



## **TANDEM TRANSPORT CORP. CARRIER PROFILE**

### **CORPORATE OFFICE**

(Marketing / Operations)  
1111 W US Highway 20  
Building A, Suite A  
Michigan City, IN 46360-6849

### **BUSINESS OFFICE**

(National Sales / Accounting)  
1101 Michigan Avenue  
P O Box 180  
St. Louis, MI 48880

WEB ADDRESS: [www.tand.com](http://www.tand.com)

ICC NUMBER: MC-156133

FEDERAL ID NUMBER: 35-1491990

DOT NUMBER: 198033

### **EXECUTIVE COMMITTEE:**

Walter G. Bay, COB, CEO  
Jeffrey T. Gross, President, COO  
David Bay, Vice President  
Terry Killingbeck, Vice President, Marketing & Logistics

**ESTABLISHMENT:** Tandem and predecessor companies have provided for-hire freight services throughout the U.S. since 1945.

**Annual Revenue:** Fiscal Year 2010 revenue was over \$46 million.

January 1, 2011 (Rev. 33)

## TERMINAL LOCATIONS &amp; CONTACTS

**Corporate Headquarters (Marketing / Operations)**  
**Michigan City, IN**

**Corporate Sales & Dispatch**

Terry Killingbeck (Ext. 8114)  
 VP, Marketing & Logistics

Barry Kiernan (Ext. 8135)  
 Director of Traffic

Brian David (Ext. 8134)  
 Manager, National Sales & Customer Service

Sue Edwards (Ext. 8118)  
 Manager, Sales Administration

U.S.: 800-348-8532  
 Phone: 219-874-6271  
 Fax: 219-873-7051

**Maintenance / Safety**

Bob Bednarek (Ext. 8113)  
 Senior Director of Safety & Maintenance

Jeff Bessent (Ext. 8146)  
 Safety & Compliance Manager

U.S.: 800-348-8532  
 Phone: 219-874-6271  
 Fax: 219-873-7052

**Executive / Accounting**  
**St. Louis, MI**

Jeff Gross (Ext. 8211)  
 President, COO

Jeremy Murphy (Ext. 8213)  
 Controller

U.S.: 800-232-6748  
 Phone: 989-681-5754  
 Fax: 989-681-2216

**Regional Sales / Dispatch**  
**Chattanooga, TN**

Russell Ferguson (Ext. 25)  
 Terminal Manager

Matthew Stahl (Ext. 22)  
 Regional Traffic Coordinator

U.S.: 800-423-9453  
 Phone: 423-855-1188  
 Fax: 423-499-0667

## TERMINAL LOCATIONS &amp; CONTACTS (continued)

**Regional Sales / Dispatch / Maintenance****Gaylord, MI**

Ken Worm  
Regional Manager  
Operations & Driver Development

Alec Burson  
Regional Traffic Coordinator

U.S.: 800-472-9622  
Phone: 989-732-7297  
Fax: 989-731-2960

**Regional Sales / Dispatch****Vanlue, OH**

Bob Brooks  
Regional Manager

Toby Brooks  
Regional Traffic Coordinator

Melissa Blair  
Regional Traffic Asst.

U.S.: 800-531-7725  
Phone: 419-387-7725  
Fax: 419-387-7743

**Regional Sales / Dispatch****Savannah, GA**

John Good (Ext. 12)  
Terminal Manager

Faron Collins (Ext. 10)  
Regional Traffic Coordinator

Gary Fowler (Ext. 11)  
Manager, Safety and Recruiting

Jessica Carter (Ext. 13)  
Regional Traffic Asst.

U.S.: 800-591-0466  
Phone: 912-963-9750  
Fax: 912-963-9751

## SALES AND MARKETING

Tandem has a number of features that make it the number one choice in **flatbed** carriers:

- **Company owned** fleet of **278 tractors** all with standard length **48'** **predominately East aluminum, air-ride flatbed** trailers, **5 Independent Contractors**, and **30 Exclusive Fleet Owner/Brokers** ,making our **total fleet size of 313 units.**
- Full lumber tarps, steel tarps, straps, chains, coil racks and pads. We can haul nearly all types of **building materials, steel, or machinery.**
- **Dedicated equipment** to meet your short haul needs. Tandem can assign dedicated drivers that will serve you daily.
- **Spread-Axle** trailers providing Interstate and Intrastate service with up to 51,000 pounds of payload capacity
- **Multi-Axle** trailers providing Intrastate Michigan service up to 104,000 pounds of payload capacity
- **Doubles (Trains)** providing Intrastate Michigan (and Northern Ohio and Northern Indiana) service with up to 104,000 pounds of payload capacity with 56' of deck space
- **Late modeled** tractors and trailers  
Tractors are mostly 2006 – 2010 and trailers 2006 – 2009
- **48 state authority** including Ontario Canada.
- Also, **intrastate authority** for Georgia, Illinois, Indiana, Michigan, North Carolina, Tennessee, Kentucky, Ohio, Texas and Missouri
- **Flexible rates** that can be per hundred weight, per mile, point-to-point, or customized to meet shippers needs.
- **EDI Capability** for automatic payment and freight tender.
- **Customized reporting** available to show trends, charts, maps, etc. to meet your analytical needs.

