



It's that time of year again when MT delves into the good, the bad and the super-sized of the logistics industry. To see what is really happening in road transport, read on

# Turnover up but profit down

Every year the Motor Transport Top 100 throws up its fair share of surprises, and this year there seems to be more than others.

On the surface, the fundamentals remain the same. Royal Mail tops the list, followed by DHL. But after that there is some considerable change. After much consideration (and lobbying) we've included Menzies Distribution for the first time. This is a reflection of the growth of its O-licensed fleet and that it finds itself competing (and winning) against 3PLs. It is for the same reason that we omitted Smiths News (part of the Connect Group of businesses that includes Tuffnells Parcels) as its O-licensed fleet is rather small.

As a result, Menzies becomes the eighth member of the £1bn club. As well as the aforementioned Royal Mail and DHL, the likes of XPO Logistics; FedEx Corporation (including a sizable chunk of TNT); DPDgroupUK; Wincanton and UPS all have a turnover in excess of £1bn a year. This club of super-sized operators continues to expand each year.

Beyond that, the consolidation trend continues. Culina now derives revenue from six business lines. Kinaxia will rise next year, particularly following its acquisition of AKW Group last

month (see pages 22 and 23 for further details). And where would the likes of Turners (Soham) or NFT Distribution (now a key pillar in the Emergevest empire) rank if it were not for acquisition activity in recent years?

This growth is reflected in our overall averages: average turnover (on a like-for-like basis) is up 10.3% year-on-year. That's bucking the trend, way above the national average growth.

The good news story is reflected in the aver-

age number of people employed: 3,582 per business in the Top 100, up 7.2% year-on-year. Road transport has a big engine that is humming. But all this growth hides some pretty worrying fundamentals. Average pre-tax profit has fallen 17.7% year-on-year. This is a reflection of rising fuel, vehicle and people costs across the board, putting pressure on logistics businesses' ability to invest outside of key fundamentals.

Furthermore, like-for-like profit per employee has collapsed, down 33.4% year-on-year. Admittedly every person employed in a Top 100 logistics business generates £3,106 of profit for investors, owners and families alike – but this is not a trend that can continue if logistics is to continue as a major growth story in the economy.

Sadly, there hasn't been the time to drill deeper into these businesses as part of the 2018 Top 100. It would be a worthwhile exercise to look at the debt position of these operators and see how much is being carried on the balance sheets of the largest businesses in logistics. Debt may be a fine financial tool to increase the size, shape and scope of any business, but controlling and paying it off is as important as anything else... something to watch this space for. → 18

## KEY AVERAGES

Turnover latest year	£308,526,000
Turnover previous year	£279,751,000
Pre-tax profit latest year	£7,272,000
Pre-tax profit previous year	£8,837,000
Number of employees latest year	3,582
Number of employees previous year	3,340
Sales per employee	£142,675
Changes in sales per employee	1.46%
Profit per employee	£3,106
Change in profit per employee	-33.40%
Return on sales	2.20%



