



## DRIVING the Future

**The Waggoners Trucking** is an ISO 9002 compliant company, bringing two generations of transportation expertise, a firm financial base, sound business practices, and a genuine dedication to the automobile transportation industry.

Built on a foundation of imagination and determination, Wayne built The Waggoners Trucking from a single truck operation in to a fleet spanning North America.

Headquartered in Billings, Montana, The Waggoners Trucking supplies service primarily to oil field customers in the United States and Canada with dedicated LTL routes, truck load, hot shot service, as well as, specialized equipment servicing the medium and heavy duty trucking transportation industry.

While our equipment definitely enhances our operations, we employ only the most qualified drivers to ensure professional transportation of our customers' freight. Our drivers receive top notch training and certification from our in-house training school, providing professional and comprehensive classroom and hands-on vocational training.





# Contents



At The Waggoners Trucking, we meet our customers' transportation needs with professional dedication, superior service, and a western pride that is second to none. We recently celebrated our 63<sup>rd</sup> year of operational excellence.

The Waggoners Trucking is proud to present this **Company Profile** to provide the following **information** about our Company and operations to our business partners and clients:

- Company History
- Specialized Flatbed Division
- Safety and Accident Prevention
- Driver Qualification
- Driver Training
- Information Systems Overview



## Our Mission Statement

**Our mission is to provide a consistently high level of service at a competitive price to our customers, satisfying our customers' needs and expectations the first time, every time.**

**This is achieved by safely delivering our customers' goods on time, in the same condition in which we received them, and according to our customers' requirements.**





# Company History

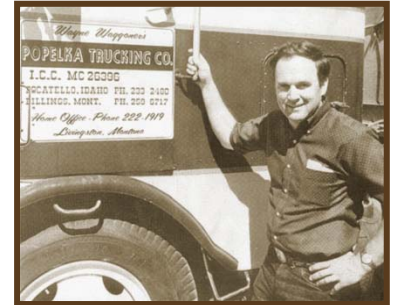


Wayne Waggoner's First Truck

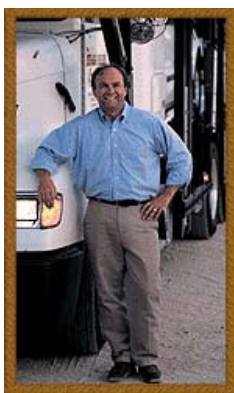
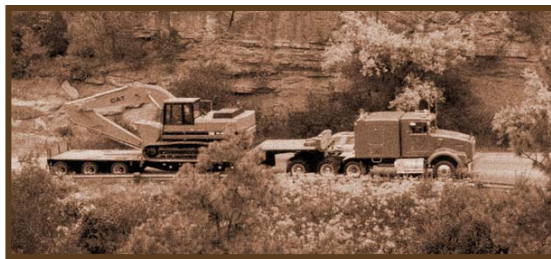
**Built on a foundation of honesty and hard work,** our family owned and operated business has grown from a single truck operation in 1951 to a fleet spanning North America.

Founded in 1951, our company came into being when Wayne Waggoner began transporting eggs from his parents' hatchery in Centerville, Iowa. In 1958, Wayne identified what he saw as a great business opportunity, switching from the transportation of eggs to the transportation of oversized and heavy equipment.

By 1968 our fleet had grown to 35 trucks. Lumber and grain were added to our list of hauling services. As further opportunities arose, The Waggoners Trucking expanded to include flatbed and less-than-load (LTL) transportation services, with an emphasis on servicing the oil field industry throughout North America.



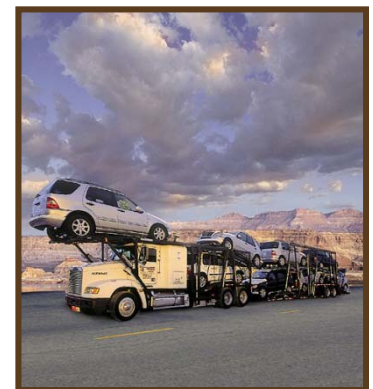
Wayne Waggoner, Chairman, Circa 1950's



David Waggoner, President

Before long Wayne's son David, now President, developed an interest in the family business and joined the company.

