

THE TRANSPORT TOPICS

# TOP 50

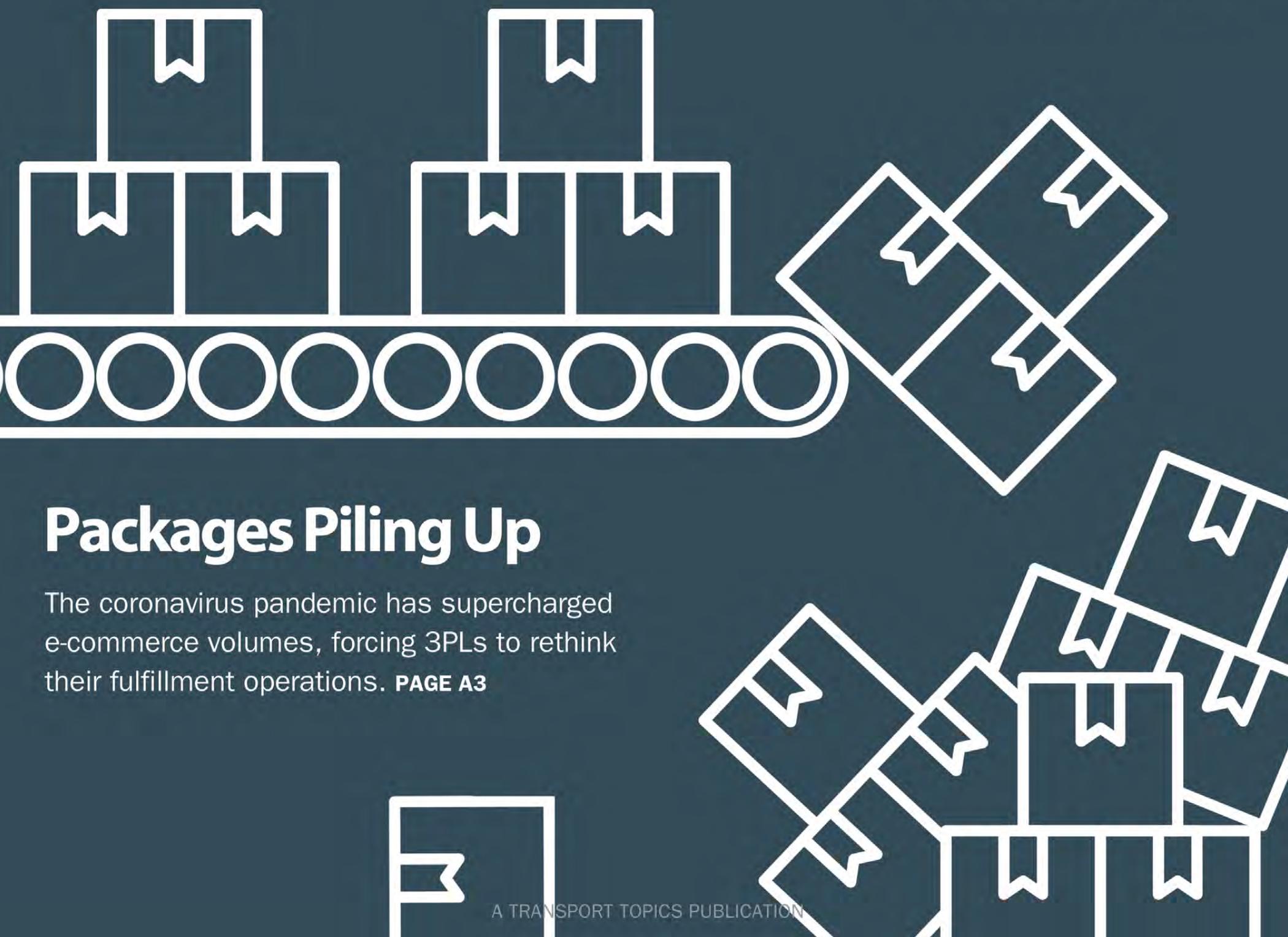
2021

LOGISTICS COMPANIES

THE DEFINITIVE ANNUAL RANKING OF THE LARGEST THIRD-PARTY LOGISTICS PROVIDERS

## Inside: North America's Largest Logistics Firms

The list starts on **PAGE A6**



### Packages Piling Up

The coronavirus pandemic has supercharged e-commerce volumes, forcing 3PLs to rethink their fulfillment operations. **PAGE A3**

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# Taming the E-Commerce Boom

## *Pandemic-Driven Spike in Online Shopping Volumes Forces Logistics Firms to Adjust Fulfillment Operations*

By **Jerry Hirsch**  
Contributing Writer



Workers sort crates of packages at a DHL facility in Chicago. E-commerce growth has accelerated amid the pandemic.

The COVID-19 pandemic has squeezed many years of growth in online sales and e-commerce fulfillment into a single 12-month period.

Confronted with business closures, restrictions on large gatherings, physical distancing guidelines and the fear of catching the novel coronavirus, consumers turned their computers and phones into shopping malls, spending \$861 billion online with U.S. merchants in 2020, a 44% increase over the prior year, according to estimates by Digital Commerce 360.

In fact, e-commerce accounted for more than 21% of total retail sales last year, up from less than 16% in 2019, the research firm reported. That increase of more than five percentage points far eclipsed previous annual gains in online shopping.

“People are bored sitting at home and have extra money that would have been spent on a vacation,” said Cathy Morrow Roberson, an industry consultant who heads Logistics Trends & Insights.

They are spending that money on their homes, including buying exercise equipment and office furniture and equipment for remote work, and they are doing much of that spending online, Roberson said.

“What was expected to happen in seven years happened in one year last year,” said Kraig Foreman, president of eCommerce at DHL Supply Chain Americas.

Westerville, Ohio-based DHL Supply Chain ranks No. 7 on the TRANSPORT TOPICS Top 50 list of the largest third-party logistics companies in North America. The contract logistics provider is a business unit of Germany-based Deutsche Post DHL Group.

It wasn't an easy transition as retailers and logistics providers had to adapt to dramatic changes in the marketplace quickly, said Sean Henry, CEO and co-founder of Stord, an Atlanta-based supply-chain visibility and e-commerce fulfillment company.

First, companies had to reorganize their operations to implement social distancing and other health safety protocols.

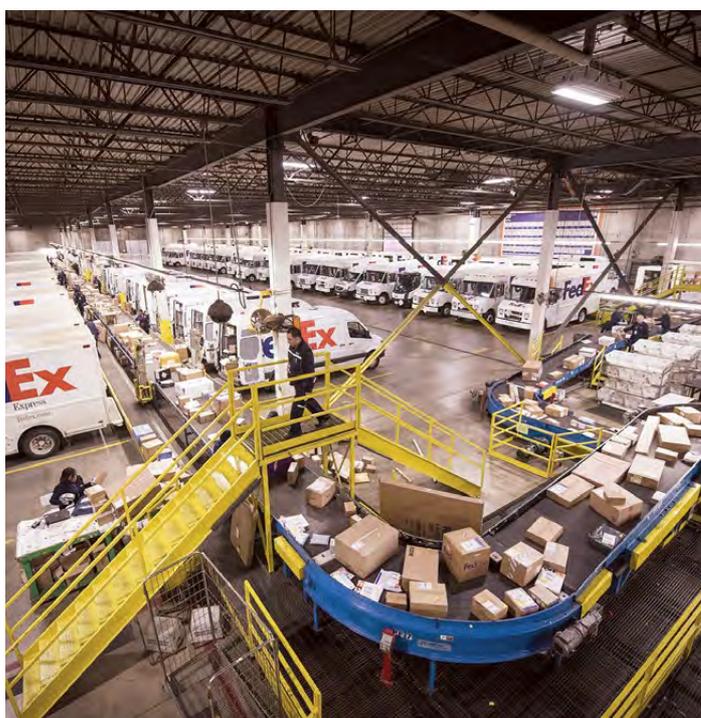
“Our operations were not built for social distance,” Foreman said. “Before the pandemic you tried to get as much done in as little space as possible because optimizing space is efficient.”

And then they had to deal with massive supply chain disruptions as entire economies slid into limp mode in the initial months of the pandemic while the virus spread. Depending on the business, the fulfillment centers had to help clients deal with massive demand as shoppers flocked to stores or started ordering online.

Other logistics companies had clients that were forced to close as lockdowns set in and now wanted to develop e-commerce capability quickly.

At the same time, some companies found their ability to restock hampered by lengthy delays at the nation's largest ports, a result of the massive amount of inventory coming to U.S. shores.

*(Continued on next page)*



Packages move along conveyor belts at a FedEx shipping center in Chicago.



Online retailers such as Amazon.com have seen demand surge during the COVID-19 outbreak.

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Daniel Acker — Bloomberg News

### Acknowledgments and Sources

The 2021 Top 50 Logistics Companies is a special publication of Transport Topics and is presented in cooperation with Armstrong & Associates Inc. Seth Clevenger, Transport Topics' managing editor of features, coordinated the project with help from multiplatform coordinator Joe Antoshak. Brian Kelly designed the cover and Debra Devine created the layout.

# E-Commerce Growth Accelerates

(Continued from previous page)

Along the way, they also had to adjust to the general increase in e-commerce demand.

“The volume increase we are seeing means that we have to work differently than in the past. Manual operations can’t keep up with the activity,” said Malcolm Wilson, slated to become CEO of a new global contract logistics company, GXO Logistics, following its planned spinoff from XPO Logistics later this year. He currently heads XPO’s European operations.

XPO’s split into two separate companies is expected to close in the second half of 2021. XPO will retain its less-than-truckload and freight brokerage business while its logistics segment becomes GXO.

Greenwich, Conn.-based XPO ranks No. 2 on the TT Top 50 list

of logistics companies prior to the planned spinoff.

Another complicating factor is that the rapid growth in the volume of goods is mirrored by an increasing number of discrete items — including furniture and appliances — being shipped, Wilson said.



**“The volume increase we are seeing means that we have to work differently than in the past. Manual operations can’t keep up with the activity.”**

— Malcolm Wilson, XPO Logistics

“We have to work even harder to make our warehouses more efficient,” he said. “Consumers don’t want to wait weeks or even days for their product to arrive. Organizations like XPO have to be able to shorten lead times against

a bigger volume of orders.”

Logistics and e-commerce fulfillment executives said the pandemic demonstrated how companies need to rapidly build capabilities to deal with the changing business environment.

Agility is at the top of the list.

“People behaving a certain way

this afternoon immediately hits the fulfillment supply chain,” DHL’s Foreman said.

But agility is not just about making an adjustment at the drop of a hat, Stord’s Henry said. It’s also about making intelligent changes

based on data, and understanding where products need to be for customers.

Through it all, companies also have been expanding their reverse logistics operations.

“The number of returns coming back has grown significantly with e-commerce, but it is complex taking that stuff back,” said Greg West, C.H. Robinson Worldwide’s vice president of less-than-truckload and head of its consolidation centers.

C.H. Robinson, based in Eden Prairie, Minn., ranks No. 1 on the TT Top 50 logistics companies list.

For returns, companies have to consider the value of the product and the cost of taking it back. Much of it gets liquidated, West said. Depending on the item, many retailers simply tell the consumer to keep it and credit them for the cost.

As they adjusted to changing demand and supply chain configurations, many companies found

themselves constrained by their logistics partners’ capacity and technology limits, such as their order management systems.

“If you’re a shipper and all of a sudden you can’t get your goods to market, it’s a big wake-up call,” West said.

That’s why companies such as C.H. Robinson and Stord are investing in both capacity and technology that can help clients deal with sudden bottlenecks.

C.H. Robinson acquired Prime Distribution Services from Roadrunner Transportation Systems Inc. for \$225 million in cash just as the pandemic was spreading into the United States last year. Prime offers a suite of distribution, fulfillment and inventory management services and plugged a gap in C.H. Robinson’s operations.

“You have to bring transportation and warehousing together. It’s hard to hit the requirements of large retailers if you can’t marry that business,” West said.



Business Wire



C.H. Robinson Worldwide



UPS Inc.



John Sommers II for Transport Topics

- 1 A Ryder employee prepares an order at an e-commerce fulfillment facility near Dallas.
- 2 C.H. Robinson has expanded its fulfillment capabilities through its 2020 acquisition of Prime Distribution Services.
- 3 A UPS employee unloads packages at a company facility. Package volumes surged during the pandemic.
- 4 A worker at the Radial fulfillment center in Louisville, Ky., pulls products from inventory to be shipped to customers.
- 5 Packages move along a conveyor belt inside a Walmart fulfillment center in Pennsylvania.
- 6 XPO Logistics has been investing in robotics and automation in its warehouses.



XPO Logistics



Michael Nagle — Bloomberg News

Stord, a 5-year-old startup, wants to help retailers navigate rapidly shifting consumer shopping patterns by offering a flexible array of logistics and fulfillment services, primarily by leasing warehouse space distributed nationally. Henry said such an approach extracts brands from needing to build warehouses across the country to meet consumer expectations for rapid delivery.

“Our overall mission is to be a shipper’s cloud supply chain platform — both the physical logistics network and the software together in one platform,” Henry said.

He said much of the industry is gravitating in that direction as retailers work to get the correct amount of inventory as close to consumers as possible. The Stord system allows shippers to use data to rebalance goods nationally and increase shipping speed.

C.H. Robinson and others also are offering demand planning and forecasting tools.

Shippers are tackling the pandemic-

driven boom in e-commerce with multiple strategies, XPO’s Wilson said.

“We have customers that simply want XPO to solve a problem. They will give us the data, and we will design a supply chain for them and operate a warehouse,” he said.

But others want to outsource warehousing because they don’t want to distract from their core businesses, Wilson said.

Regardless of the approach, the

use of technology — both hardware and software — is helping the industry cope with the e-commerce surge.

“You are seeing a lot of retailers embracing cloud technology so that they can know where their inventory is in real time,” said Roberson, of Logistics Trends & Insights.

That enables them to better position inventory and connects the middle mile with the last mile in delivery service.

The past holiday season demonstrated why that capability is essential, Roberson said. It speeds delivery to shoppers and gives them accurate tracking information, which eases consumer concerns.

Automated hardware adoption also is accelerating.

XPO, for one, has been deploying automation and robotics in its warehouses to boost productivity.