**LARGEST 100 COMPANIES (BY TURNOVER)**

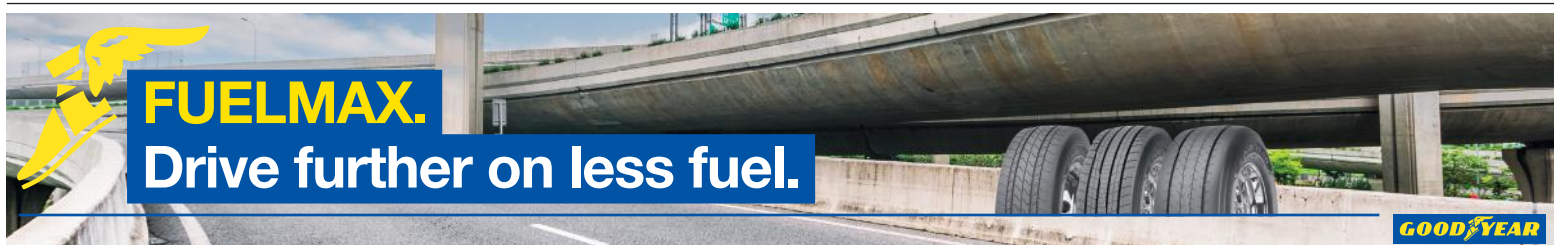
Latest rank	Previous rank	Company or trading name	Financial year end	Latest year turnover (£000s)	Latest year pre-tax profit (£000s)	Latest year employees	Previous year turnover (£000s)	Previous year pre-tax profit (£000s)
1	1	Royal Mail	25/03/2018	7,608,000	6,000	138,002	7,658,000	146,000
2	2	DHL	31/12/2017	4,736,180	142,822	48,218	4,035,769	116,559
3	3	XPO Logistics	31/12/2017	1,386,929	45,454	19,985	1,257,210	34,903
4	19	FedEx Corporation	31/05/2017	1,271,461	-12,027	11,335	253,035	32,939
5	5	DPD Group UK	31/12/2017	1,207,333	184,478	6,562	1,089,382	169,860
6	4	Wincanton	31/03/2018	1,171,900	37,900	17,500	1,118,100	45,000
7	6	UPS	31/12/2017	1,084,441	82,491	8,145	944,927	62,321
8	new	Menzies Distribution	31/12/2017	1,049,000	24,000	2,902	1,087,700	22,700
9	7	Kuehne + Nagel	31/12/2017	749,525	35,170	11,580	809,640	31,386
10	11	Hermes Parcelnet	28/02/2018	665,585	37,308	2,540	510,369	33,727
11	9	Eddie Stobart Logistics	30/11/2017	623,924	9,915	5,693	570,200	48,200
12	10	Whistl UK	31/12/2017	544,582	4,891	1,597	528,449	8,391
13	15	Culina Group	31/12/2017	497,496	28,090	4,755	420,700	19,500
14	12	Yodel Distribution	30/06/2017	492,791	-85,700	5,106	505,713	-58,249
15	14	Gist	31/12/2017	437,331	8,832	4,661	416,678	17,707
16	17	Clipper Logistics Group	30/04/2018	400,115	17,966	4,531	340,100	16,100
17	15	Ceva Logistics	31/12/2017	395,703	17,816	4,103	394,488	16,147
18	18	Turners (Soham) Holdings	31/12/2017	390,283	31,696	3,369	313,608	27,346
19	19	DX Group	30/06/2018	299,500	-19,900	3,044	291,900	-82,300
20	22	Maritime Transport	27/12/2017	253,730	6,687	2,025	224,593	5,875
21	21	Yusen Logistics (UK)	31/03/2018	237,739	2,513	1,516	231,123	2,404
22	26	Harry Yearsley	01/04/2017	203,064	4,906	1,422	190,730	4,285
23	24	NFT Distribution Holdings	31/03/2017	202,164	-9,451	2,561	200,037	-6,504
24	25	WH Malcolm	31/01/2018	200,149	7,550	2,110	207,231	17,153
25	23	Bibby Supply Chain Services	31/12/2017	198,438	833	1,981	200,774	1,376
26	27	DSV Road	31/12/2017	193,895	9,757	757	180,691	8,058
27	28	Tuffnells Parcels Express	31/08/2017	183,812	12,165	2,857	175,661	12,238
28	29	Gefco	31/12/2016	177,487	10,968	429	169,396	11,217
29	31	Fowler Welch	31/03/2017	164,468	4,520	1,418	143,991	5,155
30	30	Gregory Distribution (Holdings)	30/09/2017	159,884	5,516	1,725	165,310	6,550
31	39	Europa Worldwide Logistics	31/12/2017	144,352	3,223	600	98,951	677
32	32	Langdon Group	31/12/2017	139,138	5,638	1,430	130,337	6,060
33	33	Hoyer Petrolog UK	31/12/2017	132,046	2,162	1,277	119,012	4,622
34	34	Movianto	31/12/2017	123,850	-4,992	670	114,716	-1,236
35	36	Pentalver Transport	31/12/2017	118,426	8,392	575	111,410	9,098
36	35	CM Downton (Haulage Contractors)	30/06/2017	116,838	5,137	1,177	111,624	5,699
37	38	ECM (Vehicle Delivery Service)	31/12/2017	102,162	1,658	782	102,462	1,254
38	40	BCA Automotive	02/04/2017	93,677	1,331	869	97,803	-1,130
39	80	McBurney Transport Group	31/12/2017	92,971	3,469	769	29,944	1,789
40	48	Lloyd Fraser Holdings	28/02/2017	83,011	3,745	650	58,776	2,713
41	new	Kinaxia	31/12/2017	81,839	567	1,085	50,296	538
42	41	Suttons Tankers	30/04/2017	81,690	203	820	71,010	499
43	44	Howard Tenens	30/09/2017	75,623	5,924	596	71,172	7,172
44	42	PCL Transport 24/7	30/06/2017	69,064	-9,872	976	76,124	-1,279
45	50	Redhead Freight	31/12/2017	64,594	-939	367	56,588	-2,795
46	46	Pickfords Move Management	30/09/2017	64,047	977	462	64,232	2,638
47	51	Maxi Haulage	30/09/2017	62,334	1,350	342	56,178	2,288
48	49	Woodside Haulage (Holdings)	31/03/2017	61,802	3,987	462	56,776	2,675
49	47	John G Russell	31/03/2017	60,593	3,913	586	61,071	2,914
50	45	Reed Boardall Group	31/03/2017	60,230	840	730	64,344	4,263