In 1987, The Waggoners Trucking established the Automobile Transportation Division. The Auto Transport Division quickly grew into the company's leading division and established The Waggoners Trucking as the largest family-owned, non-union car-haul company in the nation. The Automobile Transportation Division was sold in 2013.



Today The Waggoners Trucking remains a true pioneer and an innovative leader in the transportation industry. With the use of advanced communication technologies, specialized equipment, experienced staff, and an unsurpassed commitment to quality and customer service, **The Waggoners Trucking continues the tradition of excellence it began in 1951: delivering damage-free loads on time at a fair price.**



# Specialized Flatbed Division

## Whether You Need

- Full Truckload Service
- Less-Than-Load Service
- Hot Shot Service
- Overweight & Over Dimensional

## Waggoners Trucking Has You Covered!



With **Specialized Experience** in transportation of oil-field related materials, Waggoners Trucking offers **Scheduled Runs** across North America, with weekly or bi-weekly satellite-tracked pick-up and delivery service between all points in our system.

## The Waggoners' Advantages

- ✓ **Single Carrier Responsibility**
- ✓ A fleet of over **300 specialized, late model trucks** with professional Drivers trained to handle your freight properly, getting it there safely without damage
- ✓ Reliable **Team-Driver service** across North America for your time sensitive transportation needs
- ✓ Complete **Hazardous Materials** Transportation Capabilities
- ✓ **Approved and Customs Bonded**

**Give one of our  
Full Service Terminals  
a call today!**

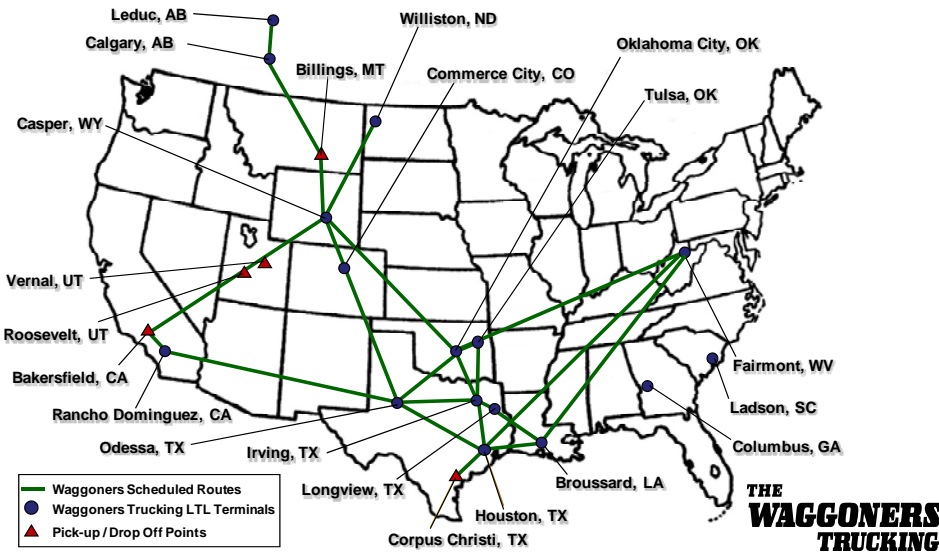
Billings, MT	800-999-9097
Broussard, LA	866-688-2162
Calgary, AB	877-392-4466
Casper, WY	800-443-3349
Denver, CO	970-373-8462
Fairmont, WV	304-366-6780
Houston, TX	800-441-0197
Irving, TX	800-386-4285
Leduc, AB	800-661-5970
Longview, TX	866-864-3357
Odessa, TX	432-561-8515
Oklahoma City, OK	888-672-7182
Rancho Dominguez, CA	800-272-7670
Tulsa, OK	800-722-2262
Williston, ND	877-546-1370



