



**SAFETRUCKING**  
INSURANCE LIMITED

***SAFE YESTERDAY***  
***SAFE TODAY***  
***SAFE TOMORROW***

2022 ANNUAL REPORT

# LETTER FROM THE PRESIDENT

Brent Redmond, President | Safe Trucking Insurance Limited

To our Safe Trucking Partners,

We say goodbye to another successful year (2021 – 2022) and say hello to the new opportunities of (2022 – 2023). Again, this year, our renewal with our partners at Travelers was successful and, for the most part, a smooth process.

Each year I am more grateful for the opportunity of working with such great people. Becoming a Safe Trucking member is still the best decision I have made in trucking. The results speak for themselves.

We have grown to 37 active members and \$42,317,663 in annual premiums. Our combined 6,103 units traveled 526,929,471 miles. Last year's workers' compensation payroll was \$220,037,200. I remember not too long ago, \$40,000,000 was a long-term goal; now, it's a reality. However, the most impressive number of all is \$11,898,638; that is the number of dividend dollars returned to our members since 2004.

Because of our ability to manage losses, Safe Trucking may see its most significant dividends this February. We manage losses better because we have all become better truckers.

I hope everyone had a good year, and I look forward to seeing you all at future Board Meetings. The February 2023 meeting will be our first Board meeting since COVID, the beach will be warm, and the drinks will be cold.

Sincerely,

*Brent R Redmond*

Brent R Redmond, President



**SAFETRUCKING**  
INSURANCE LIMITED

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## WHAT ARE THE BENEFITS OF PARTICIPATING IN A CAPTIVE?

**REDUCE TOTAL COST OF RISK** - Membership in a captive requires a significant commitment to risk management. Rather than a conventional insurance company profiting from the member's superior financial condition and risk management programs and using those profits to subsidize the premiums of other less attractive companies, members of the captive can reduce their cost of risk when losses are less than projected.

**STABILITY OF THE PRICING CYCLE** - With the group captive's buying power and retention, there is less exposure to market pricing, so the captive avoids the disruptive underwriting cycles in the traditional marketplace.

**OPTIMIZE RISK MANAGEMENT PROGRAM** - Loss prevention services are tailored to meet the members' individual needs and the cost of these services is included within the premiums.

**CLAIMS MANAGEMENT** - Having members included in the claims process yields a much better result than the insurance carrier dictating claim outcomes.

**IMMEDIATE REWARD FOR REDUCING LOSSES** - Captive members see the impact of an improved risk management program through lower premiums and greater dividends.

**CASH FLOW MANAGEMENT** - In a captive, the member knows what their potential losses are and can manage the cash flow required to fund those losses in a more controlled manner.

**COVERAGE AVAILABILITY** - Captives can offer coverage that might not otherwise be price competitive or available in the commercial markets.

## HISTORY & MISSION

Safe Trucking Insurance Limited was created in 2005 to enable best-in-class trucking companies to obtain insurance coverage at affordable rates. The founding members of Safe Trucking believed that the traditional insurance industry was not responsive to their commitment to proactive claims management, best-in-class safety cultures and superior underwriting results. In forming Safe Trucking, the goal was to increase their buying power in order to provide a competitive insurance alternative that allowed best-in-class trucking companies many of the same benefits of control generally afforded to only Fortune 500 companies.

The mission of Safe Trucking is to provide the highest quality insurance protection and services for its shareholders. By joining together to create sharing of risk, the shareholders can better control their insurance costs and avoid the volatility of the traditional insurance marketplace. Additional benefits may be created through the stabilization of premiums and the improved management of risk through effective loss control.

The company, through the active participation of its shareholders, endeavors to provide the long-term security of a well-managed insurance company. To meet this goal, Safe Trucking attempts to retain only those providers of services that the company believes can meet the highest standards of excellence.

Safe Trucking was founded on the premise that insurance is a manageable cost. By fully understanding what drives insurance costs, Safe Trucking shareholders are able to directly impact their premiums and be rewarded for great performance. Through ownership in Safe Trucking, shareholders have indeed taken control of their insurance destiny.

