

MotorTransport

Fastest growing

**TOP
100**



Industry shake-up underway

The past year has seen considerable change, with takeovers and buy-outs proliferating. **Mark Roberts** analyses 2006 in this Fastest Growing/Top 100 supplement produced by Motor Transport in association with Mercedes-Benz



This year's Top 100/Fastest Growing list shows just how much the industry has changed in the past year. New names dominate the first four positions. Exel was purchased by the German post office and has become DHL Logistics. Kuehne + Nagel now occupies the third position after it bought ACR Logistics. It was previously 9th in our listing. ACR itself was formerly Hays Distribution.

And even more remarkable is the rapid rise of UPS in the UK in the number four slot, up from 6th after the purchase of Lynx Express. TNT Logistics is in 5th place, up from 7th and was purchased by venture capitalist Apollo Management.

There are just so many changes. Fast growing Innovate first purchased Grampian Country Foods and has now snapped up Corby Chilled. The assets of MacFarlane were purchased by Stephen Cooke who formed MacFarlane Transport Holdings. There was a management buy-out at NFT Distribution, and Feige Merlin became Harrier and is now no more. United Freight Distribution purchased part of Sandy Bruce Trucking in August.

Add to that Wincanton snapping up the Lane Group and RDL and 2006 comes to an end showing considerable change.

The long expected consolidation of the industry is now taking place. The big companies are getting bigger but smaller

companies are also successful.

Companies that have come through the years of steady increases in fuel prices and have survived are now well placed. To be successful you have to pass the cost increases on to customers. And the successful companies have succeeded in doing just that.

Top 100 averages

Turnover latest	£124,131,241
Turnover previous	£108,331,207
Profit latest	£2,694,965
Profit previous	£3,146,807
Employees latest	1,534
Employees previous	1,457
Number of trucks	600
Number of trailers	459
Number of depots	23
Sales per employee	£111,255
Change in sales per employee	+3.17%
Profit per employee	£4,420
Change in profit per employee	+20.38%
Return on sales	4.05%

Note: These figures are mean averages derived from the entire Top 100 data for latest and previous year results featured in this edition.



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Growth in turnover

Growth in turnover	Rank	Company or trading name	Latest year turnover (£000s)	Previous year turnover (£000s)	Growth in turnover
1	46	Clipper Group	45,005	21,723	107.18%
2	44	MCC Transport	50,745	33,146	53.10%
3	43	Hanbury Davies	52,473	35,299	48.65%
4	76	Seafield Logistics	22,454	14,143	39.10%
5	80	J W Suckling Transport	20,814	14,168	28.73%
6	17	Bibby Distribution	157,000	123,000	27.64%
7	41	Maritime Group	56,581	44,670	26.66%
8	89	UFD Group	17,226	13,872	24.18%
9	61	C M Downton	31,221	25,167	24.05%
10	54	Sutton & Son (St Helens)	37,565	30,302	23.97%
11	-	Wisbech Roadways	13,888	11,258	23.36%
12	79	Maxi Haulage	21,100	17,200	22.67%
13	53	Langdon Group	38,484	31,670	21.52%
14	68	Boughey Distribution	27,780	23,030	20.63%
15	97	CPD Logistics	15,689	13,151	19.30%
16	12	Business Post	278,200	233,300	19.25%
17	63	T M Logistics	29,958	25,422	17.84%
18	73	Prestons of Potto	23,229	19,987	16.22%
19	18	Eddie Stobart	141,398	122,101	15.80%
20	36	Culina Logistics	67,000	57,900	15.72%
21	42	Great Bear Distribution	56,500	49,180	14.88%
22	33	Norbert Dentressangle UK	79,840	69,829	14.34%
23	31	The R H Group	90,575	79,526	13.89%
24	91	Grocontinental	16,597	14,677	13.08%
25	81	Saints Transport	20,028	17,898	11.90%
26	94 =	F Swain & Sons	16,000	14,300	11.89%
27	87 =	The Potter Group	17,500	15,700	11.46%
28	28	John G Russell (Transport)	33,036	29,849	10.68%
29	23	Initial City Link	125,500	113,400	10.67%
30	45	CEL Group	46,438	42,042	10.46%
31	-	James Kemball	12,384	11,252	10.06%
32	77	Eastbrook	22,000	20,000	10.00%
33	25	Nightfreight (GB)	123,525	112,433	9.87%
34	29	NFT Distribution	111,432	101,509	9.78%
35	-	Cranleigh Freight Services	14,600	13,336	9.48%
36	75	Circle Express	22,589	20,640	9.44%
37	50	Hargreaves Group	41,600	38,100	9.19%
38	72	Knowles Transport	23,919	21,918	9.13%
39	66	Link Logistics	29,200	26,761	9.11%
40	9	NYK Logistics (UK)	303,000	278,000	8.99%
41	47	Roadferry	43,323	39,770	8.93%
42	19	Target Express Holdings	140,600	130,400	7.82%
43	21	ANC Group	132,882	123,281	7.79%
44	93	Jack Richards & Son	16,312	15,143	7.72%
45	57	Cert Group	36,505	33,942	7.55%
46	-	The Bartrum Group	14,384	13,389	7.43%
47	70	Reed Boardall Transport	24,366	22,684	7.42%
48	71	Widdowson Group	24,008	22,351	7.41%
49	-	Wyvern Cargo	11,981	11,157	7.39%
50	64	Rhys Davies	29,643	27,631	7.28%
51	20	W H Malcol	138,366	129,062	7.21%
52	35	Gregory Distribution	75,400	70,400	7.10%
53	7	Gist	316,100	295,973	6.80%
54	5	TNT Logistics UK	500,770	469,684	6.62%
55	60	Ass. Cold Stores & Transport	32,000	30,331	5.50%
56	100	Lenham Storage Co	14,670	13,909	5.47%
57	28	Hoyer UK	113,865	108,030	5.40%
58	39	Canute Haulage Group	59,825	56,768	5.39%
59	8	Parcelforce Worldwide	314,000	298,000	5.37%
60	2	Wincanton	1,156,300	1,097,800	5.33%
61	-	E M Rogers (Transport)	11,875	11,294	5.14%
62	51	Baylis Logistics	40,100	38,400	4.43%
63	83	Owens (Road Services)	19,300	18,500	4.32%
64	26	Gefco UK	121,427	117,143	3.66%
65	84	Aspray Transport	18,880	18,224	3.60%
66	-	John Jempson & Son	10,894	10,536	3.40%
67	34	Tuffnells Parcels Express	78,200	75,700	3.30%
68	55	James Irlam & Sons	37,400	36,222	3.25%
69	65	C Butt Logistics	29,511	28,597	3.20%
70	67	MRS Distribution	29,009	28,422	2.07%
71	86	Brit European Transport	18,411	18,093	1.76%
72	22	UBC	130,729	128,644	1.62%
73	94 =	Stan Robinson	16,000	15,750	1.59%
74	96	Birds Groupage Services	15,700	15,500	1.29%
75	78	Taygroup	21,403	21,171	1.09%
76	-	Massey Wilcox Transport	10,781	10,688	0.87%
77	11	TDG	279,200	277,500	0.61%
78	40	Europa Freight Group	57,064	56,864	0.35%
79	56	Interoute Transport Services	36,700	36,600	0.27%

