

a Transport Topics publication

LIGHT & MEDIUM TRUCK

MANAGING COMMERCIAL, PUBLIC, UTILITY AND TELECOM FLEETS

JULY 2007



2007
Top
1000
COMMERCIAL
FLEETS



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WITH DESK JOBS FROM USING THE PHRASE "TOUGH DAY AT WORK."**



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The logo features the year '2007' at the top in a blue, stylized font. Below it, the word 'Top' is written in a white, cursive script. The largest part of the logo is the number '100' in a large, 3D, metallic blue font. Underneath '100', the words 'COMMERCIAL' and 'FLEETS' are stacked in a bold, blue, sans-serif font with a white outline and a drop shadow effect.

Mergers and Acquisitions Drive Top 100

The nation's largest commercial truck fleets expanded their businesses, several via mergers and acquisitions, according to data collected for LIGHT & MEDIUM TRUCK'S annual review of the Top 100 Commercial Fleets.

By Daniel P. Bearth

The largest commercial truck fleets in North America grew in size and significance in 2007. Last year, LIGHT & MEDIUM TRUCK'S first Top 100 Commercial Fleets review highlighted the role of trucks in facilitating commerce and supporting the construction of buildings and highways, producing and distributing energy, and maintaining service networks that are key to sustaining modern life.

What is evident in the second annual Top 100 is how companies have expanded their capabilities — and truck fleets — to provide a broader range of products and services.

Some, perhaps most, of the growth is due to acquisitions, activity that is increasingly driven by public and private investors who

seek to profit from industry consolidation and diversification.

These forces can be seen most clearly in construction and freight hauling, but they are having an effect, as well, in waste management, propane delivery and even the localized business of landscaping.

Quanta Services is a company established by the owners of Par Electrical Contractors to provide construction services to the electric power, telecommunications, broadband cable and gas pipeline industries. Because it is a contractor and not a utility, it is included here instead of in the Top 50 Utility & Telecom Fleets in L&MT's August issue.

In March, Quanta announced plans to buy InfraSource Services, which builds and maintains transmission and distribution networks for utilities, power producers and industrial clients.

Par and InfraSource Underground Services were each listed

on the Top 100 a year ago, ranked No. 84 and No. 81, respectively, with a combined total of 3,635 trucks. At the end of 2006, Quanta said the total size of its rolling-stock fleet was approximately 19,130 units, consisting of trucks and trailers, support vehicles and specialty construction equipment, such as backhoes, excavators, trenchers, generators, boring machines and cranes.

“As a combined company, we will be well-positioned to serve all of our customers during a period of rapid growth,” said John Colson, chairman of Quanta.

Spending on electrical power transmission is expected to grow at a double-digit rate over the next five to seven years as utilities try to upgrade the nation’s aging and congested transmission and distribution grid, said officials from Quanta and InfraSource. Utilities also continue to move toward outsourcing to reduce costs and improve service and flexibility, officials said.

In the telecommunications industry, the convergence of voice, video and data has increased demand for fiber optics.

The combined company will operate in every state and Canadian province with the largest fleet of equipment in the utility contracting industry, officials said.

A bigger enterprise offers the opportunity to save money by spreading costs over more revenue, and Colson said he expects to achieve “meaningful” cost savings from “integration of project and asset management, better resource utilization, reduced procurement and administrative expenses, and enhanced cross-selling and marketing opportunities.”

Another company with a growing business and a truck fleet is CRH. Headquartered in Dublin, Ireland, the firm provides highway construction materials in 24 countries.

In the U.S., the company operates two divisions: Oldcastle Materials, which supplies aggregates, asphalt, concrete and paving services; and Oldcastle Products & Distribution, which provides a wide range of building products, such as siding and windows, architectural glass, concrete blocks, paving bricks and reinforced concrete for electrical vaults, drainage systems and barrier walls.

Last year, CRH completed the purchase of Ashland Paving and Construction, a move that expanded CRH’s business into new markets in Midwestern and southern states and made Oldcastle Materials the largest asphalt producer in the United States.

