

Transportation Companies

Company/location/senior executive(s) in region	FTEs
1. Northwest Airlines www.nwa.com 612-726-2111 FAX 612-726-7123 Reservation Call Center , Chisholm / Patricia Blacker , director Aircraft Maintenance Center , Duluth / Todd Johnson , director Owns and operates a reservations center in Chisholm (607 FTEs), Baltimore and Tampa, FL; leases reservation centers in the Twin Cities and in Seattle. Northwest's Duluth maintenance base (241 FTEs) is one two the airline leases and operates. 2003 Revenues (systemwide): \$11 billion.	848
2. Canadian National Railway (CN) , Montreal www.cn.ca 1-888-888-5509 FAX 514-399-3779 contact@cn.ca Largest rail network in Canada and the only U.S. transcontinental network, connecting Canada and Gulf of Mexico through Duluth/Superior. Operates in eight Canadian provinces and 16 states. U.S. operations based in Homewood, IL. System has 7,142 employees and 6,382 miles of track; subsidiaries include Duluth, Winnipeg and Pacific Railway; Wisconsin Central; Great Lakes Transportation LLC (acquired in May 2004), including Duluth Missabe & Iron Range Railway Co. (DM&IR) and Great Lakes Fleet. DM&IR employs about 500 workers and posted \$89 million in 2003 revenues, principally from hauling 20.2 million tons of taconite pellets. 2003 revenues (systemwide): \$5.23 billion. E. Hunter Harrison , president/CEO / Gordon Traston , senior vice president, U.S. Region	546
3. Burlington Northern Santa Fe Corp. www.bnsf.com 715-394-1210 Railroad has more than 500 employees in Duluth/Superior, Northwest Wisconsin and Iron Range areas. Hauls agricultural products, coal and taconite. Company has yards, terminals in Duluth (1), Superior (2). 2003 Revenues (systemwide): \$10.5 billion Charles Keeler , terminal manager / Steve Goodall , regional vice president, North Operations	525
4. Halvor Lines , Superior www.halvorlines.com 715-392-8161 FAX 392-1418 Transports paper, general cargo in 48 states and Canada. Fleet includes vans, flatbeds and refrigerated trucks; 260 power units. 2004 Revenues: \$41 million. Jon Vinje , president/CEO	304
5. Jeff Foster Trucking , Superior www.jeffostertrucking.com 715-394-6099 FAX 394-4038 Transports lumber, steel, machinery, petroleum product, salt, gravel, pulp, chips, general cargo. Fleet includes flat-bed, tankers, vans, chip, stepdeck, specialized trailers. Truck body shop offers steel shot blasting, fiberglass, aluminum repair, expert painting. 195 power units. 2004 Revenues: W/D. Jeff Foster , president/CEO	198
6. United Parcel Service (UPS) www.ups.com 612-379-6643 FAX 379-6622 World's largest package delivery company. 2003 Revenues (systemwide): \$36 billion. Kevin Geislinger , Virginia business mgr. / Mike Harden , Duluth business mgr.	123
7. Smithway Motor Xpress , Cohasset www.smxc.com 218-328-6544 FAX 722-5735 Hauls lumber, steel, paper and machinery. 150 power units; leases 75 power units from independent drivers. Data for Cohasset operation. Based in Fort Dodge, IA. 2003 Revenues: \$180 million (systemwide). Mike Funnell , terminal manager	110
8. Timberline Express , Superior www.timberlineexpress.com 715-392-9617 FAX 392-5232 Hauls paper, food, fumeric acid, scrap paper, cardboard; 90 power units, all van fleet. 2003 Revenues: W/D. James Mitchell , president	105
9. Northway Carriers , Superior 715-392-5363 FAX 392-5578 lynne@northwaycarriers.com Less than load (LTL) carrier. Handles interline freight for 20 other carriers. 63 power units, 100 vans, four straight trucks. Terminals in New Brighton, MN and Fargo. 2003 Revenues: W/D. Don Bergholm , president	63
10. Robert Volz Trucking , Solon Springs 715-378-4329 FAX 378-2070 volztrk@centurytel.net Refrigerated cargo, raw forest products. 49 power units. Revenues: W/D. Judy Volz , president	46
11. Wille Transport , Deer River www.willetransport.com 218-246-2255 FAX 246-2252 randy@willetransport.com Hauls lumber, steel, machinery. Fleet includes 41 power units, leases 13 power units from independent drivers; 40 flatbed, 40 stepdeck, two retractible gooseneck trailers, five van trailers. Revenues: W/D. Randy Cook , president	41
12. Union Pacific Corp. www.up.com 402-544-5000 FAX 271-6408 Operates Superior terminal and switching yard at South Itasca, interchanging cars with Burlington Northern Sante Fe, CN & Canadian Pacific railroads. Ships paper, lumber, grain, coal and potash. Railway runs four trains daily to the Twin Cities and Chicago. Based in Omaha, NE. 2003 Revenues (systemwide): \$12 billion. John Bromley , public affairs director	40
(tie) Dave Evans Transport , Superior 715-392-2211 FAX 392-5755 daveevanstransports@charterinternet.net One of largest dry bulk haulers in Upper Midwest with 40 power units; hauls lime, cement, synthetic oil, salt. silica sand, cement, paper coatings, liquid chemicals. Revenues: W/D. David Evans	40
14. Canadian Pacific Railway , Superior www.cpr.ca 715-394-5302 FAX 394-4923 Carrier's Superior Yard mainly handles grain from North Dakota and western Minnesota, shipped from Minneapolis. Train crews make the trip three times a week, except during the harvest, once daily. From Superior, trains travel to Rices Point in Duluth to elevators where the grain is loaded onto vessels for shipment to the East Coast and Europe. 2003 Revenues (systemwide): \$3.2 billion. Neil Hagen , yard manager	30
15. Figgins Trucking , Grand Rapids 218-326-9477 FAX 326-4311 figgins@paulbunyan.net Hauls paper, general cargo. Leases 24 power units from independent drivers. Fleet includes 52 power units, 70 vans, 30 stepdecks. 2003 Revenues: W/D. Marvin Figgins , president	28
16. Kirscher Transport , Virginia www.kirschertransport.com 218-749-5100 FAX 749-8883 Provides specialized cargo hauling, crane rental, rigging services. Fleet includes 26 power units, 45 flatbed, specialized trailers for chemical, other liquid/dry bulk cargoes, heavy machinery/mining supplies, over-size, over-weight, over-length cargoes. Chemical tanker, (hazardous and non-hazardous cargo), pneumatic tanker. Revenues: W/D. Brian Foster , president	23
17. Fedex Freight , Hermantown www.fedexfreight.com 218-624-8852 FAX 624-8845 Nationwide less-than-load (LTL) carrier with 13 power units, enclosed vans and pup trailers. Driver center in Bemidji. Based in Harrison, AK. 2004 Revenues: \$2.7 billion (systemwide). Colleen Tweten	16
UNRANKED Didn't respond to survey Monson Trucking , Duluth 218-525-6681 FAX 525-7310 Transports paper, wood products, chemicals, livestock, dry bulk, produce, other refrigerated food products, construction materials, farm supplies. Mike/Mark Monson	W/D