

# Transport Topics

2020 **TOP 100** PRIVATE CARRIERS

## TAKING STEPS

Private fleets have adjusted their operations to protect workers and keep freight moving as the battle against the coronavirus continues.

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## HYUNDAI TRANSLEAD

# Adapting to COVID-19

## Private Carriers Have Adjusted Their Operations for the Long Haul

By **Jerry Hirsch**  
Contributing Writer

**T**he COVID-19 pandemic is reshaping private carriers in ways that will last long after the novel coronavirus subsides.

A TRANSPORT TOPICS review of large private trucking fleets found that companies are rapidly adding digital tools and paperless methodology to their operations to reduce human contact and limit access to distribution centers. They are becoming more nimble, especially in implementing new technology and finding new revenue sources. Fleets also are more aware of employee health and the role it plays in productivity.

And of course, just about every company TRANSPORT TOPICS contacted is doing the basics to prevent the spread of the virus within their own workforce and to employees' families and customers.

"We provide face masks, gloves, cleaning supplies and hand sanitizer to every driver before they dispatch," said Jim VonAchen, director of transportation support at McLane Co., a major distributor of groceries and packaged goods based in Temple, Texas. "We disinfect the tractor, hand-held scanners, driver bags and dollies after each trip."

Several senior supply chain executives pointed to agility — in decision-making, business operations and revenue stream discovery — as a strength to maintain beyond the duration of COVID-19.

"When the pandemic first hit and everybody was rushing the grocery store, we pivoted very quickly," said Marie Robinson, executive vice president and chief supply chain officer of food distribution giant Sysco.

(Continued on next page)



Food distributors such as Sysco have quickly adjusted to shifting demand during the pandemic.

Luke Sharrett — Bloomberg News



Grocery retailers have experienced heavy demand during the COVID-19 outbreak.

LM Otero — Associated Press



Private carriers such as hazardous waste hauler Clean Harbors are taking steps to protect their workers through sanitation and social distancing measures.

Clean Harbors

## TOP 100

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**Acknowledgments and Sources**

The 2020 Top 100 Private Carriers is an annual publication produced by Transport Topics.

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# Private Carriers Respond to Pandemic

(Continued from previous page)

The company signed agreements with other distributors to redeploy trucks used for food delivery to eating establishments — a business that had plunged — to retailers experiencing heavy shopping demand.

Others did the same. “We took what excess capacity we had and applied it to areas that needed help, like the grocery chains, to keep our teammates and equipment utilized,” McLane’s VonAchen said.

Fleets also discovered they could significantly slash the time needed to develop and launch new business strategies and procedures.

“Some decisions that would typically take weeks to finalize were made in days and sometimes hours,” VonAchen said.

Before the pandemic, Sysco had set a goal to better level its delivery volume across the days of the week to allocate labor more efficiently, Robinson said. Such an initiative typically would take the Houston-based distributor about 18 months to plan and implement.

“We did it in four weeks when the crisis hit,” she said.

This type of productivity advancement will remain in place even when the pandemic fades.

With 8,745 tractors and another 1,345 box trucks, Sysco ranks No. 2 on the TRANSPORT TOPICS Top 100 list of the largest private carriers in North America.

McLane has 3,886 tractors and ranks No. 8 on the TT100 list of private fleets.

## Technology Investments

Whether it is transitioning employees to remote work, tracking worker health or refining loading and delivery windows to limit human contact, technology has played a vital role in seeing fleets through the pandemic. And it is creating efficiencies that will last beyond the crisis, industry executives said.

Southern Glazer’s Wine & Spirits, a large alcoholic beverage distributor, modified its text message system to prompt drivers and other workers to complete a health form two hours before their shift. It has become an important communications tool during the pandemic. The distributor now uses the text messaging system to reach employees



Southern Glazer’s has utilized a text message system to improve communications with its workforce.

Southern Glazer’s Wine & Spirits

with critical updates because it can reach them even if they’re working remotely, or if they are drivers or warehouse personnel who don’t sit at a desk.

ers our projected delivery time from the first stop to the last, with added traffic and weather impacts. Our customers can then prepare for our arrival 12 hours

“As you scale up from a small company, these tools become invaluable,” VonAchen said.

Southern Glazer’s also has invested in technical equipment. It

“When the pandemic first hit and everybody was rushing the grocery store, we pivoted very quickly.”

Marie Robinson, Sysco



Sysco

Fleets have access to an ever-increasing amount of data generated by electronic logging devices and telematics systems, which they can utilize to improve operations, McLane’s VonAchen said.

“We are able to tell our custom-

ers out and make sure they have resources ready,” VonAchen said.

Armed with this information, McLane restructured its delivery network to meet demand and reduce cost when business slowed early in the pandemic.

has thermal scanners that check workers and visitors for fever as they reach the security station at the front of a company facility.

“We don’t see an end in sight to this any time soon. We are making the investment in tech-



McLane reallocated capacity to match changes in demand.

McLane Co.



Many fleets have been issuing personal protective equipment such as face masks to their drivers.

andres — Getty Images



Southern Glazer’s says it has made a significant investment in sanitizing its trucks and break rooms during the pandemic.

nology,” said Ron Flanary, senior vice president of national operations for the Miami-based beverage distributor.

Southern Glazer’s operates a fleet of 721 tractors and another 2,189 straight trucks. It employs about 2,500 drivers and ranks No. 59 on the TT100 private carriers list.

Trucking equipment is one area where many private fleets wish they had invested more extensively prior to the pandemic, said Jim Griffin, chief operating officer at Fleet Advantage, a truck leasing and fleet asset management company.

“We have some clients that had put off fleet modification and felt that was a mistake. They should have been more prepared,” Griffin told TRANSPORT TOPICS.

Companies have slashed capital expenditures, leaving fleets with aging equipment that lacks the fuel efficiency and automated safety systems that reduce operating expenses, he said.

Griffin expects fleets will rapidly replace aging trucks once the economy rebounds, and they are convinced there will be sustained growth.

## Focusing on Employee Health

Enhanced sanitation protocols are another change likely to last beyond the pandemic as companies adopt practices that limit the spread of diseases between workers.

Drivers at Southern Glazer’s now “stop and drop,” Flanary said.

Instead of capturing a signature, the driver notes the name of the person accepting the shipment and the time of the delivery, limiting personal contact.

Southern Glazer’s is “spending a substantial amount of money to sanitize the trucks and break rooms,” Flanary added. “We probably have 100 people nationwide who are just cleaning.”

Developing contactless interaction is a high priority for private fleets.

“Think about the drivers having to share a pen with a customer,” Sysco’s Robinson said.

Delivery validating technology was another initiative the food distributor planned to tackle and accelerated as the pandemic unfolded, she said. It is now transitioning from other delivery procedures that could potentially require personal contact.

But not every fleet can move to a contactless business model.

“We are paper-intensive. With hazardous material, hazardous manifests, tracking and chain of custody is critically important to the hazardous waste industry,” said Kevin Ridings, executive vice president of transportation and logistics at Clean Harbors.



Clean Harbors

“We are paper-intensive. ... [C]hain of custody is critically important to the hazardous waste industry.”

*Clean Harbors' Kevin Ridings on the challenges of moving to a contactless business model*

The Norwell, Mass., handler of industrial and hazardous waste provides its drivers with their own pens to use while the federal government develops an electronic manifest system for the industry, he said. Drivers are setting down documents for their contact to counter-sign, and then retrieving the form to maintain social distance.

Providing protective gear such as masks and hand sanitizer to drivers and other workers is less challenging. Clean Harbor already supplies much of its workforce with personal protective equipment. The company's Safety-Kleen division has conducted more than 5,000 COVID-19 contamination jobs for other businesses.

Clean Harbors operates 1,097 tractors and 4,531 box trucks and ranks No. 30 on the private TT100.

The focus on health and safety will continue beyond the short term, McLane's VonAchen said.

“Our teammates need to be able to comfortably stay home if they are feeling sick, and they need to feel safe working in our facilities,” he said. “As to equipment, we will likely keep an inventory of masks, scanners and sanitizer as pandemic preparedness measures well after COVID-19 subsides.”

Better hygiene in all sectors of a large company is a smart business move, Sysco's Robinson said.

“If you adhere to all of the things we are talking about, absenteeism

will go down and you will have fewer people getting sick at work,” she said.

#### Is Remote Work Here to Stay?

Even with enhanced worker health measures, there still will be plenty of opportunities for people to work from home. The companies discovered that a decentralized business model —

planners and dispatchers who work from office-based desktop workstations. They needed a way to access the system. All of its workers have company-issued Apple iPhones, and that provided a solution. Employees can now access essential planning and dispatch functions through proprietary apps developed for the

where scheduling and other functions can be handled remotely — could supplement employees in offices.

“You never thought you could send people home for a long period and keep the national supply chain to grocery stores holding up very well,” Flanary said.

phones, Ridings said.

But Robinson said having an entire team working remotely can only go so far. She expects a bounceback when it is safe.

At some point, management and other team members will have to meet to complete tasks such as updating engineering standards



Southern Glazer's Wine & Spirits

**Southern Glazer's has changed its business processes to limit drivers' personal contact with customers.**

Clean Harbors took about eight days to shift almost entirely to remote work and dispatch, including ironing out bumps and glitches, Ridings said.

The company has a typical VPN, or virtual private network, that is accessed via laptops. Clean Harbors, however, has

or conducting employee evaluations or promotions, she said.

“This is the first time in my 32-year career when I've actually asked my associates to put themselves in a situation that I have not put myself in,” Robinson said. “I want to get back into the truck.”



Southern Glazer's Wine & Spirits



Clean Harbors

**Clean Harbors shifted its dispatching operations almost entirely to remote work in about eight days.**

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— Ilene, Administration, Utah

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— Charles, Owner, Georgia

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# TOP 100

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100	Dunkin' Brands Group	A19

# Transport Topics

Rank 2020	Rank 2019	Company	Equipment	Annual Sales
	1	<b>1 PepsiCo Inc.</b> Purchase, N.Y. NYSE: PEP Mike O'Connell, Vice President Supply Chain, Service & Distribution <i>pepsico.com</i>	10,950 tractors 17,900 trailers 4,550 straight trucks 16,250 pickup trucks and cargo vans	\$67.2 billion
	2	<b>2 Sysco Corp.</b> Houston NYSE: SY Y Marie Robinson, Executive Vice President, Supply Chain <i>sysco.com</i>	8,745 tractors 10,593 trailers 1,345 straight trucks 840 pickup trucks and cargo vans	\$60.1 billion
	4	<b>4 Walmart Inc.</b> Bentonville, Ark. NYSE: WMT Greg Smith, Executive Vice President, Supply Chain <i>walmart.com</i>	7,400 tractors 58,826 trailers 25 straight trucks	\$524 billion
	6	<b>6 Halliburton Co.</b> Houston NYSE: HAL Jeff Miller, Chairman, President and CEO <i>halliburton.com</i>	6,101 tractors 11,653 trailers 2,471 straight trucks 237 pickup trucks and cargo vans	\$22.4 billion
	3	<b>3 US Foods</b> Rosemont, Ill. NYSE: USFD Ty Gent, Chief Supply Chain Officer <i>usfoods.com</i>	5,821 tractors 7,466 trailers 421 straight trucks	\$25.9 billion
	5	<b>5 Reyes Holdings</b> Rosemont, Ill. Paul Rizzo, Senior Vice President, Fleet Operations <i>reyesholdings.com</i>	5,019 tractors 7,494 trailers 938 straight trucks 1,324 pickup trucks and cargo vans	\$33 billion
	10	<b>10 Performance Food Group</b> Richmond, Va. NYSE: PFGC George Holm, President and CEO <i>pfgc.com</i>	4,715 tractors 5,999 trailers 606 straight trucks	\$19.7 billion

# 2020 Top 100 Private Carriers

## Description of Business

**PepsiCo North America Beverages** produces and distributes soft drinks, juices, coffee, teas, sports drinks and bottled water.

**Frito-Lay North America** produces and distributes potato chips, tortilla chips, cheese snacks, granola bars, pretzels, popcorn and refrigerated dips and spreads.

**Quaker Foods North America** produces and distributes cereals, rice and pasta products, cake mixes and syrup and dairy products.

**Latin Americas Foods** produces and distributes snack foods and cookies in Mexico, Brazil, Argentina, Colombia, Ecuador, Guatemala and Venezuela.

**Pepsi Logistics Co.** provides freight brokerage services.

**Wimm-Bill-Dann** produces and distributes food and beverages in Russia.

**The Hive** incubates small and new brands including Maker Oats, Stubborn Soda and Looza; launched in August 2018.

Distributes food and beverages, kitchen equipment and cleaning supplies to restaurants, schools and health care institutions through roughly 330 distribution centers globally; includes operations of Waugh Foods, J&M Wholesale Meats and Imperio Foods acquired in 2019.

**The Sygma Network** delivers food and nonfood products to chain restaurants through 15 distribution centers.

**Sysco Specialty Meat** delivers meat products through 17 operating companies.

**North Star Seafood** distributes fresh and frozen seafood in Florida.

**European Imports Inc.** distributes cheese, meat and other imported food products in the United States.

**FreshPoint Inc.** distributes fresh fruits and vegetables through 26 operating companies.

**Guest Supply Inc.** provides housekeeping supplies, room accessories and textiles to the lodging industry.

**International Food Group** distributes food and supplies to restaurants in more than 90 countries.

**Mayca Distribuidores S.A.** distributes food and operates a retail cash-and-carry business with seven locations and a truck leasing business in Costa Rica.

**Pacific Star Foodservice** distributes food to restaurants, casinos, theme parks, movie theaters and hotels in Mexico — 50% ownership.

**Brakes Group** distributes food and beverages in the United Kingdom, Ireland, France, Sweden, Spain, Belgium and Luxembourg.

**HFM Foodservice** is a broadline food distributor on all four major Hawaiian Islands and Guam.

**Doerle Food Services** distributes food to restaurants, health care institutions and multi-unit customers in Louisiana, East Texas and Mississippi.

**Walmart U.S.** operates 4,756 discount department stores, supercenters, neighborhood markets and small format stores in the United States and Puerto Rico, and ships through 187 distribution facilities.