APAC ranked No. 20 on the Top 100 in 2006 with 6,050 trucks. Oldcastle ranks No. 17 this year with 6,918 trucks.

Chief Executive Liam O’Mahony said the \$1.3 billion deal for APAC was the largest ever completed by the Irish company.

“We aim to build on this significant new platform through enhancing the materials focus of APAC’s business and through the application of the Americas Materials Division’s vertically integrated approach to aggregates, asphalt and highway construction,” he said.

The company expects to save \$20 million in the first year and up to \$40 million in three years from administrative, operational and purchasing synergies.

(continued on page 8)



AmeriGas Propane

AmeriGas Propane, No. 24 with 4,960 trucks, is one of four propane delivery services on the Top 100.



COMMERCIAL FLEETS

| Rank | Company Name/Location | Type of Business | Total Trucks 2007 | Fuel Types | Maintenance Services |
|------|--|--|-------------------|-----------------------------------|----------------------|
| 1 | UPS Inc. Atlanta | Package Service | 75,612 | gas, diesel, CNG, hybrid electric | PM |
| 2 | FedEx Corp. ¹ Memphis, Tenn. | Package Service | 64,400 | gas, diesel, hybrid electric | PM |
| 3 | Coca-Cola Enterprises Atlanta | Beverage Bottler | 55,000 | diesel | Outsourced |
| 4 | PepsiCo/Frito-Lay Purchase, N.Y. | Food and Beverage | 38,378 | gas, diesel | PM |
| 5 | DHL Americas Plantation, Fla. | Package Service | 23,263 | gas, diesel | PM, HD, EU |
| 6 | Waste Management Houston | Waste Services | 21,300 | diesel, natural gas, LNG | PM, HD |
| 7 | ServiceMaster Company ¹ Downers Grove, Ill. | Home and Business Services | 20,116 | gas | PM |
| 8 | Quanta Services ² Par Electrical Contractors , Houston | Utility Construction | 19,130 | diesel | PM |
| 9 | Aramark Philadelphia | Food and Hospitality/ Facilities Management | 14,500 | gas, diesel | PM |
| 10 | Tyco Fire & Security ³ Boca Raton, Fla. | Home and Business Security Services | 13,000 | gas | |
| 11 | Cintas Corp. Mason, Ohio | Uniform Services | 12,617 | gas, diesel | |
| 12 | Allied Waste Industries Scottsdale, Ariz. | Waste Services | 12,500 | diesel | |
| 13 | MDU Resources Group Bismarck, N.D. | Utility Construction, Petroleum Services | 11,325 | diesel | PM, EO, HD, CM, EU |
| 14 | Asplundh Tree Expert Willow Grove, Pa | Vegetation Management Services | 10,500 | gas, diesel | |
| 15 | Interstate Bakeries Corp. Kansas City, Mo. | Wholesale Bakery Products | 9,000 | diesel | |
| 16 | Masco Contractor Services Daytona Beach, Fla. | Construction Products and Installation | 9,000 | diesel, gas | Outsourced |
| 17 | Oldcastle Materials Inc. Washington, D.C. | Construction Materials | 6,918 | diesel | |
| 18 | Schwan's Home Service Marshall, Minn. | Food Products | 6,500 | diesel, gas, LPG | EU, Outsourced |
| 19 | Republic Services Fort Lauderdale, Fla. | Waste Services | 5,900 | diesel | PM, HD |

SOURCE

Data for the L&MT Top 100 derive primarily from interviews with fleet managers, company documents, surveys and other published sources. The ranking is based on the number of trucks, regardless

of size, owned or leased. Tractor-trailer rigs and automobiles are not counted, but vans, pickup trucks and sport utility vehicles are included. Excluded from the list are truck rental and leasing companies.