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**GOODYEAR**



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)
51	52	Knights of Old	31/05/2017	59,836	-3,391	576	52,307	254
<b>52</b>	<b>62</b>	<b>Owens (Road Services)</b>	<b>30/06/2017</b>	<b>55,648</b>	<b>2,239</b>	<b>642</b>	<b>45,669</b>	<b>1,864</b>
53	63	Abbey Logistics Group	30/06/2017	55,008	-553	579	45,096	1,175
<b>54</b>	<b>67</b>	<b>Panther Warehousing</b>	<b>31/12/2017</b>	<b>54,756</b>	<b>2,645</b>	<b>534</b>	<b>37,777</b>	<b>2,466</b>
55	56	Moran Logistics	30/09/2017	54,640	2,049	337	48,489	1,771
<b>56</b>	<b>59</b>	<b>Solstor UK</b>	<b>30/09/2017</b>	<b>53,510</b>	<b>469</b>	<b>116</b>	<b>46,800</b>	<b>18</b>
57	71	Lomas Distribution	30/07/2017	52,080	1,203	256	34,362	870
<b>58</b>	<b>61</b>	<b>R Swain &amp; Sons</b>	<b>31/12/2017</b>	<b>49,747</b>	<b>1,102</b>	<b>548</b>	<b>45,941</b>	<b>2,797</b>
59	54	Geodis UK	27/12/2016	49,330	-4,247	297	48,014	-311
<b>60</b>	<b>57</b>	<b>ARR Craib Transport</b>	<b>31/03/2017</b>	<b>49,170</b>	<b>1,209</b>	<b>410</b>	<b>48,106</b>	<b>1,307</b>
61	58	Currie International	31/12/2017	48,110	38	336	47,870	-102
<b>62</b>	<b>65</b>	<b>Jack Richards &amp; Son</b>	<b>31/05/2017</b>	<b>45,864</b>	<b>1,238</b>	<b>534</b>	<b>40,673</b>	<b>1,015</b>
63	43	FreshLinc Group	28/01/2017	45,380	331	336	74,097	1,553
<b>64</b>	<b>60</b>	<b>Lenham Storage Group</b>	<b>31/08/2017</b>	<b>44,551</b>	<b>2,063</b>	<b>525</b>	<b>46,275</b>	<b>1,147</b>
65	64	RT Keedwell	31/10/2017	42,618	309	450	44,660	1,685
<b>66</b>	<b>73</b>	<b>Grocontinental</b>	<b>31/12/2017</b>	<b>41,991</b>	<b>6,065</b>	<b>369</b>	<b>33,684</b>	<b>4,611</b>
67	70	Advanced Supply Chain Group	30/11/2017	39,783	1,811	849	34,876	1,313
<b>68</b>	<b>66</b>	<b>Bouhey Distribution</b>	<b>31/05/2017</b>	<b>39,557</b>	<b>1,282</b>	<b>460</b>	<b>38,125</b>	<b>1,076</b>
69	53	Hargreaves Services - Transport	31/05/2017	39,200	500		49,832	817
<b>70</b>	<b>68</b>	<b>Rhys Davies and Sons</b>	<b>31/08/2017</b>	<b>38,752</b>	<b>318</b>	<b>404</b>	<b>37,569</b>	<b>405</b>
71	72	Warrens Warehousing and Distribution	31/12/2017	38,276	1,744	379	34,243	2,544
<b>72</b>	<b>78</b>	<b>S J Bargh</b>	<b>30/04/2017</b>	<b>37,498</b>	<b>2,011</b>	<b>447</b>	<b>30,577</b>	<b>1,337</b>
73	77	Montgomery Transport	30/09/2017	37,256	4	319	31,484	2,299
<b>74</b>	<b>82</b>	<b>GBA Services</b>	<b>31/12/2017</b>	<b>36,120</b>	<b>1,157</b>	<b>257</b>	<b>29,373</b>	<b>454</b>
75	69	Fred Sherwood & Sons (Transport)	31/03/2017	34,661	671	48	36,710	1,305
<b>76</b>	<b>74</b>	<b>Countrywide Freight Group</b>	<b>31/03/2017</b>	<b>33,767</b>	<b>63</b>	<b>326</b>	<b>33,530</b>	<b>349</b>
77	55	Aspray Transport	30/06/2017	32,469	-378	742	48,924	778
<b>78</b>	<b>76</b>	<b>Freightroute</b>	<b>31/12/2017</b>	<b>31,762</b>	<b>846</b>	<b>419</b>	<b>31,680</b>	<b>1,389</b>
79	81	McPherson	31/07/2017	30,860	2,902	344	29,375	1,977
<b>80</b>	<b>93</b>	<b>AKW Group</b>	<b>30/06/2017</b>	<b>30,594</b>	<b>2,951</b>	<b>349</b>	<b>24,697</b>	<b>1,556</b>
81	84	Bartrum Group	31/12/2017	29,418	1,174	293	28,443	1,664
<b>82</b>	<b>87</b>	<b>T J Transport</b>	<b>31/12/2017</b>	<b>29,407</b>	<b>351</b>	<b>221</b>	<b>27,466</b>	<b>60</b>
83	83	Circle Express	31/03/2018	29,210	-751	248	28,559	-268
<b>84</b>	<b>75</b>	<b>Brit European</b>	<b>31/12/2017</b>	<b>28,415</b>	<b>597</b>	<b>254</b>	<b>29,510</b>	<b>339</b>
85	96	H Snyer (Transport)	31/03/2017	28,366	660	71	24,399	529
<b>86</b>	<b>new</b>	<b>James Kembal</b>	<b>31/03/2017</b>	<b>28,198</b>	<b>-1,732</b>	<b>230</b>	<b>20,890</b>	<b>439</b>
87	86	ET Holdings (Evans and Seymour Transport)	31/03/2017	27,467	1,199	260	24,780	1,599
<b>88</b>	<b>91</b>	<b>WM Armstrong (Longtown)</b>	<b>31/03/2017</b>	<b>27,177</b>	<b>403</b>	<b>262</b>	<b>25,173</b>	<b>408</b>
89	79	STVA UK	31/12/2017	27,020	156	30	30,190	-110
<b>90</b>	<b>89</b>	<b>Elddis Transport (Consett)</b>	<b>31/12/2017</b>	<b>26,942</b>	<b>478</b>	<b>333</b>	<b>25,674</b>	<b>464</b>
91	new	Associated Cold Stores and Transport	30/12/2017	26,631	2,235	202	20,914	685
<b>92</b>	<b>90</b>	<b>Pollock (Scotrans)</b>	<b>26/08/2017</b>	<b>26,529</b>	<b>114</b>	<b>253</b>	<b>25,614</b>	<b>25</b>
93	92	Meachers Global Logistics	31/05/2018	26,138	1,895	152	25,001	1,901
<b>94</b>	<b>88</b>	<b>Carlson Vehicle Transfer</b>	<b>31/12/2017</b>	<b>25,616</b>	<b>1,068</b>	<b>187</b>	<b>25,841</b>	<b>1,392</b>
95	85	Acumen Logistics Group	31/12/2017	25,514	144	235	27,531	503
<b>96</b>	<b>new</b>	<b>JW Suckling Transport</b>	<b>31/12/2017</b>	<b>25,175</b>	<b>627</b>	<b>250</b>	<b>21,314</b>	<b>1,488</b>
97	94	Alan Firmin	30/04/2017	24,648	-1,136	226	24,257	6,929
<b>98</b>	<b>97</b>	<b>Saints Transport</b>	<b>31/12/2017</b>	<b>24,330</b>	<b>-497</b>	<b>312</b>	<b>24,340</b>	<b>-524</b>
99	new	Expect Distribution	30/11/2017	24,238	1,250	249	22,153	785
<b>100</b>	<b>99</b>	<b>Stan Robinson Group</b>	<b>31/05/2017</b>	<b>24,185</b>	<b>459</b>	<b>337</b>	<b>23,918</b>	<b>1,172</b>