**Since 1951**

**On-time, damage-free delivery at a fair price.**





**Our reliable scheduled runs  
across North America will  
ensure your freight arrives on  
time and damage free!**

From Odessa, TX		
Destination	Departs	Est. Arrival
Broussard, LA	M,Tu,W,Th,F	W,Th,F,M
Calgary, AB	Tu,F	F,Tu
Casper, WY	Tu,F	F,Tu
Corpus Christi, TX	M,Tu,W,Th,F	W,F,M
Edmonton, AB	Tu,F	F,Tu
Houston, TX	M,Tu,W,Th,F,Sa	Tu,W,Th,F,M
Fairmont, WV	M,W,F	F,M,W
Irving, TX	Tu,Th,Sa	W,F,M
Longview, TX	M,Tu,W,Th,F	W,Th,F,M
Oklahoma City, OK	M,Tu,W,Th,F,Sa	Tu,W,Th,F,M,M
Rancho Dominguez, CA	F	Tu
Tulsa, OK	M,W,F	Tu,Th,M
Williston, ND	Tu,F	F,Tu

From Broussard, LA		
Destination	Departs	Est. Arrival
Calgary, AB	Tu, F	F, Tu
Casper, WY	Tu, F	F, Tu
Corpus Christi, TX	M,T,W,Th,F	W,F,M
Edmonton, AB	Tu, F	Tu,F
Fairmont, WV	M,W,F	W,F,M
Houston, TX	M,Tu,W,Th,F	Tu,W,Th,F,M
Irving, TX	M,Tu,W,Th,F	W, Th, F, M
Longview, TX	M,Tu,W,Th, Su	Tu,W,Th,F,M
Odessa, TX	M,Tu,W,Th	W,Th,F,M
Oklahoma City, OK	M,Tu,W,Th,Su	Tu,W,Th,F,M
Rancho Dominguez, CA	Tu,F	Tu+7,F+7
Tulsa, OK	M,T,W,Th,F	Tu & Th
Williston, ND	Tu,F	F,Tu

From Fairmont, WV		
Destination	Departs	Est. Arrival
Broussard, LA	M,W,F	W,F,M
Calgary, AB	M,W,F	Tu+7,F+7
Casper, WY	M,W,F	M+7,F+7
Corpus Christi, TX	M,W,F	F,M,W
Edmonton, AB	M,W,F	Tu+7,F+7
Houston, TX	M,W,F	W,F,M
Irving, TX	M,W,F	W,F,M
Longview, TX	M,W,F	W,F,M
Odessa, TX	M,W,F	Th,M,Tu
Oklahoma City, OK	M,W,F	W,F,M
Rancho Dominguez, CA	M,W,F	Tu+7
Tulsa, OK	M,W,F	M,F,Tu
Williston, ND	M,W,F	Tu+7

From Oklahoma City, OK		
Destination	Departs	Est. Arrival
Broussard, LA	M,T,W,Th,F	Tu,W,Th,F,M
Calgary, AB	Tu,F	F,Tu
Casper, WY	Tu,F	Th,M
Corpus Christi, TX	M,Tu,W,Th,F	W,F,M
Edmonton, AB	Tu,F	F,Tu
Fairmont, WV	M,W,F	W,F,M
Houston, TX	M,Tu,W,Th,Su	Tu,W,Th,F,M
Irving, TX	M,Tu,W,Th,Su	Tu,W,Th,F,M
Longview, TX	M,Tu,W,Th,F	Tu,W,Th,F,M
Odessa, TX	M,Tu,W,Th,F	Tu,W,Th,F,M
Rancho Dominguez, CA	F	T
Tulsa, OK	Sa,Tu,Th	M,W,F
Williston, ND	Tu,F	F,Tu