| Rank | Company Name/Location | Type of Business | Total Trucks 2007 | Fuel Types | Maintenance Services |
|------|---|-----------------------------------|-------------------|-------------|----------------------|
| 20 | Velocity Express ¹ Westport, Conn. | Delivery Service | 5,500 | gas, diesel | Outsourced |
| 21 | Pepsi Americas Minneapolis | Beverage Distribution | 5,500 | diesel | |
| 22 | Orkin Inc. ¹ Atlanta | Pest Control Services | 5,423 | gas, diesel | Outsourced |
| 23 | MasTec North America Coral Gables, Fla. | Utility Construction | 4,977 | diesel | |
| 24 | AmeriGas Propane King of Prussia, Pa. | Retail Propane Sales and Service | 4,960 | diesel | Outsourced |
| 25 | Baker Hughes Inc. Houston | Petroleum Services | 4,933 | diesel | |
| 26 | Veolia Environmental Services Lombard, Ill. | Waste Services | 4,689 | diesel | PM, HD, EU |
| 27 | Energy Transfer Partners/Heritage Propane , Dallas | Retail Propane Sales and Service | 4,603 | diesel, gas | Outsourced |
| 28 | Kiewit Corp. Omaha, Neb. | Construction/Mining | 4,500 | diesel | |
| 29 | Weatherford International Houston | Petroleum Services | 4,500 | gas, diesel | PM, EO, HD, CM, EU |
| 30 | Pike Electric Mount Airy, N.C. | Electric Contractors | 4,427 | diesel, gas | HD |
| 31 | Brink's Inc. Richmond, Va. | Armored Car/ Business Services | 4,424 | gas, diesel | |
| 32 | Rinker Materials Corp. West Palm Beach, Fla. | Construction Materials | 4,407 | diesel | |
| 33 | Dynamex Inc. Dallas | Courier Service | 4,300 | gas, diesel | |
| 34 | LaFarge North America ³ Herndon, Va. | Construction Materials | 4,300 | diesel | PM, Outsourced |
| 35 | Pepsi Bottling Group Somers, N.Y. | Beverage Bottler | 4,158 | diesel, gas | PM |
| 36 | Compass Group Charlotte, N.C. | Food Service | 4,127 | gas | Outsourced |
| 37 | Coca-Cola Bottling Co. Consolidated Charlotte, N.C. | Beverage Bottler | 3,950 | diesel | PM |
| 38 | Ferguson Enterprises Newport News, Va. | Plumbing Supplies | 3,787 | diesel | Outsourced |
| 39 | Dean Foods Dallas | Food Products | 3,739 | diesel | |
| 40 | Ecolab Inc. St. Paul, Minn. | Business Services | 3,641 | diesel | |
| 41 | ValleyCrest Companies Calabasas, Calif. | Landscaping | 3,633 | gas, diesel | PM |
| 42 | Ferrellgas LP Overland Park, Kan. | Retail Propane Sales and Service | 3,596 | diesel | Outsourced |
| 43 | Cemex Inc. Houston | Concrete | 3,585 | diesel | |
| 44 | Advance Auto Parts ³ Roanoke, Va. | Auto Parts | 3,500 | gas | |

FOOTNOTES

1. Data include vehicle owned by independent franchisees or truck operators.
2. Quanta Services data include all rolling stock.
3. Data provided by Transportation Technical Services Inc.

Research: Kyle White

KEY

- PM:** Preventive Maintenance
EO: Engine Overhauls
HD: Hydraulics
CM: Contract Maintenance
EU: Equipment Upfitting