## GROWTH IN TURNOVER

Turnover growth rank	Overall rank	Company or trading name	Latest year turnover (£000s)	Previous year turnover (£000s)	Growth in turnover (%)	Turnover growth rank	Overall rank	Company or trading name	Latest year turnover (£000s)	Previous year turnover (£000s)	Growth in turnover (%)
1	4	FedEx Corporation	1,271,461	253,035	402.48	50	43	Howard Tenens	75,623	71,172	6.25
<b>2</b>	<b>39</b>	<b>McBurney Transport Group</b>	<b>92,971</b>	<b>29,944</b>	<b>210.48</b>	<b>51</b>	<b>79</b>	<b>McPherson</b>	<b>30,860</b>	<b>29,375</b>	<b>5.06</b>
3	41	Kinaxia	81,839	50,296	62.71	52	15	Gist	437,331	416,678	4.96
<b>4</b>	<b>57</b>	<b>Lomas Distribution</b>	<b>52,080</b>	<b>34,362</b>	<b>51.56</b>	<b>53</b>	<b>90</b>	<b>Elddis Transport (Consett)</b>	<b>26,942</b>	<b>25,674</b>	<b>4.94</b>
5	31	Europa Worldwide Logistics	144,352	98,951	45.88	54	6	Wincanton	1,171,900	1,118,100	4.81
<b>6</b>	<b>54</b>	<b>Panther Warehousing</b>	<b>54,756</b>	<b>37,777</b>	<b>44.95</b>	<b>55</b>	<b>28</b>	<b>Gefco</b>	<b>177,487</b>	<b>169,396</b>	<b>4.78</b>
7	40	Lloyd Fraser Holdings	83,011	58,776	41.23	56	36	CM Downton (Haulage Contractors)	116,838	111,624	4.67
<b>8</b>	<b>86</b>	<b>James Kemball</b>	<b>28,198</b>	<b>20,890</b>	<b>34.98</b>	<b>57</b>	<b>27</b>	<b>Tuffnells Parcels Express</b>	<b>183,812</b>	<b>175,661</b>	<b>4.64</b>
9	10	Hermes Parcelnet	665,585	510,369	30.41	58	93	Meachers Global Logistics	26,138	25,001	4.55
<b>10</b>	<b>91</b>	<b>Assoc Cold Stores and Transport</b>	<b>26,631</b>	<b>20,914</b>	<b>27.34</b>	<b>59</b>	<b>68</b>	<b>Bouhey Distribution</b>	<b>39,557</b>	<b>38,125</b>	<b>3.76</b>
11	66	Grocontinental	41,991	33,684	24.66	60	92	Pollock (Scotrans)	26,529	25,614	3.57
<b>12</b>	<b>18</b>	<b>Turners (Soham) Holdings</b>	<b>390,283</b>	<b>313,608</b>	<b>24.45</b>	<b>61</b>	<b>81</b>	<b>Bartrum Group</b>	<b>29,418</b>	<b>28,443</b>	<b>3.43</b>
13	80	AKW Group	30,594	24,697	23.88	62	70	Rhys Davies and Sons	38,752	37,569	3.15
<b>14</b>	<b>74</b>	<b>GBA Services</b>	<b>36,120</b>	<b>29,373</b>	<b>22.97</b>	<b>63</b>	<b>12</b>	<b>Whistl UK</b>	<b>544,582</b>	<b>528,449</b>	<b>3.05</b>
15	72	S J Bargh	37,498	30,577	22.63	64	21	Yusen Logistics (UK)	237,739	231,123	2.86
<b>16</b>	<b>53</b>	<b>Abbey Logistics Group</b>	<b>55,008</b>	<b>45,096</b>	<b>21.98</b>	<b>65</b>	<b>59</b>	<b>Geodis UK</b>	<b>49,330</b>	<b>48,014</b>	<b>2.74</b>
17	52	Owens (Road Services)	55,648	45,669	21.85	74	19	DX Group	299,500	291,900	2.60
<b>18</b>	<b>73</b>	<b>Montgomery Transport</b>	<b>37,256</b>	<b>31,484</b>	<b>18.33</b>	<b>66</b>	<b>83</b>	<b>Circle Express</b>	<b>29,210</b>	<b>28,559</b>	<b>2.28</b>
19	13	Culina Group	497,496	420,700	18.25	67	60	ARR Craib Transport	49,170	48,106	2.21
<b>20</b>	<b>96</b>	<b>JW Suckling Transport</b>	<b>25,175</b>	<b>21,314</b>	<b>18.11</b>	<b>68</b>	<b>97</b>	<b>Alan Firmin</b>	<b>24,648</b>	<b>24,257</b>	<b>1.61</b>
21	16	Clipper Logistics Group	400,115	340,100	17.65	76	100	Stan Robinson Group	24,185	23,918	1.12
<b>22</b>	<b>2</b>	<b>DHL</b>	<b>4,736,180</b>	<b>4,035,769</b>	<b>17.36</b>	<b>69</b>	<b>23</b>	<b>NFT Distribution Holdings</b>	<b>202,164</b>	<b>200,037</b>	<b>1.06</b>
23	85	H Siver (Transport)	28,366	24,399	16.26	70	76	Countrywide Freight Group	33,767	33,530	0.71
<b>24</b>	<b>42</b>	<b>Suttons Tankers</b>	<b>81,690</b>	<b>71,010</b>	<b>15.04</b>	<b>71</b>	<b>61</b>	<b>Currie International</b>	<b>48,110</b>	<b>47,870</b>	<b>0.50</b>