From Calgary / Edmonton, AB		
Destination	Departs	Est. Arrival
Broussard, LA	Tu,F	F,Tu
Casper, WY	Tu,F	Tr,M
Corpus Christi, TX	Tu,F	M,F
Fairmont, WV	Tu,F	M,F+7
Houston, TX	Tu,F	F,Tu
Irving, TX	Tu,F	F,Tu
Longview, TX	Tu,F	F,Tu
Odessa, TX	Tu,F	F,Tu
Oklahoma City, OK	Tu,F	F,Tu
Rancho Dominguez, CA	Tu,F	M,Th
Tulsa, OK	Tu,F	F,Tu
Williston, ND	Tu,F	F,Tu

From Houston, TX		
Destination	Departs	Est. Arrival
Broussard, LA	M,T,W,Th,F	Tu,W,Th,F,M
Calgary, AB	Tu,F	F,Tu
Casper, WY	Tu,F	F,M
Corpus Christi, TX	Tu,Th,S	W,F,M
Edmonton, AB	Tu,F	F,Tu
Fairmont, WV	M,W,F	W,F,M
Irving, TX	M,Tu,W,Th,F	Tu,W,Th,F,M
Longview, TX	M,Tu,W,Th,F	Tu,W,Th,F,M,Tu
Odessa, TX	M,T,W,Th,F	Tu,W,Th,F,M
Oklahoma City, OK	M,T,W,Th,F	Tu,W,Th,F,M
Rancho Dominguez, CA	Tu,F	F,Tu
Tulsa, OK	M,Tu,W,Th,F	Tu,Th,M
Williston, ND	Tu,F	F,Tu

From Rancho Dominguez, CA		
Destination	Departs	Est. Arrival
Broussard, LA	Tu,F	M,W
Calgary, AB	F	Tu
Casper, WY	F	M
Corpus Christi, TX	Tu,F	M,W
Edmonton, AB	F	Tu
Fairmont, WV	Tu,F	M,F
Houston, TX	Tu,F	F,Tu
Irving, TX	Tu,F	M,W
Longview, TX	Tu,F	M,W
Odessa, TX	Tu,F	F,M
Oklahoma City, OK	Tu,F	F, W
Tulsa, OK	Tu,F	F,W
Williston, ND	F	W

From Casper, WY		
Destination	Departs	Est. Arrival
Broussard, LA	Su, W	Tu, F
Calgary, AB	Su,W	Tu,F
Commerce City, CO	Tu	W
Corpus Christi, TX	Su,W	F,M
Edmonton, AB	Su,W	Tu,F
Fairmont, WV	SU, W	F, M
Houston, TX	Su,W	Tu,F
Irving, TX	Su,W	Tu,F
Longview, TX	Su, W	Tu, F
Odessa, TX	Su,Tu,W	Tu,Th,F
Oklahoma City, OK	SU, W	Tu, F
Rancho Dominguez, CA	M, TU, W	W,M
Tulsa, OK	SU, W	TU, F
Williston, ND	M,Th	Tu,F

From Irving, TX		
Destination	Departs	Est. Arrival
Broussard, LA	M,Tu,W,Th,F	W,Th,F,M
Calgary, AB	Tu,F	F,Tu
Casper, WY	Tu,F	Th,M
Corpus Christi, TX	M,Tu,W,Th,F	W,F,M
Edmonton, AB	Tu,F	F,Tu
Fairmont, WV	M,W,F	W,F,M
Houston, TX	M,Tu,W,Th,Su	Tu,W,Th,F,M
Longview, TX	M,Tu,W,Th,F	W,Th,F,M
Odessa, TX	M,W,F	W,Th,M
Oklahoma City, OK	M,Tu,W,Th,F	W,Th,M
Rancho Dominguez, CA	F	M
Tulsa, OK	M,Tu,W,Th,F	Tu,Th,M
Williston, ND	Tu,F	F,Tu