**Walmart International** operates 6,128 retail and wholesale department stores and food markets in 27 countries.

**Sam's Club** operates 599 merchandise warehouses in the United States, and ships through 23 distribution facilities.

**Walmart eCommerce** provides e-commerce services in more than 11 countries.

**Halliburton Energy Services** provides pressure pumping, production enhancement and well drilling and completion services for the oil and gas industry, plus well logging and testing equipment in the United States and more than 80 other countries.

**Summit ESP** provides electric submersible pump technology and services.

Distributes food and related products to restaurants, hotels, health care facilities, cafeterias and schools in the United States, includes operations of Services Group of America's Food Group of Cos. acquired in 2018.

**TOBA Inc.** distributes food and related products to restaurants, schools, grocery stores and convenience stores in seven states across the Midwest.

**Martin-Brower Co.** distributes food and supplies to McDonald's restaurants in the United States, Canada, Europe, Central and South America, and Asia.

**Reyes Beer Division** operates from 27 warehouses across the United States.

**Great Lakes Coca-Cola Bottling** distributes beverages in the greater Chicago area and eight states in the Midwest and West.

**Reyes Coca-Cola Bottling** distributes soft drinks throughout the West Coast with facilities in Nevada and California.

**Reyes Fleet Management** provides equipment maintenance and repair services and leasing.

**Performance Foodservice** distributes food and food-related products to restaurants, hotels, health care facilities and schools in the United States.

**PFG Customized Distribution** distributes food and food-related products to restaurant chains in the United States and other countries.

**Vistar Corp.** distributes candy, snacks, beverages and other convenience food items to vending, retail, concession, theater, fundraising and coffee service industries through 20 distribution centers and nine cash-and-carry stores.

**Eby-Brown Co.** distributes wholesale consumer products in the convenience industry.

**Reinhart Foodservice** distributes food and beverages, utensils and paper products and cleaning supplies to restaurants, sporting venues, schools, nursing homes and hospitals through 26 distribution centers in the United States; was acquired December 2019.

## Pandemic Forces Private Carriers To Shift Gears

The global coronavirus pandemic has tested the mettle of the largest private carriers in North America.

This historic public health crisis has disrupted supply chains and upended freight projections, forcing fleets to adapt to rapidly changing market conditions.

But through all of these financial and logistical challenges, the companies on this year's TRANSPORT TOPICS Top 100 Private Carriers list have been finding ways to navigate this turbulent time while ensuring that shipments continue to reach their destinations.

The implications of the pandemic have varied from one sector of the economy to the next.



**Seth Clevenger**  
Managing Editor, Features

Grocery retailers saw a surge in demand, especially during the early days of the outbreak when consumers rushed to stores to stock up on necessities.

In contrast, some food distributors saw business levels drop precipitously as restaurants closed their doors or converted to takeout service only.

The energy sector also has been hit hard, with the pandemic-induced slowdown combining with already depressed oil prices.

Meanwhile, many retailers experience a spike in e-commerce activity as consumers ordered more goods online from the safety of their homes rather than visiting brick-and-mortar locations. People who had been slow to embrace e-commerce became more willing to purchase a broader range of products online, including groceries and large and bulky items such as appliances. This expansion of e-commerce likely will remain even after the COVID-19 outbreak has subsided.

And across all industry sectors, private fleets implemented new business processes and safety protocols to reduce physical contact and help protect employees and customers from the virus.

Amid the disruption wrought by the pandemic, some private carriers expanded their fleets while others shed equipment.

The Top 100 list, which ranks private carriers on the basis of total tractors in operation, reflects several interesting changes this year.

At the top of the rankings, Walmart Inc. climbed back into the top 3, right behind No. 1 PepsiCo Inc. and No. 2 Sysco.



Checking in at No. 10 is a new name on the list, NexTier Oilfield Solutions. The Houston-based oil field services company formed in October 2019 through the merger of C&J Energy Services and Keane Group. In March, the combined company went on to sell its well services business unit to Basic Energy Services, which ranks No. 13 on the Top 100.

Several private carriers made noteworthy moves up the rankings.

Equipment rental firm Sunbelt Rentals, based in Fort Mill, S.C., rose to No. 16, from No. 24 a year ago, with its fleet of 1,589 tractors.

Univar Solutions, a chemical and ingredient distributor, also made a significant move up the list. The Downers Grove, Ill.-based company climbed to No. 21, from No. 36 last year, with a fleet of 1,372 heavy-duty trucks.

And Medline Inc., a provider of medical supplies based in Northfield, Ill., jumped to No. 49, from No. 85 a year ago, with its fleet of 791 tractors.












Newcomers to the Top 100 this year include No. 84 Stallion Oilfield Services, a Houston-based provider of auxiliary rentals and services for oil and gas operations. The company's fleet includes 502 tractors.

Warehouse store operator Costco Wholesale Corp. enters the rankings at No. 87. The Issaquah, Wash.-based company operates 484 tractors.

Also joining the Top 100 this year are arts-and-crafts store chain Hobby Lobby Stores Inc., which ranks No. 98 with 415 tractors, and auto parts provider O'Reilly Auto Enterprises, which checks in at No. 99 with 413 heavy-duty trucks.

Another newcomer, No. 100 Dunkin' Brands Group, rounds out the list with its fleet of 397 tractors, which help supply franchise locations serving coffee, baked goods and ice cream.

# TOP 100

Rank 2020	Rank 2019	Company	Equipment	Annual Sales	Description of Services
 8	8	<b>McLane Co.</b> Temple, Texas (Berkshire Hathaway Inc.) Robbie Wainwright, Senior Vice President, Logistics and Engineering <a href="http://mclaneco.com">mclaneco.com</a>	3,886 tractors 5,853 trailers 111 straight trucks 25 pickup trucks and cargo vans	\$50.4 billion	<b>McLane Grocery Distribution</b> delivers food and groceries to convenience stores, drug stores, mass merchandisers, wholesale clubs and movie theaters. <b>McLane Foodservice Distribution</b> delivers food and service items to quick-service restaurant chains. <b>Empire Distributors</b> distributes alcoholic beverages from 14 locations to customers in Georgia, North Carolina, Tennessee and Colorado. <b>Consumer Value Products</b> develops and distributes private-label food and home products, including bottled water, dog biscuits, beef jerky, work gloves, baby products and candy. <b>Kinexo</b> provides supply chain consulting and transportation management. <b>Vantix Logistics</b> provides third-party logistics services. <b>C.D. Hartnett Company</b> distributes food and groceries to convenience stores and food service operators.
 9	9	<b>Schlumberger Limited</b> Houston (Schlumberger N.V., Paris) Olivier Le Peuch, CEO <a href="http://slb.com">slb.com</a>	3,652 tractors 5,107 trailers 510 straight trucks 249 pickup trucks and cargo vans	\$32.9 billion	Provides oil and gas drilling services and project management services in more than 120 countries.
 10	13	<b>NexTier Oilfield Solutions</b> Houston NYSE: NEX Robert Drummond, President and CEO <a href="http://nextierofs.com">nextierofs.com</a>	2,759 tractors 3,642 trailers 493 straight trucks 65 cargo vans	\$3.4 billion	Provides oil and gas drilling, production and well completion services in the United States. NexTier was established in October 2019 through the merger of C&J Energy Services and oilfield services provider Keane Group. <b>Mobile Data Technologies</b> provides data acquisition and control products for fracturing and wellsite operations. <b>KVS Transportation</b> provides pipe recovery and logging services.
 11	11	<b>Tyson Foods<sup>1</sup></b> Springdale, Ark. NYSE: TSN Noel White, CEO <a href="http://tysonfoods.com">tysonfoods.com</a>	2,642 tractors 8,051 trailers 62 straight trucks 1,433 pickup trucks and cargo vans	\$42.4 billion	Operates farms for cattle, chicken and hogs; produces and markets fresh beef, chicken and pork, pepperoni, pizza toppings, bacon, deli meats, hams, franks, snacks, appetizers, side items, refrigerated and frozen prepared meals in the United States, includes operations of foodservice provider Keystone Foods acquired in November 2018 and European and Thai poultry operations of BRF S.A. acquired in June 2019. <b>Tyson Ventures</b> is a venture capital investment firm.
 12	12	<b>United Rentals Inc.</b> Stamford, Conn. NYSE: URI Matthew Flannery, President and CEO <a href="http://unitedrentals.com">unitedrentals.com</a>	2,253 tractors 2,100 trailers 4,266 straight trucks	\$9.4 billion	Supplies equipment and tools to construction and industrial firms, utilities, municipalities and homeowners through approximately 1,000 locations in the United States and Canada; includes operations BlueLine Rental acquired in October 2018 and BakerCorp International Holdings acquired in July 2018. <b>Neff Rental</b> offers earthmoving, material handling, aerial and other equipment rentals.
 13	17	<b>Basic Energy Services</b> Fort Worth, Texas OTC: BASX Keith Schilling, President and CEO <a href="http://basices.com">basices.com</a>	2,156 tractors 3,036 trailers 899 straight trucks	\$567 million	Provides a range of well services to oil- and gas-drilling companies in the Texas Gulf Coast, the Ark-La-Tex region, the Permian Basin, the Mid-Continent and the Rocky Mountain and Appalachian regions in the United States. Acquired a significant portion of C&J Well Services production operations from NexTier Oilfield Solutions in March 2020.
 14	15	<b>Gordon Food Service</b> Grand Rapids, Mich. David Ponstein, Regional Transportation Manager <a href="http://gfs.com">gfs.com</a>	1,993 tractors 2,823 trailers 22 straight trucks	\$14 billion	Manufactures and distributes food and beverages and related supplies to restaurants, schools and institutions through 25 distribution centers and more than 175 cash-and-carry stores in the United States and Canada.
 15	16	<b>CHS Inc.</b> Inver Grove Heights, Minn. Nasdaq: CHSCP Jay Debertin, President and CEO <a href="http://chsinc.com">chsinc.com</a>	1,656 tractors 9,188 trailers 5,382 straight trucks	\$31.9 billion	Operates petroleum refineries and ethanol plants and supplies propane, lubricants and renewable fuels. The company also sells grain and oilseeds, fertilizer and animal feed, processes soybeans, flour, canola and sunflowers and provides insurance and financial services. <b>CHS Transportation</b> distributes petroleum, propane, anhydrous ammonia, fertilizer and other bulk and packaged products to local cooperatives and retail stores.
 16	24	<b>Sunbelt Rentals</b> Fort Mill, S.C. (Ashtead Group PLC, London) Eric Jahnsen, Director, Transportation Fleet <a href="http://sunbeltrentals.com">sunbeltrentals.com</a>	1,589 tractors 1,575 trailers 4,102 straight trucks 4,480 pickup trucks and cargo vans	\$5.5 billion	Provides equipment rental for construction, industrial and utility industries through 837 locations in the United States and Canada.
 17	22	<b>Dot Foods</b> Mount Sterling, Ill. Paul Mugerdtichian, President, DOT Transportation <a href="http://dotfoods.com">dotfoods.com</a>	1,526 tractors 2,570 trailers 10 straight trucks 40 pickup trucks and cargo vans	\$8.2 billion	Redistributes groceries, flatware and janitorial supplies from manufacturers to food processors and food service distributors in the United States and 39 countries through 11 distribution centers. <b>Dot Transportation</b> provides dry van and refrigerated truckload and LTL freight transportation services.
 18	19	<b>American Air Liquide Holdings</b> Houston (L'Air Liquide SA, Paris) Michael Graff, Chairman, President and CEO Susan Ellerbusch, CEO, Air Liquide USA <a href="http://airliquide.com">airliquide.com</a>	1,461 tractors 2,352 trailers 4,214 straight trucks	\$26.3 billion	Supplies industrial and medical gases and related services to the steel, oil refining, chemistry, glass, electronics, paper, metallurgy, food processing, health care and aerospace industries from more than 140 production facilities in the United States and Canada. The company also operates more than 2,000 miles of pipeline for oxygen, nitrogen and hydrogen gases and operates gas production units at more than 1,300 customer sites. <b>Airgas Inc.</b> produces and distributes industrial, medical and specialty gases, welding equipment and related products through more than 1,400 locations in the United States. The company also manufactures nitrous oxide and liquid CO2 and supplies dry ice."

<sup>1</sup> Tyson Foods pickup trucks and cargo vans number is for 2019.