25	7	UPS	1,084,441	944,927	14.76	72	17	Ceva Logistics	395,703	394,488	0.31
<b>26</b>	<b>51</b>	<b>Knights of Old</b>	<b>59,836</b>	<b>52,307</b>	<b>14.39</b>	<b>73</b>	<b>78</b>	<b>Freightroute</b>	<b>31,762</b>	<b>31,680</b>	<b>0.26</b>
27	56	Solstor UK	53,510	46,800	14.34	77	98	Saints Transport	24,330	24,340	-0.04
<b>28</b>	<b>29</b>	<b>Fowler Welch</b>	<b>164,468</b>	<b>143,991</b>	<b>14.22</b>	<b>78</b>	<b>46</b>	<b>Pickfords Move Management</b>	<b>64,047</b>	<b>64,232</b>	<b>-0.29</b>
29	45	Redhead Freight	64,594	56,588	14.15	79	37	ECM (Vehicle Delivery Service)	102,162	102,462	-0.29
<b>30</b>	<b>67</b>	<b>Advanced Supply Chain Group</b>	<b>39,783</b>	<b>34,876</b>	<b>14.07</b>	<b>80</b>	<b>1</b>	<b>Royal Mail</b>	<b>7,608,000</b>	<b>7,658,000</b>	<b>-0.65</b>
31	20	Maritime Transport	253,730	224,593	12.97	81	49	John G Russell	60,593	61,071	-0.78
<b>32</b>	<b>62</b>	<b>Jack Richards &amp; Son</b>	<b>45,864</b>	<b>40,673</b>	<b>12.76</b>	<b>82</b>	<b>94</b>	<b>Carlson Vehicle Transfer</b>	<b>25,616</b>	<b>25,841</b>	<b>-0.87</b>
33	55	Moran Logistics	54,640	48,489	12.69	83	25	Bibby Supply Chain Services	198,438	200,774	-1.16
<b>34</b>	<b>71</b>	<b>Warrens Warehousing and Distrib</b>	<b>38,276</b>	<b>34,243</b>	<b>11.78</b>	<b>84</b>	<b>14</b>	<b>Yodel Distribution</b>	<b>492,791</b>	<b>505,713</b>	<b>-2.56</b>
35	47	Maxi Haulage	62,334	56,178	10.96	85	30	Gregory Distribution (Holdings)	159,884	165,310	-3.28
<b>36</b>	<b>33</b>	<b>Hoyer Petrolog UK</b>	<b>132,046</b>	<b>119,012</b>	<b>10.95</b>	<b>86</b>	<b>24</b>	<b>W H Malcolm</b>	<b>200,149</b>	<b>207,231</b>	<b>-3.42</b>
75	87	ET Holdings (Evans and Seymour Transport)	27,467	24,780	10.84	87	8	Menzies Distribution	1,049,000	1,087,700	-3.56
<b>37</b>	<b>5</b>	<b>DPD Group UK</b>	<b>1,207,333</b>	<b>1,089,382</b>	<b>10.83</b>	<b>88</b>	<b>84</b>	<b>Brit European</b>	<b>28,415</b>	<b>29,510</b>	<b>-3.71</b>
38	3	XPD Logistics	1,386,929	1,257,210	10.32	89	64	Lenham Storage Group	44,551	46,275	-3.73
<b>39</b>	<b>11</b>	<b>Eddie Stobart Logistics</b>	<b>623,924</b>	<b>570,200</b>	<b>9.42</b>	<b>90</b>	<b>38</b>	<b>BCA Automotive</b>	<b>93,677</b>	<b>97,803</b>	<b>-4.22</b>
40	99	Expect Distribution	24,238	22,153	9.41	91	65	RT Keedwell	42,618	44,660	-4.57
<b>41</b>	<b>48</b>	<b>Woodside Haulage (Holdings)</b>	<b>61,802</b>	<b>56,776</b>	<b>8.85</b>	<b>92</b>	<b>75</b>	<b>Fred Sherwood &amp; Sons (Transport)</b>	<b>34,661</b>	<b>36,710</b>	<b>-5.58</b>
42	58	R Swain & Sons	49,747	45,941	8.28	93	50	Reed Boardall Group	60,230	64,344	-6.39
<b>43</b>	<b>34</b>	<b>Movianto</b>	<b>123,850</b>	<b>114,716</b>	<b>7.96</b>	<b>94</b>	<b>95</b>	<b>Acumen Logistics Group</b>	<b>25,514</b>	<b>27,531</b>	<b>-7.33</b>
44	88	WM Armstrong (Longtown)	27,177	25,173	7.96	95	9	Kuehne + Nagel	749,525	809,640	-7.42
<b>45</b>	<b>26</b>	<b>DSV Road</b>	<b>193,895</b>	<b>180,691</b>	<b>7.31</b>	<b>96</b>	<b>44</b>	<b>PCL Transport 24/7</b>	<b>69,064</b>	<b>76,124</b>	<b>-9.27</b>
46	82	T J Transport	29,407	27,466	7.07	97	89	STVA UK	27,020	30,190	-10.50
<b>47</b>	<b>32</b>	<b>Langdon Group</b>	<b>139,138</b>	<b>130,337</b>	<b>6.75</b>	<b>98</b>	<b>69</b>	<b>Hargreaves Services - Transport</b>	<b>39,200</b>	<b>49,832</b>	<b>-21.34</b>
48	22	Harry Yearsley	203,064	190,730	6.47	99	77	Aspray Transport	32,469	48,924	-33.63
<b>49</b>	<b>35</b>	<b>Pentalver Transport</b>	<b>118,426</b>	<b>111,410</b>	<b>6.30</b>	<b>100</b>	<b>63</b>	<b>FreshLinc Group</b>	<b>45,380</b>	<b>74,097</b>	<b>-38.76</b>

