	97.8
<b>Apex Bulk Commodities</b> Adelanto CA	26	69,531	62,496	90.4
<b>Cliff Viessman Inc</b> Gary SD	27	69,471	61,171	95.0
<b>Penn Tank Lines Inc</b> Chester Springs PA	28	68,414	64,694	94.5
<b>*Jack B Kelley Inc</b> Amarillo TX	29	66,100	66,100	95.0
<b>United Petroleum Transports Inc</b> Oklahoma City OK	30	63,000	57,000	95.5
<b>CTL Transportation LLC</b> Mulberry FL	31	62,500	62,500	94.7
<b>J P Noonan Transportation Inc</b> West Bridgewater MA	32	58,035	54,664	97.7
<b>*Service Transport Co</b> Houston TX	33	57,458	57,458	90.9

(Cont'd on p 30)

\* 2005 revenues repeated for 2006.

— Revenues and/or ratios not available.

1 Figures include Quality Carriers Inc and Levy Transport Ltd.

2 Figures include Advantage Tank Lines, Kenan Transport, Klemm Tank Lines, McDaniel Transportation, North Canton Transfer, Petro-Chemical Transport, and KAG Logistics.

3 Figures include Trimac Transportation LLP (Canada) and Trimac Transportation Inc (US).

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, North American Bulk Transport, Rogers Cartage Company, and Schwerman Trucking Co.

7 Figures include Bulkmatic Transport Co and Butler & Co.

8 Figures include Tank and Logistics groups.

9 Figures include Manfredi Special Services.

10 Figures include Linden Bulk Transportation SW LLC.

Bulk Transporter's Tank Truck Carrier **2006** Gross Revenue Report (Cont'd from p 29)

Fleet Name	2006 Rank	2006 Revenue in 000s	2005 Revenue in 000s	2006 Ratio	Fleet Name	2006 Rank	2006 Revenue in 000s	2005 Revenue in 000s	2006 Ratio
<b>Highway Transport Inc</b> Knoxville TN	34	54,117	53,978	96.2	<b>Fleet Transit Inc</b> Baltimore MD	60	16,033	14,241	—
<b>Island Transportation Corp</b> West Babylon NY	35	49,603	48,112	97.0	<b>M C Tank Transport Inc</b> West Chester OH	61	14,656	12,967	98.4
<sup>11</sup> <b>Schilli Bulk Carriers Group</b> St Louis MO	36	48,859	52,840	—	<b>*Baltimore Tank Lines Inc</b> Glen Burnie MD	62	12,070	12,070	94.0
<b>*Tidewater Transit Co Inc</b> Kinston NC	37	47,300	47,300	92.0	<b>Commercial Transport Inc</b> Belleville IL	63	11,867	12,652	100.8
<b>Langer Transport Corp</b> Jersey City NJ	38	43,928	39,649	95.1	<b>R O Harrell Inc</b> South Boston MA	64	11,860	9,853	—
<b>Usher Transport Inc</b> Louisville KY	39	41,300	40,720	97.2	<b>Goodman Tank Lines Inc</b> Stowe PA	65	11,400	12,500	99.0
<b>*Wynne Transport Service Inc</b> Omaha NE	40	37,107	37,107	92.5	<b>*McKinley Trucking Co Inc</b> Carson City MI	66	11,214	11,214	—
<b>Coal City Cobb Co Inc</b> Avalon TX	41	31,180	30,093	93.0	<b>K-Limited Carrier Ltd</b> Toledo OH	67	11,185	10,776	97.0
<b>CLI Transport LP</b> Altoona PA	42	30,101	29,609	92.9	<b>*Delaware Express Co</b> Elkton MD	68	11,101	11,101	95.0
<b>Food Express Inc</b> Arcadia CA	43	29,257	27,262	97.8	<b>*Buesing Bulk Transport</b> Hudson WI	69	10,989	10,989	96.6
<b>Dillon Transport</b> Burr Ridge IL	44	28,716	25,780	99.0	<b>Reliable Liquid Transport Inc</b> Santa Rosa CA	70	10,000	—	—
<b>F T Silfies Inc</b> Nazareth PA	45	28,535	16,285	94.4	<sup>15</sup> <b>Carbon Express Inc</b> Wharton NJ	71	9,745	10,373	99.0
<b>Iowa Tanklines Inc</b> Omaha NE	46	28,325	23,824	93.7	<b>Horizon Tank Lines Inc</b> Durham NC	72	9,719	8,660	98.0
<b>Herman R Ewell Inc</b> East Earl PA	47	27,692	29,240	98.4	<b>Terpening Trucking Co Inc</b> Syracuse NY	73	8,135	8,175	98.5
<b>Miller Intermodal Logistics Service</b> Jackson MS	48	25,700	20,900	92.0	<b>Jasa Transit Inc</b> Blair NE	74	7,100	6,300	93.7
<b>J P Donmoyer Inc</b> Ono PA	49	24,485	18,620	94.0	<b>Switzer Tank Lines Inc</b> Mt Summit IN	75	5,521	2,847	96.0
<b>Hazmat Environmental Group</b> Buffalo NY	50	24,000	17,500	95.0	<b>Brewer Petroleum Service Inc</b> Revere MA	76	5,147	4,117	—
<sup>12</sup> <b>Atlantic Holding Corp of VA</b> Providence Forge VA	51	23,227	23,812	98.4	<b>Saraguay Petroleum</b> Atlanta GA	77	4,922	4,551	96.0
<b>Blue Flash Express LLC</b> Zachary LA	52	21,226	23,130	—	<b>Transgas Inc</b> Lowell MA	78	4,512	7,207	93.0
<b>Gless Brothers Inc</b> Blue Grass IA	53	21,066	18,817	91.2	<b>Stardust Transportation LLC</b> Indianapolis IN	79	3,894	3,424	74.0
<b>Bork Transport of Illinois</b> Summit IL	54	19,875	21,500	94.8	<sup>16</sup> <b>Herbert R Shipley Inc</b> Sykesville MD	80	3,000	3,300	—
<b>*Kane Transport Inc</b> Sauk Centre MN	55	19,645	19,645	92.5					
<sup>13</sup> <b>P S Marston Associates</b> North Hampton NH	56	19,600	14,500	95.8					
<sup>14</sup> <b>Hillman Companies</b> Fort Edward NY	57	18,064	17,851	98.0					
<b>Dixon Brothers Inc</b> Newcastle WY	58	17,448	14,766	94.3					
<b>Barnett Transportation</b> Tuscaloosa AL	59	16,560	15,720	94.4					