## SCOPE OF OPERATING AUTHORITY

- A. Tandem operates with **forty-eight (48) state general commodities, common and contract authorities,** plus **Intrastate authority** for **GA, IL, IN, KY, MI, MO, NC, OH, TN, TX.**
- B. **Heaviest Traffic Lanes** are East of the MS River, with concentration of services in **IL, IN, MI, OH, PA (West), and WI.** We also have a very strong presence in the South East with our terminals in Savannah, GA and Chattanooga, TN, with heavy concentration in **AL, GA, NC, SC, TN.**

January 1, 2011 (Rev. 31)

## EQUIPMENT - SIZE OF FLEET

### A. Company Owned

#### 1. Type and Size of Fleet (Current)

Tractors: 180 Freightliner Conventionals  
68 Volvo Conventionals  
30 International Conventionals

Trailers: 215 East 48' Aluminum AIR RIDE – Tandem Axles  
64 Reitnauer 48' Aluminum AIR RIDE – Tandem Axles  
10 Fontaine 48' Aluminum AIR RIDE – Tri Axles  
15 East 48' Aluminum AIR RIDE – Tri Axles  
5 Reitnauer 48' Aluminum AIR RIDE – Tri Axles  
10 Fontaine 48' Aluminum AIR RIDE – Tandem Axles  
5 East 48' Aluminum AIR RIDE – Six Axles  
5 East 48' Aluminum AIR RIDE – Seven Axles  
3 Benson 48' Aluminum AIR RIDE – Tandem Axles  
4 Reitnauer 48' Aluminum AIR RIDE – Seven Axles  
1 Thruway 50' – AIR RIDE – Eight Axles

#### 2. Condition and Year

Tandem follows a strict maintenance schedule for all equipment to insure safe and efficient operation. All equipment is in EXCELLENT condition. A snapshot of our late-modeled equipment is:

Tractors:	30 2011 models	Trailers:	27 2009 models
	5 2010 models		120 2008 models
	5 2009 models		98 2007 models
	103 2007 models		46 2006 models
	98 2006 models		20 2005 models
	37 2005 models		10 2003 models
			3 2002 models
			4 2001 models
			8 2000 models
			1 1998 models

Our fleet is continuously cycled, utilizing long-term contractual agreements with quality vendors.

### B. Leased: Independent Contractors & Exclusive Fleet Operators

1. Type and size of fleet  
Roughly five (5) tractor-trailer combinations
2. All equipment is well maintained. Trailers are comprised of 48' spread-axle trailers.
3. Independent Contractors are thoroughly screened to meet our qualifications. Many of these drivers have been with Tandem for several years.

January 1, 2011 (Rev. 33)

## PERSONNEL

A.	Company Drivers	270
B.	Independent Contractors	5
C.	Broker Drivers	30
D.	Accounting / Finance	9
E.	Safety/Compliance/Recruiting/Driver Personnel	13
F.	Operations	22
G.	Sales/Traffic	<u>23</u>
	Total	372

## SERVICE CONSIDERATIONS

- A. Communications, Tracking and Expediting  
Scheduled loading and unloading provided as well as customer notification upon request. All drivers to contact central dispatch by 9:30 a.m. CST daily. We began installation of Qualcomm satellite communications as of January 2009.
- B. Central Dispatch and Coordination  
All freight is monitored by Central Dispatch in Michigan City, IN. However, each terminal coordinates planning and dispatch for their geographic area. Most loading schedules are arranged one day prior to pick up; however, same-day pick up is possible.
- C. Control of Pick Up and Delivery  
No loads are accepted without drivers available for pick up. Loads accepted within a 500 mile radius are scheduled for delivery the next working day (special deliveries can be arranged). All drivers are required to contact dispatch when empty.
- D. Customer Service  
Tight control of company drivers and independent contractors allows Tandem to react quickly to special customer situations. Stop off and reconsignment service is provided. Safe, late-model equipment enhances our shipper's product to consignee. Excellent securement and protective equipment are provided. Our drivers are well screened, qualified, and well paid. They receive many incentives to further insure quality customer service (ie. safe driving, fuel, highest revenue, etc.)

January 1, 2011 (Rev. 32)

E. Overage, Shortage, and Damage Claims

Tandem is very serious about meeting customer requirements as well as DOT regulations. Our last Safety Compliance Audit (November 2010) revealed that Tandem Transport is in FULL compliance with all federal regulatory and safety requirements. Due to the scrutiny we maintain, our customer satisfaction is high and claims negligible. This is reflected in our excellent insurance rating. Should you have any questions or concerns, please feel free to contact Jeff Bessent, Manager, Safety & Compliance, at 800-348-8532 ext. 8146.

F. Billing and Payment

Computerized billing is forwarded to our customers upon Tandem's receipt of driver's completed paperwork. Payment requested within seven (7) days of receipt of billing.

We are also EDI capable and have several accounts on an automatic payment program. Should you have interest in automatic payments or any EDI issues please contact Scott Nobles, our Manager, Systems Administration, at 800-348-8532 (ext. 8157), and he will advise you of our systems and their capabilities.

G. Information Systems and Reports

Tandem's finance and operations are fully integrated in our computer system. Should you have need of activity or trend reports, do not hesitate to ask. We can prepare maps, graphs, charts, etc.. tailored to your analytical needs.

## LIABILITY INSURANCE

Tandem is covered by the following insurance:

Great West Casualty Company - Omaha, NE

Policy Number: CLP000486A

Cargo Liability: \$200,000

Excellent safety and cargo liability ratio

## INSURANCE AGENT

Tandem's insurance agent is:

Motor-Ways, Incorporated

P O Box 42308

Urbandale, IA 50322

ATTENTION: Mr. Pat Storey, President

Phone: 800-642-4163