

# CLOSEUP LOGISTICS & TRANSPORTATION

Rank	Company	Revenue in millions	Revenue change	Income (loss) in millions	Income change	IT employees
19	Avis Group Holdings Inc.	\$3,333	45%	\$93	46%	950
25	Continental Airlines Inc.	\$8,639	9%	\$455	19%	800
39	FedEx Corp.	\$16,774	6%	\$631	25%	3,345
44	Delta Air Lines Inc.	\$14,711	4%	\$1,101	10%	2,050
45	United Parcel Service of America Inc.	\$27,052	9%	\$883	-49%	3,800
56	CNF Transportation Inc.	\$5,593	13%	\$182	39%	815
67	Schneider National Inc.	\$2,711	0%	-	-	363
85	DHL Airways Inc.	\$1,348	10%	(\$5)	62%	2,200
96	Northwest Airlines Inc.	\$10,276	14%	\$300	0%	1,075
98	Roadway Express Inc.	\$2,813	6%	\$46	76%	135
108	USFreightways Corp.	\$2,222	21%	\$104	46%	197
115	United Airlines Corp.	\$18,027	3%	\$1,235	50%	1,700
116	AMR Corp.	\$17,730	1%	\$985	-25%	200
123	Bekins Van Lines Co.	-	-	-	-	60
153	Danzas AEI Intercontinental	\$6,001	34%	\$4,218	40%	250
173	Ryder Systems Inc.	\$4,952	-5%	\$419	164%	165
198	CSX Corp.	\$10,811	9%	\$2	-99%	623
208	Landstar System Inc.	\$1,388	8%	\$46	283%	155
221	Enterprise Rent-A-Car	\$4,730	13%	\$290	54%	1,001
262	Burlington Northern Santa Fe Railway	\$9,100	2%	\$1,137	-2%	550
306	J.B. Hunt Co.	\$2,047	12%	\$32	-32%	312
309	Budget Rental Car Group	\$2,349	22%	(\$65)	-	100
349	Fritz Companies Inc.	\$1,613	24%	\$17	-4%	300
356	Yellow Technologies Corp.	\$3,227	11%	\$51	-	400
358	Alaska Airlines Inc.	\$2,082	10%	\$134	8%	260
378	Penske Truck Leasing Co.	\$2,700	42%	\$137	24%	271
391	Union Pacific Corp.	\$11,273	7%	\$810	228%	1,456
452	APL Ltd.	\$1,062	-	\$58	-114%	580
462	Airborne Express Co.	\$3,140	2%	91	-34%	600

Financial data by IRG Corp. ([www.irgweb.com](http://www.irgweb.com)). Figures are for most recent fiscal year.  
IT employee information from InformationWeek 500 qualifying survey.

# SNAPSHOT LOGISTICS & TRANSPORTATION

## INSIDE COMPANIES, ON AVERAGE

■ Portion of revenue spent on IT	5%
■ Share of revenue from E-business	34%
■ Portion of customer-service inquiries handled automatically, without human intervention	33%
■ Portion of suppliers included in electronic supply chain	40%
■ Portion of customers included in electronic supply chain	29%
■ Portion of accounts-receivables data entered by customer	36%
■ Portion of work hours IT executives meet with lines of business	32%

## HOW COMPANIES DIVIDE THEIR IT BUDGETS

■ Technology purchases	20%
■ IT services or outsourcing	19%
■ Research and development	4%
■ Salaries and benefits	27%
■ Applications	17%
■ Other	13%

## HOW COMPANIES DIVIDE THEIR E-BUSINESS BUDGETS

■ Technology purchases	20%
■ IT services or outsourcing	21%
■ Research and development	6%
■ Salaries and benefits	24%
■ Applications	23%
■ Other	6%

## ACROSS THE INDUSTRY

■ Profitable E-business operations	79%
■ IT sells services to other companies	48%
■ Senior IT executive member on executive management committee	90%
■ Senior IT executive in current position	4 years

DATA: INFORMATIONWEEK RESEARCH

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# INNOVATION SCORING LOGISTICS & TRANSPORTATION

Rank	Company	Technology strategy	E-business strategy	Business practices	Customer knowledge
19	Avis Group Holdings Inc.	●	●	●	■
25	Continental Airlines Inc.	●	●	●	●
39	FedEx Corp.	●	●	▲	●
44	Delta Air Lines Inc.	●	●	■	●
45	United Parcel Service of America Inc.	■	●	●	●
56	CNF Transportation Inc.	●	■	●	●
67	Schneider National Inc.	●	●	●	●
85	DHL Airways Inc.	●	●	■	●
96	Northwest Airlines Inc.	■	●	●	■
98	Roadway Express Inc.	●	●	▲	■
108	USFreightways Corp.	●	●	■	●
115	United Airlines Corp.	▲	■	●	■
116	AMR Corp.	■	●	■	■
123	Bekins Van Lines Co.	●	●	●	■
153	Danzas AEI Intercontinental	●	■	■	▲
173	Ryder Systems Inc.	▲	●	●	●
198	CSX Corp.	▲	■	■	■
208	Landstar System Inc.	●	●	■	■
221	Enterprise Rent A Car	▲	■	▲	●
262	Burlington Northern Santa Fe Railway	▲	■	■	▲
306	J.B. Hunt Co.	▲	■	▲	▲
309	Budget Rental Car Group	■	●	▲	■
349	Fritz Companies Inc.	▲	■	■	●
356	Yellow Technologies Corp.	▲	▲	▲	▲
358	Alaska Airlines Inc.	▲	■	▲	■
378	Penske Truck Leasing Co.	▲	▲	▲	▲
391	Union Pacific Corp.	▲	▲	●	■
452	APL Ltd.	▲	■	●	▲
462	Airborne Express Co.	▲	▲	▲	▲

DATA: INFORMATIONWEEK RESEARCH

Gold ● Silver ■ Bronze ▲

Criteria for each medal are explained on p. 75.