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# TOP100

Rank 2020	Rank 2019	Company	Equipment	Annual Sales	Description of Services
<b>19</b> 	20	<b>Coca-Cola Bottling Co. United</b> Birmingham, Ala. Stanley Ellington, Vice President, Supply Chain and Operations <a href="http://cocacolaunited.com">cocacolaunited.com</a>	1,437 tractors 1,915 trailers 513 straight trucks	\$4.8 billion	Produces and distributes soft drinks, juices, water and energy drinks through more than 60 distribution centers in seven states in the southeastern United States.
<b>20</b> 	23	<b>United Natural Foods Inc. (UNFI)</b> Providence, R.I. Nasdaq: UNFI Steven Spinner, Chairman and CEO <a href="http://unfi.com">unfi.com</a>	1,414 tractors 3,430 trailers 9 straight trucks	\$21.4 billion	Distributes natural foods and organic products to supermarkets and specialty stores through 33 distribution centers in the United States and Canada. <b>Supervalu</b> wholesaler operating in 48 states with more than 114 retail stores and 3,323 customer stores supplied. <b>Albert's</b> distributes organic produce, milk, dressings, eggs, juices, poultry and other specialty items in the United States; includes the operations of Nor-Cal. <b>Select Nutrition</b> ships health and beauty aids, vitamins and supplements from distribution centers in California and Pennsylvania. <b>Woodstock Farms</b> produces nuts, dried fruits and other snack items. <b>Tony's</b> distributes deli meats, cheese, food service and bakery goods primarily to the western United States.
<b>21</b> 	36	<b>Univar Solutions</b> Downers Grove, Ill. NYSE: UNVR Jennifer McIntyre, Senior Vice President and Chief Integration Officer <a href="http://univarsolutions.com">univarsolutions.com</a>	1,372 tractors 3,489 trailers 111 straight trucks	\$16.8 billion	Distributes industrial and specialty chemicals through more than 600 facilities in North America, Europe, Asia and Latin America.
<b>22</b> 	25	<b>The Quikrete Cos.</b> Atlanta Will Magill, CEO <a href="http://quikrete.com">quikrete.com</a>	1,358 tractors 2,051 trailers 45 straight trucks	NA	Manufactures and distributes packaged concrete and cement mixes from about 250 facilities in the United States, Canada, Puerto Rico and South America. <b>Rinker Materials</b> manufactures and distributes concrete pipe and related products. <b>Pavestone</b> produces concrete paving stones and retaining wall units. <b>Contech Engineered Solutions</b> provides site development products and services. <b>Greencore USA</b> produces mortar and stucco materials. <b>Custom Building Products</b> produces flooring preparation products and installation systems for tile and stone. <b>QPR Engineered Solutions for Infrastructure</b> provides asphalt pavement repair materials.
<b>23</b> 	33	<b>Pilot Co.</b> Knoxville, Tenn. Ted Brennan, Vice President, Supply and Distribution <a href="http://pilotcompany.com">pilotcompany.com</a>	1,340 tractors 1,720 trailers 28 straight trucks	NA	Operates more than 750 travel plazas and fuel stops, Goodyear Commercial Tire and Service Centers and Boss Shops in the United States and Canada. Also provides banking and financial services, insurance, fuel purchasing, communications and equipment sales. Changed corporate name from Pilot Flying J in January 2020. <b>Flying J Transportation</b> operates as a for-hire and private carrier.
<b>24</b> 	18	<b>Cudd Energy Services</b> The Woodlands, Texas (RPC Inc.) Richard Hubbell, President and CEO <a href="http://cuddenergyservices.com">cuddenergyservices.com</a>	1,320 tractors 1,448 trailers 240 straight trucks	NA	Provides pressure pumping and well production services for oil and gas drilling companies in the United States and other countries. <b>Cudd Well Control</b> provides firefighting services for oil and gas wells. <b>Bronco Oilfield Services</b> provides well testing, surface control and pumping equipment services. <b>EPI Consultants</b> provides engineering services. <b>Patterson Tubular Services</b> provides pipe and other tubular goods for oil field drilling activity.
<b>25</b> 	14	<b>Helena Agri-Enterprises</b> Collierville, Tenn. (Marubeni America Corp., New York) Michael McCarty, President and CEO <a href="http://helenaagri.com">helenaagri.com</a>	1,237 tractors 2,575 trailers 2,838 straight trucks	NA	Distributes fertilizer and pesticides through about 450 locations in the United States for agricultural, turf, ornamental, forestry, aquatics and vegetation-management markets. <b>Marubeni Specialty Chemicals</b> provides trading and distribution services.
<b>26</b> 	28	<b>Linde</b> Danbury, Conn. (Linde plc, Guildford, U.K.) John Sheehy, Vice President, Supply Chain <a href="http://linde.com">linde.com</a>	1,215 tractors 2,897 trailers 1,568 straight trucks	\$11.0 billion	Supplies atmospheric and process gases and metal and ceramic coatings in North and South America, Europe and Asia. Linde plc formed through the October 2018 merger of Linde AG and Praxair. <b>Praxair Surface Technologies</b> supplies metal and ceramic coatings and powders to aviation, industrial gas turbine and energy industries in 13 countries. <b>NuCO2</b> provides carbon dioxide for beverages served at restaurants, convenience stores, theme parks and sports venues.
<b>27</b> 	28	<b>Cemex USA</b> Houston (Cemex S.A.B. de C.V., Nuevo Leon, Mexico) Ignacio Madridejos President, Cemex USA <a href="http://cemexusa.com">cemexusa.com</a>	1,190 tractors 1,819 trailers 5,967 straight trucks	\$6.7 billion	Manufactures and sells ready-mix cement, concrete blocks and aggregates and operates 29 cement plants, 111 rock quarries and 850 ready-mix plants in the United States and Mexico with additional operations in Europe, Central and South America, and Africa. <b>New Line Transport</b> operates as a private and for-hire flatbed carrier.
<b>28</b> 	58	<b>ProPetro Holding Corp.</b> Midland, Texas NYSE: PUMP Phillip Gobe, Chairman and CEO <a href="http://propetroservices.com">propetroservices.com</a>	1,156 tractors 1,662 trailers 32 straight trucks	\$2.1 billion	Provides oil field pumping, cementing and coiled tubing services to oil and gas drilling operations in the United States.
<b>29</b> 	35	<b>Ahold USA/Delhaize America</b> Quincy, Mass., and Salisbury, N.C. (Ahold Delhaize, Zaandam, Netherlands) Chris Lewis, Executive Vice President, Supply Chain <a href="http://alholddelhaize.com">alholddelhaize.com</a>	1,149 tractors 4,577 trailers 625 straight trucks	\$48 billion	Operates more than 2,000 supermarkets in 23 states and the District of Columbia under the Stop & Shop, Giant Food (of Landover), Martin's Food Markets, Giant Food Stores (of Carlisle), Hannaford Bros. and Food Lion names. <b>Peapod</b> provides home delivery services. <b>Delhaize America Transportation</b> operates as a private and for-hire carrier.


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# TOP 100

Rank 2020	Rank 2019	Company	Equipment	Annual Sales	Description of Services
 <b>30</b>	26	<b>Clean Harbors</b> Norwell, Mass. NYSE: CLH Alan McKim, Chairman, President and CEO <a href="http://cleanharbors.com">cleanharbors.com</a>	1,097 tractors 3,788 trailers 4,531 straight trucks 33 pickup trucks and cargo vans	\$3.4 billion	<b>Clean Harbors Environmental Services</b> provides collection, transportation, treatment and disposal of hazardous materials in the United States and Canada, Mexico and Puerto Rico. <b>Safety-Kleen Systems</b> provides used oil recycling and re-refining, parts washers and environmental services for small-quantity generators.
 <b>31</b>	32	<b>Ben E. Keith Co.</b> Forth Worth, Texas John Hallam, CEO <a href="http://benekeith.com">benekeith.com</a>	1,094 tractors 1,348 trailers 73 straight trucks	NA	<b>Ben E. Keith Foods</b> delivers food, paper goods, equipment and supplies to restaurants, hospitals, schools and other institutional businesses through eight distribution centers in 15 states. <b>Ben E. Keith Beverage</b> distributes beer and other beverages throughout Texas. <b>Winn Meat Co.</b> supplies meat products to customers in Texas and other areas of the Southwest.
 <b>32</b>	31	<b>Core-Mark Holding Co.</b> Westlake, Texas Nasdaq: CORE Scott McPherson, President and CEO <a href="http://core-mark.com">core-mark.com</a>	1,079 tractors 1,216 trailers 129 straight trucks	\$16.7 billion	Distributes packaged consumer goods to convenience stores, grocery stores, mass merchandisers and drug, liquor and specialty stores through 32 distribution centers in the United States and Canada.
 <b>33</b>	34	<b>FTS International</b> Fort Worth, Texas NYSE: FTSI Michael Doss, CEO <a href="http://ftsi.com">ftsi.com</a>	1,037 tractors 1,002 trailers 80 straight trucks	\$776 million	Provides oil field pumping and wireline services for oil and gas drilling operations in the United States.
 <b>34</b>	40	<b>Builders FirstSource</b> Dallas Nasdaq: BLDR Chad Crow, Director and CEO <a href="http://bldr.com">bldr.com</a>	1,029 tractors 1,776 trailers 2,320 straight trucks	\$7.3 billion	Manufactures and distributes building products through more than 400 local distribution centers in 40 states.
 <b>35</b>	21	<b>Albertsons Cos.</b> <sup>1</sup> Boise, Idaho NYSE: ACI Duane Woods, Director of Transportation Operations <a href="http://albertsons.com">albertsons.com</a>	1,020 tractors 3,688 trailers 1,050 straight trucks	\$62.5 billion	Operates 2,269 stores and more than 1,700 pharmacies, 400 plus fuel centers and six Plated fulfillment centers in 34 states and the District of Columbia under the following brand names: Albertsons, Safeway, Markets, Vons, Pavilions, Randalls, Tom Thumb, Carrs, Acme, Jewel-Osco, Star Market, United Supermarkets, Amigos, Market Street, Andronico's, Shaw's, Save-On, Haggen, United Express, Plated and Lucky. The company also operates 23 distribution centers and 20 food manufacturing plants.
 <b>36</b>	39	<b>Ashley Furniture Industries</b> Arcadia, Wis. David Orsch, Senior Director, Operations <a href="http://ashleyfurniture.com">ashleyfurniture.com</a>	970 tractors 3,708 trailers 10 straight trucks 7 pickup trucks and cargo vans	NA	Manufactures furniture and bedding in the United States, China and Vietnam and distributes products to more than 800 Ashley Furniture HomeStores. <b>Ashley Distribution Services</b> operates as a for-hire and private carrier.
 <b>37</b>	56	<b>Love's Travel Stops &amp; Country Stores</b> Oklahoma City Brent Bergevin, Vice President, Transportation <a href="http://loves.com">loves.com</a>	963 tractors 3,708 trailers	NA	<b>Love's Travel Stops</b> operates highway fueling stations in more than 520 locations in 41 states. <b>Musket Corp.</b> provides commodity trading services and wholesale fuel distribution. <b>Gemini Motor Transport</b> operates as a for-hire and private carrier. <b>Trillium</b> provides alternative fueling solutions. <b>Speedco</b> provides lubricant, tire and light mechanical services at more than 390 locations in the United States.
 <b>38</b>	37	<b>Walgreen Co.</b> Deerfield, Ill. (Walgreens Boots Alliance Inc.) Colin Nelson, Senior Vice President, Supply Chain <a href="http://walgreens.com">walgreens.com</a>	959 tractors 2,595 trailers 23 straight trucks	\$136.9 billion	Operates approximately 9,560 drugstores and pharmacies in the United States, Guam, Puerto Rico and U.S. Virgin Islands. <b>Walgreen Oshkosh Inc.</b> operates as a private and for-hire carrier.
 <b>39</b>	43	<b>The Kroger Co.</b> Cincinnati NYSE: KR William Rodney McMullen, Chairman and CEO <a href="http://kroger.com">kroger.com</a>	942 tractors 14,085 trailers 16 straight trucks	\$122.3 billion	Operates 2,764 supermarkets and department stores in 35 states and the District of Columbia through 44 distribution centers under the Kroger, Pay Less Super Markets, Baker's, City Market, Copps, Dillon's, Gerbes Super Markets, Jay C Food Stores, Food 4 Less, Foods Co., Mariano's, Metro Market, Owen's, Pick 'n Save, Ruler Foods, Fred Meyer, Fry's, King Soopers, QFC, Ralph's, Smith's Food & Drug Stores and Harris Teeter brand names. The company also operates 1,537 fuel stations, 2,270 pharmacies, 253 jewelry stores under the Fred Meyer Jewelers and Littman Jewelers brand names and 37 food-processing plants in the United States. <b>Murray's Cheese</b> supplies cheese, meat and grocery items to supermarkets and restaurants. <b>Vitacost.com Inc.</b> provides online sales and order fulfillment of dietary supplements, cosmetics, personal care products, pet products, sports nutrition and health foods. <b>Kroger Personal Finance</b> provides credit and gift cards and money transfer services.
 <b>40</b>	41	<b>CRH Americas</b> Atlanta (CRH PLC, Dublin) Keith Haas, President, Building Products Randy Lake, President, Americas Materials <a href="http://crhamericas.com">crhamericas.com</a>	927 tractors 2,304 trailers 1,739 straight trucks	\$12.5 billion	Previously operated under the name Oldcastle. <b>Oldcastle BuildingEnvelope</b> supplies windows and glass walls, doors, skylights and architectural glass. <b>Americas Materials</b> provides aggregates, asphalt and ready-mix concrete for construction and paving projects. <b>Oldcastle APG</b> supplies concrete masonry, decorative stone, lawn and garden paving products, clay brick and roof tiles in the United States and Canada. <b>Oldcastle Infrastructure</b> provides infrastructure solutions for water, energy, telecom and transportation. <b>Staker Parson Materials &amp; Construction</b> offers sand, rock, landscape products, ready-mixed concrete, asphalt, paving and construction services.

<sup>1</sup> Albertsons Cos. straight trucks number is for 2019.