But that creates a challenge for XPO — to design warehouses

that meld both human labor and automation. Robots can’t yet gift wrap a package or take over all goods-picking operations to fulfill an order, Wilson said.

All of the effort the logistics industry is making now to deal with the e-commerce surge will pay off for years to come, executives said.

“A lot of people won’t go back to how they used to shop,” Wilson said. “They will be quite happy shopping online and not leaving their homes.”



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Rental  
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Logistics



# A Fresh Look at North America's Top 50 Largest Logistics Companies

The competitive landscape in the logistics industry is constantly shifting. Many large freight brokers and contract logistics providers have expanded in recent years through mergers and acquisitions. And new companies and investors have been entering this growing field with their own ideas on how to manage freight transportation more efficiently.



**Seth Clevenger**  
Managing Editor, Features

At the same time, logistics providers are adjusting to market changes such as the growing demand for e-commerce fulfillment and rising standards for service levels and freight visibility.

TRANSPORT TOPICS has produced an annual ranking of the largest companies in this dynamic segment of the transportation business for nearly two decades, but much like the industry itself, this list continues to evolve.

For the 2021 edition of our Top 50 Logistics Companies list, we've decided to use a different metric — gross revenue — to rank the largest third-party logistics providers in North America.

That's a departure from the methodology we used in years past, when we ranked companies on the basis of net revenue, which is gross revenue minus the cost of purchased transportation.

While gross and net revenue are both perfectly valid ways of examining the comparable size and capabilities of 3PLs, we've come to the conclusion that gross revenue is a better reflection of an organization's overall reach, and therefore more closely aligned with our objective — to identify the largest companies in the logistics industry.

Although most of the names on this year's Top 50 are familiar, this change in methodology reshuffles the list significantly.

Freight brokers and freight forwarders now rise in the rankings because they generate much higher gross revenue than net revenue as they arrange transportation and pay carriers to move freight on behalf of their shipper customers. In contrast, there is generally little or no difference between gross and net revenue for 3PLs that primarily provide warehousing and

distribution services or dedicated contract carriage.

With this new ranking system, C.H. Robinson Worldwide, the largest freight broker in North America by a wide margin, is now No. 1 on the TT Top 50 Logistics Companies list as well.

Meanwhile, major changes are on the horizon for No. 2 XPO Logistics, which announced in December 2020 that it intends to split into two separate, publicly traded companies.

The transaction, expected to close in the second half of 2021, will uncouple XPO's contract logistics business from its trucking and brokerage operations. Both XPO and the spinoff company, GXO Logistics, would likely rank high on this list next year.

A new name on this year's Top 50 is No. 8 TI Holding Co., which operates as two sister companies — enterprise logistics provider Transportation Insight and freight brokerage Nolan Transportation Group. TI Holding Co. is a portfolio company of private equity firm Gryphon Investors.

Another newcomer to the Top 50 is digital freight broker Uber Freight, which cracks the list for the first time at No. 41. Parent company Uber Technologies, which rose to prominence with its ride-hailing app for car passengers, has targeted freight transportation as one of its next major growth opportunities. Uber Freight launched its load-booking app in 2017 with a focus on automating manual processes and streamlining transactions, particularly for small carriers.

Other companies making their debut on the Top 50 list include No. 35 AIT Worldwide Logistics and No. 39 Capstone Logistics.

AIT, based in Itasca, Ill., provides ocean and airfreight forwarding and freight brokerage services and operates 42 warehouses.

Georgia-based Capstone Logistics offers freight brokerage, warehousing and fulfillment, last-mile delivery and transportation technology. The company expanded its brokerage capabilities through its acquisition of LoadDelivered Logistics in 2018.

TRANSPORT TOPICS produced this Top 50 list and accompanying research in cooperation with industry research and consulting firm Armstrong & Associates, which provided estimates for some revenue figures in cases where data was not available from company management or public sources.

On a final note, we wish to recognize the role that logistics companies of all sizes have played in the response to the COVID-19 pandemic. Whether managing vaccine distribution or simply arranging transportation to keep store shelves stocked, 3PLs have been doing their part in the fight against the coronavirus. This historic event has illustrated the essential nature of the work performed every day by logistics professionals.

# TOP 50

Rank	Company
1	C.H. Robinson Worldwide
2	XPO Logistics
3	UPS Supply Chain Solutions
4	Expeditors International of Washington
5	J.B. Hunt Transport Services
6	Kuehne + Nagel Americas
7	DHL Supply Chain
8	TI Holding Co.
9	Total Quality Logistics
10	Burriss Logistics
11	Ryder Supply Chain Solutions
12	Hub Group
13	Transplace Inc.
14	DSV Panalpina
15	Schneider
16	Geodis (North America)
17	NFI
18	Penske Logistics
19	Echo Global Logistics
20	DB Schenker (North America)
21	Ingram Micro Commerce & Lifecycle Services
22	Landstar System
23	Mode Transportation
23	FedEx Logistics
25	Americold Logistics
26	Ceva Logistics (North America)
27	GlobalTranz Enterprises
28	Worldwide Express
29	BDP International
30	Werner Logistics
31	Lineage Logistics
32	Knight-Swift Transportation
33	TransGroup Global Logistics
34	Ruan
35	AIT Worldwide Logistics
36	Syncreon Holdings
37	Radial
38	Universal Logistics Holdings
39	Capstone Logistics
40	Odyssey Logistics & Technology
41	Uber Freight
42	APL Logistics (North America)
43	Ascent Global Logistics
44	Crane Worldwide Logistics
45	OIA Global
46	Pilot Freight Services
47	U.S. Xpress Enterprises
48	Cardinal Logistics
49	Radiant Logistics
50	Nippon Express (North America)



C.H. Robinson via YouTube



XPO Logistics via YouTube



UPS Healthcare



Expeditors International of Washington Inc.



Sergio Flores — Bloomberg News



Kuehne + Nagel International AG



Luke Sharrett — Bloomberg News



Transportation Insight

THE TRANSPORT TOPICS

# TOP 50

LOGISTICS COMPANIES



Rank		Gross Revenue (in millions) 2020	Gross Revenue (in millions) 2019	Gross Revenue % Change	Net Revenue (in millions) 2020	Net Revenue (in millions) 2019	Net Revenue % Change	Employees	Description of Services
<b>C.H. Robinson Worldwide</b>									
1	 <b>C.H. ROBINSON</b> Eden Prairie, Minn. <i>chrobinson.com</i> (Nasdaq: CHRW) Bob Biesterfeld, President and CEO	\$15,490 <sup>e</sup>	\$14,630 <sup>e</sup>	5.9	\$2,241	\$2,414 <sup>e</sup>	-7.2	9,114	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, intermodal and drayage, inventory management and packaging, returned goods management, supply chain consulting, transportation management, warehousing and distribution  <b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, government, health care, office equipment, oil and gas, publishing, retail, rubber and plastic products, telecommunications
<b>XPO Logistics</b>									
2	 <b>XPO Logistics</b> Greenwich, Conn. <i>xpo.com</i> (NYSE: XPO) Bradley Jacobs, Chairman and CEO	\$12,107 <sup>e</sup>	\$12,144 <sup>e</sup>	-0.3	\$6,470 <sup>e</sup>	\$6,334 <sup>e</sup>	2.1	62,000	XPO announced plans in December 2020 to spin off its logistics segment. The transaction is expected to close in the second half of 2021.  Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
<b>UPS Supply Chain Solutions</b>									
3	 <b>ups</b> Alpharetta, Ga. <i>ups.com</i> (UPS Inc.) Philippe Gilbert, President	\$11,048	\$9,302	18.8	\$5,565 <sup>e</sup>	\$4,690 <sup>e</sup>	18.7	77,000	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution  <b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, government, health care, retail, telecommunications
<b>Expeditors International of Washington</b>									
4	 <b>Expeditors</b> Seattle <i>expeditors.com</i> (Nasdaq: EXPD) Jeffrey Musser, President and CEO	\$10,116	\$8,175	23.7	\$2,927	\$2,636	11	17,908	Air and ocean freight forwarding, cross-border services, custom brokerage, order fulfillment, returned goods management, transportation management, warehousing and distribution  <b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, computers and electronics, fashion and apparel, food and beverage, health care, oil and gas, retail
<b>J.B. Hunt Transport Services</b>									
5	 <b>J.B. HUNT</b> Lowell, Ark. <i>jbhunt.com</i> (Nasdaq: JBHT) John Roberts, President and CEO	\$9,198	\$8,788	4.7	\$3,045 <sup>e</sup>	\$3,410 <sup>e</sup>	-10.7	23,000	Dedicated contract carriage, freight brokerage, intermodal and drayage, supply chain consulting, transportation management  <b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, government, health care, office equipment, oil and gas, publishing, retail, rubber and plastic products, telecommunications
<b>Kuehne + Nagel Americas</b>									
6	 <b>KUEHNE+NAGEL</b> Jersey City, N.J. <i>us.kuehne-nagel.com</i> (Kuehne + Nagel International AG, Feusisberg, Switzerland) Bob Mihok, President, North America	\$6,615 <sup>e</sup>	\$7,060	-6.3	\$1,656 <sup>e</sup>	\$1,798	-7.9	15,000	Air and ocean freight forwarding, custom brokerage, freight brokerage, supply chain consulting, transportation management, warehousing and distribution  <b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, consumer packaged goods, computers and electronics, industrial and manufacturing, food and beverage, forest and paper products, health care, oil and gas, retail
<b>DHL Supply Chain</b>									
7	 <b>DHL SUPPLY CHAIN</b> Westerville, Ohio <i>logistics.dhl</i> (Deutsche Post DHL Group, Bonn, Germany) Scott Sureddin, CEO, North America	\$5,800	\$4,735 <sup>e</sup>	22.5	\$5,290 <sup>e</sup>	\$4,315 <sup>e</sup>	22.6	36,339	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution  <b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, health care, office equipment, oil and gas, retail, rubber and plastic products, telecommunications  <b>Customers include:</b> Siemens Healthineers, Glanbia, IKEA, Ferrero, Accuray, Manheim Logistics
<b>TI Holding Co.</b>									
8	 <b>Transportation Insight</b> Hickory, N.C. <i>transportationinsight.com</i> (Gryphon Investors) Ken Beyer, CEO	\$4,270	NA	NA	\$280 <sup>e</sup>	NA	NA	1,800	TI Holding Co. is the parent company of Transportation Insight and Nolan Transportation Group.  Custom brokerage, freight brokerage, intermodal and drayage, supply chain consulting, transportation management  <b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, government, health care, office equipment, publishing, retail, rubber and plastic products, telecommunications

Gross and net revenue figures printed in black reflect 2020 results.  
 Numbers for previous year printed in gray.  
 NA = not applicable or not available  
 e= estimate

In cooperation with:  ARMSTRONG & ASSOCIATES, INC.

# TOP 50

Rank		Gross Revenue (in millions) 2020	Gross Revenue 2019	% Change	Net Revenue (in millions) 2020	Net Revenue 2019	% Change	Employees	Description of Services
<b>Total Quality Logistics</b>									
9	 Cincinnati <i>tql.com</i> Ken Oaks, CEO	\$4,138	\$3,394	21.9	\$736	\$687	7.1	5,000	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, intermodal and drayage, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, government, health care, office equipment, oil and gas, publishing, retail, rubber and plastic products, telecommunications							
<b>Burriss Logistics</b>									
10	 Milford, Del. <i>burrisslogistics.com</i> Donnan Burriss, President and CEO	\$4,100	\$3,100	32.3	\$435 <sup>e</sup>	\$330 <sup>e</sup>	31.8	2,109	Freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Building products, chemicals, consumer packaged goods, industrial and manufacturing, food and beverage, forest and paper products, government, oil and gas, retail, rubber and plastic products							
<b>Ryder Supply Chain Solutions</b>									
11	 Miami <i>ryder.com</i> (Ryder System) Steve Sensing, President, Global Supply Chain Solutions	\$3,774	\$3,969	-4.9	\$2,800	\$2,853	-1.9	15,000	Custom brokerage, dedicated contract carriage, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, government, health care, office equipment, oil and gas, retail, rubber and plastic products, telecommunications							
<b>Hub Group</b>									
12	 Oak Brook, Ill. <i>hubgroup.com</i> (Nasdaq: HUBG) David Yeager, Chairman and CEO	\$3,646	\$3,668	-0.6	\$449	\$521	-13.8	5,000	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, government, health care, office equipment, oil and gas, publishing, retail, rubber and plastic products, telecommunications  <b>Customers include:</b> Home Depot, Toyota, Kimberly-Clark, Lowe's, KBX/Georgia-Pacific, Whirlpool							
<b>Transplace Inc.</b>									
13	 Frisco, Texas <i>transplace.com</i> (TPG Capital) Frank McGuigan, CEO	\$3,400 <sup>e</sup>	\$3,000 <sup>e</sup>	13.3	\$334 <sup>e</sup>	\$325 <sup>e</sup>	2.8	2,800	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, intermodal and drayage, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, building products, chemicals, consumer packaged goods, food and beverage, forest and paper products, oil and gas, retail, rubber and plastic products  <b>Customers include:</b> Del Monte Foods, Nestle Waters, The Kellogg Co., Campbell's Soup Co., BASF, USG Corporation, Cummins, Huhtamaki							
<b>DSV Panalpina</b>									
14	 Clark, N.J. <i>us.dsv.com</i> (DSV Panalpina A/S ADR, Hedehusene, Denmark) Niels Larsen, President, DSV Air & Sea	\$2,970	\$3,225 <sup>e</sup>	-7.9	\$730 <sup>e</sup>	\$810 <sup>e</sup>	-9.9	NA	Air and ocean freight forwarding, custom brokerage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, consumer packaged goods, computers and electronics, industrial and manufacturing, health care							
<b>Schneider</b>									
15	 Green Bay, Wis. <i>schneider.com</i> (NYSE: SNDR) Mark Rourke, President and CEO	\$2,814	\$2,650	6.2	\$1,135 <sup>e</sup>	\$1,085 <sup>e</sup>	4.6	1,500	Dedicated contract carriage, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, health care, office equipment, oil and gas, publishing, retail, rubber and plastic products							
<b>Geodis (North America)</b>									
16	 Brentwood, Tenn. <i>geodis.com</i> (Geodis, Paris) Mike Honious, President and CEO, Americas	\$2,700	\$2,540	6.3	\$1,600 <sup>e</sup>	\$1,510	6	17,337	Air and ocean freight forwarding, custom brokerage, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, health care, office equipment, oil and gas, retail, telecommunications							
<b>NFI</b>									
17	 Camden, N.J. <i>nfiindustries.com</i> Sidney Brown, CEO Ike Brown, President and Vice Chairman Jeff Brown, President and Vice Chairman	\$2,631	\$2,130	23.5	\$2,214	\$1,830	21	14,500	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, government, office equipment, oil and gas, retail, rubber and plastic products							
<b>Penske Logistics</b>									
18	 Reading, Pa. <i>penskelogistics.com</i> (Penske Truck Leasing Co.) Marc Althen, President	\$2,600	\$2,600	0	\$2,040 <sup>e</sup>	\$2,040 <sup>e</sup>	0	20,033	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, inventory management and packaging, order fulfillment, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, food and beverage, health care, publishing, retail  <b>Customers include:</b> Kroger, Toyota, Cardinal Health, Novelis							