| Rank | Company Name/Location | Type of Business | Total Trucks 2007 | Fuel Types | Maintenance Services |
|------|---|--|-------------------|---------------------------------|----------------------|
| 45 | Snap-On Inc. ¹ Kenosha, Wis. | Tools | 3,308 | diesel | |
| 46 | Purolator Mississauga, Ontario, Canada | Courier Service | 3,271 | gas, diesel, hybrid electric | PM, EO |
| 47 | Safelite AutoGlass Columbus, Ohio | Auto Glass Repair and Replacement | 3,030 | gas | Outsourced |
| 48 | Davey Tree Expert Co. Kent, Ohio | Vegetation Management Services | 3,020 | diesel, gas | PM, HD |
| 49 | Loomis Fargo & Co. Houston | Cash Handling Services | 3,000 | diesel | |
| 50 | Nabors Drilling USA ³ Houston | Petroleum Services | 3,000 | diesel | |
| 51 | Waste Connections Inc. ³ Folsom, Calif. | Waste Services | 3,000 | diesel | PM, HD, CM |
| 52 | Lowe's Home Centers Mooresville, N.C. | Construction Supplies | 2,941 | gas, diesel | Outsourced |
| 53 | Airgas Inc. Radnor, Pa. | Industrial, Medical and Specialty Gases | 2,910 | diesel, gas | PM |
| 54 | HD Supply Inc. ³ Orlando, Fla. | Wholesale Construction Supplies | 2,763 | diesel | |
| 55 | Suburban Propane Partners Whippany, N.J. | Retail Propane Sales and Service | 2,763 | diesel | Outsourced |
| 56 | NCR Corp. Dayton, Ohio | Business Services | 2,753 | gas | Outsourced |
| 57 | Kinder Morgan Inc. ³ Houston | Pipeline Construction | 2,700 | diesel | |
| 58 | Townsend Tree Service ³ Parker City, Ind. | Vegetation Management Services | 2,700 | gas, diesel | |
| 59 | United Agri Products Greeley, Colo. | Agricultural Products | 2,678 | diesel, gas | Outsourced |
| 60 | Building Materials Holding Corp. San Francisco | Integrated Construction Services | 2,600 | gas, diesel | Outsourced |
| 61 | Wilbur-Ellis Co. San Francisco | Agricultural and Industrial Products | 2,600 | diesel, gas | PM |
| 62 | Petro Holdings Inc. ³ Stamford, Conn. | Retail Heating Oil | 2,587 | diesel | |
| 63 | Bimbo Bakeries USA ³ Fort Worth, Texas | Bakery Products | 2,536 | gas, diesel | |
| 64 | Kraft Foods Global Northfield, Ill. | Food Products | 2,532 | diesel | PM |
| 65 | Stanley Steemer International ¹ Dublin, Ohio | Home and Business Services | 2,500 | gas, diesel | Outsourced |
| 66 | UniFirst Corp. Wilmington, Mass. | Uniform and Facilities Services | 2,500 | gas | PM |
| 67 | Iron Mountain Resource Management , Boston | Records and Information Management | 2,471 | diesel | Outsourced |
| 68 | Anderson News Co. Knoxville, Tenn. | Book and Magazine Distribution | 2,400 | gas, diesel | Outsourced |
| 69 | Key Energy Services ³ Midland, Texas | Petroleum Services | 2,356 | diesel | |
| 70 | Weyerhaeuser Co. ³ Federal Way, Wash. | Forest Products | 2,351 | diesel | |
| 71 | George Weston Bakeries ³ Bay Shore, N.Y. | Bakery Products | 2,300 | gas, diesel | Outsourced |
| 72 | Apria Healthcare Lake Forest, Calif. | Home Health-care Services | 2,200 | diesel, gas | Outsourced |

