

# CRAIN'S LIST: LARGEST LOGISTICS COMPANIES

Ranked by 2007 revenue

	Company Address Phone, Web site	Top local executive	Revenue (\$000,000) 2007	Revenue (\$000,000) 2006	Percent change	Full-time employees in Detroit area Jan. 2008	Worldwide employees Jan. 2008	Business description
1.	<b>Con-way Freight Inc.</b> 2211 Old Earhart Road, Ann Arbor 48105 (734) 996-6600; www.con-way.com/freight	John Labrie president	<b>\$2,900.0</b>	\$2,800.0	3.6%	500	18,150	Transportation company
2.	<b>Universal Truckload Services Inc.</b> 11355 Stephens Road, Warren 48089 (586) 920-0100; www.goutsi.com	Donald Cochran CEO and president	<b>680.4</b>	641.6	6.0	NA	NA	Transportation and shipping services, truck brokerage
3.	<b>United Parcel Service of America</b> 29855 Schoolcraft Road, Livonia 48150 (734) 523-1276; www.ups.com	Jennifer Shroeger vice president and COO	<b>596.2</b>	581.7	2.5	1,088	425,300	Shipping and supply-chain services
4.	<b>Logistics Insight Corp.</b> 11355 Stephens Road, Warren 48089 (888) 334-5462; www.4linc.com	H.E. Wolfe president	<b>300.0</b>	285.0	5.3	1,367	2,777	Logistics and related services such as transportation, ground expedite, air forwarding, sequencing, cross-docks, returnable container management, home delivery, subassembly and more
5.	<b>United Road Services Inc.</b> 10701 Middlebelt Road, Romulus 48174 (734) 947-7900; unitedroad.com	Michael Wysocki president and CEO	<b>220.2</b>	195.2	12.8	266	972	Vehicle logistics for vehicle manufacturers, remarketers, auctions, dealers and internet vehicle transactions on a national basis

This list of logistics companies is an approximate compilation of the largest companies in Wayne, Oakland, Macomb, Washtenaw and Livingston counties. It is not a complete listing but the most comprehensive available. Net revenue is total revenue minus the cost of purchased transportation. CenTra Inc., CEVA Logistics and the Outbound Group, which *Crain's* believes would qualify for this list, did not provide 2007 figures and a reliable estimate could not be made.

LIST RESEARCHED BY CAMILLE PIPPEN AND ANNE MARKS