Note 1: This table comprises only those companies for which comparable latest and previous turnover figures were available - excluding estimates - and includes companies outside the Top 100 with a turnover of £10m plus.

Note 2: 18 companies in the Top 100 ranked by turnover experienced a reduction in turnover in their latest financial year.

Profit per employee

Latest Top 100 rank	Company or trading name	Latest year pre-tax profit (£000s)	Latest year employees	Latest profit per employee (ranked £)	Change in profit per employee
£100m plus turnover					
26	Gefco UK	8,881	561	15,830	-33.95%
23	Initial City Link	29,100	2,450	11,878	n/a
27	Turners (Soham)	14,543	1,390	10,463	30.69%
22	UBC	1,397	144	9,701	-43.38%
7	Gist	29,500	4,986	5,917	-5.61%
16	Ryder	9,300	1,698	5,477	-9.12%
20	W H Malcol	6,348	1,767	3,592	-34.84%
11	TDG	15,700	5,869	2,675	1.24%
14	Autologic Holdings	7,600	2,866	2,652	-63.46%
29	NFT Distribution	3,393	1,530	2,218	-32.70%
12	Business Post	5,000	2,313	2,162	-77.36%
18	Eddie Stobart	3,859	1,822	2,128	12.90%
2	Wincanton	37,800	21,600	1,750	-16.10%
8	Parcelforce Worldwide	5,000	4,092	1,222	n/a
21	ANC Group	1,403	1,263	1,111	149.62%
5	TNT Logistics UK	7,876	8,238	958	-74.13%
28	Hoyer UK	1,326	1,440	921	-35.88%
17	Bibby Distribution	2,100	2,300	913	-8.70%
£50m to £100m turnover					
44	MCC Transport	7,322	552	13,264	-52.50%
41	Maritime Group	2,953	481	6,139	15.99%
42	Great Bear Distribution	4,210	727	5,791	n/a
33	Norbert Dentressangle UK	4,732	906	5,223	-5.49%
31	The R H Group	3,240	651	4,977	2.54%
32	Fowler Welch-Coolchain	2,984	729	4,093	33.25%
43	Hanbury Davies	2,408	597	4,034	23.75%
34	Tuffnells Parcels Express	5,200	1,500	3,467	0.53%
35	Gregory Distribution	3,000	1,064	2,820	-14.92%
39	Canute Haulage Group	2,400	866	2,771	-1.72%
38	Stiller Group	630	760	829	35.69%
40	Europa Freight Group	264	449	588	-92.44%
37	Lloyd Fraser	482	1,195	404	-49.97%
£30m to £50m turnover					
47	Roadferry	1,273	130	9,792	-35.94%
53	Langdon Group	1,957	475	4,120	565.54%
58	John G Russell (Transport)	1,494	427	3,502	-55.93%
45	CEL Group	1,331	390	3,413	34.32%
57	Cert Group	1,255	428	2,932	-45.83%
46	Clipper Group	2,066	925	2,234	-7.62%
61	C M Downton	704	352	1,999	-35.68%
59	ARR Craib Transport	574	300	1,914	92.94%
56	Interoute Transport Services	800	495	1,616	-38.93%
55	James Irlam & Sons	240	542	444	-80.96%
£10m to £30m turnover					
78	Taygroup	2,629	113	23,266	99.32%
72	Knowles Transport	2,839	125	22,713	45.76%
97	CPD Logistics	3,655	215	17,000	52.46%
-	Wisbech Roadways	158	12	13,165	-3.38%
-	James Kemball	721	96	7,514	-4.68%
96	Birds Groupage Services	1,100	153	7,190	25.46%
91	Grocontinental	1,480	225	6,579	42.11%
-	CPG Logistics	758	156	4,858	43.10%
100	Lenham Storage Company	987	212	4,655	53.86%
67	MRS Distribution	1,552	345	4,498	53.69%
69	Online Group	1,000	230	4,348	160.87%
-	The Bartrum Group	852	214	3,983	55.08%
68	Boughey Distribution	1,399	440	3,180	366.24%
90	Archbold Logistics	615	200	3,074	421.58%
87 =	The Potter Group	672	243	2,765	9.63%
92	Meachers Group Holdings	479	188	2,548	158.03%
-	Cranleigh Freight Services	655	270	2,424	25.20%
-	Massey Wilcox Transport	257	108	2,383	14.75%
94 =	Stan Robinson	500	260	2,115	7.88%
82	MKG Holdings	418	259	1,614	102.91%
80	J W Suckling Transport	394	285	1,382	23.79%
84	Aspray Transport	446	431	1,035	-16.91%
-	Wyvern Cargo	114	119	957	-41.42%
-	John Jempson & Son	106	118	897	-6.19%
66	Link Logistics	533	704	757	-9.90%
64	Rhys Davies	157	419	375	-70.63%
83	Owens (Road Services)	99	341	290	-34.90%
63	T M Logistics	72	354	203	-73.37%
76	Seafield Logistics	41	352	117	-85.63%
-	Rygor Group Services	8	179	44	-74.57%

Note: With the exception of Parcelforce Worldwide, all companies in this table recorded a positive profit performance in both their latest and previous years. It includes companies with operating profit figures.