| Rank | Company Name/Location | Type of Business | Total Trucks 2007 | Fuel Types | Maintenance Services |
|------|--|---|-------------------|------------------|-----------------------|
| 73 | DS Waters of America Atlanta | Bottled Water | 2,198 | gas, diesel | |
| 74 | Nestle Waters North America Greenwich, Conn. | Bottled Water | 2,101 | gas, diesel | PM |
| 75 | MYR Group Rolling Meadows, Ill. | Utility Construction | 2,100 | gas, diesel | PM, EO, HD, CM, EU |
| 76 | Henkels & McCoy Inc. Blue Bell, Pa. | Utility Construction | 2,091 | diesel, gas | |
| 77 | G&K Services Minneapolis | Uniform Services | 2,000 | gas, diesel | PM, Outsourced |
| 78 | Lamar Advertising Co. ^{1,3} Baton Rouge, La. | Billboard Advertising | 2,000 | diesel, gas | |
| 79 | Safety-Kleen Systems ³ Plano, Texas | Cleaning and Environmental Services | 1,991 | diesel | EU |
| 80 | Installed Building Products Columbus, Ohio | Construction Supplies | 1,929 | diesel | Outsourced |
| 81 | Basic Energy Services ³ Midland, Texas | Petroleum Services | 1,920 | diesel | |
| 82 | US Concrete Houston | Concrete | 1,870 | diesel | |
| 83 | Brickman Group Ltd. ³ Gaithersburg, Md. | Commercial Landscaping | 1,855 | gas | PM |
| 84 | Monsanto Co./Holdens ³ Foundation Seeds , St. Louis, Mo. | Agricultural Products | 1,800 | gas, E85 | |
| 85 | Sodexo Inc. ³ Gaithersburg, Md. | Food/Facilities Management | 1,800 | diesel | |
| 86 | Pep Boys ³ Philadelphia | Auto Parts and Service | 1,750 | gas | PM |
| 87 | Lincare Inc. Clearwater, Fla. | Home Health Services | 1,700 | gas | |
| 88 | Lewis Tree Service Rochester, N.Y. | Vegetation Management Services | 1,694 | diesel, gas | |
| 89 | Prairie Material Sales Bridgeview, Ill. | Concrete/ Construction Materials | 1,678 | diesel | PM |
| 90 | Agrium Inc. ³ Calgary, Alberta, Canada | Agricultural Products | 1,672 | diesel | Outsourced |
| 91 | Aaron Rents ³ Atlanta | Furniture and Equipment Rental | 1,650 | gas, diesel | Outsourced |
| 92 | Patterson-UTI Energy Snyder, Texas | Petroleum Services | 1,600 | diesel | PM |
| 93 | Xpedx Loveland, Ohio. | Office Supply and Equipment Distribution | 1,600 | diesel | |
| 94 | Michels Corp. Brownsville, Wis. | Utility Construction | 1,580 | diesel, gas | |
| 95 | Sysco Co. Houston | Food Products | 1,536 | diesel | |
| 96 | Wingfoot Commercial Tire Systems Fort Smith, Ark. | Tire Service and Retreading | 1,533 | diesel | Outsourced |
| 97 | Northern Pipeline Construction Co. Phoenix | Pipeline Construction | 1,508 | diesel | Outsourced |
| 98 | KSL Services Los Alamos, N.M. | Contract Maintenance | 1,500 | gas, diesel, CNG | PM, EO, HD, CM, EU |
| 99 | Questar Pipeline Co. Salt Lake City | Interstate Natural Gas Transport | 1,500 | diesel | |
| 100 | Agrialliance LLC ³ Inver Grove Heights, Minn. | Agricultural Products | 1,417 | diesel | |



2007 Top 100 Commercial Fleets SECTORS

The top-ranked sector for the LIGHT & MEDIUM TRUCK 2007 Top 100 Commercial Fleets is, once again, package delivery and courier services, which accounted for 176,346 vehicles, or 26.6% of the total. The same sector topped the 2006 list with 147,283 vehicles, or 25.7% of the total.

Food and beverage was the second-largest sector, with 145,146 trucks, or 21.9% of the total, followed by construction and building materials with 102,967 trucks, or 15.5% of the total. Each of these sectors also increased its share of the total from last year of 20.7% and 10.8%, respectively.