# TOP 50

Rank		Gross Revenue (in millions) 2020	Gross Revenue 2019	Gross Revenue % Change	Net Revenue (in millions) 2020	Net Revenue 2019	Net Revenue % Change	Employees	Description of Services
<b>Echo Global Logistics</b>									
<b>19</b>	Chicago <i>echo.com</i> (Nasdaq: ECHO) Douglas Waggoner, Chairman and CEO	\$2,512	\$2,185	15	\$393	\$386	1.8	2,593	Custom brokerage, freight brokerage, intermodal and drayage, inventory management and packaging, supply chain consulting, transportation management
		<b>Industry Expertise/Key Customers:</b> Automotive, building products, consumer packaged goods, industrial and manufacturing, food and beverage, retail, rubber and plastic products <b>Customers include:</b> Molson Coors, Newell Brands, M. Holland, Dave & Buster's, Culligan, and Archway							
<b>DB Schenker (North America)</b>									
<b>20</b>	Miami <i>dbuschenkerusa.com</i> (Deutsche Bahn AG, Essen, Germany) David Buss, CEO, USA Schenker	\$2,335 <sup>e</sup>	\$2,178 <sup>e</sup>	7.2	\$840 <sup>e</sup>	\$785 <sup>e</sup>	7	8,700	Air and ocean freight forwarding, custom brokerage, order fulfillment, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, chemicals, computers and electronics, industrial and manufacturing, food and beverage, health care, retail							
<b>Ingram Micro Commerce &amp; Lifecycle Services</b>									
<b>21</b>	Irvine, Calif. <i>ingrammicroservices.com</i> (Platinum Equity, acquisition pending) Michiel Alting von Geusau, President	\$2,300	\$1,750	31.4	\$2,140 <sup>e</sup>	\$1,630 <sup>e</sup>	31.3	28,500	Dedicated contract carriage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Consumer packaged goods, computers and electronics, fashion and apparel, food and beverage, retail, telecommunications <b>Customers include:</b> Best Buy, Samsung, Google, Asos, Hint							
<b>Landstar System</b>									
<b>22</b>	Jacksonville, Fla. <i>landstar.com</i> (Nasdaq: LSTR) Jim Gattoni, President and CEO	\$2,196 <sup>e</sup>	\$2,173 <sup>e</sup>	1.1	\$365 <sup>e</sup>	\$360 <sup>e</sup>	1.4	700	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, intermodal and drayage, transportation management
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, government, health care, office equipment, oil and gas, publishing, retail, rubber and plastic products, telecommunications							
<b>Mode Transportation</b>									
<b>23</b>	Dallas <i>modetransportation.com</i> (York Capital Management) Lance Malesh, President and CEO	\$2,100	\$2,300	-8.7	\$287	\$360	-20.3	435	Air and ocean freight forwarding, custom brokerage, freight brokerage, intermodal and drayage, inventory management and packaging, supply chain consulting, transportation management
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, government, health care, office equipment, oil and gas, publishing, retail, rubber and plastic products							
<b>FedEx Logistics</b>									
<b>23</b>	Memphis, Tenn. <i>fedex.com</i> (FedEx Corp.) Udo Lange, President and CEO	\$2,100 <sup>e</sup>	\$2,310 <sup>e</sup>	-9.1	\$1,075 <sup>e</sup>	\$1,185 <sup>e</sup>	-9.3	20,000	Air and ocean freight forwarding, custom brokerage, order fulfillment, returned goods management, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, computers and electronics, health care, retail							
<b>Americold Logistics</b>									
<b>25</b>	Atlanta <i>americold.com</i> (NYSE: COLD) Fred Boehler, President and CEO	\$1,990	\$1,775	12.1	\$1,580 <sup>e</sup>	\$1,407	12.3	16,000	Inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Consumer packaged goods, food and beverage							
<b>Ceva Logistics (North America)</b>									
<b>26</b>	Houston <i>cevalogistics.com</i> (Ceva Group PLC, Baar, Switzerland) Shawn Stewart, President and Managing Director, North America	\$1,975 <sup>e</sup>	\$1,950 <sup>e</sup>	1.3	\$935 <sup>e</sup>	\$925 <sup>e</sup>	1.1	17,000	Air and ocean freight forwarding, custom brokerage, freight brokerage, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, consumer packaged goods, computers and electronics, industrial and manufacturing, health care, retail							
<b>GlobalTranz Enterprises</b>									
<b>27</b>	Scottsdale, Ariz. <i>globaltranz.com</i> (Providence Equity Partners) Robert Farrell, Chairman and CEO	\$1,651	\$1,532	7.8	\$263	\$275	-4.4	1,152	Air and ocean freight forwarding, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, government, health care, office equipment, oil and gas, publishing, retail, rubber and plastic products, telecommunications							
<b>Worldwide Express</b>									
<b>28</b>	Dallas <i>wwex.com</i> (Ridgmont Equity Partners) Tom Madine, CEO	\$1,650	\$1,675	-1.5	\$360	\$365	-1.4	2,000	Custom brokerage, freight brokerage, supply chain consulting, transportation management
		<b>Industry Expertise/Key Customers:</b> Building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, forest and paper products, retail							

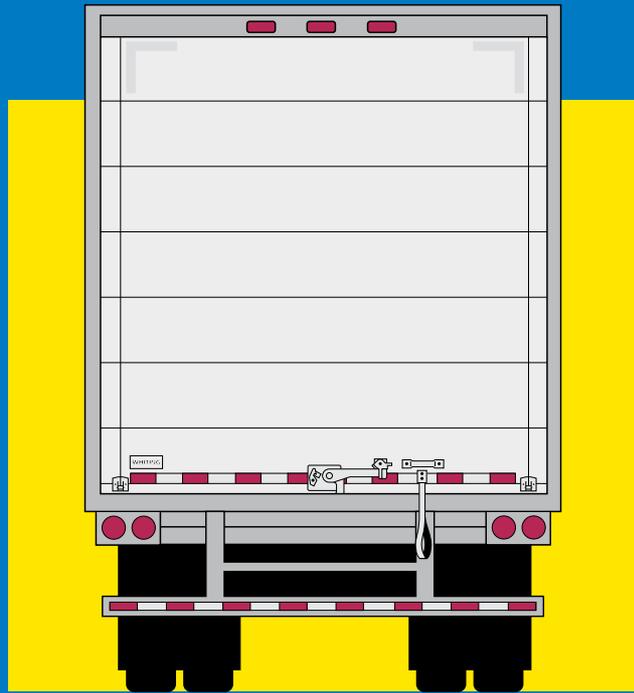
# TOP 50

Rank		Gross Revenue (in millions) 2020	Gross Revenue 2019	Gross Revenue % Change	Net Revenue (in millions) 2020	Net Revenue 2019	Net Revenue % Change	Employees	Description of Services
<b>BDP International</b>									
<b>29</b>	Philadelphia <i>bdpinternational.com</i> (Greenbriar Equity Group) Richard Bolte Jr., Chairman and CEO	\$1,552 <sup>e</sup>	\$1,552 <sup>e</sup>	0	\$379 <sup>e</sup>	\$379 <sup>e</sup>	0	5,000	Air and ocean freight forwarding, custom brokerage, order fulfillment, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Chemicals, consumer packaged goods, health care, oil and gas, retail							
<b>Werner Logistics</b>									
<b>30</b>	Omaha, Neb. <i>werner.com</i> (Werner Enterprises) Derek Leathers, President and CEO	\$1,527	\$1,524	0.2	\$1,120	\$1,112	0.7	6,495	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, office equipment, oil and gas, publishing, retail, rubber and plastic products, telecommunications							
		<b>Customers include:</b> Dollar General, Home Depot, Walmart							
<b>Lineage Logistics</b>									
<b>31</b>	Novi, Mich. <i>lineagelogistics.com</i> (Bay Grove) Greg Lehmkuhl, President and CEO	\$1,440 <sup>e</sup>	\$1,440 <sup>e</sup>	0	\$1,440 <sup>e</sup>	\$1,440 <sup>e</sup>	0	14,000	Custom brokerage, dedicated contract carriage, inventory management and packaging, supply chain consulting, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Consumer packaged goods, food and beverage, retail							
		<b>Customers include:</b> Walmart, Tyson Foods, General Mills, Sysco							
<b>Knight-Swift Transportation</b>									
<b>32</b>	Phoenix, Ariz. <i>knight-swift.com</i> (NYSE: KNX) David Jackson, President and CEO	\$1,330 <sup>e</sup>	\$1,395	-4.7	\$665 <sup>e</sup>	\$695 <sup>e</sup>	-4.3	20,000	Dedicated contract carriage, freight brokerage, intermodal and drayage, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, health care, retail, rubber and plastic products							
<b>TransGroup Global Logistics</b>									
<b>33</b>	Seattle <i>transgroup.com</i> Bill Goodgion, COO, North America	\$1,300	\$1,200	8.3	\$580 <sup>e</sup>	\$540 <sup>e</sup>	7.4	1,740	Air and ocean freight forwarding, custom brokerage, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, government, health care, office equipment, oil and gas, publishing, retail, rubber and plastic products, telecommunications							
<b>Ruan</b>									
<b>34</b>	Des Moines, Iowa <i>ruan.com</i> John Ruan III, Chairman Ben McLean, CEO Dan Van Alstine, President and COO	\$1,223	\$1,232	-0.7	\$860	\$866 <sup>e</sup>	-0.7	5,500	Dedicated contract carriage, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, building products, chemicals, consumer packaged goods, durable goods, industrial and manufacturing, food and beverage, government, health care, office equipment, retail							
<b>AIT Worldwide Logistics</b>									
<b>35</b>	Itasca, Ill. <i>aitworldwide.com</i> Vaughn Moore, President and CEO	\$1,220	NA	NA	\$256	NA	NA	1,719	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, government, health care, oil and gas, publishing, retail, telecommunications							
		<b>Customers include:</b> Ministry of Health (Germany), QVC, Respironics, Samsung, Sara Lee, Shimano/Lange, Viatris, Wayfair							
<b>Syncreon Holdings</b>									
<b>36</b>	Auburn Hills, Mich. <i>syncreon.com</i> Brian Enright, CEO	\$1,203 <sup>e</sup>	\$1,203	0	\$1,080 <sup>e</sup>	\$1,080 <sup>e</sup>	0	NA	Inventory management and packaging, order fulfillment, returned goods management, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, computers and electronics, telecommunications							
<b>Radial</b>									
<b>37</b>	King of Prussia, Pa. <i>radial.com</i> (bpost, Brussels, Belgium) Ilias Simpson, CEO	\$1,200	\$1,082 <sup>e</sup>	10.9	\$1,200 <sup>e</sup>	\$1,082 <sup>e</sup>	10.9	4,600	Inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, building products, consumer packaged goods, computers and electronics, durable goods, fashion and apparel, food and beverage, forest and paper products, office equipment, publishing, retail, rubber and plastic products, telecommunications							
<b>Universal Logistics Holdings</b>									
<b>38</b>	Warren, Mich. <i>universallogistics.com</i> (Nasdaq: ULH) Tim Phillips, CEO	\$1,190	\$1,260 <sup>e</sup>	-5.6	\$550 <sup>e</sup>	\$610 <sup>e</sup>	-9.8	7,550	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, consumer packaged goods, industrial and manufacturing, government, oil and gas, retail, rubber and plastic products							
<b>Capstone Logistics</b>									
<b>39</b>	Peachtree Corners, Ga. <i>capstonelogistics.com</i> (H.I.G. Capital) Steve Taylor, CEO	\$1,040 <sup>e</sup>	NA	NA	\$900 <sup>e</sup>	NA	NA	12,000	Dedicated contract carriage, freight brokerage, order fulfillment, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, consumer packaged goods, industrial and manufacturing, food and beverage, health care, retail							