## NEW MEMBER CRITERIA

The underwriting guidelines of the company target a selection of high-quality, commercial trucking companies who are looking to assume risk with other trucking companies in a controlled environment. Membership criteria focuses on industry best practices, recognizing that companies committed to quality have satisfied clients and employees and, as a result, are financially successful over the long-term.

The target market is larger commercial trucking companies with consistent commitment to training and safety and that have a strong core of key employees focused on quality and safety as part of the job. The captive prefers to write auto liability, physical damage, and workers' compensation for all members.

The following guidelines describe the preferred characteristics of prospective captive members, but with the understanding that each company is unique and should be looked at according to its own merits.

1. **FINANCIAL STABILITY** – The captive is a long-term commitment thus requiring financially solid members.
2. **TERRITORY** – The marketing territory is countrywide or as limited by the fronting carrier or the captive.
3. **FLEETS** – Fleet size of 75-500+ units.
4. **PREMIUM OF \$750,000** – Minimum Premium of \$750,000 across all lines of coverage.
5. **MINIMUM OF FIVE YEARS IN BUSINESS** – This allows for the “kinks” of a start-up operation to get worked out.
6. **ON-SITE SAFETY REVIEW** – Each prospective member must pass an on-site safety review by the safety services provider to the captive.

## DIVIDEND DISTRIBUTION

Safe Trucking Insurance Limited reviews the ability to pay dividends once a year during the February Board of Directors' Meeting. At this meeting, the loss activity is reviewed for all expired underwriting years and compared to the expected remaining liabilities for that year as determined by an independent actuary. If the board determines that there is more equity than is needed to pay for future liabilities they may decide to declare a dividend for specific underwriting years. The dividend declaration is ultimately based on each individual member's performance in that particular year and will usually just be a portion of the available equity. The board will continue to review that year and all others every February for further dividends until they close the accounting on individual years at which time the remaining equity is distributed. Each member/owner can easily see what their equity is for each of the underwriting years via the company financial statement.

Since its first distribution, Safe Trucking has returned \$11,898,638 in dividends to its owner.

## SAFETY ACHIEVEMENT AWARDS

Safe Trucking recognizes outstanding achievement in safety and loss control through the annual presentation of awards. Awards have been presented to the following companies:

### 2021 AWARD WINNERS

Top Transportation Safety Assessment Score – **Flour Transport Inc.**  
 Top Auto Liability Loss Rate – **Flour Transport Inc.**  
 Top Workers' Compensation Loss Rate – **Comstar Enterprises, Inc. | Rapid Courier & Freight, Inc.**  
 Walt Keeney Award - Top Overall Safety Scorecard Ranking – **Rapid Courier & Freight, Inc.**  
 George Maillo Award - Most Improved Carrier – **Noble LLC**

### 2022 AWARD WINNERS

Top Transportation Safety Assessment Score – **Brent Redmond Transportation, Inc. | Wayne Smith Trucking | South East Carriers, Inc.**  
 Top Auto Liability Loss Rate – **Flour Transport, Inc. | Wayne Smith Trucking | Tucker Freight Lines/Art Pape Transfer**  
 Top Workers' Compensation Loss Rate – **Rapid Courier & Freight, Inc. | Service Transportation, Inc. | Rig Runner**  
 Walt Keeney Award - Top Overall Safety Scorecard Ranking – **Rapid Courier & Freight, Inc. | Crum Trucking, Inc. | Pan American Express, Inc.**  
 George Maillo Award - Most Improved Carrier – **Whitacre Logistics, LLC | Comstar Enterprises, Inc. | White Oak Transportation, Inc.**

## HISTORICAL DATA AS OF JANUARY 2023

YEAR	PAYROLL	MILES	APD VALUES	PREMIUM
2022/23	\$220,037,200	526,929,471	\$651,334,335	\$42,317,661
2021/22	\$208,038,686	523,049,379	\$522,207,531	\$41,574,496
2020/21	\$169,829,623	418,704,816	\$447,468,911	\$37,842,805
2019/20	\$162,823,271	435,108,171	\$449,123,048	\$36,846,242
2018/19	\$133,832,562	392,832,695	\$376,888,649	\$32,602,072
2017/18	\$115,212,175	364,839,342	\$341,321,798	\$28,635,359
2016/17	\$107,577,165	380,060,343	\$339,943,006	\$28,845,803
2015/16	\$88,774,339	358,963,797	\$320,661,659	\$24,747,179