Overall, companies in the Top 100 owned or operated a total of 662,917 trucks, an increase of 15.5% from 573,790 trucks reported a year ago.

| Business Sectors | Total Trucks | % of Total |
|--|--------------|----------------|
| Package/Courier Service (6) | 176,346 | 26.60 |
| Food and Beverage (16) | 145,146 | 21.89 |
| Construction/ Building Materials (24) | 102,967 | 15.53 |
| Home and Business Services (12) | 62,578 | 9.43 |
| Waste Services (6) | 50,045 | 7.55 |
| Agricultural Services (11) | 33,569 | 5.06 |
| Uniform Services (4) | 31,617 | 4.77 |
| Oil/Petroleum Services (7) | 20,896 | 3.15 |
| Propane Services (4) | 15,922 | 2.41 |
| Auto Parts (4) | 9,813 | 1.48 |
| Health-care Services (2) | 3,900 | 0.58 |
| Tools (1) | 3,308 | 0.50 |
| Industrial, Medical and Specialty Gases (1) | 2,910 | 0.44 |
| Book and Magazine Distribution (1) | 2,400 | 0.36 |
| Contract Maintenance (1) | 1,500 | 0.22 |
| Total | | 662,917 |

| Construction/ Building Materials (24) | Trucks |
|--|----------------|
| Quanta Services | 19,130 |
| MDU Resources Group | 11,325 |
| Masco Contractor Services | 8,000 |
| Oldcastle Materials Inc. | 6,918 |
| MasTec North America | 4,977 |
| Kiewit Corp. | 4,500 |
| Pike Electric | 4,427 |
| Rinker Materials Corp. | 4,407 |
| LaFarge North America | 4,300 |
| Ferguson Enterprises | 3,787 |
| Cemex Inc. | 3,585 |
| Lowe's Home Centers | 2,941 |
| HD Supply Inc. | 2,763 |
| Kinder Morgan Inc. | 2,700 |
| Building Materials Holding Corp. | 2,600 |
| Weyerhaeuser Co. | 2,351 |
| MYR Group | 2,100 |
| Henkels & McCoy Inc. | 2,091 |
| Installed Building Products | 1,929 |
| US Concrete | 1,870 |
| Prairie Material Sales | 1,678 |
| Michels Corp. | 1,580 |
| Northern Pipeline Construction Co. | 1,508 |
| Qeststar Pipeline Co. | 1,500 |
| Total | 102,967 |

| Home and Business Services (12) | Trucks |
|------------------------------------|---------------|
| ServiceMaster Company | 20,116 |
| Tyco Fire & Security | 13,000 |
| Orkin Inc. | 5,423 |
| Brink's Inc. | 4,424 |
| Ecolab Inc. | 3,641 |
| Loomis Fargo & Co. | 3,000 |
| NCR Corp. | 2,753 |
| Stanley Steemer International | 2,500 |
| Iron Mountain Resource Management | 2,471 |
| Lamar Advertising Co. | 2,000 |
| Aaron Rents | 1,650 |
| Xpedx | 1,600 |
| Total | 62,578 |

| Agricultural Services (11) | Trucks |
|----------------------------|---------------|
| Asplundh Tree Expert | 10,500 |
| ValleyCrest Companies | 3,633 |
| Davey Tree Expert Co. | 3,020 |
| Townsend Tree Service | 2,700 |
| United Agri Products | 2,678 |
| Wilbur-Ellis Co. | 2,600 |
| Brickman Group Ltd. | 1,855 |
| Monsanto Co. | 1,800 |
| Lewis Tree Service | 1,694 |
| Agrium Inc. | 1,672 |
| Agriliance LLC | 1,417 |
| Total | 33,569 |

Top 100 Fleets Undergo Expansions

(continued from page 2)

The waste business is turning green, and several companies in the Top 100 are using their truck fleets to make the transition from collecting garbage to protecting the environment.

Waste Management Inc. in Houston, for example, operates the largest fleet of collection vehicles in the United States, but it also is the largest recycler of municipal solid waste and uses landfill gas to generate electric power.

The company operates one of the largest fleets of natural gas-powered vehicles, which burn cleaner than diesel-fueled trucks. Emission-reduction credits from a fleet of 120 trucks in California were enough to offset emissions from a new power plant in San Diego County.