# TOP 50

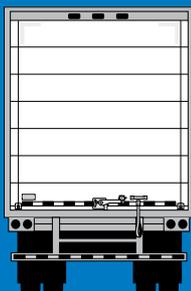
Rank		Gross Revenue (in millions) 2020	Gross Revenue 2019	Gross Revenue % Change	Net Revenue (in millions) 2020	Net Revenue 2019	Net Revenue % Change	Employees	Description of Services
<b>Odyssey Logistics &amp; Technology</b>									
<b>40</b>	 Danbury, Conn. <i>odysseylogistics.com</i> (The Jordan Co.) Bob Shellman, President and CEO	\$1,018 <sup>e</sup>	\$1,018	0	\$365 <sup>e</sup>	\$365	0	2,600	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, intermodal and drayage, inventory management and packaging, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, chemicals, computers and electronics, durable goods, industrial and manufacturing, food and beverage, forest and paper products, government, oil and gas <b>Customers include:</b> Lanxess, BASF, Trecora, Momentive							
<b>Uber Freight</b>									
<b>41</b>	 Chicago <i>uber.com/freight/</i> (Uber Technologies) Lior Ron, CEO	\$1,011	\$731	38.3	\$120 <sup>e</sup>	NA	NA	NA	Freight brokerage
		<b>Industry Expertise/Key Customers:</b> Consumer packaged goods, computers and electronics, food and beverage, health care, retail							
<b>APL Logistics (North America)</b>									
<b>42</b>	 Scottsdale, Ariz. <i>aplogistics.com</i> (Kintetsu World Express, Tokyo) William Villalon, President	\$1,010 <sup>e</sup>	\$1,095 <sup>e</sup>	-7.8	\$625 <sup>e</sup>	\$680 <sup>e</sup>	-8.1	4,000	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, consumer packaged goods, industrial and manufacturing, retail							
<b>Ascent Global Logistics</b>									
<b>43</b>	 Belleville, Mich. <i>ascentgl.com</i> Tom Stenglein, President and CFO	\$974	\$861 <sup>e</sup>	13.1	\$140	\$155 <sup>e</sup>	-9.7	950	Air and ocean freight forwarding, custom brokerage, dedicated contract carriage, freight brokerage, inventory management and packaging, order fulfillment, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Building products, chemicals, consumer packaged goods, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, government, health care, retail <b>Customers include:</b> Parfums de Coeur, Kikkoman International, Royal Oak Sales, Premier Nutrition, Michael's, Kroger, Coca-Cola Company, Sysco Corporation							
<b>Crane Worldwide Logistics</b>									
<b>44</b>	 Houston <i>craneworld.com</i> Jim Crane, Chairman Keith Winters, CEO	\$916 <sup>e</sup>	\$916 <sup>e</sup>	0	\$267 <sup>e</sup>	\$267 <sup>e</sup>	0	1,800	Air and ocean freight forwarding, custom brokerage, freight brokerage, intermodal and drayage, supply chain consulting, transportation management
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, chemicals, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, government, health care, office equipment, oil and gas, telecommunications							
<b>OIA Global</b>									
<b>45</b>	 Portland, Ore. <i>oiaglobal.com</i> Jeffery Barrie, CEO	\$876 <sup>e</sup>	\$876	0	\$164 <sup>e</sup>	\$164	0	1,300	Air and ocean freight forwarding
		<b>Industry Expertise/Key Customers:</b> Automotive, industrial and manufacturing, fashion and apparel, health care, oil and gas, retail							
<b>Pilot Freight Services</b>									
<b>46</b>	 Glen Mills, Pa. <i>pilotdelivers.com</i> Zach Pollock, CEO John Hill, President and COO	\$874	\$829	5.4	\$250	\$250	0	2,500	Cross-border services, custom brokerage, supply chain consulting, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, consumer packaged goods, durable goods, food and beverage, government, retail							
<b>U.S. Xpress Enterprises</b>									
<b>47</b>	 Chattanooga, Tenn. <i>usxpress.com</i> (NYSE: USX) Eric Fuller, President and CEO	\$857	\$797	7.5	\$609	\$600	1.5	3,895	Dedicated contract carriage, freight brokerage
		<b>Industry Expertise/Key Customers:</b> Automotive, building products, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, retail <b>Customers include:</b> Walmart, Procter & Gamble, Tractor Supply, Dollar General, Dollar Tree, FedEx Corp.							
<b>Cardinal Logistics</b>									
<b>48</b>	 Concord, N.C. <i>cardlog.com</i> (H.I.G. Capital) Vin McLoughlin, Chairman Tom Hostetler, CEO	\$849	\$805 <sup>e</sup>	5.5	\$752	\$718 <sup>e</sup>	4.7	4,250	Dedicated contract carriage, freight brokerage, inventory management and packaging, order fulfillment, returned goods management, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, health care, office equipment, retail <b>Customers include:</b> AWG, Ply Gem, Office Depot, Nordstrom, Home Depot, Bob's Discount Furniture							
<b>Radiant Logistics</b>									
<b>49</b>	 Bellevue, Wash. <i>radiantdelivers.com</i> (NYSE: RLGT) Bohn Crain, CEO	\$847	\$813	4.2	\$199	\$223	-10.8	603	Air and ocean freight forwarding, custom brokerage, freight brokerage, intermodal and drayage, inventory management and packaging, order fulfillment, returned goods management, transportation management, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, building products, chemicals, consumer packaged goods, computers and electronics, durable goods, industrial and manufacturing, fashion and apparel, food and beverage, forest and paper products, government, health care, office equipment, oil and gas, publishing, retail, rubber and plastic products, telecommunications							
<b>Nippon Express (North America)</b>									
<b>50</b>	 Long Island City, N.Y. <i>nipponexpressusa.com</i> (Nippon Express, Tokyo, Japan) Toshiya Abe, President and CEO	\$844	NA	NA	\$300 <sup>e</sup>	NA	NA	2,931	Air and ocean freight forwarding, custom brokerage, freight brokerage, warehousing and distribution
		<b>Industry Expertise/Key Customers:</b> Aerospace and defense, automotive, consumer packaged goods, industrial and manufacturing, health care, oil and gas							

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Logistics Companies, you might  
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# Pandemic Upends Logistics Market

## COVID-19's Impact Brings Challenges, Opportunities for 3PLs

The COVID-19 outbreak created a volatile U.S. third-party logistics market in 2020, which presented growth opportunities for 3PLs with strong carrier management, e-commerce and airfreight forwarding capabilities, while other 3PLs did not fare as well.

After a lackluster 2019 in which transportation activity declined year-over-year as import tariffs took hold, the industry awoke to a pandemic nightmare in March 2020 with vast economic shutdowns. By May, things began bouncing back as shutdowns were dialed back and the V-shaped recovery took hold. Even with local and regional economic "spits and spurts," inventories needed to be replenished and personal protective equipment drove strong airfreight demand. There was no time like the present for logistics expertise, and 3PLs prevailed as an essential industry.



**Evan Armstrong**

President, Armstrong & Associates Inc.

Overall, strong domestic and international transportation demand has continued into 2021, further driving up domestic and international transportation rates. With inventories increasing and COVID-19 cases waning, demand for 3PL services seems to be becoming more stable and manageable. As the nation gets closer to herd immunity in the COVID battle, we should continue to see increasingly strong demand as more consumers leave quarantine and boost spending. In fact, 2021 might be the true start of our generation's roaring '20s.

While many 3PLs still are providing us with 2020 financials, Armstrong & Associates' current estimates show U.S. 3PL market gross revenues grew 8.8%, bringing the total market to \$231.5 billion. Most of the growth came from international and domestic transportation management, which responded to COVID-related demands for PPE and to restock inventories upon economic reopenings. Overall, 2020 was a better year for 3PLs than 2019, which registered the market's first decline since 2009. But segment growth was uneven.

Total 3PL segment net revenues (gross revenues minus purchased transportation) grew 2.1% to \$93.5 billion, reflecting gross margin compression due to a volatile carrier sourcing market and transportation management 3PLs spending more to secure hard-to-find carrier capacity. The overall gross margin for all segments declined to 41% from 44%.

### International Transportation Management

Leading all 3PL segments for revenue growth in 2020 was international transportation management (ITM) which consists of air and ocean freight forwarding, customs brokerage and complementary value-added services. Airfreight revenues swelled in 2020 with the pandemic and extraordinary demand for PPE. With commercial passenger aircraft making up approximately 40% of total air cargo capacity, the pandemic upended airfreight forwarding, and rates surged albeit on lower overall volumes.

With the economic reopenings in May, ocean freight demand came on strong as shippers worked on replenishing inventories. The ongoing results have been port congestion, tight container drayage capacity and increased rates. "Blank sailings," in which a scheduled ship is canceled from a route, and stronger ocean carrier alliances also have reduced ocean capacity and buoyed rates.

Overall, ITM realized a 19.2% gross revenue gain in 2020, expanding to \$70 billion. While having a lower growth rate than overall gross revenue due to a tight carrier capacity market, net revenue increased a healthy 11.4%, to \$24.6 billion. Our expectation is for demand and pricing to remain strong in ITM for the remainder of the year.

C.H. Robinson Worldwide's global forwarding division saw 2020 gross revenue grow 33.2% to \$3.1 billion and net revenue increased 17.8% to \$629 million. It has been expanding rapidly in ITM via a mix of acquisitions and organic growth. In 2011, it had net revenue of \$100 million.

Expeditors International of Washington, the largest U.S.-based

freight forwarder, had a better-than-average 2020 with gross revenue increasing 23.7% to \$10.1 billion and net revenue increasing 11% to \$2.9 billion. Growth primarily came from airfreight, where gross revenue grew a whopping 63% to \$4.8 billion, from \$2.9 billion in 2019.

Apex Logistics International, headquartered in Hong Kong, has significant operations in the U.S. and is one of the largest China-U.S. airfreight forwarders. Its airfreight metric tons grew 44% to 750,000 in 2020, driving a 53% increase in gross revenue to \$2.3 billion. Apex Logistics managed multiple weekly air charters of PPE from China to the U.S. and has burgeoning e-commerce business. It also more than doubled its ocean freight forwarding business, which ended 2020 with 190,000 20-foot equivalent units.

In late February, Kuehne + Nagel announced it was acquiring Apex Logistics for about \$1.5 billion. The combination makes Kuehne + Nagel the largest global airfreight forwarder with just more than 2.1 million metric air tons, surpassing DHL Supply Chain and Global Forwarding. It also significantly expands Kuehne + Nagel's Asian 3PL operating network.

### Dedicated Contract Carriage

The asset-heavy dedicated contract carriage (DCC) 3PL segment had the second-highest net revenue growth of the four 3PL segments at just 0.3%, to \$20 billion. Gross revenue declined 2%. The negative effect of COVID made 2020 a volatile and lower-volume year versus 2019, when DCC net revenues grew 12.1%.

Traditional DCC contracts have one- to three-year terms with specific trucking assets being dedicated to customers. This makes DCC contracts much "stickier" than standard shipper-carrier trucking contracts. A&A's market research shows dry van trailers being used for 70% of DCC truckloads, refrigerated 16%, flatbeds 6%, and tankers and others 8%. Three-fourths of major DCC providers have dry vans and reefers. Half of major DCC providers have flatbeds. Customer trailers/containers often are used, especially for retail operations such as Walmart.

DCC segment leader J.B. Hunt Dedicated Contract Services, with 9,911 power units in dedicated, posted above average net revenue growth of 3.2% to \$2.2 billion, making its DCC market share 11% on a net revenue basis. It has more than 160 customers, and A&A estimates that about half of J.B. Hunt's dedicated tractors are tandem axle sleepers. About as many are day cabs used in regional operations. A significant part of Hunt's DCS operations involve direct store delivery. It also has developed a large last-mile delivery network that has significant home-delivery capabilities.

Penske Logistics, helped by its 2020 acquisition of Black Horse Carriers and 2018 acquisition of Epes Transport System, has grown into the second-largest dedicated fleet with 6,718 power units. Combined DCC revenues are estimated at more than \$1 billion.

We expect moderate DCC demand and growth for 2021 as the economy further rebounds. A lot will hinge upon continued strength in contract truckload rates.

### Domestic Transportation Management

The non-asset-based domestic transportation management (DTM) segment includes freight brokerage, which represents 83% of segment revenues, and managed transportation, which accounts for 17%. In 2020, 3PLs scrambled to find carrier capacity to meet shipper demand. DTM gross revenue increased 9.9% to \$91.2 billion, but net revenue decreased 1.8% to \$13.2 billion as volatility in motor carrier capacity quickly increased spot market rates, compressing segment gross margins by 1.7%.

The ongoing digitalization of transactional truckload freight brokerage continues at a rapid pace as more large shippers have built integrations with 3PLs' transportation management systems for truckload spot-market rate quoting and automated load tendering and booking. In turn, about 20 3PLs have built TMS interfaces that provide these shippers instant rate quotes and the ability to complete load tendering and booking through system APIs (application program interfaces). This process automates traditional spot market freight-brokerage sales functions and is increasing shippers' use of more spot versus contract pricing.

Sales automation for spot market truckload is happening in conjunction with the automation of carrier sales (procurement) functions. Freight brokers are using intelligent capacity-management systems to digitally match shippers' loads to carriers based on historical and real-time carrier capacity data analyzed via machine learning algorithms.

This digital freight-matching capability has become a competitive differentiator within the DTM segment as 3PLs look to increase the number of loads or shipments they manage per person per day. Ultimately, this automation will put further pressure on freight brokerage gross margins, while it should improve overall profitability.

Large companies such as C.H. Robinson, TQL, XPO Logistics, Hub Group and Echo Global Logistics are some of the 3PLs driving industry automation, along with the newer tech-first digital freight brokers and DTM market entrants Convoy, Transfix and Uber Freight. At this point, most of the top freight brokers are strategically looking at ways to digitalize operations while adding value through improved carrier management and customer and carrier experiences.

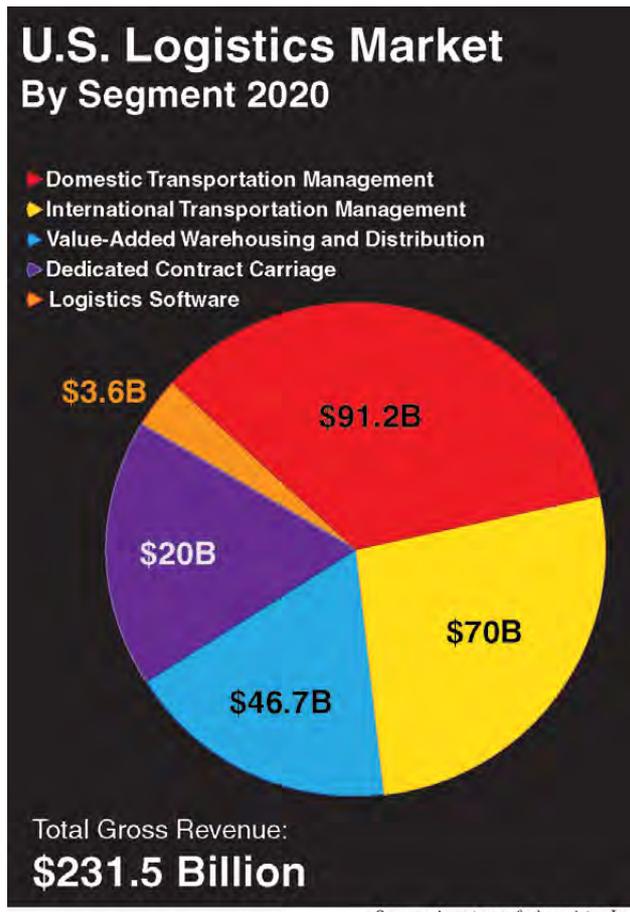
### Value-Added Warehousing and Distribution

Rapid growth in e-commerce fulfillment could not offset the loss of business-to-business-related activity as overall revenues for the value-added warehousing and distribution (VAWD) 3PL segment sagged in 2020 versus its 9% growth 2019. VAWD net revenues declined 1.1% to \$35.7 billion.