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# TOP 100

Rank 2020	Rank 2019	Company	Equipment	Annual Sales	Description of Services
<b>41</b> 	42	<b>Dean Foods Co.</b> Dallas NYSE: DF Eric Beringause, President and CEO <a href="http://deanfoods.com">deanfoods.com</a>	865 tractors 2,552 trailers 785 straight trucks	\$7.3 billion	Produces and distributes milk, ice cream, cheese, juices, teas and bottled water to retail stores, distributors, food-service distributors, schools and government institutions in the United States.
<b>42</b> 	38	<b>Maxim Crane Works</b> Bridgeville, Pa. (Apollo Global Management) Bryan Carlisle, CEO <a href="http://cranerental.com">cranerental.com</a>	859 tractors 1,750 trailers 624 straight trucks	NA	Provides rental and sales of lift equipment, including hydraulic truck cranes, rough terrain crawlers, tower cranes and conventional truck cranes and boom trucks through 58 branch locations in the United States.
<b>43</b> 	50	<b>Sherwin-Williams Co.</b> Cleveland NYSE: SHW David Phillips, Senior Director, Logistics and Fleet Operations <a href="http://sherwin-williams.com">sherwin-williams.com</a>	839 tractors 1,996 trailers 1 straight truck	\$17.9 billion	Manufactures paint, finishes, coatings and varnishes and operates 4,758 retail paint stores in the United States, Canada and the Caribbean, and distributes products worldwide.
<b>44</b> 	46	<b>Swire Coca-Cola USA</b> Draper, Utah (Swire Pacific Ltd., London) Jack Pelo, President and CEO <a href="http://swirecc.com">swirecc.com</a>	838 tractors 1,181 trailers 499 straight trucks	\$2.2 billion	Produces and distributes soft drinks and other beverages in 13 western states.
<b>45</b> 	45	<b>BlueLinx Holdings</b> Atlanta NYSE: BXC Mitchell Lewis, CEO <a href="http://bluelinxco.com">bluelinxco.com</a>	836 tractors 848 trailers 44 straight trucks	\$2.6 billion	<b>BlueLinx Corp.</b> distributes building products through more than 50 distribution centers in the United States.
<b>46</b> 	44	<b>Energy Transfer Partners</b> Dallas NYSE: ETP-E Kelcy Warren, Chairman and CEO <a href="http://energytransfer.com">energytransfer.com</a>	820 tractors 865 trailers 6 straight trucks	\$54.2 billion	Operates pipelines to distribute crude oil, natural gas and refined petroleum products. The company also operates in 38 states and has 75 retail stores and fuel stations in the United States.
<b>47</b> 	54	<b>Mondelēz International</b> Deerfield, Ill. Nasdaq: MDLZ Dirk Van de Put, Chairman and CEO <a href="http://mondelezinternational.com">mondelezinternational.com</a>	808 tractors 1,031 trailers 64 straight trucks	\$7.1 billion	Manufactures and sells cookies and biscuits, chocolate, gum and candy, beverages, cheese and dairy products in approximately 150 countries. <b>Enjoy Life Foods</b> manufactures cookies, snack bars for people with food allergies. <b>Kinh Do</b> manufactures biscuits, crackers and soft cakes in Vietnam. <b>Jacobs Douwe Egberts</b> produces and distributes coffee in more than 140 countries.
<b>48</b> 	48	<b>Darling Ingredients</b> Irving, Texas NYSE: DAR Patrick McNutt, Vice President, Fleet Operations <a href="http://darlingii.com">darlingii.com</a>	805 tractors 4,276 trailers 884 straight trucks 82 pickup trucks and cargo vans	\$3.4 billion	Collects used cooking oil and animal byproducts and converts them into ingredients for pharmaceutical, food, animal feed, pet food, fuel and fertilizer companies. The company operates approximately 200 processing and transfer facilities in the United States and production facilities in Europe, China, Australia and South America.
<b>49</b> 	85	<b>Medline Inc.</b> Northfield, Ill. Charlie Mills, CEO <a href="http://medline.com">medline.com</a>	791 tractors 1,177 trailers 214 straight trucks	\$13.9 billion	Manufactures and provides warehousing and distribution of medical supplies to physicians and clinics throughout the United States and Canada. <b>MedTrans</b> is a for-hire and private carrier.
<b>50</b> 	51	<b>Nestlé USA</b> Arlington, Va. (Nestlé S.A., Vevey, Switzerland) Steve Presley, CEO <a href="http://nestleusa.com">nestleusa.com</a>	790 tractors 1,586 trailers 3,475 straight trucks 6 pickup trucks and cargo vans	\$93.1 billion	Produces and distributes frozen meals, pasta and sauces, pizza, sandwiches, candy and snacks, coffee, juices and beverage mixes from 79 manufacturing plants in 36 states; includes operations of Blue Bottle Coffee, Chameleon Cold-Brew, Sweet Earth Foods and Atrium Innovations. <b>Nespresso</b> produces coffee and tea pods. <b>Nestlé Nutrition</b> produce nutrition products. <b>Nestlé Professional</b> provides food and beverages to food service operators. <b>Nestlé Purina PetCare</b> produces and distributes pet food. <b>Nestlé Skin Health</b> produces skin care products. <b>Nestlé Waters North America</b> produces and distributes bottled water.
<b>51</b> 	62	<b>Messer Americas</b> Bridgewater Township, N.J. (Messer Group, Bad Soden, Germany) Jens Luehring, President and CEO <a href="http://messer-us.com">messer-us.com</a>	787 tractors 2,268 trailers 642 straight trucks	\$1.7 billion	Provides industrial gas services in North and South America.
<b>52</b> 	54	<b>ABC Supply Co.</b> Beloit, Wis. Bob Kislia, National Fleet Manager <a href="http://abcsupply.com">abcsupply.com</a>	783 tractors 1,020 trailers 2,837 straight trucks	\$ 12 billion	Supplies roofing, siding, windows, gutters, doors and related building materials through almost 800 locations in 49 states.
<b>53</b> 	58	<b>Plains All American Pipeline</b> Houston NYSE: PAA James Ferrell, Vice President, Supply Chain Management <a href="http://plainsallamerican.com">plainsallamerican.com</a>	760 tractors 900 trailers	\$33.7 billion	Distributes crude oil and liquefied petroleum gas through pipelines, trucks, railcars and barges. <b>Settoon Towing</b> operates barges and tugboats, 50% interest.

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# TOP 100

Rank 2020	Rank 2019	Company	Equipment	Annual Sales	Description of Services
 <b>54</b>	61	<b>Brenntag North America</b> Reading, Pa. (Brenntag Group, Essen, Germany) Markus Klähn, CEO <a href="http://brenntag.com">brenntag.com</a>	759 tractors 1,692 trailers 462 straight trucks	\$5.7 billion	Distributes ingredients and industrial and specialized chemicals to customers in the life science, material science and environmental industries through more than 190 locations in the United States and Canada. <b>Brenntag Specialties</b> provides specialty chemicals and ingredients. Coastal Chemical distributes industrial chemicals in the United States and Canada. <b>G.H. Berlin-Windward</b> distributes industrial and other lubricants and related ancillary products. <b>J.A.M. Distributing</b> offers next-day delivery for lubricants and fuel solutions, as well as equipment and storage services.
 <b>55</b>	72	<b>Shamrock Foods Co.<sup>1</sup></b> Phoenix Brad Peppers, Senior Vice President, Operations <a href="http://shamrockfoodservice.com">shamrockfoodservice.com</a>	741 tractors 1,020 trailers 92 straight trucks 100 pickup trucks and cargo vans	NA	Produces and distributes food and groceries, dairy products, fresh and frozen seafood and meat, produce, dietary products and institutional equipment and supplies through seven distribution centers in the western United States. <b>Shamrock Farms</b> produces milk.
 <b>56</b>	53	<b>Calfrac Well Services</b> Calgary, Alberta TSE: CFW Chris Gall, Vice President, Global Supply Chain <a href="http://calfrac.com">calfrac.com</a>	740 tractors 1,077 trailers 203 straight trucks	\$1.2 billion	Provides production services for oil and gas drilling in the United States, western Canada, Argentina, Mexico and Russia.
 <b>57</b>	63	<b>JBS USA Holdings</b> Greeley, Colo. (JBS S.A., Sao Paulo, Brazil) Andre Nogueira, President and CEO Rodrigo Horvath, President, JBS Carriers <a href="http://jbssa.com">jbssa.com</a>	739 tractors 1,336 trailers	NA	<b>JBS USA</b> processes and delivers beef, pork, poultry, lamb and mutton products in the United States, Canada, Mexico, Puerto Rico and Australia. The company also processes hides for leather goods and processes amino acids and waste grease for industrial and consumer goods. <b>Pilgrim's Pride Corp.</b> processes and delivers chicken products in the United States, Puerto Rico and Mexico, 78.5% ownership. <b>Sampco Inc. &amp; Weddel</b> Limited distributes beef products imported from South America. <b>JBS Carriers</b> operates as a private and for-hire refrigerated carrier.
 <b>58</b>	57	<b>Prairie Farms Dairy</b> Edwardsville, Ill. Ed Mullins, CEO <a href="http://prairiefarms.com">prairiefarms.com</a>	730 tractors 2,277 trailers 1,122 straight trucks	NA	Produces and distributes dairy and nondairy products for more than 800 member dairies through the Midwest United States and is a joint venture partner with regional dairy manufacturers and distributors, including: Hiland Dairy Foods, Madison Farms Butter Co., Muller-Pinehurst Dairy, Turner Dairy and East Side Jersey Dairy. <b>Ice Cream Specialties</b> produces frozen ice cream sandwiches, fudge bars and frozen pops. <b>PFD Supply Corp.</b> , <b>GMS Transportation</b> distribute food and paper products to restaurants and fast-food restaurants.
 <b>59</b>	64	<b>Southern Glazer's Wine &amp; Spirits</b> Miami Wayne Chaplin, CEO <a href="http://southernglazers.com">southernglazers.com</a>	721 tractors 820 trailers 2,189 straight trucks	NA	Distributes wine and spirits in 44 states and the District of Columbia, Canada and the Caribbean.
 <b>60</b>	68	<b>Shaw Industries Group</b> Dalton, Ga. (Berkshire Hathaway Inc.) Vance Bell, Chairman and CEO <a href="http://shawinc.com">shawinc.com</a>	695 tractors 3,212 trailers 55 straight trucks	NA	<b>Shaw Floors</b> manufactures carpet, hardwood, laminate, ceramic and vinyl tile, stone flooring and synthetic turf for residential and commercial purposes in the United States, Canada, Brazil, Australia, Chile, China, India, Mexico, Singapore, United Arab Emirates and the United Kingdom. <b>Shaw Transport</b> operates as a for-hire and private carrier.
 <b>61</b>	69	<b>Anheuser-Busch Cos.</b> St. Louis (Anheuser-Busch InBev, Leuven, Belgium) Elito Siqueira, Vice President, Operations and Logistics <a href="http://anheuser-busch.com">anheuser-busch.com</a>	687 tractors 754 trailers 261 straight trucks	\$52.3 billion	Produces and distributes more than 100 brands of beer from 12 breweries and 15 craft partners in the United States. The company also operates nine can and lid plants and 14 agriculture facilities.
 <b>62</b>	66	<b>Nine Energy Service</b> Houston NYSE: NINE Ann Fox, President and CEO <a href="http://nineenergyservice.com">nineenergyservice.com</a>	685 tractors 840 trailers 276 straight trucks	\$832.9 million	Provides oil well completion and production services in North America; formed from nine-company merger of Northern States Completions (NSC), CDK Perforating, Integrated Production Services Canada (IPS), Peak Pressure Control, Dak-Tana Wireline, Crest Pumping Technologies, G8 OilTool, Beckman Production Services and Magnum Oil Tools International.
 <b>63</b>	71	<b>Coca-Cola Beverages Northeast</b> Bedford, N.H. (Kirin Holdings Co.) Mark Francoeur, President <a href="http://cokenortheast.com">cokenortheast.com</a>	677 tractors 890 trailers 100 straight trucks	NA	Produces and distributes soft drinks throughout New England and parts of New York and Pennsylvania. Formerly Coca-Cola Bottling Co. of Northern New England.
 <b>64</b>	76	<b>Publix Super Markets<sup>2</sup></b> Lakeland, Fla. Mike Lester, Vice President, Distribution <a href="http://publix.com">publix.com</a>	668 tractors 3,300 trailers 26 straight trucks 443 pickup trucks and cargo vans	\$38.1 billion	Operates 1,252 supermarkets and pharmacies in Florida, Georgia, North Carolina, South Carolina, Virginia, Alabama and Tennessee. The company also operates nine distribution centers and 11 manufacturing facilities in Florida, Georgia and Alabama.
 <b>65</b>	52	<b>Veritiv Corp.<sup>3</sup></b> Atlanta NYSE: VRTV Tracy Pearson, Senior Vice President, Supply Chain Operations <a href="http://veritivcorp.com">veritivcorp.com</a>	661 tractors 1,026 trailers 53 straight trucks 130 pickup trucks and cargo vans	\$7.7 billion	Distributes commercial printing and office paper products, packaging materials and facility maintenance supplies through more than 150 distribution centers in the United States, Canada and Mexico. <b>PaperPlus</b> sells paper products through retail stores in the United States. <b>Graphic Communications</b> provides consulting services. <b>Bulkey Dunton Publishing Group</b> supplies paper for publishing catalogs, advertising inserts, magazines and books. <b>Veritiv Logistics</b> provides packaging design and sourcing and fulfillment services.















<sup>1</sup> Shamrock Foods Co. pickup trucks and cargo vans number is for 2019.

<sup>2</sup> Publix Super Markets pickup trucks and cargo vans number is for 2019.














<sup>3</sup> Veritiv Corp. pickup trucks and cargo vans number is for 2019.




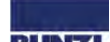
# TOP100

Rank 2020	Rank 2019	Company	Equipment	Annual Sales	Description of Services
 <b>66</b>	73	<b>Baker Hughes</b> Houston NYSE: BKR Lorenzo Simonelli, Chairman, President and CEO <i>bhge.com</i>	642 tractors 355 trailers 55 straight trucks	\$23.8 billion	Provides oil and gas drilling and production services in the United States, Canada, Latin America, Europe, Africa, Russia and Caspian Sea, Middle East and Asia-Pacific regions.
 <b>67</b>	82	<b>Stericycle Inc.</b> Bannockburn, Ill. Nasdaq: SRCL Cindy Miller, President and CEO <i>stericycle.com</i>	627 tractors 2,367 trailers 5,871 straight trucks	\$3.3 billion	Collects and processes waste for disposal and personal and confidential information for secure destruction with 213 processing facilities, 293 transfer sites, 59 office locations, four communication centers and two landfills in the United States and 20 other countries.
 <b>68</b>	84	<b>Mohawk Industries</b> Calhoun, Ga. NYSE: MHK Jeffrey Lorberbaum, Chairman and CEO <i>mohawkind.com</i>	624 tractors 2,565 trailers 153 straight trucks	\$10 billion	Manufactures and distributes carpets and rugs, hardwood laminate, wood, stone, ceramic tile and vinyl flooring in the United States, Mexico and approximately 170 other countries. <b>Mohawk Carpet Transportation</b> of Georgia operates as a for-hire and private carrier.
 <b>69</b>	70	<b>Advanced Drainage Systems</b> Hilliard, Ohio NYSE: WMS Scott Barbour, President and CEO <i>ads-pipe.com</i>	620 tractors 1,195 trailers 4 straight trucks	\$1.4 billion	Manufactures polyethylene pipe for agricultural, waste, mining, timber, residential and commercial construction and highway drainage markets through 56 plants and 32 distribution centers in the United States, Canada, Mexico, South America and Europe.
 <b>70</b>	80	<b>Liberty Coca-Cola Beverages</b> Philadelphia Paul Mulligan, President and CEO <i>libertycoke.com</i>	611 tractors 755 trailers 225 straight trucks	NA	Produces and distributes soft drinks, water, juices, energy drinks and coffee and tea through eight distribution centers and three manufacturing plants in three states.
 <b>71</b>	47	<b>Beacon Roofing Supply</b> Herndon, Va. Nasdaq: BECN Julian Francis, President and CEO <i>becn.com</i>	603 tractors 1,238 trailers 1,860 straight trucks	\$7.1 billion	Distributes roofing materials and building materials, including doors and windows, siding, insulation and waterproofing systems through more than 500 branch locations in the United States and Canada.
 <b>72</b>	77	<b>MDU Resources Group</b> Bismarck, N.D. NYSE: MDU David Goodin, President and CEO <i>mdu.com</i>	599 tractors 1,841 trailers 1,861 straight trucks	\$5.4 billion	<b>MDU Construction Services Group</b> provides construction contracting services for utilities, gas pipelines and other industrial projects.
 <b>73</b>	75	<b>Air Products</b> Allentown, Pa. NYSE: APD Mike Jocsak, Fleet Manager <i>airproducts.com</i>	598 tractors 2,000 trailers 92 straight trucks 330 pickup trucks and cargo vans	\$8.9 billion	Produces and distributes industrial gases and chemicals, equipment and process technology for a variety of industries, including manufacturing, petrochemical, metals, electronics and food and beverage in the United States and 50 other countries. The company also supplies liquefied natural gas process technology and equipment.
 <b>73</b>	81	<b>Coca-Cola Beverages Florida</b> Tampa, Fla. Dale Yahrmatter, Vice President, Distribution Operations <i>cocacolaflorida.com</i>	598 tractors 657 trailers 14 straight trucks	NA	Produces and distributes soft drinks, water, juices, energy drinks and coffee and tea to 47 counties in Florida.
 <b>75</b>	79	<b>Williams Bros. Construction</b> Houston Doug Pitcock, Chairman and CEO <i>wbctx.com</i>	575 tractors 432 trailers 201 straight trucks	NA	Builds bridges and roads mostly in Texas.
 <b>76</b>	97	<b>Herc Rentals</b> Bonita Springs, Fla. NYSE: HRI Larry Silber, President and CEO <i>hercrentals.com</i>	568 tractors 666 trailers 345 straight trucks	\$2 billion	Provides rental equipment from approximately 270 locations for construction, industrial, oil and gas, entertainment and governmental organizations in the United States.
 <b>77</b>	86	<b>H-E-B Grocery Co.</b> San Antonio Charles Butt, CEO <i>heb.com</i>	567 tractors 3,002 trailers 8 straight trucks	NA	Operates supermarkets under the names H-E-B and Central Market in Texas and Louisiana and in Mexico. The company also processes meat, dairy products, bread and tortillas.
 <b>78</b>	83	<b>Ecology Auto Parts</b> Cerritos, Calif. Saul Gracian, Senior Executive Producer <i>ecoparts.com</i>	565 tractors 679 trailers 13 straight trucks	NA	Provides scrap metal and auto parts recycling and waste hauling services across California and the western United States.
 <b>79</b>	74	<b>SE Independent Delivery Services</b> Seffner, Fla. Jeff Marple, President <i>southeastindependentdelivery.com</i>	543 tractors 1,280 trailers 139 straight trucks	NA	Delivers furniture for Rooms To Go in the southeastern United States.