Another 120 diesel-fueled collection trucks were replaced with Mack trucks fueled by liquefied natural gas, reducing airborne emissions by 50% and particulate matter by 80%. The company's LNG fuel station in El Cajon is the largest of its kind in the waste industry.

Waste Management ranks No. 6 on the Top 100 this year with 21,300 trucks.

Veolia Environmental Services in Lombard, Ill., combined the four divisions of hazardous materials disposal specialist Onyx Industrial Services (No. 46 on the Top 100 in 2006) to create a company with expertise in waste management, recycling, fuel blending, emergency response and remediation.

Company spokesman Jim Dykhuis said the company's parent, Veolia Environnement, has worked to establish a worldwide brand.

Veolia ranks No. 26 this year with 4,689 trucks. The company's transportation equipment includes van and flatbed trailers and roll-off boxes, tanker trucks, dump trucks and vacuum trucks.

The push for mergers and acquisitions appears strongest among freight haulers. Two package couriers, Velocity Express and CD&L Inc., joined forces during the past year in an effort to keep up with industry giants UPS Inc. and FedEx Corp., which rank No. 1 and No. 2 this year on the Top 100 list with 75,612 and 64,400 delivery trucks, respectively. The combined Velocity/CD&L fleet ranks No. 20 with 5,500 trucks, provided exclusively by independent owner-operators.

Moving in the opposite direction, however, is Tyco International, a conglomerate with a diverse portfolio of businesses in health care, security (ADT Security Services), electronics and building sprinkler systems. In 2006, the company announced a plan to split into three separate, publicly traded companies. The

security and sprinkler businesses will combine to become Tyco Fire & Security, which appears on the Top 100 this year at No. 10 with 13,000 trucks.

Another separation strategy may be in the works for HD Supply (formerly Hughes Supply Inc.), a wholesale distributor of construction materials that may be spun off by The Home Depot.

Company officials said in February they would explore strategic alternatives for HD Supply, including a possible sale, spinoff or initial public offering of the business.

"We are undertaking this action because of our desire to increase our focus on our retail business," Home Depot Chairman Frank Blake said.

HD Supply generates annual revenue of \$12 billion and ranks No. 54 on the Top 100 with 2,763 trucks.

Propane delivery fleets are well represented on the Top 100 again this year, with four companies reporting a combined 15,922 vehicles.

"The transportation of propane requires specialized equip-

ment," said Energy Transfer Partners, a Dallas-based investment firm that owns a retail propane distribution network under the names Heritage Propane and Titan Propane.

Trucks and railroad tank cars use specialized steel tanks to maintain propane in a liquefied state. Company officials said they use 68 truck tractors and trailers, 15 railroad tank cars, 1,772 bobtails and 2,831 other delivery and service vehicles. A bobtail is a cab-only truck with a propane tank attached to the rear.

Other propane firms include AmeriGas Propane at No. 24 with 4,960 trucks, Ferrellgas LP at No. 42 with 3,596 trucks and Suburban Propane Partners at No. 55 with 2,763 trucks.

The number and size of landscaping fleets on the Top 100 list reflects the growth and consolidation of what is still a highly fragmented, local service industry. California-based ValleyCrest Companies heads the list of landscapers, at No. 41 with 3,633 trucks, followed by Townsend Tree Service in Parker City, Ind., at No. 58 with 2,700 trucks, and the Brickman Group in Bethesda, Md., at No. 83 with 1,855 trucks.

Acquisitions are a part of Brickman's growth strategy. Brickman, which serves clients in 23 states, recently purchased GroundMasters, a company based in Cincinnati that specializes in commercial landscape installation, maintenance and irrigation services. GroundMasters has seven locations in the tri-state region of Kentucky, Indiana and Ohio.

Despite its size, President Scott Brickman said the company uses small, local branch office teams to build strong relationships with clients. ●



Waste Management Inc., No. 6 with 21,300 trucks, operates the largest fleet of collection vehicles in the United States.

Waste Management Inc.