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Return on sales

Latest Top 100 rank	Company or trading name	Latest year turnover (£000s)	Latest year pre-tax profit (£000s)	Return on sales (ranked)
£100m plus turnover				
7	Turners (Soham)	118,730	14,543	12.25%
7	Gist	316,100	29,500	9.33%
26	Gefco UK	121,427	8,881	7.31%
11	TDG	279,200	15,700	5.62%
16	Ryder	173,700	9,300	5.35%
20	W H Malcolms	138,366	6,348	4.59%
29	NFT Distribution	111,432	3,393	3.04%
18	Eddie Stobart	141,398	3,859	2.73%
12	Business Post	278,200	5,000	1.80%
8	Parcelforce Worldwide	314,000	5,000	1.59%
5	TNT Logistics UK	500,770	7,896	1.58%
17	Bibby Distribution	157,000	2,100	1.34%
28	Hoyer UK	113,865	1,326	1.16%
22	UBC	130,729	1,397	1.07%
21	ANC Group	132,882	1,403	1.06%

£50m to £100m turnover

42	Great Bear Dist.	56,500	4,210	7.45%
34	Tuffnells Parcels Exp.	78,200	5,200	6.65%
33	Norbert Dentressangle UK	79,840	4,732	5.93%
41	Maritime Group	56,581	2,953	5.22%
43	Hanbury Davies	52,473	2,408	4.59%
39	Canute Haulage Group	59,825	2,400	4.01%
35	Gregory Distribution	75,400	3,000	3.98%
31	The R H Group	90,575	3,240	3.58%
32	Fowler Welch-Coolchain	83,646	2,984	3.57%
38	Stiller Group	60,051	630	1.05%
37	Lloyd Fraser	65,469	482	0.74%
40	Europa Freight Group	57,064	264	0.46%

£30m to £50m turnover

50	Hargreaves Group	41,600	2,280	5.48%
53	Langdon Group	38,484	1,957	5.09%
46	Clipper Group Holdings	45,005	2,066	4.59%
58	John G Russell	33,036	1,496	4.53%
57	Cert Group	36,505	1,255	3.44%
47	Roadferry	43,323	1,273	2.94%
45	CEL Group	46,438	1,331	2.87%
61	C M Downton	31,221	704	2.25%
56	Interoute Transport	36,700	800	2.18%
59	ARR Craib Transport	33,000	574	1.74%
55	James Irlam & Sons	37,400	240	0.64%

£10m to £30m turnover

97	CPD Logistics	15,689	3,655	23.30%
78	Taygroup	21,403	2,629	12.28%
72	Knowles Transport	23,919	2,839	11.87%
91	Grocontinental	16,597	1,480	8.92%
-	CPG Logistics	10,692	758	7.09%
96	Birds Groupage	15,700	1,100	7.01%
100	Lenham Storage	14,670	987	6.73%
-	The Bartrum Group	14,384	852	5.93%
-	James Kembell	12,384	721	5.82%
67	MRS Distribution	29,009	1,552	5.35%
68	Bouhey Distribution	27,780	1,399	5.04%
-	Cranleigh Freight Services	14,600	655	4.48%
87 =	The Potter Group	17,500	672	3.84%
90	Archbold Logistics	17,000	615	3.62%
94 =	Stan Robinson	16,000	550	3.44%
92	Meachers Group	16,443	479	2.91%
-	Massey Wilcox	10,781	257	2.39%
84	Aspray Transport	18,880	446	2.36%
82	MKG Holdings	19,685	418	2.12%
80	J W Suckling Transport	20,814	394	1.89%
66	Link Logistics	29,200	533	1.83%
-	Wisbech Roadways	13,888	158	1.14%
-	John Jempson & Son	10,894	106	0.97%
-	Wyvern Cargo	11,981	114	0.95%
64	Rhys Davies	29,643	157	0.53%
83	Owens (Road Services)	19,300	99	0.51%
65	C Butt Logistics	29,511	84	0.28%
63	T M Logistics	29,958	72	0.24%
76	Seafield Logistics	22,454	41	0.18%
-	Rygor Group Services	13,708	8	0.06%

Note: This table features only those companies for which pre-tax profit (not operating profit) figures were available.