From Tulsa, OK		
Destination	Departs	Est. Arrival
Broussard, LA	Tu,Th,Sa	Tu,Th,M,Tu
Calgary, AB	Tu,F	F,Tu
Casper, WY	Tu,F	Th,M
Corpus Christi, TX	Tu,Th,Sa	Th,M,Tu
Fairmont, WV	Tu,Th,Sa	Fr,M,W
Edmonton, AB	Tu,F	F,Tu
Houston, TX	Tu,Th,Sa	Th, M,Tu
Irving, TX	Tu,Th,Sa	Th, M,Tu
Longview, TX	Tu,Th,Sa	Th, M,Tu
Odessa, TX	Tu,Th,Sa	W,F,M
Oklahoma City, OK	Tu,Th,Sa	W, F, M
Rancho Dominguez, CA	F	T
Williston, ND	Tu,F	F,Tu

From Corpus Christi, TX		
Destination	Departs	Est. Arrival
Broussard, LA	M,W,F	W,F,Tu
Calgary, AB	M,W,F	F, Tu, F+7
Casper, WY	M,W,F	F, Tu, F+7
Edmonton, AB	M,W,F	F, Tu, F+7
Fairmont, WV	M,W,F	F,M,W
Houston, TX	M,W,F	W,F,M
Irving, TX	M,W,F	W,F,Tu
Longview, TX	M,W,F	Th,M,Tu
Odessa, TX	M,W,F	W,F,M
Oklahoma City, OK	M,W,F	W,F,Tu
Rancho Dominguez, CA	M,W,F	F, Tu, F+7
Tulsa, OK	M,W,F	F,M,W
Williston, ND	M,W,F	F, Tu, F+7

From Longview, TX		
Destination	Departs	Est. Arrival
Broussard, LA	M,Tu,W,Th,F	Tu,W,Th,F,M
Calgary, AB	Tu,F	F,Tu
Casper, WY	Tu,F	F,M
Corpus Christi, TX	M,Tu,W,Th,Su	F,M,W
Edmonton, AB	Tu,F	F,Tu
Fairmont, WV	Tu,Th	F,M
Houston, TX	M,Tu,W,Th,Su	W,Th,F,M,Tu
Irving, TX	M,Tu,W,Th,Su	W,Th,F,M,Tu
Odessa, TX	M,Tu,W,Th,Su	W,Th,F,M,Tu
Oklahoma City, OK	M,Tu,W,Th,Su	Tu,W,Th,F,M
Rancho Dominguez, CA	F	Tu
Tulsa, OK	M,Tu,W,Th,F	Tu,Th,M
Williston, ND	Tu,F	F,Tu

From Williston, ND		
Destination	Departs	Est. Arrival
Broussard, LA	Tu,F	F,W
Calgary, AB	Tu,F	F,Tu
Casper, WY	W,F	F,M
Corpus Christi, TX	Tu,F	M,W
Edmonton, AB	Tu,F	F,Tu
Fairmont, WV	Tu,F	M,F
Houston, TX	Tu,F	F,Tu
Irving, TX	Tu,F	F,Tu
Longview, TX	Tu,F	F,W
Odessa, TX	Tu,F	M,W
Oklahoma City, OK	Tu,F	F,Tu
Rancho Dominguez, CA	Tu,F	Tu+7,F+7
Tulsa, OK	Tu,F	F,W



# Safety and Accident Prevention

## Overall Safety Program

The Waggoners Trucking has a comprehensive safety program including proactive accident prevention training guidelines as recommended by the National Safety Council's "Defensive Driving Course". Please see attached "Safety Policy".

Waggoner Company Policy requires that, regardless of severity, all drivers are required to contact the Safety Department (24 hours per day / 7 days per week) to report the incident. All drivers are trained at initial orientation (and subsequent follow-up training) on safety and accident prevention/reporting procedures.

The Waggoners Trucking conforms to all regulations and record keeping as set forth by 29 CFR Part 1910.

## Drug and Alcohol Policy

The Waggoners Trucking conforms to the Federal Motor Carriers Safety Regulations Part 40 and 382. Testing includes pre-employment, random, reasonable suspicion, and post accident. In compliance with Company policy, a verified positive result will result in immediate dismissal.