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## GROWTH IN PROFIT

Latest rank	Company or trading name	Latest year pre-tax profit (£000s)	Previous year pre-tax profit (£000s)	Growth in profit (%)
<b>£500m-plus turnover</b>				
7	UPS	82,491	62,321	32.36
3	XPO Logistics	45,454	34,903	30.23
2	DHL	142,822	116,559	22.53
9	Kuehne + Nagel	35,170	31,386	12.06
10	Hermes Parcelnet	37,308	33,727	10.62
5	DPD Group UK	184,478	169,860	8.61
8	Menzies Distribution	24,000	22,700	5.73
6	Wincanton	37,900	45,000	-15.78
12	Whistl UK	4,891	8,391	-41.71
11	Eddie Stobart Logistics	9,915	48,200	-79.43
1	Royal Mail	6,000	146,000	-95.89
4	FedEx Corporation	-12,027	32,939	-136.51
<b>£100m-£500m turnover</b>				
31	Europa Worldwide Logistics	3,223	677	376.07
19	DX Group	-19,900	-82,300	75.82
13	Culina Group	28,090	19,500	44.05
37	ECM (Vehicle Delivery Service)	1,658	1,254	32.22
26	DSV Road	9,757	8,058	21.08
18	Turners (Soham) Holdings	31,696	27,346	15.91
22	Harry Yearsley	4,906	4,285	14.49
20	Maritime Transport	6,687	5,875	13.82
16	Clipper Logistics Group	17,966	16,100	11.59
17	Ceva Logistics	17,816	16,147	10.34
21	Yusen Logistics (UK)	2,513	2,404	4.53
27	Tuffnells Parcels Express	12,165	12,238	-0.60
28	Gefco	10,968	11,217	-2.22
32	Langdon Group	5,638	6,060	-6.96
35	Pentalver Transport	8,392	9,098	-7.76
36	CM Downton (Haulage Contractors)	5,137	5,699	-9.86
29	Fowler Welch	4,520	5,155	-12.32
30	Gregory Distribution (Holdings)	5,516	6,550	-15.79
25	Bibby Supply Chain Services	833	1,376	-39.46
23	NFT Distribution Holdings	-9,451	-6,504	-45.31
14	Yodel Distribution	-85,700	-58,249	-47.13
15	Gist	8,832	17,707	-50.12
33	Hoyer Petrolog UK	2,162	4,622	-53.22
24	W H Malcolm	7,550	17,153	-55.98
34	Movianto	-4,992	-1,236	-303.88
<b>£50m-£100m turnover</b>				
56	Solstor UK	469	18	2505.56
38	BCA Automotive	1,331	-1,130	217.79
39	McBurney Transport Group	3,469	1,789	93.91
45	Redhead Freight	-939	-2,795	66.40
48	Woodside Haulage (Holdings)	3,987	2,675	49.05
57	Lomas Distribution	1,203	870	38.28
40	Lloyd Fraser Holdings	3,745	2,713	38.04
49	John G Russell	3,913	2,914	34.28
52	Owens (Road Services)	2,239	1,864	20.12
55	Moran Logistics	2,049	1,771	15.70
54	Panther Warehousing	2,645	2,466	7.26
41	Kinaxia	567	538	5.39
43	Howard Tenens	5,924	7,172	-17.40

Latest rank	Company or trading name	Latest year pre-tax profit (£000s)	Previous year pre-tax profit (£000s)	Growth in profit (%)
47	Maxi Haulage	1,350	2,288	-41.00
42	Suttons Tankers	203	499	-59.32
46	Pickfords Move Management	977	2,638	-62.96
50	Reed Boardall Group	840	4,263	-80.30
53	Abbey Logistics Group	-553	1,175	-147.06
44	PCL Transport 24/7	-9,872	-1,279	-671.85
51	Knights of Old	-3,391	254	-1435.04
<b>£30m-£50m turnover</b>				
74	GBA Services	1,157	454	154.85
61	Currie International	38	-102	137.25
80	AKW Group	2,951	1,556	89.65
64	Lenham Storage Group	2,063	1,147	79.86
72	S J Bargh	2,011	1,337	50.41
79	McPherson	2,902	1,977	46.79
67	Advanced Supply Chain Group	1,811	1,313	37.93
66	Grocontinental	6,065	4,611	31.53
62	Jack Richards & Son	1,238	1,015	21.97
68	Boughey Distribution	1,282	1,076	19.14
60	ARR Craib Transport	1,209	1,307	-7.50
70	Rhys Davies and Sons	318	405	-21.48
71	Warrens Warehousing and Distrib	1,744	2,544	-31.45
69	Hargreaves Services - Transport	500	817	-38.80
78	Freightroute	846	1,389	-39.09
75	Fred Sherwood & Sons (Transport)	671	1,305	-48.58
58	R Swain & Sons	1,102	2,797	-60.60
63	FreshLinc Group	331	1,553	-78.69
65	RT Keedwell	309	1,685	-81.66
76	Countrywide Freight Group	63	349	-81.95
73	Montgomery Transport	4	2,299	-99.83
77	Aspray Transport	-378	778	-148.59
59	Geodis UK	-4,247	-311	-1265.59
<b>£20m-£30m turnover</b>				
82	TJ Transport	351	60	485.00
92	Pollock (Scotrans)	114	25	356.00
89	STVA UK	156	-110	241.82
91	Associated Cold Stores and Trans't	2,235	685	226.28
84	Brit European	597	339	76.11
99	Expect Distribution	1,250	785	59.24
85	H Snyer (Transport)	660	529	24.76
98	Saints Transport	-497	-524	5.15
90	Elddis Transport (Consett)	478	464	3.02
93	Meachers Global Logistics	1,895	1,901	-0.32
88	WM Armstrong (Longtown)	403	408	-1.23
94	Carlson Vehicle Transfer	1,068	1,392	-23.28
87	ET Holdings (Evans/Seymour Transport)	1,199	1,599	-25.02
81	Bartrum Group	1,174	1,664	-29.45
96	JW Suckling Transport	627	1,488	-57.86
100	Stan Robinson Group	459	1,172	-60.84
95	Acumen Logistics Group	144	503	-71.37
97	Alan Firmin	-1,136	6,929	-116.39
83	Circle Express	-751	-268	-180.22
86	James Kemball	-1,732	439	-494.53

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# The MT Top 100 explained

The rankings were finalised on 6 November 2018. The data was compiled from audited financial accounts filed at Companies House during the 12 months since the last Top 100 was compiled in October 2017, unless otherwise stated. The tables list the company in regards to its official registered company name at Companies House, which is not always the same as the company's trading name. *MT* has compiled the tables using the turnover and pre-tax profit figures generated solely or primarily from the UK road transport activities on the businesses concerned, unless otherwise stated below. Where possible, we have tried to avoid including turnover from non-road and non-transport related business. Figures shown for employees are predominantly for those employed solely or principally in the UK.