VAWD 3PLs continue to benefit from growth in retail e-commerce business, which continues to be the fastest-growing domestic 3PL segment with a compound annual growth rate of 28% since 2017. Many VAWD 3PLs are supporting retail brands' strategies to manage their own order fulfillment channels and avoid being captive to large e-retailer platforms such as Amazon. Operationally, the growth in e-commerce business has meant an expansion in multiclient warehousing and fulfillment operations, with many having footprints of less than 100,000 square feet.

An ongoing headwind for VAWD 3PLs has been the "Amazon effect." 3PLs are continuing to see increased competition from Fulfillment by Amazon, which controls 60% of the U.S. e-commerce 3PL market. It dramatically has impacted warehouse employee wages and lease rates in key distribution areas such as Plainfield, Ind., and California's Inland Empire. In turn, it is driving significant interest from VAWD 3PLs to automate warehouses with autonomous robotic solutions. With some autonomous robots costing less than \$500 per month to operate, the cost-benefit and positive return on investment are increasing 3PLs' interest in warehouse robots to support activities such as picking, putaway and cycle counting.

Armstrong & Associates Inc. is a market research and consulting firm based in West Allis, Wis. The company publishes a Who's Who in Logistics and Supply Chain Management and provides legal and expert witness services and advice on mergers and acquisitions to investors, industry analysts and supply chain participants.



# Lineage Logistics Bets on Refrigerated Rail With \$500 Million Acquisition of Cryo-Trans

By Gillian Tan  
Bloomberg News

Cold-storage specialist Lineage Logistics is branching into rail.

The warehouse owner acquired Cryo-Trans, an owner of refrigerated and insulated railcars, to capture an additional leg of the food and beverage supply chain. The transaction values Reisterstown, Md.-based Cryo-Trans at more than \$500 million.

"A move into rail is part of our effort to be a one-stop shop for our customers and eliminate waste within the food supply chain," Lineage CEO Greg Lehmkuhl said.

By replacing some trucking capacity with rail, customers may reduce transport costs by 15% to 40%, depending on the shipment size and distance traveled, he estimated.

Already, about 90% of Cryo-Trans customers are part of Lineage's network. Lineage will seek to partner with its existing customers so that, for example, railcars transporting frozen french fries from the Pacific Northwest to Southeastern states are packed with poultry for the return trip.

Lineage, a real estate investment trust, operates about 340 cold-storage warehouses, spanning more than 2 billion cubic feet (57 mil-



Lineage operates about 340 temperature-controlled warehouses.

lion cubic meters) of storage capacity across 15 countries. It provides other services including last-mile delivery, freight consolidation and port logistics.

As part of Lineage, Cryo-Trans will keep executing on its mission of "protecting today's perishables for tomorrow," CEO Herman Haksteen said in a statement.

Cryo-Trans owns more than 2,200 railcars, which it describes as the largest private fleet in North America, and its real-time technology facilitates tracking of more than 40,000 annual rail shipments.

In September, Lineage raised \$1.6 billion from investors including Oxford Properties Group, Bentall-GreenOak and Dan Sundheim's D1 Capital Partners in a transaction

that values it at \$15.5 billion, including debt.

Lineage, based in Novi, Mich., ranks No. 31 on the TRANSPORT TOPICS Top 50 list of the largest third-party logistics providers in North America.

Lineage's rail bet is divergent from the tack taken so far by Americold Realty Trust, its publicly traded rival.

"We do not set out to go buy transportation companies," Americold CEO Fred Boehler said on a November earnings call, acknowledging though that the provision of transportation services "creates stickiness" for warehouse customers.

Atlanta-based Americold Logistics ranks No. 25 on the TT Top 50 list of logistics companies.

Lineage Logistics

# Walmart Deploying Robots To Speed Curbside Pickup

By Joseph Pisani  
Associated Press

NEW YORK — Walmart is enlisting the help of robots to keep up with a surge in online orders.

The company said Jan. 27 that it plans to build warehouses at its stores where self-driving robots will fetch groceries and have them ready for shoppers to pick up in an hour or less.

Walmart declined to say how many of the warehouses it will build, but construction has started at stores in Lewisville, Texas; Plano, Texas; American Fork, Utah; and Bentonville, Ark., where Walmart's corporate offices are based. A test site was opened more than a year ago at a store in Salem, N.H.

Walmart hopes the warehouses will speed up curbside pickups, in which orders are brought outside to shoppers' cars. The option, along with deliveries, became increasingly popular as virus-weary shoppers avoid going inside stores. At the start of the pandemic last year, Walmart said delivery and pickup sales grew 300%.

The company said the robots won't roam store aisles. Instead, they'll stay inside warehouses built in separate areas, either within a store or next to it. Windows will be placed at some locations so shoppers can watch the robots work.

The wheeled robots carry crates of apple juice, cereal and other small goods to Walmart workers, who then bag them for shoppers. Rival Amazon uses similar technology in its warehouses, with robots bringing books, vitamins and other small items to workers to box and ship.

Walmart said the robots save



Alan Diaz — Associated Press

time since employees don't have to walk store aisles to find items. Workers will, however, have to go into the store to pick out fresh groceries, such as meat, fish and vegetables. They also will have to grab TVs, vacuum cleaners and other items that are too large for the robots to carry.



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Convoy

# A New Look at Freight Brokerage

This year's list of the largest freight brokerage firms in North America reflects the same change in methodology applied to the 2021 Top 50 Logistics Companies list.

The sector list now ranks freight brokers on the basis of gross revenue. That is a change from years past, when company rankings were based on net revenue, which is gross revenue minus the cost of purchased transportation. Naturally, this new approach has

reordered this list to some extent, but the biggest names in freight brokerage remain the same.

By any metric, C.H. Robinson Worldwide is clearly the largest freight broker in North America with annual brokerage revenue exceeding \$11 billion.

Rising to No. 2 on this year's list with an estimated \$4.3 billion in revenue is Coyote Logistics, a UPS company based in Chicago. No. 3 Total Quality Logistics of Cincinnati is right behind with

revenue of \$4.1 billion, while XPO Logistics and Mode Transportation round out the top five.

Further down the list, several new players have been gaining ground.

Uber Freight, the freight brokerage division of Uber Technologies, comes in at No. 13 with just over \$1 billion in revenue. Convoy, a Seattle-based digital freight broker founded in 2015, appears at No. 19.

— Seth Clevenger

## Top Freight Brokerage Firms

Companies are ranked based on gross revenue and include a description of the type of freight handled and, if available, the number of loads or shipments (in parentheses) for the latest 12-month period.

### 1 C.H. Robinson Worldwide

Gross Revenue: \$11.31 billion  
Net Revenue: \$1.52 billion  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank

### 2 Coyote Logistics

Gross Revenue: \$4.28 billion  
Net Revenue: \$550 million  
rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 3 Total Quality Logistics

Gross Revenue: \$4.14 billion  
Net Revenue: \$736 million  
rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank

### 4 XPO Logistics

Gross Revenue: \$2.71 billion  
Net Revenue: \$511 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 5 Mode Transportation

Gross Revenue: \$2.1 billion  
Net Revenue: \$287.2 million  
air/expedited (7,750), rail intermodal (235,000), LTL (377,253), dry van truckload (613,396), parcel (1,425,000)

### 6 Landstar System

Gross Revenue: \$1.95 billion  
Net Revenue: \$325 million  
air/expedited, rail intermodal, LTL, dry van truckload, flatbed/heavy haul, bulk/tank

### 7 Echo Global Logistics

Gross Revenue: \$1.94 billion  
Net Revenue: \$393.2 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank

### 8 J.B. Hunt Integrated Capacity Solutions

Gross Revenue: \$1.66 billion  
Net Revenue: \$165 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank

### 9 GlobalTranz Enterprises

Gross Revenue: \$1.651 billion  
Net Revenue: \$263 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank, parcel

### 10 Worldwide Express

Gross Revenue: \$1.65 billion  
Net Revenue: \$360 million  
air/expedited, LTL, dry van truckload, refrigerated, flatbed/heavy haul, parcel

### 11 Hub Group

Gross Revenue: \$1.29 billion  
Net Revenue: \$155 million  
rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 12 Nolan Transportation Group

Gross Revenue: \$1.17 billion  
Net Revenue: \$167 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 13 Uber Freight

Gross Revenue: \$1.01 billion  
Net Revenue: \$120 million  
LTL, dry van truckload, flatbed/heavy haul, refrigerated

### 14 Transplace Inc.

Gross Revenue: \$1 billion  
Net Revenue: \$103 million  
air/expedited (6,643), rail intermodal (350,641), LTL (4,206,319), dry van truckload (4,631,463), refrigerated (848,417), flatbed/heavy haul (626,457), bulk/tank (545,150), parcel (400,000,000)

### 15 Schneider

Gross Revenue: \$950 million  
Net Revenue: \$140 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank

### 16 Arrive Logistics

Gross Revenue: \$815 million  
Net Revenue: \$100 million  
rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 17 Redwood Logistics

Gross Revenue: \$804 million  
Net Revenue: \$119 million  
LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 18 ALC Logistics

Gross Revenue: \$734.6 million  
Net Revenue: \$83.8 million  
air/expedited (260), rail intermodal (753), LTL (11,002), dry van truckload (181,191), refrigerated (149,112), flatbed/heavy haul (14,819)

### 19 Convoy

Gross Revenue: \$670 million  
Net Revenue: \$80 million  
LTL, dry van truckload

### 20 Trinity Logistics

Gross Revenue: \$630.8 million  
Net Revenue: \$98.1 million  
air/expedited (244), rail intermodal (2,749), LTL (74,384), dry van truckload (122,955), refrigerated (63,365), flatbed/heavy haul (116,445), bulk/tank (1,545)

### 21 BNSF Logistics

Gross Revenue: \$613 million  
Net Revenue: \$114 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 22 ArcBest Corp.

Gross Revenue: \$591 million  
Net Revenue: \$84 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 23 Integrity Express Logistics

Gross Revenue: \$545.5 million  
Net Revenue: \$66.1 million  
air/expedited (230), rail intermodal (221), LTL (378), dry van truckload (88,062), refrigerated (108,124), flatbed/heavy haul (23,397)

### 24 Traffix

Gross Revenue: \$531 million  
Net Revenue: \$78 million  
air/expedited (6,251), rail intermodal (4,721), LTL (26,322), dry van truckload (98,741), refrigerated (35,663), flatbed/heavy haul (17,468), bulk/tank (1,251), parcel (104,871)

### 25 Matson Logistics

Gross Revenue: \$504.8 million  
Net Revenue: \$65 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank

### 26 Armstrong Transport Group

Gross Revenue: \$491 million  
Net Revenue: \$69 million  
rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 27 TransAmerica Express Logistics

Gross Revenue: \$480.2 million  
Net Revenue: \$140.4 million  
rail intermodal (71,947), LTL (159,384), dry van truckload (140,638), refrigerated (149,485), flatbed/heavy haul (134,953)

### 28 Werner Logistics

Gross Revenue: \$469.8 million  
Net Revenue: \$62.5 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank

### 29 Pepsi Logistics

Gross Revenue: \$468.6 million  
Net Revenue: \$40.1 million  
rail intermodal (52,000), LTL (6,150), dry van truckload (375,000), refrigerated (6,000), flatbed/heavy haul (100), bulk/tank (150), parcel (100)

### 30 BlueGrace Logistics

Gross Revenue: \$462 million  
Net Revenue: \$75 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 31 ATS Logistics Services

Gross Revenue: \$451.4 million  
Net Revenue: \$70.5 million  
air/expedited, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 32 England Logistics

Gross Revenue: \$450.1 million  
Net Revenue: \$104.8 million  
rail intermodal (986), LTL (70,760), dry van truckload (69,922), refrigerated (46,080), flatbed/heavy haul (7,639), parcel (995,459)

### 33 PLS Logistics

Gross Revenue: \$441.2 million  
Net Revenue: \$47.4 million  
air/expedited (200), rail intermodal (1,642), LTL (84,945), dry van truckload (67,463), refrigerated (3,655), flatbed/heavy haul (187,992), bulk/tank (476)

### 34 Priority1 Inc.

Gross Revenue: \$425 million  
Net Revenue: \$79 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 35 ITS Logistics

Gross Revenue: \$415 million  
Net Revenue: \$65 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, bulk/tank

### 36 NFI

Gross Revenue: \$377 million  
Net Revenue: \$46 million  
rail intermodal, LTL, dry van truckload, refrigerated

### 37 Knight-Swift Transportation

Gross Revenue: \$376 million  
Net Revenue: \$60 million  
air/expedited, rail intermodal, LTL, dry van, refrigerated, flatbed/heavy haul, ocean container

### 38 FLS Transportation Services

Gross Revenue: \$375.1 million  
Net Revenue: \$54 million  
air/expedited (2), rail intermodal (3,396), LTL (7,025), dry van truckload (174,616), refrigerated (21,680), flatbed/heavy haul (15,373), bulk/tank (53)

### 39 ReTrans

Gross Revenue: \$364 million  
Net Revenue: \$62.2 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank

### 40 DSV Panalpina

Gross Revenue: \$360.8 million  
Net Revenue: \$42 million  
air/expedited, rail intermodal, LTL, dry van truckload, flatbed/heavy haul, parcel

### 41 Spot Freight

Gross Revenue: \$360 million  
Net Revenue: \$40 million  
rail intermodal (339), LTL (11,590), dry van truckload (195,631), refrigerated (41,281), flatbed/heavy haul (607), bulk/tank (25), parcel (46)

### 42 MegaCorp Logistics

Gross Revenue: \$350.3 million  
Net Revenue: \$54.1 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 43 Universal Logistics Holdings