**DOT Safety Rating: Satisfactory**



## Recent Safety Awards

Through hard work and dedication, Waggoners Trucking is frequently recognized by state trucking associations and other outside entities for our outstanding safety performance. Below is a partial list of recent awards received by Waggoners Trucking.

Presenter	Award Description	Date	Category
Texas Motor Transportation Assoc.	2010 Truck Safety ContestInnerCity	March-11	10M - 20M Miles
South Carolina Trucking Assoc.	2010 First Place - Auto Transport - Truck Safety	March-11	
California Trucking Assoc.	2nd Place - Safety Contest - Specialized Freight	March-11	> 4,000,000 miles
Nissan Motor Company USA	2010 Motor Carrier of the Year	May-11	
Montana Trucking Assoc.	1st Place "Fleet Safety Contest"	June-11	750,001 - 1,500,000 Miles
American Trucking Assoc.	3rd Place - ATA National Truck Safety Contest	August-11	Unlimited
American Trucking Assoc.	Most Improved in a Category "Auto Transport"	August-11	Unlimited
Montana Trucking Assoc.	2010 1st Place For Zero Accidents	September-11	750,001 - 1,500,000 Miles
Oklahoma Trucking Assoc.	2011 1st PlaceSafety Award	March-12	1M - 5M miles
California Trucking Assoc.	2011 1st Place Safety Award Specialized Carriers	March-12	> 4,000,000 miles
Arizona Trucking Assoc.	2010 Safety Award	April-12	
South Carolina Trucking Assoc.	2010 Safety Award	April-12	
Wyoming Trucking Assoc.	2011 1st Place Highway Safety	May-12	2M to 4M miles



# Driver Qualification

## Minimum Driver Qualifications



We look for the **Best Drivers** to join our winning Team of Company Drivers and Independent Contractors. Waggoners Trucking maintains strict **minimum qualifications** our Driver Applicants must meet for employment consideration, for both our Automobile Transportation and LTL Flatbed Divisions:

- Must be at least 23 years of age.
- Must have at least a minimum of one (1) year verifiable over-the-road or local experience or 100,000 miles within the last two (2) years.
- Must have a stable work history and as proof of employment must provide reference information for the last ten (10) years to include verifiable contact numbers & names. Note: All employment dates must include month & year; all gaps in employment history must be accounted for by a written statement and/or other documentation such as W-2 forms.
- Must meet all requirements of the Federal Motor Carrier Safety Regulations.
- No more than four (4) moving violations within the past three (3) years.
- No suspended, revoked or cancelled license within the past five (5) years.
- No more than one (1) major preventable accident in the past three (3) years; No more than two (2) preventable/non-preventable accidents within the past three (3) years.
- Conviction of felony offenses will be considered on a case-by-case basis at the discretion of the terminal manager (i.e. Canadian Waiver).
- No DUI, DWI, Drug or Alcohol related convictions within the last five years. No history of drug and/or alcohol abuse in connection with the operation of a commercial motor vehicle.
- Must possess a valid Class A/Type I CDL from the State in which the driver resides.
- Must meet the criteria as set forth by the Federal Motor Carrier Safety Regulations section §391.41 (Physical qualifications for drivers) & §391.43 (Medical Examination).
- Must submit to and pass a Functional Agility Screen to meet physical work requirements (Company driver only).
- Mountain driving experience is preferred for certain areas but will be at the discretion of the terminal manager.
- No conviction(s) for a hit-and-run, manslaughter or use of a motor vehicle for felonious purposes.
- No reckless, negligent or careless driving charges within the previous three (3) years.
- Must pass a Pre-employment Drug and/or Alcohol Test in compliance with Part 382-Controlled Substance and Alcohol Use and Testing.