Largest 100 companies

Latest rank	Previous rank	Company or trading name	Financial year end	Latest year turnover (£000s)	Latest year pre-tax profit (£000s)	Latest year employees	Previous year turnover (£000s)	Previous year pre-tax profit (£000s)
1	4	DHL Logistics	Dec-06	2,040,000	n/a	n/a	n/a	n/a
2	2	Wincanton	Mar-06	1,156,300	37,800	21,600	1,097,800	36,500
3	9	Kuehne & Nagel	Dec-06	850,000(e)	n/a	10,000	456,000	n/a
4	6	UPS (UK Holding)	Dec-05	550,000(e)	n/a	7,000(e)	365,435	10,564
5	7	TNT Logistics UK	Jan-05	500,770	7,896	8,238	469,684	29,859
6	8	Christian Salvesen	Mar-06	413,600	n/a	8,450	421,500	n/a
7	13	Gist	Sep-05	316,100	29,500	4,986	295,973	29,750
8	12	Parcelforce Worldwide	Mar-06	314,000	5,000	4,092	298,000	-13,000
9	11	NYK Logistics (UK)	Mar-06	303,000	n/a	4,500	278,000	n/a
10	14	Interlink & Parceline	Jan-05	300,000(e)	n/a	7,000(e)	n/a	n/a
11	10	TDG	Dec-05	279,200	15,700	5,869	277,500	15,600
12	15	Business Post	Mar-06	278,200	,000	2,313	233,300	19,500
13	18	Home Delivery Network	Apr-06	275,000(e)	n/a	7,000	n/a	n/a
14	3	Autologic Holdings	Dec-05	244,800	7,600	2,866	247,000	20,500
15	33	Frans Maas (UK)	Dec-05	225,000(e)	n/a	n/a	90,150	53
16	16	Ryder	Dec-05	173,700	9,300	1,698	180,700	11,800
17	24	Bibby Distribution	Dec-05	157,000	2,100	2,300	123,000	2,600
18	26	Eddie Stobart	Feb-06	141,398	3,859	1,822	122,101	3,024
19	21	Target Express Holdings	Apr-05	140,600	-25,600	1,739	130,400	-31,200
20	20	W H Malcolms	Jan-05	138,366	6,348	1,767	129,062	8,650
21	23	ANC Group	Mar-05	132,882	1,403	1,263	123,281	526
22	22	UBC	Sep-05	130,729	1,397	144	128,644	2,399
23	17	Initial City Link	Dec-05	125,500	29,100	2,450	113,400	30,400
24	43	Innovate Logistics	Apr-06	125,000(e)	n/a	2,000	29,542	-738
25	30	Nightfreight (GB)	Nov-05	123,525	-6,246	2,340	112,433	5,127
26	28	Gefco UK	Dec-05	121,427	8,881	561	117,143	12,726
27	25	Turners (Soham)	Jan-05	118,730	14,543	1,390	120,227	11,720
28	34	Hoyer UK	Dec-05	113,865	1,326	1,440	108,030	2,157
29	31	NFT Distribution	Apr-06	111,432	3,393	1,530	101,509	4,119
30	29	Amtrak Express Parcels	May-06	100,000(e)	n/a	1,500(e)	67,200	1,397
31	35	The R H Group	Dec-06	90,575	3,240	651	79,526	2,985
32	32	Fowler Welch-Coolchain	Mar-05	83,646	2,984	729	98,927	2,402
33	n/a	Norbert Dentressangle UK	Dec-05	79,840	4,732	906	69,829	4,968
34	36	Tuffnells Parcels Express	Dec-05	78,200	5,200	1,500	75,700	5,000
35	38	Gregory Distribution	Sep-05	75,400	3,000	1,064	70,400	3,400
36	45	Culina Logistics	Dec-05	67,000	n/a	750	57,900	n/a
37	37	Lloyd Fraser	Aug-04	65,469	482	1,195	74,537	1,616
38	42	Stiller Group	Dec-05	60,051	630	760	65,491	570
39	46	Canute Haulage Group	Jul-05	59,825	2,400	866	56,768	2,363
40	48	Europa Freight Group	Dec-05	57,064	264	449	56,864	3,850
41	54	Maritime Group	Dec-05	56,581	2,953	481	44,670	2,239
42	50	Great Bear Distribution	Dec-04	56,500	4,210	727	49,180	4,130
43	49	Hanbury Davies	Mar-06	52,473	2,408	597	35,299	1,222
44	n/a	MCC Transport	Dec-05	50,745	7,322	552	33,146	5,753
45	52	CEL Group	Aug-05	46,438	1,331	390	42,042	861
46	53	Clipper Group Holdings	Apr-05	45,005	2,066	925	21,723	1,054
47	58	Roadferry	Dec-04	43,323	1,273	130	39,770	1,895
48	44	Hellman Worldwide Log.	Dec-05	42,035	-3,540	240	42,687	-3,409
49	51	Currie European T'port	Dec-05	41,700	-123	347	48,700	-164
50	40	Hargreaves Group	May-06	41,600	2,280	n/a	38,100	345



Econic. Top of the list for crews.