Gross Revenue: \$336.4 million  
Net Revenue: \$50 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank, parcel

### 44 Choptank Transport

Gross Revenue: \$334 million  
Net Revenue: \$44 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 45 Geodis (North America)

Gross Revenue: \$311.5 million  
Net Revenue: \$28.5 million  
air/expedited, rail intermodal (1,866), LTL (653,608), dry van truckload (144,954), refrigerated (7,157), flatbed/heavy haul (382), parcel (17,808,406)

### 46 Cornerstone Systems

Gross Revenue: \$305 million  
Net Revenue: \$35 million  
rail intermodal (60,000), LTL (2,000), dry van truckload (44,000)

### 47 TA Services

Gross Revenue: \$264 million  
Net Revenue: \$40 million  
LTL, dry van truckload, flatbed/heavy haul, refrigerated

### 48 KAG Logistics

Gross Revenue: \$254.6 million  
Net Revenue: \$41.5 million  
bulk/tank

### 49 U.S. Xpress Enterprises

Gross Revenue: \$228.8 million  
Net Revenue: \$19.5 million  
LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 50 R2 Logistics

Gross Revenue: \$220 million  
Net Revenue: \$28 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 51 Triple T Transport

Gross Revenue: \$217 million  
Net Revenue: \$25.9 million  
rail intermodal (106), LTL (1,995), dry van truckload (25,611), refrigerated (69,284), flatbed/heavy haul (341)

### 52 Circle Logistics

Gross Revenue: \$215 million  
Net Revenue: \$37 million  
air/expedited, LTL, dry van truckload, flatbed/heavy haul

### 53 Roar Logistics

Gross Revenue: \$214 million  
Net Revenue: \$30 million  
air/expedited (500), rail intermodal (45,000), LTL (1,500), dry van truckload (60,000), refrigerated (5,000), flatbed/heavy haul (3,500)

### 54 Johanson Transportation Service

Gross Revenue: \$210.2 million  
Net Revenue: \$30 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank

### 55 Ascent Global Logistics

Gross Revenue: \$200 million  
Net Revenue: \$25 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank

### 56 Day & Ross

Gross Revenue: \$198 million  
Net Revenue: \$34 million  
air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 57 Patterson Cos.

Gross Revenue: \$195 million  
Net Revenue: \$33 million  
LTL, dry van truckload, refrigerated, flatbed/heavy haul

### 58 Sunset Transportation

Gross Revenue: \$186 million  
Net Revenue: \$26 million  
air/expedited (6,517), rail intermodal (81), LTL (58,651), dry van truckload (61,034), refrigerated (10,702), flatbed/heavy haul (7,772), bulk/tank (2,030)



Uber Technologies Inc.

**59 Covenant Transport Solutions**

Gross Revenue: \$177.6 million  
 Net Revenue: \$22.5 million  
 air/expedited (310), rail intermodal (119), LTL (47,630), dry van truckload (371,238), flatbed/heavy haul (14,000), parcel (19,767)

**60 Axle Logistics**

Gross Revenue: \$176.5 million  
 Net Revenue: \$22.6 million  
 rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

**61 Logistics Plus**

Gross Revenue: \$168 million  
 Net Revenue: \$25 million  
 air/expedited (5,000), rail intermodal (150), LTL (130,000), dry van truckload (26,000), refrigerated (700), flatbed/heavy haul (2,000), bulk/tank (300), parcel (2,000)

**62 Magellan Transport Logistics**

Gross Revenue: \$167 million  
 Net Revenue: \$26 million  
 air/expedited, rail intermodal, LTL, dry van truckload, flatbed/heavy haul

**63 Radiant Logistics**

Gross Revenue: \$160 million  
 Net Revenue: \$23.1 million  
 LTL, dry van truckload, refrigerated

**64 RPM Freight Systems**

Gross Revenue: \$159.5 million  
 Net Revenue: \$25 million  
 air/expedited (577), rail intermodal (250), LTL (7,616), dry van truckload (26,824), refrigerated (567), flatbed/heavy haul (3,152), bulk/tank (146), auto hauling (133,205)

**65 Capstone Logistics**

Gross Revenue: \$159 million  
 Net Revenue: \$20 million  
 rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

**66 US Logistics**

Gross Revenue: \$153.5 million  
 Net Revenue: \$22.4 million  
 air/expedited (3), rail intermodal (1,799), LTL (2,252), dry van truckload (31,908), refrigerated (25,370), flatbed/heavy haul (29,627), bulk/tank (3)

**67 D&L Transport**

Gross Revenue: \$152.1 million  
 Net Revenue: \$23.9 million  
 rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

**68 Genpro Inc.**

Gross Revenue: \$140 million  
 Net Revenue: \$16 million  
 rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

**69 Buchanan Logistics**

Gross Revenue: \$134.6 million  
 Net Revenue: \$22.1 million  
 dry van truckload (40,100), flatbed/heavy haul (30,865)

**70 Veritiv Logistics Solutions**

Gross Revenue: \$125 million  
 Net Revenue: \$12 million  
 rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

**71 Kirsch Transportation**

Gross Revenue: \$121.9 million  
 Net Revenue: \$15 million  
 rail intermodal (364), dry van truckload (24,654), refrigerated (2,899), flatbed/heavy haul (21,583)

**72 CRST The Transportation Solution**

Gross Revenue: \$118 million  
 Net Revenue: \$21 million  
 LTL, dry van truckload, refrigerated, flatbed/heavy haul

**72 USAT Logistics**

Gross Revenue: \$118 million  
 Net Revenue: \$15 million  
 rail intermodal, dry van truckload

**74 Watco Supply Chain Services**

Gross Revenue: \$115 million  
 Net Revenue: \$20 million  
 rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

**74 Leonard's Express**

Gross Revenue: \$115 million  
 Net Revenue: \$16.3 million  
 rail intermodal (1,572), dry van truckload (36,460), refrigerated (106,265)

**76 Dupré Logistics**

Gross Revenue: \$114.7 million  
 Net Revenue: \$13.8 million  
 rail intermodal (1,552), LTL (551), dry van truckload (56,480), refrigerated (2,449), flatbed/heavy haul (2,570), bulk/tank (194)

**77 TransCorr National Logistics**

Gross Revenue: \$112.6 million  
 Net Revenue: \$16.8 million  
 rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

**78 Mid America Logistics**

Gross Revenue: \$111.9 million  
 Net Revenue: \$12.9 million  
 rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul

**79 Scout Logistics**

Gross Revenue: \$109.4 million  
 Net Revenue: \$12.3 million  
 dry van truckload (1,062), refrigerated (12,819)

**80 Amstan Logistics**

Gross Revenue: \$106.9 million  
 Net Revenue: \$11.6 million  
 LTL, dry van truckload, refrigerated, flatbed/heavy haul

**81 ISG Transportation**

Gross Revenue: \$102.9 million  
 Net Revenue: \$17.9 million  
 air/expedited (50), rail intermodal (890), LTL (23,480), dry van truckload (29,800), refrigerated (5,260), flatbed/heavy haul (4,675), bulk/tank (240)

**82 Transfix**

Gross Revenue: \$100 million  
 Net Revenue: \$12.5 million  
 LTL, dry van truckload

**83 ODW Logistics**

Gross Revenue: \$99.7 million  
 Net Revenue: \$16.9 million  
 air/expedited (6,500), rail intermodal (1,400), LTL (130,000), dry van truckload (78,000), refrigerated (14,000), flatbed/heavy haul (7,400), parcel (730,000)

**84 Odyssey Logistics & Technology**

Gross Revenue: \$99 million  
 Net Revenue: \$16 million  
 rail intermodal, LTL, dry van truckload, flatbed/heavy haul, bulk/tank

**85 Bay & Bay Transportation**

Gross Revenue: \$97.2 million  
 Net Revenue: \$13.1 million  
 rail intermodal, LTL, dry van truckload, refrigerated

**86 Marten Transport**

Gross Revenue: \$96.7 million  
 Net Revenue: \$15 million  
 refrigerated

**87 SPI Logistics**

Gross Revenue: \$95.3 million  
 Net Revenue: \$15.1 million  
 rail intermodal (2,730), LTL (8,452), dry van truckload (12,675), refrigerated (15,124), flatbed/heavy haul (16,770)

**88 FitzMark**

Gross Revenue: \$95 million  
 Net Revenue: \$15 million  
 air/expedited, rail intermodal, LTL, dry van truckload, refrigerated

**88 M2 Logistics**

Gross Revenue: \$95 million  
 Net Revenue: \$12 million  
 air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank, parcel

**90 Beemac Logistics**

Gross Revenue: \$94 million  
 Net Revenue: \$13 million  
 air/expedited (21), rail intermodal (60), LTL (3,154), dry van truckload (4,530), refrigerated (1,463), flatbed/heavy haul (93,073), bulk/tank (1,285)

**91 Trident Transport**

Gross Revenue: \$91 million  
 Net Revenue: \$13.6 million  
 air/expedited (33), rail intermodal (52), LTL (6,807), dry van truckload (36,752), refrigerated (3,659), flatbed/heavy haul (22,548)

**92 Cardinal Logistics**

Gross Revenue: \$89.5 million  
 Net Revenue: \$13.8 million  
 air/expedited (1,500), rail intermodal (1,500), LTL (70,000), dry van truckload (17,500), refrigerated (12,000), flatbed/heavy haul (7,500)

**93 ST Freight**

Gross Revenue: \$88.6 million  
 Net Revenue: \$11.2 million  
 LTL (674), dry van truckload (15,830), refrigerated (18,099), flatbed/heavy haul (13,613)

**94 Longship**

Gross Revenue: \$86 million  
 Net Revenue: \$9.1 million  
 dry van truckload (4,500), refrigerated (20,000), flatbed/heavy haul (2,700)



Veritiv via YouTube

**95 Syfan Logistics**

Gross Revenue: \$84.4 million  
 Net Revenue: \$14.8 million  
 air/expedited, rail intermodal, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank, parcel

**96 Ryder Supply Chain Solutions**

Gross Revenue: \$84 million  
 Net Revenue: \$12 million  
 air/expedited, LTL, dry van truckload, refrigerated, flatbed/heavy haul

**97 C.L. Services**

Gross Revenue: \$82 million  
 Net Revenue: \$10 million  
 air/expedited (20), rail intermodal (2,000), LTL (2,500), dry van truckload (35,000), refrigerated (25,000), flatbed/heavy haul (8,000)

**98 Legacy Supply Chain Services**

Gross Revenue: \$80 million  
 Net Revenue: \$11.5 million  
 rail intermodal (2,500), LTL (5,000), dry van truckload (9,500), refrigerated (3,700), parcel (1,000,000)

**98 Visible Supply Chain Management**

Gross Revenue: \$80 million  
 Net Revenue: \$12 million  
 air/expedited, rail intermodal, LTL, dry van truckload, refrigerated, flatbed/heavy haul, bulk/tank

**100 Great Plains Transport**

Gross Revenue: \$78.8 million  
 Net Revenue: \$21.1 million  
 refrigerated

Note: e = estimate

Source: Armstrong & Associates Inc. and TT

To see companies ranked 101-150 in this list, go to [bit.ly/TT-Freight2021](http://bit.ly/TT-Freight2021)

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## Innovating Logistics One Route at a Time

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Innovating Logistics

# Top Dry Storage Warehousing Firms

## Warehousing Sector Faces Disruption

Warehousing providers have had to adjust their operations during the past year in response to the global coronavirus outbreak, which disrupted supply chains and created a surge in demand for e-commerce fulfillment.

This historic public health crisis not only tested the flexibility of logistics companies, but also altered the flow of goods in ways that are likely to remain in place — at least to some

extent — even after the pandemic subsides.

At the same time, many logistics providers continue to invest in robotics and automation in their warehouses to boost efficiency and better position themselves for the continued growth of e-commerce.

Despite the rapidly evolving business environment for logistics companies, this year's ranking of the largest dry storage warehousing providers in

North America features relatively little change from a year ago.

DHL Supply Chain continues to lead the sector with more than 139 million square feet of storage capacity.

Next on the list is XPO Logistics, which plans to spin off its contract logistics business later this year.

Ryder Supply Chain Solutions, NFI and Geodis round out the top five in the sector list.