# Driver Training

## Driver Training and Education

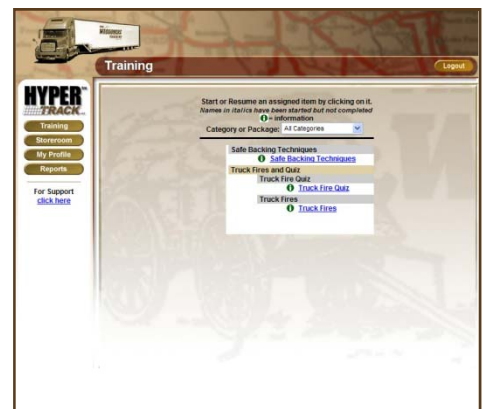
Waggoner's utilizes hands-on, on-the-job, classroom, and Internet-based learning resources to provide the best training available to our Company Drivers and Contractors.

Current course listing:

1. Backing Safety
2. Bloodborne Pathogens
3. CMV Drivers Basic Quiz
4. Discrimination and Harassment Part 1
5. Discrimination and Harassment Part 2
6. Discrimination and Harassment Part 3
7. Emergency Maneuvers
8. Fire Prevention Safety
9. Flatbed Cargo Securement
10. Forklift Safety
11. Fundamentals of Safe Backing v2
12. Hand and Power Tool Safety
13. HAZMAT Training (9 parts)
14. Heat Stress
15. Hours of Service
16. Load Supervisor Training Video
17. Lockout Tagout
18. Maintenance Quiz=CO
19. Maintenance Quiz=O/O
20. NAS Vehicle Inspections
21. Personal Protective Equipment
22. Preventing Truck Fires
23. Qualcomm Quiz
24. Quality and Claims Quiz
25. Railroad Crossing Safety 1
26. Railroad Crossing Safety 3
27. Railroad Safety 2
28. Roadside Inspections
29. Slips Trips and Falls
30. Soft Tie Down Techniques
31. Tire Safety
32. Truck Fires
33. Truck Stop Accident Prevention
34. Turns and Intersections Safety
35. Welcome to Waggoners
36. Welding Safety

Trainees are tested at the end of each training course for comprehension.

All training record are maintained electronically and can be produced in a number of formats for regulatory agencies or internal use.



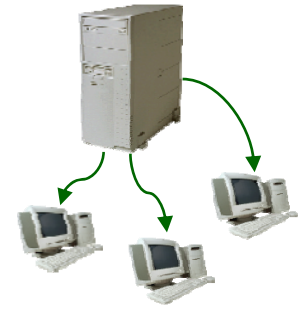




## Information Systems Overview

At Waggoners Trucking, we employ the latest information processing and communications technologies to provide real-time delivery coordination and billing for our customers. Our Information Systems Department is flexible in the knowledge that each customer's data interface needs are critical to their success.

Our main computer system is located in Billings, MT. We've invested time and money in high-speed connections between all Waggoner locations to ensure our customers' data is timely and accurate. We use a diverse array of communication and networking technology to meet the wide range of customer service and communication needs.

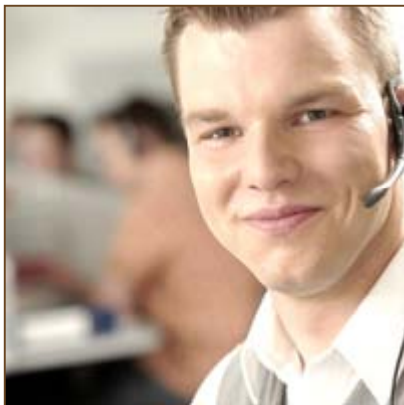


With a full back-up server system, our fail-safe disaster recovery systems ensure our customers' data integrity in case of power loss or system failure.



We use the latest technology in Internet security and secure VPN access for our mobile users to provide secure access to all of Waggoners Trucking resources from anywhere in the world.

We have developed custom EDI communication and data exchange systems with a wide variety of new automobile manufacturers. Coupled with our satellite communications system, Waggoners Trucking can provide real-time status on each and every vehicle we deliver for our customers.



Our professional and experienced Information Technology personnel are dedicated to meeting each of our customers critical data and communications requirements.

*Our friendly and experienced Information Systems staff is available 24 hours per day, seven days per week to service our customers' and employees' information systems needs nationwide.*