# TOP 100

Rank 2020	Rank 2019	Company	Equipment	Annual Sales	Description of Services
 <b>80</b>	90	<b>Sanderson Farms</b> Laurel, Miss. Nasdaq: SAFM Joe Sanderson Jr., Chairman and CEO <a href="http://sandersonfarms.com">sandersonfarms.com</a>	542 tractors 644 trailers 27 straight trucks	\$3.4 billion	Produces, processes and sells fresh and frozen chicken products and prepared food items to retailers, distributors and fast-food restaurants.
 <b>81</b>	66	<b>Archer Daniels Midland Co.</b> Chicago NYSE: ADM Steve Finn, Vice President, Trucking and Logistics <a href="http://adm.com">adm.com</a>	535 tractors 1,500 trailers	\$64.7 billion	Processes oilseeds, corn, wheat, milo, oats, rice and barley and resells as food and feed ingredients to customers in 170 countries through 270 manufacturing facilities. <b>Wild Flavors and Specialty Ingredients</b> produces and distributes flavorings, proteins, emulsifiers, soluble fiber, polyols, hydrocolloids and other natural health and nutrition products, plus edible beans. <b>American River Transportation Co.</b> transports agriculture commodities by barge. <b>ADM Logistics</b> provides bulk transportation for food-grade and chemical products, truckload and LTL, expedited, intermodal and flatbed freight, rail and port services, container shipping and ocean freight services.
 <b>82</b>	88	<b>Domino's Pizza</b> Ann Arbor, Mich. NYSE: DPZ Richard Allison Jr., CEO <a href="http://dominos.com">dominos.com</a>	517 tractors 506 trailers 39 straight trucks	\$3.6 billion	Operates 19 dough manufacturing and food supply chain centers in the United States, one thin crust manufacturing center, one vegetable processing center and one center for providing equipment and supplies to more than 17,000 U.S. and international stores.
 <b>83</b>	94	<b>Ace Hardware Corp.</b> Oak Brook, Ill. John Venhuizen, President and CEO <a href="http://acehardware.com">acehardware.com</a>	505 tractors 1,666 trailers 1 straight truck	\$6.1 billion	Distributes hardware and building materials to more than 5,000 member-owned stores in approximately 60 countries through more than a dozen warehouses in the United States and distribution centers in China, Panama and the United Arab Emirates.
 <b>84</b> <small>Not Ranked</small>		<b>Stallion Oilfield Services</b> Houston David Mannon, President and CEO <a href="http://stallionoilfield.com">stallionoilfield.com</a>	502 tractors 1,614 trailers 749 straight trucks	NA	Provides auxiliary rentals and services for oil and gas operations in the United States.
 <b>85</b>	99	<b>Foster Farms</b> Livingston, Calif. Jose Ortega, Corporate Vehicle Safety Manager <a href="http://fosterfarms.com">fosterfarms.com</a>	501 tractors 1,800 trailers 10 straight trucks 150 pickup trucks and cargo vans	\$2.4 billion	Processes and distributes chicken and turkey products. The company also operates chicken hatcheries, grow-out ranches and feed mills in California, Oregon, Washington, Louisiana and Alabama.
 <b>86</b>	87	<b>SpartanNash</b> Grand Rapids, Mich. Nasdaq: SPTN Dennis Eidson, Interim President and CEO <a href="http://spartannash.com">spartannash.com</a>	489 tractors 1,931 trailers 27 straight trucks	\$8.5 billion	Operates 155 corporate-owned food retail stores in nine states and distributes to more than 2,100 locations. Operates 12 wholesale distribution centers and seven military distribution centers that serve Washington, D.C., Europe, Cuba, Puerto Rico, Bahrain, Djibouti and Egypt.
 <b>87</b> <small>Not Ranked</small>		<b>Costco Wholesale Corp.</b> Issaquah, Wash. Nasdaq: COST Craig Jelinek, President and CEO <a href="http://costco.com">costco.com</a>	484 tractors 4,294 trailers 308 straight trucks	\$149.4 billion	Operates 546 warehouse stores in the United States and has warehouses in 12 other countries.
 <b>88</b>	100	<b>KeHE Distributors</b> Naperville, Ill. Chris Sieburg, Executive Vice President, Operations <a href="http://kehe.com">kehe.com</a>	472 tractors 793 trailers 1 straight truck	\$5 billion	Distributes merchandise and food products through 15 distribution centers to grocery stores and independent retail businesses in the United States, Canada, Mexico, the Caribbean and Central and South America.
 <b>89</b>	78	<b>Gravity Oilfield Services</b> Midland, Texas (Clearlake Capital Group) Rob Rice, President and CEO <a href="http://gravityoilfieldservices.com">gravityoilfieldservices.com</a>	471 tractors 510 trailers 51 straight trucks	NA	Provides oil and gas drilling services, water sourcing and disposal, power generation and rental services and well servicing rigs through more than 60 locations in the United States.
 <b>90</b>	92	<b>Valley Proteins</b> Winchester, Va. Gerald Smith, President <a href="http://valleyproteins.com">valleyproteins.com</a>	458 tractors 1,360 trailers 130 straight trucks	NA	Collects and resells animal byproducts, used grease and dead animal stock to manufacturers of pet food, fatty acids, chemicals and lubricants from more than 30 locations in the United States. The company also makes biofuel at its conversion facilities.
 <b>91</b>	95	<b>Bragg Cos.</b> Long Beach, Calif. M. Scott Bragg, President and CEO <a href="http://braggcrane.com">braggcrane.com</a>	454 tractors 808 trailers	NA	<b>Bragg Crane Service</b> provides crane rental services through 12 branch locations in five states. <b>Bragg Crane &amp; Rigging</b> provides full service lifting and erection services, dismantling, modification, repair and relocation of industrial equipment, plant material, machinery and production facilities. <b>Heavy Transport Inc.</b> provides transport of overdimensional and large capacity cargo throughout North America.
 <b>92</b>	49	<b>Key Energy Services</b> Houston NYSE: KEG Robert Saltiel, President and CEO <a href="http://keyenergy.com">keyenergy.com</a>	453 tractors 524 trailers 133 straight trucks	\$413.9 million	Provides oil and gas well servicing, contract drilling, pressure pumping, fishing and rental tools, electric wireline and other oil field services in the United States.

# TOP 100

Rank 2020	Rank 2019	Company	Equipment	Annual Sales	Description of Services
<b>93</b> 	96	<b>Columbia Distributing</b> Portland, Ore. Chris Steffanci, President and CEO <i>coldist.com</i>	452 tractors 526 trailers 108 straight trucks	NA	<b>Columbia Distributing</b> distributes beverages throughout the Pacific Northwest. <b>Mt. Hood Beverage</b> distributes wine and other alcoholic beverages in Oregon and Washington. <b>Gold River Distributing</b> distributes alcoholic beverages in the Pacific Northwest.
<b>94</b> 	91	<b>C&amp;S Wholesale Grocers</b> Keene, N.H. Chris Smith, Chief Supply Chain Officer <i>cswg.com</i>	451 tractors 4,543 trailers	NA	Distributes food and groceries to independent grocery stores, chain stores, military bases and institutions from more than 50 distribution centers.
<b>95</b> 	98	<b>The H.T. Hackney Co.</b> Knoxville, Tenn. Bill Sansom, Chairman and CEO <i>hthackney.com</i>	443 tractors 613 trailers 172 straight trucks	NA	Distributes food and groceries to supermarkets, convenience stores and food service operators in 22 states in the eastern United States. <b>Hackney Home Furnishings</b> operates retail furniture stores in Indianapolis and Athens, Tenn. <b>Uncle Ray's Potato Chips</b> produces potato chips and snack foods. <b>Great American Deli</b> produces packaged sandwiches and ready-to-eat food items. <b>Neuro Fuel</b> produces a mood-enhancing drink.
<b>96</b> 	89	<b>Bunzl Distribution USA</b> St. Louis (Bunzl PLC, London) Jim McCool, CEO <i>bunzldistribution.com</i>	442 tractors 836 trailers 29 straight trucks	NA	Supplies paper and plastic packaging, disposable operating supplies, cleaning and safety products from more than 100 warehouses to food processors, supermarkets, nonfood retailers, convenience stores and others in the United States, Canada, parts of Mexico and the Caribbean.
<b>97</b> 	60	<b>Select Energy Services</b> Houston NYSE: WTTR John Schmitz, Executive Chairman <i>selectenergyservices.com</i>	417 tractors 3,390 trailers 723 straight trucks	NA	Provides water services for oil and gas drilling operations in the United States.
<b>98</b> 	Not Ranked	<b>Hobby Lobby Stores Inc.</b> Oklahoma City David Adney, Vice President, Transportation <i>hobbylobby.com</i>	415 tractors 1,426 trailers 5 straight trucks	NA	Operate more than 900 arts-and-crafts stores in 46 states with a manufacturing and distribution center in Oklahoma City.
<b>99</b> 	Not Ranked	<b>O'Reilly Auto Enterprises</b> Springfield, Mo. Nasdaq: ORLY Larry Ellis, Senior Vice President, Distribution <i>oreillyauto.com</i>	413 tractors 468 trailers 9 straight trucks	\$10.1 billion	Operates 5,562 auto parts stores in 47 states and 21 auto parts stores in Mexico. Has 29 distribution centers in the United States.
<b>100</b> 	Not Ranked	<b>Dunkin' Brands Group</b> Canton, Mass. Nasdaq: DNKN David Hoffmann, CEO <i>dunkinbrands.com</i>	397 tractors 450 trailers 12 straight trucks	\$1.4 billion	<b>Dunkin'</b> has 13,137 franchise locations serving coffee and baked goods in 43 states, the District of Columbia, Puerto Rico and 40 countries. <b>Baskin-Robbins</b> has 8,160 franchise locations serving ice cream in 44 states, D.C., Puerto Rico and 51 countries.



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Pilot Company



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Gordon Food Service

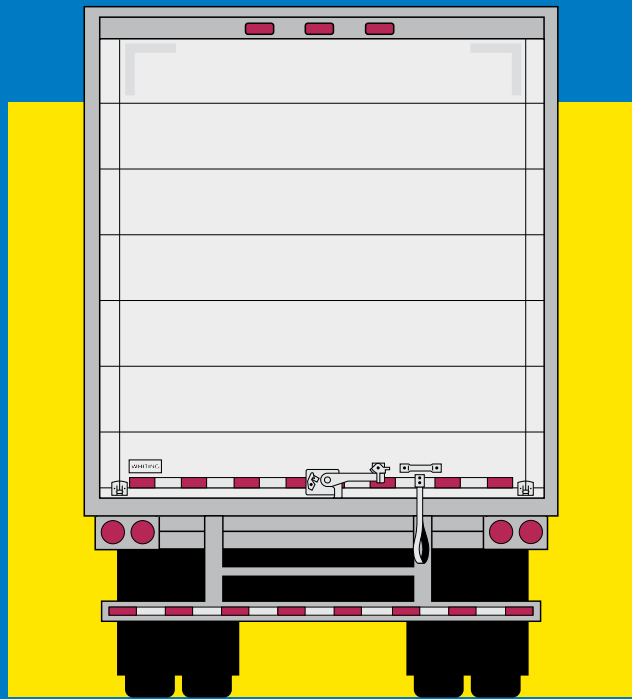


Tom Biery — Trans Pics



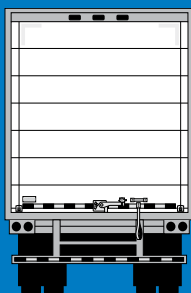
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# Familiar Names Lead Rankings of Food Service, Grocery Fleets

By Seth Clevenger  
Managing Editor, Features

Private fleets that distribute food and beverages have always fulfilled a vital function in our society, but the essential nature of that work has become even more apparent during the coronavirus pandemic.