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Latest rank	Previous rank name	Company or trading name	Financial year end	Latest year turnover (£000s)	Latest year pre-tax profit (£000s)	Latest year employees	Previous year turnover (£000s)	Previous year pre-tax profit (£000s)
51	63	Baylis Logistics	Dec-05	40,100	n/a	650	38,400	n/a
52	57	AAG Distribution	Apr-06	40,000(e)	n/a	1,000(e)	n/a	n/a
53	65	Langdon Group	Dec-05	38,484	1,957	475	31,670	260
54	67	Sutton & Son (St Helens)	Apr-05	37,565	-1,113	490	30,302	-1,225
55	60	James Irlam & Sons	Apr-05	37,400	240	542	36,222	1,219
56	59	Interoute Transport	Dec-04	36,700	800	495	36,600	1,400
57	55	Cert Group	Jun-06	36,505	1,255	428	33,942	2,252
58	69	John G Russell (T'port)	Mar-05	33,036	1,496	427	29,849	3,489
59	64	ARR Craib Transport	Mar-06	33,000	574	300	33,319	321
60	66	Ass. Cold Stores & T'port	Dec-04	32,000	-605	520	30,331	-838
61	77	C M Downton	Jun-06	31,221	704	352	25,167	898
62	81	Macfarlane Transport	Dec-06	31,000(e)	n/a	n/a	n/a	n/a
63	68	T M Logistics	Jun-06	29,958	72	354	25,422	210
64	73	Rhys Davies	Aug-05	29,643	157	419	27,631	496
65	70	C Butt Logistics	Apr-05	29,511	84	435	28,597	-414
66	74	Link Logistics	Oct-05	29,200	533	704	26,761	526
67	71	MRS Distribution	Mar-06	29,009	1,552	345	28,422	978
68	95	Boughey Distribution	May-06	27,780	1,399	440	23,030	238
69	New	Online Group	Dec-06	27,000(e)	1,000(e)	230	15,000	250
70	New	Reed Boardall Transport	Mar-05	24,366	-358	340	22,684	278
71	80	Widdowson Group	Mar-06	24,008	-320	400	22,351	633
72	84	Knowles Transport	Dec-05	23,919	2,839	125	21,918	2,119
73	89	Prestons of Potto	Dec-04	23,229	-83	310	19,987	-120
74	78	Fergusons (Blyth)	Sep-05	23,000	-268	299	24,349	368
75	New	Circle Express	Aug-05	22,589	-33	271	20,640	388
76	72	Seafield Logistics	Jun-05	22,454	41	352	16,143	216
77	82	Eastbrook	n/a	22,000	n/a	73	20,000	n/a
78	85	Taygroup	Mar-06	21,403	2,629	113	21,171	1,319
79	94	Maxi Haulage	Sep-05	21,100	-435	264	17,200	658
80	97	J W Suckling Transport	Mar-06	20,814	394	285	16,168	238
81	New	Saints Transport	Dec-05	20,028	-183	352	17,898	230
82	75	MKG Holdings	Mar-05	19,685	418	259	26,268	307
83	New	Owens (Road Services)	Jun-05	19,300	99	341	18,500	150
84	93	Aspray Transport	Dec-05	18,880	446	431	18,224	503
85	New	Kammac	Dec-05	18,438	-370	475	18,555	532
86	90	Brit European Transport	Dec-04	18,411	-879	181	18,093	9
87 =	87	Dodds Group	Sep-06	17,500	0	247	19,500	223
87 =	91	The Potter Group	Apr-05	17,500	672	243	15,700	610
89	New	UFD Group	Jun-05	17,226	-191	256	13,872	175
90	86	Archbold Logistics	Dec-05	17,000	615	200	18,000	118
91	New	Grocontinental	Oct-05	16,597	1,480	225	14,677	1,019
92	79	Meachers Group Holdings	Dec-05	16,443	479	188	18,623	236
93	100	Jack Richards & Son	May-06	16,312	n/a	180	15,143	424
94 =	96	Stan Robinson	May-06	16,000	550	260	15,750	500
94 =	New	F Swain & Sons	Mar-05	16,000	-153	107	14,300	92
96	New	Birds Groupage Services	Jan-06	15,700	1,100	153	15,500	819
97	98	CPD Logistics	Mar-05	15,689	3,655	215	13,151	2,219
98	92	Erith Haulage Co	Sep-05	15,316	-554	80	17,383	384
99	New	Laser Transport Int	Dec-05	14,841	-329	134	15,200	-230
100	New	Lenham Storage Co	Aug-05	14,670	987	212	13,909	578

Sub-£10m turnover companies taking part

A Steven Transport
David Hathaway Transport
Denby Transport
Framptons Transport Services
Fullers Logistics
J R Harding & Sons (Frome)
John Hackling (Transport)
John Raymond Transport
Joseph Hughes & Sons
L A Reed & Son Haulage
Mike Garbutt Transport
Mill Transport
P F Whitehead Transport Services
P M Shortman
Pauletts Transport
Port of Tyne Distribution
SAMAT UK
Stagefreight
Trimtruck
William Allen (Bolton)
William Hamilton & Sons

Growth in profits

Latest Top 100 rank	Company or trading year name	Latest pre-tax profit (£000s)	Previous year pre-tax profit (£000s)	Growth in profit (ranked)
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£100m plus turnover

21	ANC Group	1,403	526	166.73%
18	Eddie Stobart	3,859	3,024	27.61%
27	Turners (Soham)	14,543	11,720	24.09%
11	TDG	15,700	15,600	0.64%

£50m to £100m turnover

43	Hanbury Davies	2,408	1,222	97.01%
41	Maritime Group	2,953	2,239	31.89%
32	Fowler Welch-Coolchain	2,984	2,402	24.22%
38	Stiller Group	630	570	10.53%
31	The R H Group	3,240	2,985	8.54%
34	Tuffnells Parcels Express	5,200	5,000	4.00%
42	Great Bear Distribution	4,210	4,130	1.94%
39	Canute Haulage Group	2,400	2,363	1.57%

£30m to £50m turnover

53	Langdon Group	1,957	260	652.69%
50	Hargreaves Group	2,280	345	560.87%
46	Clipper Group Holdings	2,066	1,054	95.98%
59	ARR Craib Transport	574	321	78.64%
45	CEL Group	1,331	861	54.53%

£10m to £30m turnover

68	Boughey Distribution	1,399	238	487.82%
90	Archbold Logistics	615	118	418.98%
78	Taygroup	2,629	1,319	99.32%
100	Lenham Storage Co	987	578	70.78%
80	J W Suckling Transport	394	238	65.64%
97	CPD Logistics	3,655	2,219	64.71%
67	MRS Distribution	1,552	978	58.76%
91	Grocontinental	1,480	1,019	45.34%
82	MKG Holdings	418	307	36.15%
96	Birds Groupage Services	1,100	819	34.23%
-	Cranleigh Freight	655	488	34.15%
72	Knowles Transport	2,839	2,119	33.97%
-	CPG Logistics	758	601	26.12%
-	Wisbech Roadways	158	136	15.95%
-	James Kemball	721	646	11.59%
87 =	The Potter Group	672	610	10.08%
94 =	Stan Robinson	550	500	10.00%
-	Massey Wilcox Transport	257	243	5.93%
66	Link Logistics	533	526	1.33%

Note: This table features only those companies for which pre-tax profit figures were available, recording a positive profit performance in both their latest and previous financial years, and an increase in profits year on year.