■ **Advanced Supply Chain** reflects the performance of Advanced Supply Chain Group, excluding the results of its Advanced Forwarding international Freight forwarding division.

■ **AKW Group**, see Kinaxia Logistics.

■ **BCA Automotive** comprises Walon and Paragon Automotive Logistics, both subsidiaries of BCA Marketplace.

■ **Culina Group** consists of the activities of Culina Logistics, Great Bear Distribution, Integrated Packing Services, Morgan McLernon and CML F&L (Telford). It also includes the contribution from Robsons of Spalding, which it acquired on 2 July 2018. Robsons of Spalding posted a turnover of £17.4m and a pre-tax profit of £1.5m in the 12 months to 31 July 2017. It has an average of 125 employees. It does not include any contribution from its partnership with Warrens Warehousing and Distribution, which it entered in March 2018.

■ **DHL** comprises DHL Supply Chain; DHL Parcel UK (formerly UK Mail); TradeTeam; DHL International (UK) – which trades as DHL Express – and Exel UK. DHL continues to renew consumer and retail contracts formerly reported in its Exel UK and Tradeteam divisions in DHL Supply Chain where possible. DHL acquired UK Mail in December 2016. We have excluded the performance of its Freight Forwarding activities in the UK.

■ **DPD** comprises DPDgroupUK and DPDLocal, formerly Interlink Express.

■ **Eddie Stobart** acquired iForce Group on 28 April 2017 for £45m. For the period 28 April 2017 to 30 November 2017, iForce Group generated sales of £39.6m and operating profit before exceptional items of £2.8m. On 4 July 2017 Eddie Stobart acquired 50% of Puro Ventures (trading as Speedy Freight) for an initial payment of £4.1m. For the period from acquisition to the year-end Speedy Freight contributed £9.5m in sales and operating profit before exceptional items of £1m. On 7 August 2017 Eddie Stobart entered into a business purchase agreement to acquire trucks, trailers and a contract from Canute Haulage for a consideration of £1. Its listing does not include any contribution from its June 2018 acquisition of TPN for £53m.

■ **FedEx Corporation** includes the contribution from its two UK subsidiaries: TNT UK and FedEx UK. On 1 June 2016 TNT Group was acquired by FedEx Corporation. To align financial reporting periods, TNT UK incorporates a 17-month trading period ending 31 May 2017.

■ **Gefco** has not updated at Companies House since the Top 100 was published in 2017.

## BCA Automotive

	Turnover (£)	Pre-tax profit (£)	Employees
Walon	81,435,000	1,332,000	726
Paragon Automotive Logistics	12,242,000	-1,000	143
<b>BCA Automotive</b>	<b>93,677,000</b>	<b>1,331,000</b>	<b>869</b>

## Culina Logistics

	Turnover (£)	Pre-tax profit (£)	Employees
Culina Logistics	150,535,000	6,817,000	1,601
Great Bear Distribution	191,235,216	14,153,301	1,976
Integrated Packing Services	38,681,000	1,668,000	534
Morgan McLernon	52,269,353	2,036,709	467
CML F&L (Telford)	47,352,684	1,927,308	52
Robsons of Spalding	17,423,290	1,488,240	125
<b>Culina Group</b>	<b>497,496,543</b>	<b>28,090,558</b>	<b>4,755</b>

## DHL

	Turnover (£)	Pre-tax profit (£)	Employees
DHL Supply Chain	3,150,192,000	78,899,000	39,767
DHL Parcel UK	476,475,000	53,259,000	2,758
Tradeteam	123,992,000	-7,538,000	1,518
DHL International UK	943,132,000	17,657,000	4,175
Exel UK	42,389,000	545,000	0
<b>DHL</b>	<b>4,736,180,000</b>	<b>142,822,000</b>	<b>48,218</b>

## DPD

	Turnover (£)	Pre-tax profit (£)	Employees
DPDgroupUK	894,717,000	143,868,000	6,551
DPDLocal	312,616,000	40,610,000	11
<b>DPD</b>	<b>1,207,333,000</b>	<b>184,478,000</b>	<b>6,562</b>

## FedEx Corporation

	Turnover (£)	Pre-tax profit (£)	Employees
TNT UK	1,026,538,000	-34,337,000	9,136
FedEx UK	244,923,000	22,310,000	2,199
<b>FedEx Corporation</b>	<b>1,271,461,000</b>	<b>-12,027,000</b>	<b>11,335</b>

## Gregory Distribution (Holdings)

	Financial year ending	Turnover (£)	Pre-tax profit (£)	Employees
Gregory Distribution (Hold's)	30/09/2017	159,884,000	5,516,000	1,725
ARR Craib Transport	31/03/2017	49,170,000	1,209,000	410
<b>Total</b>		<b>209,054,000</b>	<b>6,725,000</b>	<b>2,135</b>