Although familiar names continue to dominate the food service, grocery, beverage and agriculture sectors, some of those companies have expanded the size of their fleets while others have shed equipment over the past year.

Sysco easily retained its top ranking in the food service sector after expanding its fleet to 8,745 tractors, putting more distance between itself and No. 2 US Foods, which operates 5,289 power units.

Meanwhile, mergers and acquisitions continue to alter the business landscape in this segment of the economy. Performance Food Group, the parent of No. 4 Per-

formance Foodservice, acquired Reinhart Foodservice in December 2019, bringing two of the largest fleets in this sector under common ownership.

Elsewhere, United Natural Foods Inc. grew its fleet to 1,414 tractors and moved up to No. 2 in the grocery fleet rankings, closing the gap with No. 1 McLane Grocery. Ahold Delhaize Group moved past Albertsons for the No. 3 position.

The list of top fleets in the beverage sector saw little change this year, with Pepsi Beverages continuing to lead the sector by a wide margin, followed by Coca-Cola Bottling Co. United of Birmingham, Ala., one of several private Coca-Cola bottling companies on the list.

Tyson Foods sits atop the agriculture and food processing sector with 2,642 tractors, followed by CHS Inc. with 1,655. Mondelez International rose to No. 4 on the sector list, up from No. 7 last year.



Victor J. Blue — Bloomberg News

## Food Service

Rank	Company	2020 Tractors	Rank	Company	2020 Tractors	Rank	Company	2020 Tractors
1	Sysco Corp.	8,745	15	Vistar Transportation	412	28	Blue Bell Creameries	83
2	US Foods	5,289	16	Golden State Foods	382	29	Systems Services of America	82
3	McLane Foodservice	3,886	17	Lipari Foods	350	30	DPI Specialty Foods	71
4	Performance Foodservice	2,983	18	Perdue Transportation	320	31	Coastal Pacific Food Distributors	70
5	Gordon Food Service	1,993	19	Panera	289	32	Dutch Valley	67
6	Dot Foods	1,526	20	Buffalo Rock Co.	287	33	Utz Quality Foods	51
7	Reinhart Foodservice	1,311	21	Merchants Foodservice	273	34	Vendors Supply Inc.	43
8	The Martin-Brower Co.	1,279	22	Blue Line Foodservice Distribution	261	35	Orion Food System/Land Mark Products	39
9	Ben E. Keith Co.	1,094	23	Labatt Food Service	232	36	Golden Flake Snack Foods	35
10	Shamrock Foods Co.	741	24	Trans Papa Logistics	190	37	Jake's Finer Foods	33
11	Domino's Pizza	517	25	Arctic Glacier USA	158		<b>Total</b>	<b>34,675</b>
12	KeHE Distributors	472	26	QuikTrip Distribution	133			
13	Food Services of America	450	27	Co-Alliance	107			
14	PFG Customized	421						



US Foods

## Grocery



Albertsons

Rank	Company	2020 Tractors	Rank	Company	2020 Tractors
1	McLane Grocery Distribution	1,600	14	Wegmans Food Markets	190
2	United Natural Foods Inc. (UNFI)	1,414	15	Willow Run Foods	88
3	Ahold Delhaize Group	1,149	16	Smart & Final	85
4	Albertsons Cos.	1,020	17	Save Mart Supermarkets	83
5	The Kroger Co.	942	18	Schnuck Markets	74
6	Publix Super Markets	668	19	Golub Corp./Price Chopper	68
7	H-E-B Grocery Co.	567	20	U R M Stores	67
8	SpartanNash	489	21	The Grocery Supply Co.	57
9	C&S Wholesale Grocers	451	22	Tops Friendly Markets	50
10	Hy-Vee Inc.	250	23	Brookshire Brothers	45
11	Unified Grocers	245	24	Amazon/Whole Foods	43
12	Meijer Inc.	241	25	Eastland Food Corp.	16
13	Bozzuto's Inc.	231		<b>Total</b>	<b>10,133</b>

## Beverage

Rank	Company	2020 Tractors	Rank	Company	2020 Tractors	Rank	Company	2020 Tractors
1	PepsiCo North America Beverages	9,100	21	Chesterman Co.	137	35	Long Beverage	48
2	Coca-Cola Bottling Co. United	1,437	22	Clark Beverage Group	125	37	Western Wyoming Beverages	47
3	Reyes Beer Division	1,340	23	Atlantic Coca-Cola Bottling Co.	118	38	Anheuser-Busch Sales of Washington	45
4	Reyes Coca Cola Bottling	931	24	Virginia Eagle Distributing	100	39	Quality Beverage	40
5	Swire Coca-Cola USA	838	25	Upstate Niagara Cooperative	91	40	Birrell Bottling Co	34
6	Great Lakes Coca-Cola Distribution	795	26	North Florida Sales	89	41	Anheuser-Busch Distribution of New York	33
7	Southern Glazer's Wine & Spirits	721	27	Republic National Distributing Co.	84	41	Pepsi Cola Bottling Co. of Corbin, Ky.	33
8	Anheuser-Busch Cos.	687	28	Sacramento Coca-Cola Bottling Co.	75	43	Pepsi Cola Bottling Company of New Haven	30
9	Coca-Cola Beverages Northeast	677	29	Pepsi-Cola Bottling Co. of Hickory, N.C.	71	44	Shore Point Distributing	28
10	Liberty Coca-Cola Beverages	611	30	Gulf Distributing	64	45	Lane Sales	27
11	Coca-Cola Beverages Florida	598	31	Pepsi MidAmerica	61	46	Corwin Beverage Co.	26
12	Columbia Distributing	452	32	Pepsi Cola Newburgh Bottling Co.	60	47	Anheuser-Busch Sales of Hawaii	23
13	Pepsi Bottling Ventures	355	33	Canada Dry Potomac Corp.	53	47	House of Schwan	23
14	Heartland Coca-Cola Bottling Co.	287	34	Pepsi-Cola Bottling Co. of New York	52	49	Pepsi Cola Bottling Co. (Virginia)	22
15	JJ Taylor Distributing	205	35	<b>Total</b>	<b>21,532</b>			
16	Breakthru Beverage Group	183						
17	Nestle Waters North America	182						
18	Coca-Cola Bottling Co. High Country	155						
19	Ozarks Coca-Cola/Dr Pepper Bottling Co.	150						
20	Odom Corp.	141						



Daniel Ackler — Bloomberg

## Agriculture and Food Processing



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Aaron Packard — Bloomberg News

Rank	Company	2020 Tractors
1	Tyson Foods	2,642
2	CHS Inc.	1,655
3	Dean Foods	865
4	Mondeléz International	808
5	Darling Ingredients	805
6	JBS Carriers	739
7	Prairie Farms Dairy	710



TheFSystem via YouTube

8	Nestlé Transportation Co.	597
9	Sanderson Farms	542
10	ADM Logistics	535
11	Foster Farms	501
12	Valley Proteins	458
13	McKee Foods Corp.	372
14	Wilbur-Ellis Co.	370
15	Bimbo Bakeries USA	338
16	Gilster-Mary Lee Corp.	303
17	Borden Dairy	296
18	Goya Foods	275
19	Dairy Farmers of America	255
20	Cargill Meat Solutions	216
21	J.R. Simplot Co.	213
22	America's Service Line	194
23	International Paper Co.	177
24	BCT Inc.	110
25	G&C Foods	107
25	Co-Alliance	107
27	Sunrise Transport	94
28	Upstate Niagara Cooperative	91
29	MFPS Transport	67
30	Umpqua Dairy Products Co.	64
31	Castellini Group	57
32	Perdue Farms Inc.	41



Russ MacNeil

33	Golden Flake Snack Foods	35
34	National Food Corp.	33
35	Giorgio Foods	28
36	RWI Transportation	24
36	Mennel Milling	24
38	ConAgra Foods	23
39	Hillyard Inc.	22
<b>Total</b>		<b>14,793</b>

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Delaware DOT

# Mergers Shuffle Top Oil Field Fleets, While Other Sectors See Less Change

By **Seth Clevenger**  
Managing Editor, Features

Private fleets in the energy industry have been facing challenging market conditions amid low oil prices and reduced demand during the coronavirus pandemic.

Nonetheless, mergers and acquisitions have been reshaping the business landscape in this segment of the economy.

While Halliburton Energy Services and Schlumberger continue

to operate the largest tractor fleets in the petroleum and chemical sector, a new company debuts at No. 3 on the list.

Houston-based NexTier Oilfield Solutions, created in October 2019 by the merger of C&J Energy Services and Keane Group, has 2,759 tractors in its fleet. Earlier this year, the newly formed company went on to sell its well services business unit to No. 4 Basic Energy Services, which operates 2,156 tractors.

Meanwhile, Quikrete Cos. continues to hold the top position in the

building materials sector, followed closely by Cemex USA and Builders FirstSource. All three private carriers slightly expanded their tractor fleets from a year earlier.

Williams Brothers is operating a slightly smaller fleet than a year ago but continues to lead the construction sector with 575 tractors.

In the equipment rental business, Sunbelt Rentals expanded its fleet to 1,589 tractors, closing the gap with sector-leading United Rentals, which operates 2,253 heavy-duty trucks.

## Petroleum & Chemical

Rank	Company	2020 Tractors	Rank	Company	2020 Tractors
1	Halliburton Energy Services	6,101	24	Pilot Thomas Logistics	302
2	Schlumberger Ltd.	3,652	25	Marathon Petroleum	298
3	NexTier Oilfield Solutions	2,759	26	Convenience Transportation	293
4	Basic Energy Services	2,156	27	Eastex Crude Co.	276
5	Univar Solutions	1,372	28	Sun Coast Resources	241
6	Pilot Co.	1,340	29	Crestwood Transportation	210
7	Cudd Energy Services	1,320	30	NGL Energy Partners	196
8	Helena Agri-Enterprises	1,237	31	Weatherford International	180
9	ProPetro Services	1,156	32	RelaDyne	167
10	FTS International	1,037	33	KLX Energy Services	150
11	Love's Travel Stops & Country Stores	963	33	Carpenter Co.	150
12	Energy Transfer Partners	820	35	Growmark	142
13	Plains All American Pipeline	760	36	Targa Resources Partners	132
14	Brenntag North America	759	37	Gulfmark Energy	130
15	Calfrac Well Services	740	38	PetroChoice	109
16	Nine Energy Service	685	39	Sinclair Oil	86
17	Baker Hughes	642	40	Pioneer Natural Resources	62
18	MDU Resources Group	604	41	Rinchem Company Inc.	58
19	Stallion Oilfield Services	502	42	Southwestern Energy Co.	48
20	Gravity Oilfield Services	471	43	Oil States Energy Services	47
21	Key Energy Services	453	44	Rocky Mountain Crude Oil	39
22	Select Energy Services	417	45	Forbes Energy Services	34
23	Sentinel Transportation	357	<b>Total</b>	<b>33,653</b>	



Jamie Schwabertow — Bloomberg News

## Industrial Gases

Rank	Company	2020 Tractors
1	American Air Liquide	1,461
2	Linde	1,215
3	Messer Group	787
4	Air Products	598
5	Matheson Tri-Gas	392
6	AmeriGas Partners	375
<b>Total</b>		<b>4,828</b>

Jasper Joinen — Bloomberg News

## Building Materials

Rank	Company	2020 Tractors
1	Quikrete Cos.	1,358
2	Cemex USA	1,190
3	Builders FirstSource	1,029
4	CRH Americas	927
5	BlueLinx Holdings	836
6	ABC Supply Co.	783
7	Beacon Roofing Supply	603
8	Staker & Parson Co.	381
9	BMC Stock Holdings	354
10	Acme Brick Co.	320
11	Boise Cascade	295
12	SRS Distribution	287
13	Grant Group of Cos.	250
14	Foundation Building Materials	209
15	Weyerhaeuser Distribution	190



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Rank	Company	2020 Tractors	Rank	Company	2020 Tractors
16	GCC USA Operations	153	21	Aggregate Industries	90
17	OmniSource Corp.	149	22	Croell Redi-Mix	83
18	HD Supply	122	23	Parksite Inc.	66
19	Cameron Ashley Building Products	115	24	Pacific Coast Supply	60
20	Edwards Wood Products	95	25	Dolese Bros.	55
<b>Total</b>			<b>Total</b>		<b>10,000</b>

## Construction

Rank	Company	2020 Tractors
1	Williams Bros. Construction	575
2	Michels Corp.	301
3	R.J. Corman Railroad Services	216
4	Strata Corp.	175
5	Werner Construction	147
6	Vulcan Materials	129
7	Henkels & McCoy Inc.	118

Rank	Company	2020 Tractors
8	Kilgore Contracting	112
9	Terracon Consultants	106



Steve Helber — AP

Rank	Company	2020 Tractors
10	Morton Buildings	79
11	Hadco Construction	66
12	Rieth-Riley Construction Co.	55
13	Hellas Construction Inc.	52
14	Ames Construction	50
15	New Enterprise Stone	46
<b>Total</b>		<b>2,227</b>

## Equipment Rental

Rank	Company	2020 Tractors
1	United Rentals	2,253
2	Sunbelt Rentals	1,589
3	Maxim Crane Works	859
4	Herc Rentals	568
5	Bragg Cos.	454
6	Sunstate Equipment	325
7	H&E Equipment Services	324

Rank	Company	2020 Tractors
8	Rain for Rent	322
9	Mobile Mini Inc.	295
10	TNT Crane & Rigging Inc.	258
11	Pac-Van	203
12	Barnhart Transportation	181
13	Mammoet	123

Rank	Company	2020 Tractors
14	W.O. Grubb Steel Erection Inc.	98
15	Empire Southwest	74
16	Titan Machinery Inc.	66
17	Northwest Crane Service	62
18	RCS Transportation	38
<b>Total</b>		<b>8,092</b>



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# Walmart Builds Up Tractor Fleet; Ashley Leads Manufacturing Sector

By Seth Clevenger  
Managing Editor, Features

Walmart Inc. has long operated one of the largest private fleets in North America, but the retail giant continues to expand its tractor count.

Walmart Transportation currently has 7,400 power units, up from 6,556 a year ago.

The company's fleet remains the largest in the wholesale and retail sector by a wide margin.