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Sales per employee

Latest Top 100 rank	Company or trading name	Latest year turnover (£000s)	Latest year employees	Latest year sales per employee ranked (£)	Change in sales per employee	Latest Top 100 rank	Company or trading name	Latest year turnover (£000s)	Latest year employees	Latest year sales per employee ranked (£)	Change in sales per employee
£100m plus turnover						£10m to £30m turnover					
22	UBC	130,729	144	907,840	-1.20%	-	Wisbech Roadways	13,888	12	1,157,342	+2.80%
26	Gefco UK	121,427	561	216,448	-1.89%	77	Eastbrook	22,000	73	301,370	-2.05%
12	Business Post	278,200	2,313	120,277	+5.27%	98	Erith Haulage Company	15,316	80	191,448	-14.10%
21	ANC Group	132,882	1,263	105,211	+0.88%	72	Knowles Transport	23,919	125	191,355	+18.73%
16	Ryder	173,700	1,698	102,297	+10.85%	78	Taygroup	21,403	113	189,403	+1.09%
27	Turners (Soham)	118,730	1,390	85,417	+4.01%	-	E M Rogers (Transport)	11,875	78	152,239	+10.53%
14	Autologic Holdings	244,800	2,866	85,415	-2.31%	94 =	F Swain & Sons	16,000	107	149,533	+17.12%
19	Target Express Holdings	140,600	1,739	80,851	+10.43%	-	James Kemball	12,384	96	129,001	-5.99%
28	Hoyer UK	113,865	1,440	79,073	+9.94%	69	Online Group	27,000	230	117,391	+17.39%
20	W H Malcolms	138,366	1,767	78,306	-4.80%	99	Laser Transport Int	14,841	134	110,754	-6.74%
18	Eddie Stobart	141,398	1,822	77,606	+2.46%	96	Birds Groupage Services	15,700	153	102,614	-5.33%
29	NFT Distribution	111,432	1,530	72,831	-10.31%	86	Brit European Transport	18,411	181	101,719	-15.67%
17	Bibby Distribution	157,000	2,300	68,261	+44.29%	-	Wyvern Cargo	11,981	119	100,684	-4.34%
9	NYK Logistics (UK)	303,000	4,500	67,333	-20.07%	-	Massey Wilcox Transport	10,781	108	99,824	+9.28%
7	Gist	316,100	4,986	63,398	+1.66%	-	John Jempson & Son	10,894	118	92,325	-1.85%
5	TNT Logistics UK	500,770	8,238	60,788	+4.29%	93	Jack Richards & Son	16,312	180	90,620	+7.72%
2	Wincanton	1,156,300	21,600	53,532	-14.66%	92	Meachers Group Holdings	16,443	188	87,463	+12.25%
25	Nightfreight (GB)	123,525	2,340	52,788	-3.94%	90	Archbold Logistics	17,000	200	85,000	-5.08%
6	Christian Salvesen	413,600	8,450	48,947	+0.05%	63	T M Logistics	29,958	354	84,627	-8.46%
11	TDG	279,200	5,869	47,572	+1.21%	67	MRS Distribution	29,009	345	84,084	-1.19%
31	The R H Group	90,575	651	139,132	+7.60%	75	Circle Express	22,589	271	83,354	+6.61%
40	Europa Freight Group	57,064	449	127,091	+10.63%	-	W H Bowker	12,339	150	82,259	-27.65%
41	Maritime Group	56,581	481	117,632	+11.39%	79	Maxi Haulage	21,100	264	79,924	+13.38%
32	Fowler Welch-Coolchain	83,646	729	114,741	-9.30%	74	Fergusons (Blyth)	23,000	299	76,923	+2.99%
44	MCC Transport	50,745	552	91,929	-42.87%	-	Rygor Group Services	13,708	179	76,583	+4.56%
36	Culina Logistics	67,000	750	89,333	+0.29%	82	MKG Holdings	19,685	259	76,005	+11.69%
33	Norbert Dentressangle UK	79,840	906	88,124	+13.45%	73	Prestons of Potto	23,229	310	74,932	+13.22%
43	Hanbury Davies	52,473	597	87,895	-6.63%	91	Grocontinental	16,597	225	73,764	+10.57%
38	Stiller Group	60,051	760	79,014	+12.57%	80	J W Suckling Transport	20,814	285	73,030	-3.79%
42	Great Bear Distribution	56,500	727	77,717	-5.19%	97	CPD Logistics	15,689	215	72,972	+10.42%
35	Gregory Distribution	75,400	1,064	70,865	+3.28%	87 =	The Potter Group	17,500	243	72,016	+11.01%
39	Canute Haulage Group	59,825	866	69,082	+1.98%	70	Reed Boardall Transport	24,366	340	71,665	+1.10%
37	Lloyd Fraser	65,469	1,195	54,785	+47.30%	87 =	Dodds Group	17,500	247	70,850	+9.73%
34	Tuffnells Parcels Express	78,200	1,500	52,133	-0.14%	64	Rhys Davies	29,643	419	70,747	-0.40%
47	Roadferry	43,323	130	333,256	+3.91%	100	Lenham Storage Co	14,670	212	69,197	-4.98%
48	Hellman Worldwide Log.	42,035	240	175,146	-5.63%	-	CPG Logistics	10,692	156	68,536	+9.43%
49	Currie European Transport	41,700	347	120,173	-7.46%	65	C Butt Logistics	29,511	435	67,842	5.33%
45	CEL Group	46,438	390	119,072	-3.99%	89	UFD Group	17,226	256	67,287	-4.44%
59	ARR Craib Transport	33,000	300	110,000	+6.97%	-	The Bartrum Group	14,384	214	67,214	72.70%
61	C M Downton	31,221	352	88,695	+1.85%	76	Seafield Logistics	22,454	352	63,790	4.72%
57	Cert Group	36,505	428	85,292	+4.54%	68	Boughey Distribution	27,780	440	63,136	-4.32%
53	Langdon Group	38,484	475	81,019	+7.45%	94 =	Stan Robinson	16,000	260	61,538	-0.37%
58	John G Russell (Transport)	33,036	427	77,368	+13.79%	71	Widdowson Group	24,008	400	60,019	0.70%
54	Sutton & Son (St Helens)	37,565	490	76,664	+15.62%	81	Saints Transport	20,028	352	56,898	2.36%
56	Interoute Transport Services	36,700	495	74,141	+7.16%	83	Owens (Road Services)	19,300	341	56,598	2.79%
55	James Irlam & Sons	37,400	542	69,004	-0.37%	-	Cranleigh Freight Services	14,600	270	54,074	2.18%
51	Baylis Logistics	40,100	650	61,692	-0.39%	84	Aspray Transport	18,880	431	43,805	-2.89%
60	Ass. Cold Stores & Transport	32,000	520	61,538	+5.71%	66	Link Logistics	29,200	704	41,477	-2.98%
46	Clipper Group Holdings	45,005	925	48,654	-2.35%	85	Kammac	18,438	475	38,817	5.44%

Note: This table is based solely on those companies for which latest and previous year sales and employee figures were available.

