

Response from U.S. Seal Coat, Inc.

“U.S. Pavement (U.S. Seal Coat) takes great pride in the safety and professionalism of our operation, especially our fleet. We take all ratings and inspections very seriously. Over the course of hundreds of daily weigh-station inspections, an inspection of the truck resulting in an out of service violation was made only 17 times in the past 30 months. We would also like to emphasize that US Pavement has had only one US DOT “recordable accident” in the past 22 months which is far below the industry average. Furthermore, we take great pride in the fact that our company currently has a Satisfactory US Department of Transportation safety rating which was based on a detailed on-site audit of our regulatory compliance. In addition to our ongoing in-house driver training, we retain a third party regulatory compliance company to assist us with all aspects of highway safety. We have an industry-leading safety rating for workers compensation and have one of the strictest employee screening policies in the area. Since 1985, our company has been focused on safety and professionalism, and will continue to do so for years to come.”

Andrew J. Musto
Executive Vice President
U.S. Pavement Services, Inc.

February 17, 2010

Mike Beaudet
Fox 25
25 Fox Drive
P.O. Box 9125
Dedham, MA 02027-9125

Dear Mike,

It was a pleasure speaking with you the other day. Thank you for reaching out to me for comments on the use of Driver Safe Stat Scoring and the Trucking Industry.

Cargo Transport is a Second Generation family owned business that was started in 1969. Ensuring that Cargo's drivers are operating its trucks in a safe manner is one of Cargo's top priorities and one that I personally take very seriously.

It is our understanding that the Driver Safe Stat system summarizes the number of violations a driver receives during a roadside inspection including clerical issues, form and manner, and not wearing a seatbelt. While I am not sure of the exact formula used, the results from the inspections are put into an algorithm to determine a Safe Stat score. Although the system is not perfect (sometimes inspections aren't entered or incorrect data is entered), it does offer an organized, well presented snapshot of the results of these roadside inspections.

The Safe Stat Scoring allows us to see trends and track the progress of our various safety programs. For example, we had 65% fewer driver roadside violations from 2008 to 2009. It is these reductions that will continue to improve our Safe Stat score, but that will take time as the look back period is 30 months.

The DOT and State Police have also done a great job of increasing awareness of safety in the Motor Carrier Industry by increasing the number of roadside inspections. This is something we embrace.

Although we acknowledge that Safe Stat is one measurement tool for determining how safe a driver is on the road, we also believe that there are a number of other measurements that also useful for measuring whether a trucking company's drivers are safely operating its vehicles. One of the most critical measurements is the number of accidents a trucking company has incurred. As I am sure you are aware based upon your own research, Cargo has an extremely low accident rate. We believe that this is due in large part to our experienced, professional drivers; and the safety programs that we have in place. For example, our engines are governed not to exceed 65 mph. Furthermore, we go above & beyond DOT regulations by reviewing our driver's driving records twice per year (regulations are for an annual review). If we find that drivers are not in compliance with our safety programs, we have terminated them.

In addition to our low accident rate, we also have a worker's compensation loss history that is among the best of the industry. In fact, we were invited to become part of an insurance group that only selects from the best risks among a few industries. We work with our insurance companies to develop practical safety programs (ie. backing up, winter driving) that help us maintain a low accident rate and a safe operation.

Lastly, we have under retainer an outside firm that specializes in motor carrier safety and compliance to assist us with ongoing, continuous improvements and best practices.

In conclusion, I simply want to reiterate to you that Safe Stat scoring is simply one of many measurements used to determine the safety of a trucking company's operations. We believe, however, that in order to truly determine whether a trucking company is safely operating its trucks, a person needs to consider a number of other safety measurement tools. I have tried to highlight a few of them for you in this letter. Based upon all of these factors, I am proud to say that I consider Cargo to be a safe and well run trucking company.

I hope this helps with your story.

Sincerely,

Peter Coumounduros
President & General Manager



Asphalt Services, Inc.

February 22, 2010

Mike Beaudet:

Mike, in response to your telephone conversation with Tony Heffernan, we had discussions last August with our Insurance Carrier regarding our SafeStat rating. T&K Asphalt Services has hired two outside Safety Consultants, one being Capitol Motor Carrier Compliance to help with our DOT Compliance. T&K Asphalt Services has also hired a full-time Safety Manager who has implemented driver training for all company drivers. We have noticed a significant difference in our motor vehicle safety awareness and are going to continue to build on this momentum. Our goal is to be have a SafeStat rating under 75% with-in two years.

Sincerely,

T&K Asphalt Services



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Response from GJ Towing, Inc.

In a phone interview, GJ Towing President Gennaro Angiulo said the Federal Motor Carrier Safety Administration ratings unfairly penalize GJ and other towing companies. Most of GJ's violations, he said, are for failure to put lights on the towed vehicles, which Angiulo said was a minor problem, not a safety issue.

He also said, "When you receive a violation from the (U.S.) Department of Transportation, no matter how major or minor, if it results in an out-of-service, it completely condemns you. They only count the negatives. They don't come down and inspect every truck and count the positives."