\* 2005 revenues repeated for 2006.  
 — Revenues and/or ratios not available.  
 11 Figures include Truck Transport Inc, Material Delivery Service Inc, and Bulk Transport Co.  
 12 Figures include Atlantic Bulk Carrier Corp and Atlantic Tank Lines Corp.  
 13 Doing business as Abenaqui Carriers.  
 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 Rush Logistics.  
 16 Doing business as Shipley Transport.

## Alphabetical cross-index of listed carriers

<b>Fleet name</b>	<b>Rank</b>	<b>Fleet name</b>	<b>Rank</b>
A&R Transport Inc. . . . .	8	K-Limited Carrier Ltd . . . . .	.67
Andrews Transport LP . . . . .	.18	Kane Transport Inc . . . . .	.55
Apex Bulk Commodities. . . . .	.26	Jack B Kelley Inc . . . . .	.29
Atlantic Holding Corp of VA . . . . .	.51	Kenan Advantage Group . . . . .	2
		Langer Transport Corp . . . . .	.38
Baltimore Tank Lines Inc. . . . .	.62	Linden Bulk Transportation Co Inc . . . . .	.25
Barnett Transportation . . . . .	.59		
Blue Flash Express LLC . . . . .	.52	M C Tank Transport Inc . . . . .	.61
Bork Transport of Illinois . . . . .	.54	P S Marston Associates . . . . .	.56
Brewer Petroleum Service Inc . . . . .	.76	Martin Transport Inc . . . . .	.21
Buesing Bulk Transport . . . . .	.69	McKenzie Tank Lines Inc . . . . .	.24
Bulkmatic Transport Co . . . . .	.13	McKinley Trucking Co Inc . . . . .	.66
		Miller Intermodal Logistics Service. . . . .	.48
Carbon Express Inc . . . . .	.71	Miller Transporters Inc. . . . .	.19
CLI Transport LP. . . . .	.42	Mission Petroleum Carriers Inc . . . . .	.20
Coal City Cobb Co Inc . . . . .	.41	J P Noonan Transportation Inc . . . . .	.32
Coastal Transport Co Inc . . . . .	.23		
Commercial Transport Inc. . . . .	.63	Penn Tank Lines Inc . . . . .	.28
CTL Transportation LLC . . . . .	.31	Quality Distribution . . . . .	1
		Reliable Liquid Transport Inc. . . . .	.70
Delaware Express Co . . . . .	.68	Ruan Corporation. . . . .	6
Dillon Transport . . . . .	.44		
Distribution Technologies Inc . . . . .	.22	Saraguay Petroleum. . . . .	.77
Dixon Brothers Inc . . . . .	.58	Schilli Bulk Carriers Group . . . . .	.36
J P Donmoyer Inc . . . . .	.49	Schneider National Bulk Carriers . . . . .	9
Dupré Transport LLC . . . . .	.16	Service Transport Co . . . . .	.33
		Herbert R Shipley Inc . . . . .	.80
Eagle Transport Corp . . . . .	.17	F T Silfies Inc . . . . .	.45
Enterprise Transportation Co . . . . .	7	Slay Transportation Co Inc . . . . .	.15
Herman R Ewell Inc . . . . .	.47	Stardust Transportation LLC. . . . .	.79
		Superior Bulk Logistics Inc. . . . .	4
Fleet Transit Inc . . . . .	.60	Switzer Tank Lines Inc. . . . .	.75
Food Express Inc . . . . .	.43		
Foodliner Inc . . . . .	.11	Tankstar USA Inc . . . . .	.10
		Terpening Trucking Co Inc. . . . .	.73
Gless Brothers Inc. . . . .	.53	Tidewater Transit Co Inc . . . . .	.37
Goodman Tank Lines Inc . . . . .	.65	Transgas Inc. . . . .	.78
Groendyke Transport Inc . . . . .	5	Transport Service Co . . . . .	.12
R O Harrell Inc . . . . .	.64	TransWood Inc . . . . .	.15
Hazmat Environmental Group. . . . .	.50	Trimac Transportation . . . . .	3
Highway Transport Inc . . . . .	.34		
The Hillman Companies. . . . .	.57	United Petroleum Transports Inc . . . . .	.30
Horizon Tank Lines Inc . . . . .	.72	Usher Transport Inc . . . . .	.39
		Cliff Viessman Inc. . . . .	.27
Iowa Tanklines Inc. . . . .	.46	Wynne Transport Service Inc . . . . .	.40
Island Transportation Corp . . . . .	.35		
Jasa Transit Inc . . . . .	.74		