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# Inc. 5000 list includes fast-growing logistics companies

**William B. Cassidy, Senior Editor** | Aug 29, 2014 4:49PM EDT

The 132 transportation and logistics companies that made the Inc. 500/5000 list of fastest-growing U.S. companies this year prove that size and speed aren't always twinned.

Three-quarters of the fastest-growing transportation and logistics companies on the list had less than \$100 million in revenue in 2013, and 34 percent had less than \$10 million in sales.

The Inc. 5000 transportation and logistics companies ranged in size from \$2.2 million Component Supply to \$1 billion Coyote Logistics and \$1.6 billion Total Quality Logistics.

### Inc. 5000 Fastest-Growing Transportation & Logistics Companies

Rank	Company	3-Year Growth Rate	2013 Revenue (\$ millions)	2014 Inc. 5000 Rank
1	Intelligent Audit	3122%	\$318.80	118
2	Legion Logistics	2545%	\$15.10	156
3	RPM Freight Systems	1683%	\$4.60	274
4	MES	1621%	\$20.40	282
5	Flat World Supply Chain	1231%	\$40.40	383
6	JEAR Logistics	969%	\$15.10	491
7	US Perishables	935%	\$4.40	504
8	G-Force Shipping	831%	\$10	574
9	Scotlynn USA Division	793%	\$39.60	599
10	First Flight Solutions	649%	\$4.30	699

Source: 2014 Inc. 500/5000

The fastest-growing logistics operator, however, was Intelligent Audit, a cloud-based software company that negotiates with carriers to recover funds for 1,200 high-volume shippers.

The Rochelle Park, New Jersey-based company, which had \$318.8 million in revenue in 2013, up from only \$9.9 million in 2010, had a 3,122 percent three-year growth rate.

Florence, Kentucky-based Legion Logistics, the second-fastest-growing logistics operator on the list, increased revenue 2,545 percent from 2010 through 2013 to \$15.1 million.

And RPM Freight Systems, a \$4.6 million non-asset logistics operator, was the third-fastest-growing company in the logistics category, increasing revenue 1,683 percent in three years.

The T&L category was the seventh largest by revenue within the Inc. 5000, with \$11.1 billion in

revenue last year. By growth rate, T&L ranked 16th, with 115 percent growth.

The number of T&L companies on the Inc. 500 list has grown significantly — up 124 percent from [59 companies in 2010](#), a sign perhaps of opportunities seized in the economic recovery.

One attribute many of the T&L companies share in common is that they don't own assets — meaning trucks. Of the 10 fastest growing logistics players, seven were non-asset 3PLs.

The ninth-fastest-growing T&L company on the list is an asset-based 3PL, Scotlynn USA Division, that increased revenue 793 percent over three years to \$39.6 million.

However, asset-based companies made the list as well, including Bolt Express, a \$58.5 million truckload and expedited operator on the Inc. 5000 list for four straight years.

Other asset-based companies include California Midwest Xpress, a \$4.1 million truckload carrier with a 143 percent three-year growth rate, and S.A. Trucking, a 21-truck, \$4.1 million company hauling goods from East Coast ports from New York to Delaware.

S.A. Trucking, based in North Bergen, New Jersey, grew 94 percent over three years and ranked 3,506th on the Inc. 5000 — higher than many much larger companies.

Most of the companies — from the smallest to the largest — were founded by entrepreneurs. Think of Jeff Silver at \$1 billion Coyote Logistics (219 percent growth rate) or Robert Nathan at \$44.5 billion Load Delivered Logistics (247 percent growth rate), for example.

“We talk about the [Inc. 500](#) as a collection of elite companies, but what this ranking really honors is a collection of elite entrepreneurs,” Inc. said in its [introduction to the 2014](#) winners.

The company that topped the Inc. 500/5000 this year — with a 158,957 percent three-year growth rate — is Fuhu, which develops software and apps and computer tablets for children.

The El Segundo, California company, founded in 2008 by Robb Fujioka, had \$123,000 in revenue by 2010. Last year, [Fuhu](#) had \$195.6 million in revenue, according to Inc.

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