



Dear Carrier:

Thank you for expressing an interest in providing transportation services for Concentrek and our customers. As part of the initial set-up process, Concentrek requires the carrier to complete several documents that support the process of qualifying the carrier to transport freight for our customers. These documents have been provided in this packet of information. Additionally, Concentrek requires the carrier to provide documented proof of several key pieces of operating information.

The carrier must review and complete the following documents:

1. The Master Transportation Agreement is a contract between the carrier and Concentrek. The Master Transportation Agreement must be executed by the carrier in its original format. Concentrek does not allow any changes to the Master Transportation Agreement. Any mutually agreed to changes in the Master Transportation Agreement will be addressed in a separate addendum to the Master.
2. The Transportation Schedule is customer-specific and will be signed by the carrier for each Concentrek customer that utilizes the carrier's services. The Transportation Schedule is the document that addresses any customer-specific requirement that the carrier must adhere to during the course of transporting the customer's freight.
3. The Concentrek Fuel Surcharge program is the standard fuel program that we expect all carrier's to utilize in the management of fuel surcharge programs. There is a program for truckload that expresses the surcharge in a cost per mile format and a program for LTL carriers that expresses the surcharge in a percentage of line haul charges.
4. Based on the rates provided by the carrier, Concentrek will create a rate and accessorial charge Rate Exhibit. The Rate Exhibit(s) will be forwarded to the carrier for signature. Since the Rate Exhibits are situational and the format may vary, a copy has not been provided in this packet.
5. The Concentrek Preferred Carrier Profile provides Concentrek with information about the carrier that we utilize in matching future transportation opportunities with qualified carriers.

In addition to executing the above agreements, the carrier must also provide the following information:

1. A copy of the carriers motor carrier operating authority
2. The carrier's motor carrier number
3. A completely filled out W-9 form (For U.S. Carriers) or a completely fill out W-8 form for Canadian Carriers operating in the United States.
4. A copy of the carrier's latest safety rating.



5. The carrier must also provide Concentrek with copies of insurance certificates that provide proof of adequate insurance levels. Unless the carrier is made aware of customer-specific requirements, the basic insurance requirements of Concentrek are:

- \$1,000,000 General Liability
- \$1,000,000 Automobile Liability
- \$100,000 Cargo Liability

Deductibles must fall into one of the following categories:

1. 1-10 Trucks: up to \$1,000 deductible
 2. 11-50 Trucks: up to \$5,000 deductible
 3. 51-100 Trucks: up to \$10,000 deductible
 4. 101-150 Trucks: up to \$25,000 deductible
 5. 151 + Trucks: no limit
- Worker's Compensation insurance at **statutory limits**

SPECIFICS FOR JOHNSON DIVERSEY CARRIERS

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|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none">• \$2,000,000 General Liability (equivalent to USD)• \$2,000,000 Auto Liability (equivalent to USD)• \$100,000 Cargo Liability (equivalent to USD)• Worker's Compensation insurance at statutory limits (equivalent to USD)• Current Hazardous Materials Certificate of Registration |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

6. The carrier must also notify their insurance company and have Concentrek added as a “Notify party” for policy updates, expirations, etc.

Upon receipt of the above information, Carrier Management will review the submitted information and begin to build the carrier's contract file. If any of the information is missing or is deemed insufficient, Carrier Management will place a follow-up with the carrier to request clarification. Concentrek will countersign the Master Transportation Agreement, Transportation Schedule and the Fuel Surcharge Agreement and return those to the carrier.

If you have any questions regarding this packet of information, please feel free to contact us by phone at (616)-988-5900 or by fax at (616)-988-5910.

Sincerely,

Carrier Services Department



III. Financial Information:

Is your company publicly traded? _____ If so, what is your stock symbol? _____

Number of years in business: _____

Please provide the following information for the last 3 years:

	2005	2006	2007
Revenue			
Income			
Operating Ratio			
Debt Ratio			

IV. Minority Business Status:

Is your company a certified Minority Business Enterprise (MBE)? _____. If Yes, please attach your formal supporting documentation (e.g., MBE certificate) to this profile.

Is your company a certified Women Owned Business Enterprise (WBE)? _____. If Yes, please attach any formal supporting documentation to this profile.

V. Operational Characteristics:

	2005	2006	2007
Overall System Service			
On-Time Pickup Service			
On-Time Delivery Service			
Claims Ratio			

VI. Mode Summary (check all that apply):

Mode		Mode	
Dry Van (Truckload)		Air	
Less than Truckload (LTL)		Rail	
Reefer/Temperature Controlled		Intermodal	
Standard Flatbed (FB)		Dry Vans (with Decking)	
Drop Deck or Specialized FB Equipment		International Freight Forwarding	
Domestic Freight Forwarding		Small Parcel Delivery	

VII. Services Summary (check all that apply):

Service		Service	
Truck Brokerage		Custom Brokerage	
Expedited Service		Domestic Warehousing	
Equipment Rental		Int'l Warehousing/Consolidation	
Team Driver Service		Bonded Carrier	



VIII. Lane Summary (provide a description of desired traffic lanes):

IX. Fleet Information (Please specify the quantity in each area):

How many tractors do you operate? ____ Own _____ Lease _____

Trailers

Type	Total	Vans	28'	45'	48' x 96''	48' x 102''	53' x 102''
Van							
Reefer							
Flatbed							
Drop/Step Decks							
Specialized Heavy Haul							
Cargo Vans							
Mini Vans							
12 Ft. Straight Trucks							
24 Ft. Straight Trucks							
Parcel Delivery Trucks							
Other:							

Inter-modal

Type	Total	Description
20' Container		
40' Container		
48' Rail Trailer		
53' Rail Trailer		
Other:		



X. Fleet Communication:

	Yes/No
Can you communicate with drivers while in-transit?	
Is satellite communication available?	
Is cell phone communication available?	
Is pager communication available?	
Other (explain Below)	

XI. Electronic Connectivity:

	Yes/No
Is electronic connectivity available?	
Is EDI connectivity available?	
Is Internet/Web connectivity available?	
Is FTP connectivity available?	
Other (explain Below)	

XII. Safety:

What is your current Bureau of Motor Safety (BMCS) rating? _____
(Attach supporting documentation of your most current recent rating)

XIII. Carrier's Insurance:

All carrier's must maintain a minimum of \$1,000,000 of commercial general and automobile liability insurance and a minimum of \$100,000 of cargo liability insurance.

Attach current certificates of insurance documenting the aforementioned coverage and request that your insurer(s) list Concentrek as a certificate holder.

If your company maintains insurance levels that do not coincide with the above requirements, list the coverage limits in the table below:

	Amount \$	Expiration Date
Commercial General & Auto		
Cargo Liability		



XIV. Operating Authority:

List the operating authority that your company maintains in the space provided below. When submitting this profile, attach valid certificates supporting all listed authority.

Please return your completed profile via US Mail or Fax to the below address or fax number:

**Concentrek, Inc.
Attn: Carrier Services
P.O. Box 649
Jenison, MI 49429-0649
Fax: 616-988-5910**

Information provided in this questionnaire is strictly confidential and will be maintained in the strictest of confidence by Concentrek, Inc.