The next-largest fleet operators in this sector are consumer goods distributor Core-Mark Holding Co., with 1,079 tractors and pharmacy

chain Walgreen Co. with 959.

Ace Hardware Corp., which ranks No. 6 on the list, is another retailer that has been growing its private fleet. The company expanded its tractor count to 505, up from 477 last year.

Ashley Distribution Services, the private fleet operated by furniture maker Ashley Furniture, continues to operate the largest tractor fleet in the manufacturing sector. The company expanded its fleet to 970 power units, up slightly from 939 a year earlier.

Other manufacturers with large private fleets include No. 2 Shaw Transport with 695 tractors, No. 3 Mohawk Carpet Transportation of

Georgia with 624 and No. 4 Advanced Drainage Systems with 620.

Clean Harbors Environmental Services continues to hold the largest private fleet in the waste management sector despite trimming its tractor count to 1,097 this year.

The next-largest private fleets in the waste management segment are Stericycle Inc., with 627 power units, and Ecology Auto Parts with 565.

Veritiv Corp. leads the paper and office products sector by a wide margin with its fleet of 661 trucks. Essendant Co. is next on the list with 131 tractors, followed by Lindenmyer Munroe with 126.



Ted Shadfrey — Associated Press

## Waste Management

Rank	Company	2020 Tractors	Rank	Company	2020 Tractors
1	Clean Harbors Environmental Services	1,097	8	Heritage Environmental Services	75
2	Stericycle Inc.	627	9	Rumpke Waste & Recycling	65
3	Ecology Auto Parts	565	10	U.S. Ecology	55
4	Ecolab Inc./Nalco	373	11	Iron Mountain	54
5	Hulcher Services	303	12	Heritage-Crystal Clean	40
6	Liquid Environmental Solutions	176	13	Hillyard Inc.	22
7	Veolia North America	115	<b>Total</b>	<b>3,567</b>	



Liquid Environmental Solutions

## Wholesale & Retail



Michael Nigle — Bloomberg News

Rank	Company	2020 Tractors	Rank	Company	2020 Tractors
1	Walmart Inc.	7,400	8	The H.T. Hackney Co.	443
2	Core-Mark Holding Co.	1,079	9	Bunzl Distribution USA	442
3	Walgreen Co.	959	10	Hobby Lobby Stores Inc.	415
4	Contract Transportation Systems	682	11	O'Reilly Auto Enterprises	413
5	SE Independent Delivery Services	543	12	Dunkin' Brands Group	397
6	Ace Hardware Corp.	505	13	Lowe's Home Centers	393
7	Costco Wholesale Corp.	484	14	Fastenal Co.	362
			15	Autozone	356
			<b>Total</b>	<b>17,349</b>	

## Paper & Office Products

Rank	Company	2020 Tractors	Rank	Company	2020 Tractors
1	Veritiv Corp.	661	5	SP Richards Co.	25
2	Essendant Co.	131	6	Imperial Bag & Paper Co.	10
3	Lindenmyer Munroe	126	<b>Total</b>	<b>995</b>	
4	Dade Paper & Bag Co.	42			



Bloomberg News

## Manufacturing

Rank	Company	2020 Tractors
1	Ashley Distribution Services	970
2	Shaw Transport	695
3	Mohawk Carpet Transportation of Georgia	624
4	Advanced Drainage Systems	620
5	Bridgestone Americas Tire Operations	322
6	Whiteline Express	312
7	ThyssenKrupp North America	310
8	FCA Transport	267
9	Bassett Furniture Industries/Zenith Freight Lines	250
10	La-Z-Boy Inc.	238
11	Ford Motor Co.	221
12	Ryerson Cos.	202
13	Andersen Corp.	188
14	Batesville Logistics	167
15	Huttig Building Products	156
16	Reliance Steel & Aluminum	140



Bridgestone Tire via YouTube

Rank	Company	2020 Tractors	Rank	Company	2020 Tractors
17	Deere & Co.	131	26	Unifi Manufacturing	66
18	Leggett & Platt Inc.	125	27	Greif Packaging	43
19	Austin Powder Co.	123	28	IFCO Systems/Chep USA	42
20	Atlas Trucking Co.	111	29	Associated Materials	36
20	Product Distribution Co.	111	30	Provia Door Inc.	34
22	Boeing Co.	97		East Penn Manufacturing Co.	31
23	Flexsteel Industries	89	32	Southern Champion Tray	23
24	Toyota Transport/Toyota Logistics Services	86	<b>Total</b>	<b>6,916</b>	
24	Great Plains Trucking	86			

# Private Fleets Expand In Health Care Sector

By **Seth Clevenger**  
Managing Editor, Features

The task of hauling medical equipment and supplies has taken on added significance during the coronavirus pandemic, and private carriers have been doing their part to transport this essential cargo.

Medline, a manufacturer and distributor of medical supplies based in Northfield, Ill., continues to operate the largest private fleet in the health care sector. The company expanded its fleet of 791 tractors, up from 561 a year ago.

Alliance Healthcare Services is next on the list with 159 tractors,

followed by McKesson Corp., which grew its fleet to 72 power units.

Meanwhile, private fleets in the uniform rental business saw little change from a year ago. Aramark Uniform Services continues to have the largest fleet in this sector, followed by Cintas Corp.

Private carriers also play a unique role in show business.

Much like other industries, the entertainment business relies on trucks to transport sets and other items used in movie and television productions.

NBC Universal leads the media and entertainment sector with 183 tractors, followed by Paramount Pictures with 105 and Walt Disney Pictures with 65.

## Other Sectors



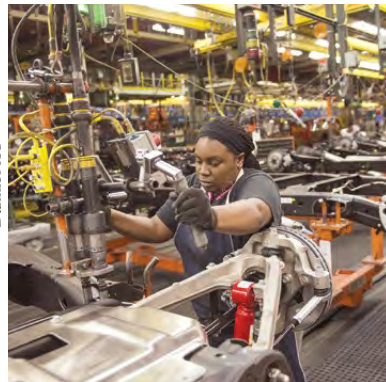
Rank	Company	2020 Tractors
1	<b>Medline Inc.</b>	791
2	<b>Alliance Healthcare Services</b>	159
3	<b>McKesson Corp.</b>	72
	<b>Total</b>	<b>1,022</b>



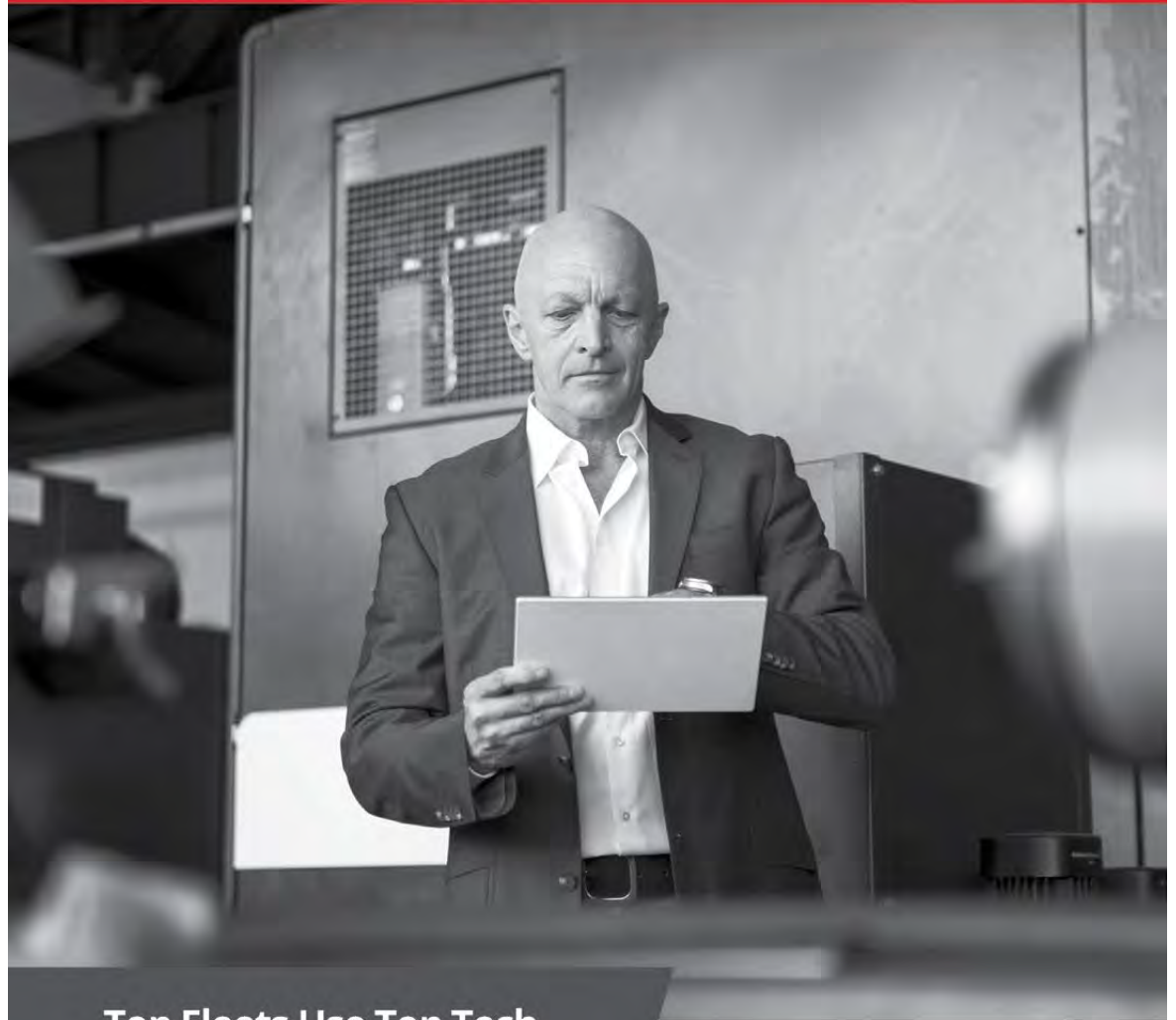
Rank	Company	2020 Tractors
1	<b>Aramark Uniform Services</b>	170
2	<b>Cintas Corp.</b>	119
3	<b>AlSCO Inc.</b>	61
4	<b>AmeriPride Services</b>	44
5	<b>Prudential Overall Supply</b>	20
	<b>Total</b>	<b>414</b>



Rank	Company	2020 Tractors
1	<b>NBC Universal</b>	183
2	<b>Paramount Pictures</b>	105
3	<b>Walt Disney Pictures</b>	65
4	<b>Sony Electronics</b>	21
5	<b>Shomotion Inc.</b>	19
6	<b>Screenworks NEP</b>	16
7	<b>Sony Pictures Studios</b>	15
	<b>Total</b>	<b>424</b>



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# Private Fleets Respond to Shifting Supply Chains As Pandemic Accelerates E-Commerce Demand



Poultry processor Brakebush Bros. was able to keep its private fleet busy during the pandemic by shifting capacity to support other food manufacturers.

By Gary Frantz  
Special to Transport Topics

Private fleet operators have been riding a roller coaster since the onset of the coronavirus pandemic in March.

Many carriers initially saw business levels crater, but business conditions quickly shifted as consumers began purchasing more

products online while staying home to contain the spread of the virus. Amid this spike in e-commerce demand, some fleet operators found themselves dealing with a rebounding surge in freight that stretched networks and assets to the max.

The pandemic and the resulting boom in e-commerce left no corner of today's complex transportation networks unscathed,

from over-the-road full truckload moves to final-mile deliveries and everything in between. And it's driving fundamental changes that likely will alter how supply chains are structured and private fleet operators deploy and manage assets going forward.

Private carriers in the food service and grocery businesses were initially swamped as consumers hit stores and emptied shelves of

essential goods, said Gary Petty, president of the National Private Truck Council, the industry advocacy group for the nation's private fleet operators.

Panic buying in the early days of the pandemic accelerated replenishment — and pressured private fleet resources — as stores struggled to keep certain goods in stock.

Then, as e-commerce acceler-

ated, so did demand for final-mile transportation as consumers increasingly ordered staples for home delivery. Meanwhile, restaurants shifted to takeout orders for on-site pickup and home delivery, further increasing the need for local delivery drivers.

"People stopped going out to the local pizza joint [and instead started] ordering online and getting deliveries," Petty said.

As an example, he cited Papa John's, one of the nation's largest pizza restaurant chains, which operates more than 5,300 stores served by 11 quality control centers in the United States. The company uses its in-house transportation fleet to deliver fresh pizza dough along with sauce, pepperoni and other supplies to its locations.

As demand surged with the pandemic, the company quickly made changes to adjust.

According to a case study shared

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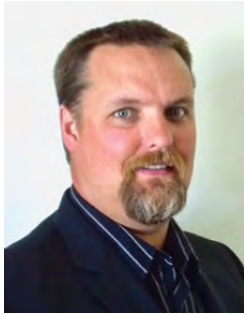
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by NPTC, Papa John's has hired about 14,000 new delivery drivers this year, with plans to bring in a total of 20,000 in 2020.

The company's private commercial truck fleet grew as well. Papa John's has added 50 new Class A-licensed drivers, expanding its driver pool to nearly 500. They operate mostly in teams, with more than 200 tractors, 300 trailers and 15 box trucks.

Petty also noted that early in April, at the outset of shelter-in-place orders, some NPTC members were reporting drivers waiting in mile-and-a-half-long lines to get to a warehouse. New protocols where drivers were given temperature checks, had to fill out health surveys and otherwise were kept outside of shipping docks and in their trucks also created delays. Nevertheless, as private fleets stepped up to the plate, protected their employees and persevered making critical deliveries, "their value was reaffirmed in an unprecedented moment of crisis," Petty said.



Brakebush Bros.

"We didn't have to cut back and were able to keep everyone busy."

*Mike Schwersenska,  
Brakebush Bros.*

"If you make a great product and you can't get it to the customer, your brand is diminished," he added. "Private fleets stood strong. The flexibility, reliability and ability to control operations at the customer level [during the pandemic] has been eye-popping impressive for so many of the fleets."

Brakebush Bros., one of the



Papa John's has expanded its commercial truck fleet during the pandemic.

John Sommers II for Transport Topics

nation's largest providers of processed poultry products, adjusted its private fleet operations quickly when the pandemic hit, said Mike Schwersenska, director of transportation and logistics.