— Seth Clevenger



DHL Express

### 1 DHL Supply Chain (North America)

Total Storage: 139.6 million square feet  
Number of warehouses: 493

### 2 XPO Logistics

Total Storage: 101 million square feet  
Number of warehouses: 336

### 3 Ryder Supply Chain Solutions

Total Storage: 64 million square feet  
Number of warehouses: 330

### 4 NFI

Total Storage: 53 million square feet  
Number of warehouses: 132

### 5 Geodis (North America)

Total Storage: 52.2 million square feet  
Number of warehouses: 171

### 6 FedEx Logistics

Total Storage: 30.7 million square feet  
Number of warehouses: 110

### 7 Kenco Logistics Services

Total Storage: 30 million square feet  
Number of warehouses: 90

### 8 Penske Logistics

Total Storage: 26.5 million square feet  
Number of warehouses: 94

### 9 Saddle Creek Logistics Services

Total Storage: 26.2 million square feet  
Number of warehouses: 76

### 10 CJ Logistics (North America)

Total Storage: 23.9 million square feet  
Number of warehouses: 63

### 11 DB Schenker (North America)

Total Storage: 23.7 million square feet  
Number of warehouses: 91

### 12 Kuehne + Nagel (North America)

Total Storage: 18.7 million square feet  
Number of warehouses: 87

### 13 Ceva Logistics (North America)

Total Storage: 18.1 million square feet  
Number of warehouses: 119

### 14 UPS Supply Chain Solutions

Total Storage: 17.3 million square feet  
Number of warehouses: 144

### 15 DSV Panalpina (North America)

Total Storage: 14.1 million square feet  
Number of warehouses: 53

### 16 Performance Team

Total Storage: 14 million square feet  
Number of warehouses: 46

### 16 Warehouse Services Inc.

Total Storage: 14 million square feet  
Number of warehouses: 30

### 16 WSI

Total Storage: 14 million square feet  
Number of warehouses: 52

### 19 Radial

Total Storage: 13.4 million square feet  
Number of warehouses: 22

### 20 Universal Logistics Holdings

Total Storage: 12.2 million square feet  
Number of warehouses: 54

### 21 APL Logistics (North America)

Total Storage: 11.8 million square feet  
Number of warehouses: 43

### 22 Expeditors International of Washington

Total Storage: 11.7 million square feet  
Number of warehouses: 133

### 23 Metro Supply Chain Group

Total Storage: 11 million square feet  
Number of warehouses: 74

### 24 Ingram Micro Commerce & Lifecycle Services

Total Storage: 10.4 million square feet  
Number of warehouses: 47

### 25 Neovia Logistics

Total Storage: 10.2 million square feet  
Number of warehouses: 49

### 26 Cardinal Health 3PL Supply Chain Solutions

Total Storage: 10 million square feet  
Number of warehouses: 38

### 27 Syncreon Holdings

Total Storage: 9.9 million square feet  
Number of warehouses: 44

### 28 Legacy Supply Chain Services

Total Storage: 8 million square feet  
Number of warehouses: 30

### 28 Wagner Logistics

Total Storage: 8 million square feet  
Number of warehouses: 22

### 30 Peoples Services

Total Storage: 7.8 million square feet  
Number of warehouses: 45

### 30 FW Logistics

Total Storage: 7.8 million square feet  
Number of warehouses: 16

### 32 C.H. Robinson Worldwide

Total Storage: 7.6 million square feet  
Number of warehouses: 44

### 33 Holman Logistics

Total Storage: 7.3 million square feet  
Number of warehouses: 18

### 34 Schneider

Total Storage: 7.2 million square feet  
Number of warehouses: 35

### 35 Kane Logistics

Total Storage: 6.8 million square feet  
Number of warehouses: 21

### 36 Technicolor Global Logistics

Total Storage: 6.5 million square feet  
Number of warehouses: 12

### 37 Atlanta Bonded Warehouse

Total Storage: 6.4 million square feet  
Number of warehouses: 15

### 38 Verst Logistics

Total Storage: 6.2 million square feet  
Number of warehouses: 22

### 39 Port Logistics Group

Total Storage: 6 million square feet  
Number of warehouses: 18

### 39 Crane Worldwide Logistics

Total Storage: 6 million square feet  
Number of warehouses: 56

### 39 WOW Logistics

Total Storage: 6 million square feet  
Number of warehouses: 19

### 42 Nippon Express (North America)

Total Storage: 5.9 million square feet  
Number of warehouses: 61

### 43 ODW Logistics

Total Storage: 5.8 million square feet  
Number of warehouses: 25

### 44 Reo Logistics

Total Storage: 5 million square feet  
Number of warehouses: 6

### 44 United Facilities

Total Storage: 5 million square feet  
Number of warehouses: 9

### 44 Hub Group

Total Storage: 5 million square feet  
Number of warehouses: 36

### 47 Barrett Distribution

Total Storage: 4.5 million square feet  
Number of warehouses: 22

### 47 The Shippers Group

Total Storage: 4.5 million square feet  
Number of warehouses: 11

### 47 TAGG Logistics

Total Storage: 4.5 million square feet  
Number of warehouses: 23

### 50 Sunland Logistics Solutions

Total Storage: 4.4 million square feet  
Number of warehouses: 11

### 51 Dimerco Express Group (North America)

Total Storage: 4.2 million square feet  
Number of warehouses: 38

### 52 RGL Logistics

Total Storage: 4 million square feet  
Number of warehouses: 28

### 52 SCI Group

Total Storage: 4 million square feet  
Number of warehouses: 31

### 52 Acme Distribution Centers

Total Storage: 4 million square feet  
Number of warehouses: 5

### 52 Xpedient Logistics

Total Storage: 4 million square feet  
Number of warehouses: 5

### 52 LeSaint Logistics

Total Storage: 4 million square feet  
Number of warehouses: 14

### 57 Odyssey Logistics & Technology

Total Storage: 3.8 million square feet  
Number of warehouses: 54

### 58 GlobalTranz Enterprises

Total Storage: 3.5 million square feet  
Number of warehouses: 18

### 59 Yusen Logistics (North America)

Total Storage: 3.2 million square feet  
Number of warehouses: 39

### 59 Grupo Porteo

Total Storage: 3.2 million square feet  
Number of warehouses: 27

### 61 Comprehensive Logistics

Total Storage: 3.1 million square feet  
Number of warehouses: 13

### 62 Logistics Plus

Total Storage: 3 million square feet  
Number of warehouses: 14

### 62 Covenant Logistics Group

Total Storage: 3 million square feet  
Number of warehouses: 12

### 62 D+S Distribution

Total Storage: 3 million square feet  
Number of warehouses: 21

### 62 Evans Distribution Systems

Total Storage: 3 million square feet  
Number of warehouses: 7

### 62 Laney & Duke Logistics

Total Storage: 3 million square feet  
Number of warehouses: 4

### 62 A. Duie Pyle

Total Storage: 3 million square feet  
Number of warehouses: 11

### 62 Phoenix Logistics

Total Storage: 3 million square feet  
Number of warehouses: 11

### 69 Hitachi Transport System (North America)

Total Storage: 2.9 million square feet  
Number of warehouses: 47

### 70 ACCEL Logistica

Total Storage: 2.7 million square feet  
Number of warehouses: 22

### 70 We Pack Logistics

Total Storage: 2.7 million square feet  
Number of warehouses: 18

### 72 Bonded Logistics

Total Storage: 2.6 million square feet  
Number of warehouses: 11

### 72 TMM Logistics

Total Storage: 2.6 million square feet  
Number of warehouses: 30

### 74 Amware Fulfillment

Total Storage: 2.5 million square feet  
Number of warehouses: 15

### 74 Fidelitone

Total Storage: 2.5 million square feet  
Number of warehouses: 33

### 76 Weber Logistics

Total Storage: 2.4 million square feet  
Number of warehouses: 12

### 76 Regal Logistics

Total Storage: 2.4 million square feet  
Number of warehouses: 8

### 78 Updike Distribution Logistics

Total Storage: 2.3 million square feet  
Number of warehouses: 20

### 79 Quiet 3PF

Total Storage: 2.2 million square feet  
Number of warehouses: 6

### 79 A&R Logistics

Total Storage: 2.2 million square feet  
Number of warehouses: 10

### 81 CRST The Transportation Solution

Total Storage: 2.1 million square feet  
Number of warehouses: 60

### 82 Mallory Alexander International Logistics

Total Storage: 2 million square feet  
Number of warehouses: 10

### 82 OIA Global

Total Storage: 2 million square feet  
Number of warehouses: 13

### 82 Keller Logistics Group

Total Storage: 2 million square feet  
Number of warehouses: 12

### 82 Averitt Express

Total Storage: 2 million square feet  
Number of warehouses: 45

### 82 The Terminal Corp.

Total Storage: 2 million square feet  
Number of warehouses: 9

### 82 Commercial Warehouse & Cartage

Total Storage: 2 million square feet  
Number of warehouses: 8

### 82 Onest Logistics

Total Storage: 2 million square feet  
Number of warehouses: 29

### 82 Patterson Warehouses

Total Storage: 2 million square feet  
Number of warehouses: 6

### 82 TA Services

Total Storage: 2 million square feet  
Number of warehouses: 11

To see companies ranked 91-123 in this list, go to [bit.ly/TT-DryStorage2021](https://bit.ly/TT-DryStorage2021)

Source: Armstrong & Associates Inc. and TT

## Top Dedicated Contract Carriers

# Competition Rises in Dedicated Sector

Despite many familiar names at the top, this year's list of the largest dedicated contract carriers in North America also reflects the ongoing consolidation trend in the trucking industry.

J.B. Hunt Dedicated Contract Services continues to lead the dedicated sector by a significant margin with its fleet of 9,911 power units, but other

companies are closing the gap.

Penske Logistics, which has been steadily expanding its dedicated contract carriage business, climbs to No. 2 in the segment this year with a fleet of 6,718 trucks.

In December, Penske bolstered its dedicated operations with its acquisition of Chicago-based Black Horse Carriers, which had ranked No. 13

on last year's list with more than 2,000 power units.

Next on the list is Ryder Supply Chain Solutions, which ranks No. 3 with a dedicated fleet of 6,000 trucks.

Knight-Swift Transportation checks in at No. 4 in the dedicated sector with 5,099 power units, closely followed by No. 5 Werner Logistics with 4,945. — *Seth Clevenger*

### 1 J.B. Hunt Dedicated Contract Services

Total Power Units: 9,911

### 2 Penske Logistics

Total Power Units: 6,718

### 3 Ryder Supply Chain Solutions

Total Power Units: 6,000

### 4 Knight-Swift Transportation

Total Power Units: 5,099

### 5 Werner Logistics

Total Power Units: 4,945

### 6 NFI Transportation

Total Power Units: 4,500

### 7 Schneider

Total Power Units: 3,940

### 8 Ruan

Total Power Units: 3,556

### 9 Cardinal Logistics

Total Power Units: 3,400

### 10 Marten Transport

Total Power Units: 3,238

### 11 U.S. Xpress Enterprises

Total Power Units: 2,700

### 12 C.R. England Inc.

Total Power Units: 2,375

### 13 Solistica

Total Power Units: 2,339

### 14 Day & Ross

Total Power Units: 2,145

### 15 Hub Group

Total Power Units: 2,005

### 16 Covenant Logistics Group

Total Power Units: 1,535

### 17 UPS Supply Chain Solutions

Total Power Units: 1,382

### 18 DHL Supply Chain (North America)

Total Power Units: 1,300

### 19 Averitt Express

Total Power Units: 1,178

### 20 Universal Logistics Holdings

Total Power Units: 813

### 21 Cowan Logistics

Total Power Units: 766

### 22 AIM Integrated Logistics

Total Power Units: 713

### 23 PTI Logistics

Total Power Units: 710

### 24 Blackhawk Transport

Total Power Units: 612

### 25 Ceva Logistics (North America)

Total Power Units: 604

### 26 Odyssey Logistics & Technology

Total Power Units: 600

### 27 Bay & Bay Transportation

Total Power Units: 550

### 27 Lineage Logistics

Total Power Units: 550



JB Hunt



TruckPR — Flickr

### 29 Dupré Logistics

Total Power Units: 500

### 29 CRST Dedicated

Total Power Units: 500

### 29 Buddy Moore Trucking

Total Power Units: 500

### 32 G&D Integrated

Total Power Units: 468

### 33 Transervice Logistics

Total Power Units: 435

### 34 A. Duie Pyle

Total Power Units: 419

### 35 Lily Transportation

Total Power Units: 415

### 36 XPO Logistics

Total Power Units: 410

### 37 Great Plains Transport

Total Power Units: 400

### 38 LeSaint Logistics

Total Power Units: 360

### 38 Legacy Supply Chain Services

Total Power Units: 360

### 40 Crowley Logistics

Total Power Units: 335

### 41 Warehouse Services Inc.

Total Power Units: 314

### 42 Buchanan Hauling & Rigging

Total Power Units: 310

### 43 East Coast Warehouse & Distribution

Total Power Units: 260

### 44 Dart Advantage Logistics

Total Power Units: 238

### 45 Midwest Express

Total Power Units: 221

### 46 Saddle Creek Logistics Services

Total Power Units: 220

### 47 Kenco Logistics Services

Total Power Units: 205

### 48 Performance Team

Total Power Units: 200

### 48 Atech Logistics

Total Power Units: 200

### 48 PAM Transportation

Total Power Units: 200

### 48 Hermann Services

Total Power Units: 200

Source: Armstrong & Associates Inc. and TT

## Top Refrigerated Warehousing Firms

# Consolidation Reshapes Cold Storage Segment

The two largest providers of refrigerated warehousing services, Lineage Logistics and Americold, continued to expand aggressively last year in North America and around the world.

Lineage, based in Novi, Mich., retained its No. 1 ranking in the cold storage sector while growing its total temperature-controlled capacity to more than 2 billion cubic feet through its most recent spate of acquisitions.

The company bolstered its capabilities in the Pacific Northwest and several Western states by acquiring Henningsen Cold Storage, which ranked No. 10 on last year's sector list.

Lineage also entered the Cana-

dian market with its purchase of Ontario Refrigerated Services.

In January, the company expanded into refrigerated rail service by acquiring Cryo-Trans, which owns 2,200 refrigerated and insulated railcars.

Americold, which ranks No. 2 in the refrigerated warehousing sector, also grew through acquisition in 2020.

In December, the Atlanta-based company closed its \$1.74 billion purchase of Agro Merchants Group, which had ranked No. 4 in the sector.

That acquisition expanded Americold's refrigerated storage capacity to 1.41 billion refrigerated cubic feet.

— *Seth Clevenger*

### 1 Lineage Logistics

Total Storage: 2.1 billion cubic feet  
Number of Warehouses: 340

### 2 Americold Logistics

Total Storage: 1.41 billion cubic feet  
Number of Warehouses: 186

### 3 United States Cold Storage

Total Storage: 376 million cubic feet  
Number of Warehouses: 42

### 4 XPO Logistics

Total Storage: 175 million cubic feet  
Number of Warehouses: 336

### 5 VersaCold Logistics Services

Total Storage: 120 million cubic feet  
Number of Warehouses: 27

### 6 Penske Logistics

Total Storage: 77.3 million cubic feet  
Number of Warehouses: 94

### 7 Burris Logistics

Total Storage: 75.6 million cubic feet  
Number of Warehouses: 14

### 8 Conestoga Cold Storage

Total Storage: 64 million cubic feet  
Number of Warehouses: 5

### 9 Midwest Refrigerated Services

Total Storage: 45.9 million cubic feet  
Number of Warehouses: 7

### 10 Hanson Logistics

Total Storage: 43 million cubic feet  
Number of Warehouses: 7

### 11 Trenton Cold Storage

Total Storage: 34 million cubic feet  
Number of Warehouses: 8

### 12 Confederation Freezers

Total Storage: 29 million cubic feet  
Number of Warehouses: 8

### 13 FW Logistics

Total Storage: 24 million cubic feet  
Number of Warehouses: 16

### 14 RLS Logistics

Total Storage: 20 million cubic feet  
Number of Warehouses: 5

### 15 NFI

Total Storage: 16 million cubic feet  
Number of Warehouses: 132

### 16 Covenant Logistics Group

Total Storage: 10.5 million cubic feet  
Number of Warehouses: 12

### 17 Geodis (North America)

Total Storage: 1.4 million cubic feet  
Number of Warehouses: 171

### 18 Rinchem Co.

Total Storage: 1.2 million cubic feet  
Number of Warehouses: 21

### 19 Peoples Services

Total Storage: 1 million cubic feet  
Number of Warehouses: 45

Source: TT



Cloverleaf Cold Storage

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## Top Airfreight Forwarders

# Airfreight Sector Upended by Pandemic

A viation has been among the industries hardest hit by the COVID-19 pandemic, so it comes as no surprise that many of the largest airfreight forwarders reported lower volumes in 2020 compared with the previous year.