Growth in turnover of sub-£10m companies

Company or trading name	Latest year turnover (£000s)	Previous year turnover (£000s)	Growth in turnover	Company or trading name	Latest year turnover (£000s)	Previous year turnover (£000s)	Growth in turnover
Trans Haul (UK)	2,500	1,200	108.33%	Ramage Transport	7,329	6,577	11.43%
Paul Ponsonby	3,887	2,729	42.41%	Mainland Group	4,000	3,600	11.11%
Ewals Cargo Care	5,995	4,222	41.99%	Bretts Transport	6,462	5,934	8.90%
Plews Brothers	441	334	32.04%	G W Sissons & Son	6,323	5,844	8.19%
Caledonian Logistics	5,250	4,270	22.95%	Mainline Haulage	3,537	3,286	7.61%
Tilly Trucks	550	450	22.22%	Foulger Transport	9,000	8,400	7.14%
Allan Morris Transport	4,856	4,083	18.95%	Geoff Martin Transport	2,600	2,450	6.12%
Rick White	5,490	4,705	16.68%	Tomsetts Distribution	5,739	5,442	5.46%
TWT Logistics	5,250	4,500	16.67%	Prestons Transport	600	570	5.26%
Sealane Freight	8,222	7,113	15.59%	A.B.E. (Ledbury)	4,009	3,826	4.77%
Transaction International	2,633	2,278	15.58%	R Hilman (Transport)	997	967	3.16%
C S Ellis (Group)	8,070	7,040	14.63%	O'Connor Transport	7,764	7,585	2.36%
Expect Distribution	7,873	6,999	12.48%	R&J Milne	1,599	1,566	2.13%
Clive Cown Transport Services	1,438	1,288	11.67%	A K Worthington	7,268	7,221	0.66%



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Time of great change, and great challenges

The one thing that has been consistent in 2006 is change, and the 2006 *Motor Transport* Guide to the Top 100 companies shows that while there is some consistency within the transport industry there is still change among the movers and shakers in the business.

Digital Tachographs came and went, and while there are still large numbers of drivers and operators who have yet to come to terms with the technology, for those that have embraced it there seems to have been little difficulty adjusting.

Debate has ensued throughout the latter part of the year as to whether SCR or EGR is the right technology for Euro 4. With a foot in both camps DaimlerChrysler is, perhaps, better suited to giving an unbiased opinion. However, this is not the medium for such a discussion.

Perhaps now is the time to look forward and consider what the transport industry has to do to meet the challenges placed upon us by the environmental lobby. At one time seen by some as a fringe element, now, fully embraced by all of the political parties.



Baker: "Perhaps now is the time to look forward and consider what the transport industry has to do to meet the challenges placed upon us by the environmental lobby."

The Stern report, for those who have the time and inclination to read fully, is a wake-up call and I would recommend at least a look at the executive summary.

Let us consider some of the implications. We must reduce the carbon emissions that we all produce. We want the convenience and comfort that modern society brings and yet, up until now, we haven't put a price on carbon emissions. If we don't start now of our own volition it will be imposed upon us from central and local government.

We need to consider what we do. The transport industry has been viewed as self regulating with respect of the fuel that it uses and therefore the emissions it creates. This is true to a point but we know that we as an industry

can do better.

So, whether you are in the Top 100 or not, Mercedes-Benz and Mitsubishi Fuso have the products to meet and beat both current and future planned emissions legislation. Our advanced technology provides the optimum balance between fuel performance and environmental responsibilities.

Finally, may I take this opportunity to congratulate all those organisations that appear in this Top 100 listing.

John Baker
Mercedes-Benz Truck Sales and Marketing Director.

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Notes

- A.B.E. (Ledbury) previous year profit was boosted significantly by a property disposal.
- AAG Distribution is a wholly owned subsidiary of St Regis Paper Company Ltd. Turnover has been estimated by the survey editor.
- Amtrak Express Parcels' latest year revenues have been estimated to include the acquired Nightspeed Services business.
- Autologic Holdings figures are for continuing operations and reflect the sale of Walon France. Latest year total revenues include operations in Benelux (£22.0m), Czech Republic (£1.3m) and Spain (£22.7m). Latest year pre-tax profit is before exceptional losses of £70.4m. Latest and previous year statutory operating profits were £10.7m and £16.5m respectively.
- Ballyesey Holdings has been excluded from this survey, as it does not provide segmental turnover information for its transport subsidiary, Montgomery Transport. In its latest financial year, Ballyesey employed 941 drivers and mechanics, 517 production workers for its trailer manufacture operation and 456 admin and sales staff - the latter also includes those engaged in vehicle sales. Total group turnover for the year ending September 2005 was £254m with pre-tax profits of £2.54m.
- Bibby Distribution forecasted turnover for 2006 is £175m. The group's 2005 year-end profit was held back by acquisition integration costs.
- Brit European Transport incurred a number of one-off costs during the restructuring of its business from general haulage into a specialist distribution company during 2004.
- CEL Group holds a 76.1% stake in W Carter Haulage and a 41.3% share of Debben Transport.
- Christian Salvesen's figures are for UK operations only. The company's total revenues in the year to March 2006 were £820.7m (£805.5m previously) with pre-tax profits of £15.6m (£13.2m).
- Circle Express latest financial year profit performance reflects investment in three depots and new IT systems.
- Davies Turner and Nippon Express have been excluded from this survey as their businesses are respectively described as 'principally' and 'wholly' freight forwarding.
- DHL Logistics revenues - incorporating the sub-brand of