The Westfield, Wis.-based company's primary customers include national restaurant chains and food service distributors.

"About 50% of our business went away in a two-week period" at the start of the pandemic in April, Schwersenska said. "Fortunately,



Target Corp.

**The COVID-19 outbreak has created a surge in e-commerce volumes.**

being in cheese country, over the years we've also become a carrier for many other [food] manufacturers, so we could switch capacity over to assist with their freight needs. We didn't have to cut back and were able to keep everyone busy."

*(Continued on next page)*

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# E-Commerce Expands

(Continued from previous page)

Then, as restaurants adapted to takeout and delivery, things took off, and Brakebush's business rode the wave.

"As a company we had an all-time sales and volume record in June," Schwersenska said. "And our transportation group had record miles traveled and record pounds delivered. It was the craziest thing we'd ever seen. Our team did a tremendous job making sure our customers had product when and where they needed it. And more importantly, they did it safely," he added, noting that the

fleet did not have to use the temporary hours-of-service exemption enacted during the pandemic.

## Adapting to the Pandemic

Like most private fleets, Brakebush has changed its business processes considerably to keep employees safe from the coronavirus. The company regularly and carefully sanitizes trucks, including high-touch areas such as handles, doors, seats, interior switches and dials, and even brake line gladhands. Common areas are wiped down at least once a day, and offices are "fogged" with disinfectant once



Consumer Brands Association

Some fleets have been implementing no-contact delivery processes to help prevent frontline workers from contracting the virus.



Drive, a smartphone-based app originally developed to support ELD compliance and trip management.

"When the pandemic hit, we were able to leverage that app to connect with drivers, gather their PPE needs in real time, as they were being dispatched, and survey them about their needs," Martin said.

That information enabled Ryder to respond quickly and fill gaps.

"By using the driver app as a survey tool, they had a direct voice to let us know if they felt unsafe, or didn't have enough [PPE], so we could act immediately," he said.

The company also introduced a four-question health check on the RyderDrive app, which drivers complete prior to starting a shift. That helped identify anyone with potential symptoms or if they had been in contact with an infected individual. Dispatchers would then speak directly with drivers, and if deemed necessary for safety, put the driver into self-quarantine. Decisions were based on "what we need to do to protect employees and customers," Martin emphasized, adding that those drivers who did go into quarantine were paid for that time.

a week. Receipts for fuel and weigh stations are now paperless. Among the biggest challenges, Schwersenska said, has been the loss of personal interaction with drivers.

"I was a driver at one time in my life," he said. "You are there all alone in the truck, by yourself, looking out the windshield. Having that interaction with the office staff, they're like extended family. We lost some of that."

In those instances, Ryder follows guidelines for personal protective equipment and social distancing.

With the pandemic, "we are seeing larger volumes from small package" as traditional last-mile parcel carriers have become capacity constrained, Martin said. Running more into major metro areas is an opportunity in which Ryder can become a "de facto, last-mile parcel delivery service" for its customers.



Ryder System

"We are seeing larger volumes from small package [delivery]."

Steve Martin, Ryder

But technology has helped to fill that void. Schwersenska uses FaceTime, Zoom and other collaborative technology tools to stay connected and communicate regularly with drivers.

"That's made it easier to stay in touch without the physical proximity," he said.

Brakebush operates a dedicated fleet of 75 trucks and 220 refrigerated trailers. None of the company's driver workforce has tested positive for COVID-19, Schwersenska said.

He believes, as do many others, that the explosion of e-commerce is not a one-and-done pandemic-driven event. It has made more and more consumers comfortable with ordering nearly anything online, and either picking it up at a storefront or having it delivered.

Ryder System is one of the nation's largest dedicated fleet operators.

"We do a lot of private fleet conversions for those who want to de-risk or go to an outsourced model," said Steve Martin, Ryder's senior vice president of dedicated transportation solutions. "What we have seen through COVID has been a pretty strong surge in customers we support who have [increasing] e-commerce activity either to their stores or store delivery out to the final consumer."

Much of Ryder's last-mile business has centered on big and bulky items, Martin said.

The company's final-mile operations began offering "touchless delivery" by request at the doorstep but still does white-glove, in-home delivery if the customer wants it.

## Connecting With Drivers

Prior to the pandemic, Ryder had outfitted its fleet with on-board systems to meet the federal electronic logging device mandate. As part of that effort, the company also introduced Ryder-



George Frey — Bloomberg News

Many consumers have been ordering more goods online.

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Ryder has been using fogging machines to sanitize trucks in its slip-seating operations.

Like many companies, Ryder scrambled early on to obtain enough personal protective equipment, such as masks and gloves, and sanitation products.

“We were able to secure enough right out of the gate, but some came in bulk, so we created an assembly line to break the bulk loads down and configure specific ‘kits’ that were sent out to our 400-plus locations,” he said.

At the same time, Ryder is taking additional steps to sanitize equipment.

“Where we do heavy slip-seating, the trucks are fogged [with disinfectant] and wiped down before the next driver gets in and continues the route,” Martin said.

The pandemic also accelerated efforts to remove paper from workflows. Ryder utilized its driver app for electronic dispatch instructions and implemented paperless bills of lading and proof of deliveries for most shipments. While eliminating paper, the move to digital also had the added benefit of improving management of yard and dock density.

Martin said he believes that any new measures adopted in response to the pandemic that enhance safety or improve efficiency are here to stay.

#### Managing Disruption

The pandemic and the e-commerce surge have thrown supply chains out of kilter in a variety of ways, said John Bozec, senior vice president and general manager of van truckload operations at Schneider.

“Whether it is customers starting supply chains back up, dealing with inventory displacement or resetting for contemporary sales cycles from consumers choosing to consume more via e-commerce ... all these factors have required [a level of] flexibility that has not been seen before,” Bozec said.

Fleets have adjusted to disrupted schedules and have had to rapidly redeploy capacity — and drivers.

Green Bay, Wis.-based Schneider has more than 3,900 trucks assigned to dedicated operations.

“If a dedicated driver was used to running the same schedule, say Tuesday to Saturday ... now we’re asking them to shift to Wednesday through Sunday. They may be resequenced to a different day [or facility] for a whole host of underlying reasons. That [disruption] continues to take place.”

The key to overcoming these challenges, Bozec said, has been frequent communications, sometimes multiple times per day, and ensuring that a “culture of communication” is embedded with the client.

Early visibility into forecasts and gathering as much data as the customer can provide on shifting needs have been paramount for effective planning and execution.

Bozec also cited what he characterized as an astounding display of resiliency throughout

Fleets have shown “flexibility that has not been seen before.”

John Bozec, Schneider



the industry as shippers and fleets have managed unprecedented supply chain disruptions caused by the pandemic and the e-commerce surge.

“I don’t think any of us had an operating plan going into 2020 that would have accounted for the delays, reallocations and adjustments that have happened,” Bozec said. “The way in which we as an industry have performed has been nothing short of remarkable.”

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# Schlumberger Shrinks Staff to Lowest Level Since Pre-Shale Era

By David Wethe  
Bloomberg News

Schlumberger Ltd. posted its weakest sales in 14 years and is cutting one-fifth of its workforce while warning that new waves of COVID-19 could derail the nascent recovery in global

energy demand.

The second-quarter rout was so bad for Schlumberger that it's spending \$1 billion on job severance in a move that will shrink staffing to an 11-year low. Various restructuring and impairment charges cost it another \$2.7 billion, the company said in a July 24 statement.

"This has probably been the most challenging quarter in past decades," CEO Olivier Le Peuch said in the statement. "Subsequent waves of potential COVID-19 resurgence pose a negative risk to this outlook."

Despite disastrous results in some business lines — North American onshore fracking and

other sales tumbled 60% from the previous quarter's level — Le Peuch shielded the 12.5-cent-a-share dividend from additional reductions. Just three months ago, the CEO reduced the payout for the first time in more than 40 years.

Adjusted earnings of 5 cents a share outperformed the penny

loss expected by analysts in a Bloomberg survey.

More than 21,000 workers are being let go, according to the statement. Schlumberger employed 105,000 as of the end of 2019. Le Peuch told analysts during a conference call that more belt-tightening is on the way: The company has achieved



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## Baker Hughes: Of Lockdowns

By David Wethe  
Bloomberg News

Baker Hughes is bracing for a second wave of pandemic-induced lockdowns after the virus crippled economic activity around the world and compounded a historic oil bust.

The world's second-largest oil-field services contractor said in a statement on July 22 that worldwide economic contraction probably reached a nadir in the second quarter, but warned that the outlook remains "extremely limited."

"The risk of a second wave of virus cases, the reinstatement of select lockdowns, and the risk of lingering high unemployment creates an uncertain economic environment that likely persists through the rest of 2020," CEO Lorenzo Simonelli said in the statement.

Baker Hughes posted an adjusted per-share loss of 5 cents for the period, compared with an average estimate for a penny loss from analysts in a Bloomberg survey.

Simonelli is shrinking head count and exiting noncore product lines as global drilling is set to slump to the lowest level since the turn of the century. The contractors hired to map underground pockets of oil and drill wells have been among the



40% of its \$1.5 billion in cost cuts for the year, which means another \$900 million in reductions is still to be incurred.

The hired hands of the oil patch who map underground pockets of crude and drill new wells have seen some of the worst pain since the global pandemic first began to wreck energy markets. The number of wells drilled worldwide this year is expected to drop by almost a quarter, with no forecast of a full recovery in the

coming years, according to industry consultant Rystad Energy.

Schlumberger, based in Houston, operates a fleet of 3,652 tractors and ranks No. 9 on the TRANSPORT TOPICS Top 100 list of the largest private carriers in North America.

Schlumberger was the last of the big three oil service companies to



Oil pump jacks stand outside Odessa, Texas.

report second-quarter results. Halliburton impressed investors with better-than-expected cost cuts while announcing a new strategy to roll out more technology and look internationally for better revenue growth, while Baker Hughes warned investors of a possible second wave of coronavirus cases leading to lockdowns again.

Sergio Flores — Bloomberg News



Paul Sakuma — Associated Press

## Second Wave a Real Threat

hardest hit after explorers slashed spending to cope with a market awash in crude.

On July 22, Baker Hughes cut its forecast for international customer spending, telling analysts and investors during a conference call that 2020 drilling and fracking budgets will be 15% to 20% lower this year, deeper than its previous view of a 10% to 15% drop.

After spinning off its U.S. on-shore fracking business into BJ Services Inc. several years ago, Baker Hughes trimmed its exposure to shale's booms and busts. The move has been beneficial to Baker Hughes, which reported overseas sales from its oilfield services business that were three times the size of its North American order book during the second quarter. Meanwhile, BJ Services filed for bankruptcy this week.

More than 100,000 American oil workers have lost their jobs since the downturn began in March, with service companies bearing the brunt. After more than 200 oilfield service providers went under in the past five years, 2020 is shaping up to be the worst, with the highest volume of debt owed during bankruptcy, according to a tally by law firm Haynes & Boone.

Houston-based Baker Hughes operates 642 tractors and ranks No. 66 on the TRANSPORT TOPICS Top 100 list of the largest private carriers in North America.

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# Americans Change Eating Habits, Forcing Food Suppliers to Adapt

By Nic Querolo and Elizabeth Rembert  
Bloomberg News

Americans have rapidly changed the ways they buy, cook and eat food in just the past several months, leaving everyone from farmers to restaurants unable to match their pivot.

U.S. consumers, whose previous food preferences were stable enough that farmers could often make reliable planting decisions years in advance, have shifted their habits at a torrential pace during the coronavirus pandemic. That includes cooking more at home, buying more organic food, purchasing in bulk, forgoing brand-name treats, and eating smaller meals due to their often oversized portions.

Even one of those changes by itself could throw a wrench in the global food supply chain. Add all five together, and some suppliers are finding they can't adapt fast enough to keep pace with all the changing con-

sumer demands. Farmers such as Jack Vessey, a lettuce grower in California, have been forced to destroy crops after restaurant demand dried up, while Oreo-maker Mondelez International Inc. is cutting its product offerings by 25% to simplify logistics.

Mondelez, based in Deerfield, Ill., operates a fleet of 808 tractors and ranks No. 47 on the TRANSPORT TOPICS Top 100 list of the largest private carriers in North America.

"The entire food supply chain has been put on its head," said Kevin Kenny, chief operating officer at Decernis, an expert in global food safety and supply chains. "Nobody can really do a post-mortem because we are still in the middle of it."

The ways Americans are changing their food habits are not only multiple and significant — they're also potentially permanent.



more than quadrupled, according to data from NPD Group.

But those Americans aren't pantry loading the same way they used to. More than a quarter of adults purchased items in bulk more often, according to a survey of 2,200 Americans conducted by Bloomberg News and Morning Consult.

Brands have also fallen out of favor, as 23% of respondents said they purchased generic or store brands more often. In fact, 16% of Americans plan to buy private-label or bulk items even more frequently once the pandemic ends than they did before lockdowns.

As consumers cook more at home, driving up grocery store sales, they're steering clear of restaurants, which has big implications for how suppliers package and sell their meats and produce — and for de-

mand. Restaurant portions are bigger, and meat, cheese and butter in particular are consumed in higher quantities at restaurants, but so are vegetables.

Before the pandemic, Americans spent more than half their food budgets on dining out. Over the next 12 months, 70% of consumers plan to significantly decrease spending on restaurants, according to a Bank of America survey.

That spells bad news for farmers who've already suffered through low prices and a trade war with China in recent years.

Vessey, a fourth-generation farmer in California, is one produce grower who's found himself in the middle of the shift. He was forced to destroy about \$1.5 million worth of lettuce after lockdowns went into place in March. About half his crop usually ends up in food service, and he wasn't able to redirect supplies when restaurants shuttered.

"We don't want to do that again. And business-wise, it's a question of if we can even afford to do that again," Vessey said.

Americans have been shunning restaurants in favor of cooking at home during the pandemic.

Almost a third of U.S. adults say they plan to cook at home even more than they do now, once stay-at-home recommendations have lifted. Home kitchen purchases back that up: In the early weeks of the pandemic, U.S. sales of electric pasta makers grew more than five times what they were a year prior. Breadmaker sales

The Transport Topics

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Jae C. Hong — Associated Press

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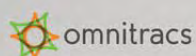
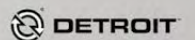
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