DHL Supply Chain & Global Forwarding continues to lead the sector

with nearly 1.8 million metric tons of airfreight forwarded last year, but that was down from more than 2 million metric tons in 2019.

The second largest airfreight forwarder, Kuehne + Nagel, experienced a similar decline in volume. The company forwarded 1.4 million metric tons of airfreight, down from

1.6 million a year earlier.

DSV Panalpina was an exception to the overall trend. The company increased its airfreight volume to 1.27 million metric tons, from 1.07 million in 2019, and moved past DB Schenker to take the No. 3 spot on the sector list.

— Seth Clevenger



FedEx Corp.

### 1 DHL Supply Chain & Global Forwarding

Airfreight: 1,795,000  
Headquarters: Germany

### 2 Kuehne + Nagel

Airfreight: 1,433,000  
Headquarters: Switzerland

### 3 DSV Panalpina

Airfreight: 1,272,405  
Headquarters: Denmark

### 4 DB Schenker

Airfreight: 991,200  
Headquarters: Germany

### 5 UPS Supply Chain Solutions

Airfreight: 965,700  
Headquarters: United States

### 6 Expeditors International of Washington

Airfreight: 840,700  
Headquarters: United States

### 7 Apex Logistics International

Airfreight: 750,000  
Headquarters: Hong Kong

### 8 Nippon Express

Airfreight: 720,115  
Headquarters: Japan

### 9 Hellmann Worldwide Logistics

Airfreight: 586,670  
Headquarters: Germany

### 10 Bollore Logistics

Airfreight: 574,000  
Headquarters: France

### 11 Kintetsu World Express

Airfreight: 566,814  
Headquarters: Japan

### 12 Sinotrans Ltd.

Airfreight: 502,000  
Headquarters: China

### 13 Kerry Logistics

Airfreight: 493,903  
Headquarters: Hong Kong

### 14 Ceva Logistics

Airfreight: 440,000  
Headquarters: Switzerland

### 15 Agility Logistics

Airfreight: 415,000  
Headquarters: Kuwait

### 16 Crane Worldwide Logistics

Airfreight: 337,300  
Headquarters: United States

### 17 Yusen Logistics

Airfreight: 337,000  
Headquarters: Japan

### 18 Dachser SE

Airfreight: 330,000  
Headquarters: Germany

### 19 Geodis

Airfreight: 308,173  
Headquarters: France

### 20 FedEx Logistics

Airfreight: 262,500  
Headquarters: United States

### 21 NNR Global Logistics

Airfreight: 244,595  
Headquarters: Japan

### 22 Pilot Freight Services

Airfreight: 240,000  
Headquarters: United States

### 23 C.H. Robinson Worldwide

Airfreight: 225,000  
Headquarters: United States

### 24 Hitachi Transport System

Airfreight: 221,000  
Headquarters: Japan

### 25 AWOT Global Logistics Group

Airfreight: 219,768  
Headquarters: China

### 26 Dimerco Express Group

Airfreight: 199,630  
Headquarters: Taiwan

### 27 Logwin AG

Airfreight: 180,000  
Headquarters: Luxembourg

### 28 Cargo-Partner

Airfreight: 171,850  
Headquarters: Austria

### 29 Trinity Logistics USA

Airfreight: 164,000  
Headquarters: United States

### 30 Damco/Maersk Logistics

Airfreight: 158,405  
Headquarters: The Netherlands

### 31 EFL

Airfreight: 146,098  
Headquarters: Sri Lanka

### 32 Mainfreight Ltd.

Airfreight: 126,071  
Headquarters: New Zealand

### 33 Toll Group

Airfreight: 111,600  
Headquarters: Australia

### 34 APL Logistics

Airfreight: 106,000  
Headquarters: Singapore

### 35 AIT Worldwide Logistics

Airfreight: 105,850  
Headquarters: United States

### 36 Beijing Harmony Shipping & Forwarding Agent

Airfreight: 100,000  
Headquarters: China

### 37 Seko Logistics

Airfreight: 90,000  
Headquarters: United States

### 38 TransGroup Global Logistics

Airfreight: 86,000  
Headquarters: United States

### 39 Nissin Corp.

Airfreight: 85,000  
Headquarters: Japan

### 40 BDP International

Airfreight: 76,000  
Headquarters: United States

### 41 OIA Global

Airfreight: 75,000  
Headquarters: United States

### 42 XPO Logistics

Airfreight: 70,200  
Headquarters: United States

### 43 Scan Global Logistics A/S

Airfreight: 70,000  
Headquarters: Denmark

### 44 Worldwide Logistics Group

Airfreight: 64,768  
Headquarters: China

### 45 Nexus Logistics

Airfreight: 58,678  
Headquarters: Chile

### 46 Noatum Logistics

Airfreight: 56,000  
Headquarters: Spain

### 47 Imperial Logistics

Airfreight: 53,660  
Headquarters: South Africa

### 48 Gebrüder Weiss

Airfreight: 53,000  
Headquarters: Austria

### 49 TVS Supply Chain Solutions

Airfreight: 50,000  
Headquarters: India

### 49 Savino Del Bene

Airfreight: 50,000  
Headquarters: Italy

### 49 BEL International Logistics

Airfreight: 50,000  
Headquarters: Hong Kong

### 49 Mallory Alexander International Logistics

Airfreight: 50,000  
Headquarters: United States

Airfreight is measured in metric tons.

Source: Armstrong & Associates Inc. and TT

## Top Ocean Freight Forwarders

# Ocean Freight List Reflects Disruptions

Much like the airfreight sector, ocean freight forwarders have been contending with supply chain disruptions inflicted by the coronavirus pandemic during the past year.

Kuehne + Nagel retained its No. 1 ranking in the ocean freight forwarding sector with more than 4.5 million 20-foot equivalent units in 2020, but

that was down from over 4.8 million TEUs the previous year.

China's Sinotrans Ltd. and DHL Supply Chain & Global Forwarding remained Nos. 2 and 3, respectively, but DSV Panalpina surpassed DB Schenker for No. 4 on the list.

C.H. Robinson, meanwhile, rose to No. 6 in the sector, up from No. 8 a year earlier. — Seth Clevenger



Canetti via Getty Images

### 1 Kuehne + Nagel

Containers: 4,529,000  
Headquarters: Switzerland

### 2 Sinotrans Ltd.

Containers: 3,770,000  
Headquarters: China

### 3 DHL Supply Chain & Global Forwarding

Containers: 2,832,000  
Headquarters: Germany

### 4 DSV Panalpina

Containers: 2,204,902  
Headquarters: Denmark

### 5 DB Schenker

Containers: 2,042,000  
Headquarters: Germany

### 6 C.H. Robinson Worldwide

Containers: 1,200,000  
Headquarters: United States

### 7 Ceva Logistics

Containers: 1,050,000  
Headquarters: Switzerland

### 8 Kerry Logistics

Containers: 1,019,924  
Headquarters: Hong Kong

### 9 Expeditors International of Washington

Containers: 1,012,600  
Headquarters: United States

### 10 Hellmann Worldwide Logistics

Containers: 955,800  
Headquarters: Germany

### 11 Geodis

Containers: 866,631  
Headquarters: France

### 12 Fr. Meyer's Sohn

Containers: 850,000  
Headquarters: Germany

### 13 Yusen Logistics

Containers: 764,000  
Headquarters: Japan

### 14 Bollore Logistics

Containers: 761,000  
Headquarters: France

### 15 Agility Logistics

Containers: 740,000  
Headquarters: Kuwait

### 16 Worldwide Logistics Group

Containers: 707,803  
Headquarters: China

### 17 Logwin AG

Containers: 690,000  
Headquarters: Luxembourg

### 18 AllCargo Logistics

Containers: 684,000  
Headquarters: India

### 19 Nippon Express

Containers: 660,152  
Headquarters: Japan

### 20 OOCL Logistics

Containers: 660,000  
Headquarters: Hong Kong

### 21 Kintetsu World Express

Containers: 644,464  
Headquarters: Japan

### 22 Leschaco

Containers: 636,000  
Headquarters: Germany

### 23 UPS Supply Chain Solutions

Containers: 620,000  
Headquarters: United States

### 24 Damco/Maersk Logistics

Containers: 577,084  
Headquarters: The Netherlands

### 25 Cargo Services Far East

Containers: 566,000  
Headquarters: Hong Kong

### 26 Toll Group

Containers: 527,200  
Headquarters: Australia

### 27 Dachser SE

Containers: 520,000  
Headquarters: Germany

### 28 LF Logistics

Containers: 500,000  
Headquarters: Hong Kong

### 28 China Resources Logistics (Group)

Containers: 500,000  
Headquarters: Hong Kong

### 30 Hitachi Transport System

Containers: 462,000  
Headquarters: Japan

### 31 Honour Lane Shipping

Containers: 418,630  
Headquarters: Hong Kong

### 32 Mallory Alexander International Logistics

Containers: 400,000  
Headquarters: United States

### 32 Kingway Transportation Company

Containers: 400,000  
Headquarters: China

### 34 Asia Shipping Transportes Internacionais

Containers: 391,820  
Headquarters: Brazil

### 35 Mainfreight Ltd.

Containers: 337,504  
Headquarters: New Zealand

### 36 Long Sail International Logistics

Containers: 314,173  
Headquarters: China

### 37 Cargo-Partner

Containers: 314,067  
Headquarters: Austria

### 38 Noatum Logistics

Containers: 307,000  
Headquarters: Spain

### 39 BDP International

Containers: 302,000  
Headquarters: United States

### 40 Chinatrans International Logistics

Containers: 300,000  
Headquarters: China

### 41 Zhejiang Jiulong International Logistics

Containers: 250,000  
Headquarters: China

### 42 Nissin Corp.

Containers: 230,000  
Headquarters: Japan

### 43 Dimerco Express Group

Containers: 228,934  
Headquarters: Taiwan

### 44 De Well Group

Containers: 195,000  
Headquarters: China

### 45 Sino-Ocean Group

Containers: 192,000  
Headquarters: China

### 46 Zhejiang Chasen Freight Forwarding

Containers: 180,000  
Headquarters: China

### 47 Scan Global Logistics A/S

Containers: 170,000  
Headquarters: Denmark

### 47 CWT Pte. Ltd.

Containers: 170,000  
Headquarters: Singapore

### 49 EFL

Containers: 167,312  
Headquarters: Sri Lanka

### 50 CJ Logistics

Containers: 136,644  
Headquarters: South Korea

Source: Armstrong & Associates Inc. and TT

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# Drones Could Help Bridge Divides for Vaccine Distribution

By **Brendan Murray**  
Bloomberg News

The challenge of ensuring equitable distribution of the coronavirus vaccine is one of global scale, and the city of Miami provides a backdrop for the social and economic divides that the medical community must overcome.

Home of America's wealthiest ZIP code, the sun-soaked city on Florida's southern tip also is the main air-cargo bridge to Haiti, Nicaragua and other impoverished countries across the Caribbean and Latin America. That puts Miami International Airport, one of the nation's largest freight hubs and one of the few certified to handle pharmaceuticals, at a key crossroads in the effort to distribute shots quickly to the masses in the United States and its poor neighbors to the south.

For especially remote regions, drone deliveries could help the effort.

In Europe and the United

States, vaccines have been going to the elderly, health care workers and first responders before fanning out to the general population. Likely to take several months, the logistical relay race kicked off in December among drugmakers, couriers FedEx Corp. and UPS Inc., airfreight carriers and trucking companies.

In Miami, the immunizations are being offered at central locations including its largest hospital, Jackson Memorial. Good news for locals, but airport officials are asking broader questions tied to their role running the country's busiest turnstile for international air cargo.

For example, they need to get the vaccine to places such as the Bahamas, an archipelago of sparsely populated islands starting 50 miles off Florida's coast and stretching across 100,000 square miles of ocean.

"It's going to take a long time. This is not going to be easy," said Emir Pineda, manager of aviation trade and logistics at Miami's airport. "The more urban areas, the



Koby Wolf — Bloomberg News

**Drones could be used to get the COVID-19 vaccines to remote and impoverished areas off Florida's coast.**

large cities, will probably be the first to benefit from the vaccines. As we start spreading into more remote areas, it's going to become more and more difficult."

He added, "How do you get to each one of those little islands? It's going to be a difficult task."

The delivery vehicle is only part of the challenge. The Pfizer-BioNTech shipments contain dry

ice and more may be needed to prevent spoilage on the last leg of long journeys. But Florida has no dry-ice makers, Pineda said, so supplies will be trucked in from Georgia. Not a huge problem, if only they knew how much they'll need, and when.

"You've got a lot of demand, and not knowing is part of the big problem," Pineda said.

Officials at Miami's airport determined that the facility has 395,000 square feet of refrigerated space, 27,000 of which is dedicated to pharmaceuticals. They surveyed the tarmac on the expectation that vaccine charters will need a place to park. They designated an area for truck parking and outlined traffic patterns to avoid congestion for payloads with a short expiration date.

Eventually, the U.S. will be a net exporter of vaccines instead of a large consumer of them. In the meantime, many of the shipments originating in Europe and Asia will transit through Miami on flights bound for Brazil or Jamaica, where warehouses are being prepared for distribution.

For trickier corners of those regions, Pineda said remote-control aircraft could be the answer, having already worked well delivering medicine in hard-to-reach parts of Africa and Canada.

"The drone thing is for real, and there are different sizes, capacities and ranges," he said. "It's not the preferred option for large-scale distribution, but it might be a new tool that the supply chain has in its pocket."

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