- the acquired Exel - are Pro-forma figures from Deutsche Post World Net's (DPWN) and Exel's 2004 annual reports as presented in DPWN's offer document of September 2005 and relate to contract logistics for the UK and Ireland only of Euro 3bn.
- Dadds Group latest year estimated figures have been supplied by the company.
- Eddie Stobart figures are for W A Developments Ltd which includes property and retail clothing outlet businesses. Eddie Stobart latest and previous year revenues were £135.2m/£119.27m with pre-tax profits of £3.46m/£1.45m respectively.
- Expect Distribution latest year profits were adversely affected by rebranding costs and bad debts. The company was formerly named Pennine Parcels.
- Foulger Transport latest year estimates are forecasts supplied by the company.
- Frans Maas (UK) latest year revenues have been estimated to include the acquired DFDS Transport business.
- Hargreaves figures are for the transport division only. Hargreaves Group latest year turnover was £155m with pre-tax profits of £5.47m.
- Home Delivery Network acquired Reality Group and Business Express Network for £41m and £44m respectively on 1 May 2005. Turnover has been estimated by the survey editor.
- Initial City Link profits are operating profits.
- Innovate Logistics latest revenues have been estimated to reflect the acquisition of Corby Chilled Distribution (CCD). In its financial year ending April 2005, CCD made pre-tax profits of £1.57m on turnover of £53.5m (£1.47m/£35.52m previously). Innovate Holdings' logistics revenues for the year ending April 2005 are entered for the previous year and the operating loss relates to the logistics business only. Innovate Holdings group turnover - including property and rental - to April 2005 was £49.9m with pre-tax profits of £2.33m.
- Interlink & Parceline are both ultimately owned by Geopost SA. Total combined revenues have been estimated by the survey editor. Employee figures are from the companies' web sites. Geopost UK - parent company of Interlink Express plc - made pre-tax profits of £17.3m on a turnover of £186.9m in the period ending 2 January 2005. Turnover and pre-tax profits in the period ending 28 December 2003 were £162.1m and £15.5m respectively.
- Kammac PLC's operations span packaging, distribution,

warehousing, waste management and keg and cask manufacture, servicing and repair.

- Kuehne & Nagel acquired ACR Logistics (previously Hays Logistics and ranked number 5 in the Top 100) in October 2005. ACR Logistics' estimated revenues for the year ending December 2005 of £350m have been added to K&N's UK 2005 financial year turnover of £456m to create estimated revenues for the enlarged group. No assumption has been made for the additional revenues arising from the Scottish & Newcastle drinks distribution contract, although the latest year employee total includes staff transferred to KN Drinks Logistics.
- Macfarlane Transport Holdings is part of the former Macfarlane Transport business bought from the administrators in February 2006. Turnover has been estimated by the survey editor to include Sewell Distribution Group, also acquired from administrators, in October 2006.
- Maritime Transport latest figures span 13 months trading.
- Maxi Haulage latest year accounts include additional pension payments totalling £490,000.
- MCC Transport is a subsidiary of The Maersk Company and a holding company for Pentaver Transport. In May 2005 Pentaver Transport acquired the Bowmur Haulage Company. Bowmur Haulage Company's eight month results to December 2005 have been added to Pentaver Transport's results for the full year ending December 2005. Profit is combined operating profit for both companies.
- Meachers Group Holdings sold its commercial vehicles business in May 2005 and this is included above as discontinued operations. Profit figures are operating profit. The commercial vehicle business contributed £3.6m to turnover in its 2004 financial year, falling to £1.15m in 2005, making operating losses of £95k and £63k respectively.
- Nightflight (GB) latest year pre-tax loss included exceptional restructuring and reorganisation costs of £8.1m.
- Norbert Dentressange Holdings UK figures span the ND UK Ltd/AJG; ND Tankers Ltd and ND Logistics UK Ltd businesses.
- Online Group latest year forecasts have been supplied by the company and include the acquired Mike Beer Transport. Pre-tax profits for the year ending December 2005 were adversely affected by the costs associated with this acquisition, but also by extensive premises upgrades and the integration of the German operation.

- Prestons of Potto is the trading style of Richard Preston & Son.
- R Hilman (Transport) latest year figures have been supplied by the company from non-audited accounts.
- Sealane Freight is a subsidiary of Star Cargo PLC. Latest year figures are estimates supplied by the company.
- Target Express Holdings latest year operating profits before goodwill amortisation and exceptional items were £15.5m (£10.9m previously). Target Express Parcels Ltd made pre-tax profits of £16.4m on turnover of £140.5m in the year to April 2005 (£9.1m/£130.3m previously).
- TDG figures comprise UK contract logistics and temperature controlled operations only. TDG total 2005 financial year revenues including Ireland, European chemicals and Netherlands operations were £510.5m (£506.6m previously) with headline profits before tax of £16.1m (£14.7m).
- The Bartrum Group figures exclude discontinued operations which contributed revenues of £2m/£6.6m and operating operating losses/profits of (£1.1m)/£29 in 2004 and 2003 respectively. Profits for continuing operations are operating profits.
- The RH Group anticipates its turnover will 'comfortably exceed' £100m in 2006.
- TNT Logistics UK was sold to US-based private equity firm Apollo Management in August 2006 for the equivalent of £1.06bn.
- UPS (UK Holding) acquired UPS (UK) as part of a group restructuring in December 2003. In October 2005 the company acquired Lynx Express for £55.5m in cash. Latest year figures have been estimated by the survey editor to reflect this acquisition. In the year ending October 2005, Lynx Express made a pre-tax loss before exceptionals of £471k on turnover of £182m.
- W H Bowker figures are for transport and distribution only. Its motor retail business turnover was £73m in 2004 (£39.6m previously).
- Wincanton revenues and employee totals are for the UK & Ireland only. Profits are underlying operating profits. Wincanton's total revenues for the year ending March 2006 were £1.81bn (£1.65bn previously) with pre-tax profits of £31.3m (£27.6m). Total employee numbers are 27,450 (25,780). Revenues from the acquired RDL and Lane Group businesses (turnover £57m & £40m respectively) have not been added to Wincanton's figures, but the companies have been removed from the rankings.



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