## Kinaxia Logistics

	Financial year ending	Turnover (£)	Pre-tax profit (£)	Employees
AJ Maiden and Son	31/12/2017	16,306,258	1,498,490	98
William Kirk	31/12/2017	6,512,745	107,744	88
Bay Freight	31/12/2017	7,399,327	129,698	78
BC Transport	31/12/2017	264,094	5,681	8
Foulger Transport	31/12/2017	16,380,651	-299,210	228
Lambert Brothers Haulage	31/12/2017	15,482,837	207,966	186
Mark Thompson Transport	31/12/2017	16,051,740	1,164,846	155
Panic Transport (Contracts)	31/12/2017	15,005,509	174,322	133
NC Cammack & Son	31/12/2017	6,485,212	99,719	65
<b>Estimated total</b>		<b>99,888,373</b>	<b>3,089,256</b>	<b>1,039</b>
AKW Group (acquired 10 2018) 30/06/2017		30,594,814	2,951,503	349
<b>Estimated total</b>		<b>130,483,187</b>	<b>6,040,759</b>	<b>1,388</b>

■ Geodis has not updated at Companies House since the Top 100 was published in 2017.

■ Gregory Distribution (Holdings) acquired ARR Craib Transport on 1 October 2018. As the two businesses remain separate legal entities they have been kept distinct in this edition of the Top 100. As the two businesses do not share the same financial year, the table is for illustrative purposes only.

■ Hargreaves Services – Transport did not supply employee numbers for the most recent financial year, despite requests to the company.

■ Kinaxia Logistics' entry is based on Kinaxia Ltd. Overall the business comprises hauliers Bay Freight; William Kirk; Cammack; Lambert Brothers; Foulger Transport; Panic Transport; Maidens of Telford; Mark Thompson, and BC Transport. On 2 February 2017 it acquired Panic Transport; on 25 May 2017 it acquired AJ Maiden and Son; on 18 July 2017 it acquired Mark Thompson Transport and on 5 December 2017 it acquired the business and some assets of BC Transport (Bollington) out of administration. Its financial year 2017 includes part contributions from all four businesses. In October 2018 it acquired AKW Group, which achieved a turnover of £30.9m and a pre-tax profit of £2.9m in the year to 30 June 2017. AKW has not been included in the performance of Kinaxia Logistics. The table illustrates the potential size of Kinaxia Logistics based on the most recently available financial year.

■ Kuehne + Nagel's turnover is derived from its contract logistics business (as reported by Kuehne + Nagel Ltd) and Kuehne + Nagel Drinks Logistics. Turnover from its International Freight Forwarding business (£936.3m, compared with £819.6m restated in 2016) has been excluded to best reflect the domestic road freight related contributions to the business. However, as K+N does not split the two divisions into separate legal entities, we were unable to breakdown pre-tax profit and employee numbers in the same way. Therefore, and unfortunately, the profit contributions and employee figures include its international freight forwarding business.

■ Lenham Storage comprises Lenham Storage and Lenham Storage Southern.

■ Lloyd Fraser has changed its reporting year. The previous financial year closed on 31 August 2015, and the current year runs for 18 months to 28 February 2017.

■ McBurney Holdings comprises McBurney Transport and Bondelivery Northern Ireland.

■ Pentalver comprises Pentalver Transport and Pentalver Cannock. It was acquired by US rail freight firm Genesee & Wyoming in May 2017.

■ SJ Bargh Group changed its reporting year following the June 2016 acquisition of RG Bassett & Sons. This financial year runs from 22 March 2016 to 30 April 2017. Its previous year comparison is against SG Bargh Ltd.

■ Turners (Soham) acquired FMCG operator Ocean Trailers in its reporting year. Where possible, we have excluded contributions from Turners' park homes business.

■ XPO Logistics comprises XPO Supply Chain UK; XPO Bulk UK and XPO Transport Solutions UK. We have excluded XPO Global Forwarding and XPO Maintenance UK to best reflect turnover and profit derived from domestic road freight.

■ Yodel Distribution includes subsidiaries Arrow XL and Arrow XL (Scotland). Arrow XL achieved a turnover of £82.6m and a pre-tax profit of £2.9m. Yodel Distribution Network posted a turnover of £409.8m; a pre-tax loss of £82.5m and had an average of 4,011 employees.

## Kuehne + Nagel

	Turnover (£)	Pre-tax profit (£)	Employees
Kuehne + Nagel (Contract Logistics)	541,336,000	40,154,000*	9,181*
Kuehne + Nagel Drinks Logistics	208,189,000	-4,984,000	2,399
<b>Kuehne + Nagel</b>	<b>749,525,000</b>	<b>35,170,000</b>	<b>11,580</b>

\* Includes contributions from International Freight Forwarding

## Lenham Storage

	Turnover (£)	Pre-tax profit (£)	Employees
Lenham Storage	33,957,070	1,522,831	422
Lenham Storage (Southern)	10,594,918	540,830	103
<b>Lenham Storage</b>	<b>44,551,988</b>	<b>2,063,661</b>	<b>525</b>

## Pentalver

	Turnover (£)	Pre-tax profit (£)	Employees
Pentalver Transport	73,266,000	7,200,000	316
Pentalver Cannock	45,160,000	1,192,000	259
<b>Pentalver</b>	<b>118,426,000</b>	<b>8,392,000</b>	<b>575</b>

## XPO Logistics

	Turnover (£)	Pre-tax profit (£)	Employees
XPO UK Supply Chain	982,967,000	35,709,000	16,722
XPO Transport Solutions	319,546,000	5,912,000	2,438
XPO Bulk UK	84,416,000	3,833,000	825
<b>XPO Logistics</b>	<b>1,386,929,000</b>	<b>45,454,000</b>	<b>19,985</b>

## Yodel Distribution

	Turnover (£)	Pre-tax profit (£)	Employees
Yodel Distribution	409,798,000	-82,481,000	4,011
Arrow XL	82,621,000	2,925,000	1,095
<b>Yodel Distribution</b>	<b>492,419,000</b>	<b>-79,556,000</b>	<b>5,106</b>



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