## CLAIMS & SAFETY METRICS

- 784 claims closed in 2022, with 364 closed no payments to claimants - 46%
- Medical Bill Review Savings of \$2,560,224 on 2,363 bills for 2022 - 75.5%
- Nurse Case Management savings: \$177,587.91 on 37 cases
- Average Lag time for reporting to CBCS - 8.07 days in 2022, overall 8.98 since client inception

## DEDICATION TO A CULTURE OF SAFETY

Safe Trucking partners with Safety Management Services Company (SMSC) to ensure that all members are working towards a common set of safety standards and goals. The safety consulting services are provided through a series of onsite visits, webinars and other scheduled “touches” throughout the course of the underwriting year. An annual Transportation Safety Assessment serves as the starting point for all members and is used to establish individualized company plans aimed at continuous improvement.

As a way to gauge each member’s safety results, a semi-annual scorecard is created to provide the membership a transparent and competitive way to see how they stack up to their best-in-class partners. This serves many functions:

- Clearly identifies the leading safety conscious partners
- Allows a collaborative effort to inquire about best practices across businesses
- Friendly competition and awards
- Targets areas for improvement and tracks progress made

### RISK CONTROL WORKSHOPS:

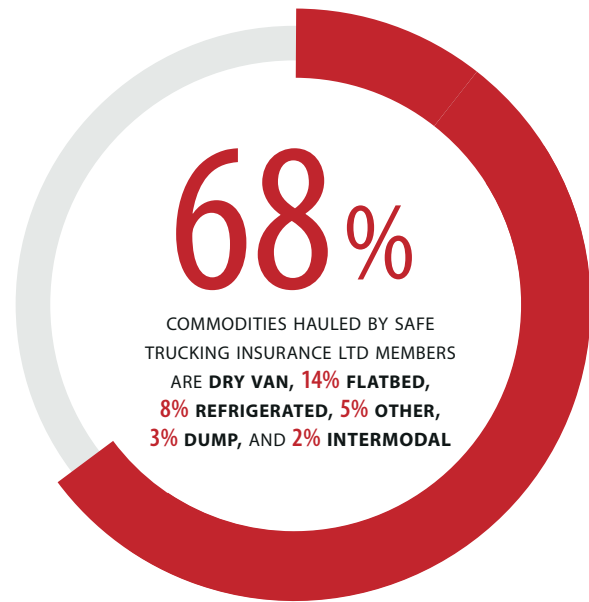
Semi-annual educational workshops are held at various locations throughout the United States to keep safety at the forefront of all members. A broad spectrum of safety experts, attorneys, insurance professionals, and claims experts headline the workshops and highlight real life case studies to emphasize the importance that proper safety and claim procedures play within the captive.

## BALANCE SHEETS AS OF SEPTEMBER 30, 2022 | STATED IN US DOLLARS

ASSETS	September 2022	September 2021
Cash & Cash Equivalents	3,456,823	3,339,126
Investments	36,051,664	37,848,579
Investments - Trust Account	26,795,171	27,232,949
Claims Escrow Account	4,250,000	4,250,000
Reinsurance Balances Receivable	838,706	838,650
Deductibles Reimbursable	335,414	306,881
Loss Recoveries	258,558	0
Claims Indemnification Receivable	3,322,609	2,746,079
Provisional Claims Indemnifications	18,715,893	14,931,097
Accounts Receivable & Prepayments	497,138	504,951
<b>Total Assets</b>	<b>94,521,976</b>	<b>91,998,312</b>
<b>LIABILITIES</b>		
Case Reserves	13,901,757	12,381,038
IBNR Reserves	34,388,590	29,815,634
Premium Deposits Repayable	2,081,567	1,808,447
Accrued Expenses	219,346	97,846
<b>Total Liabilities</b>	<b>50,591,260</b>	<b>44,102,965</b>
<b>SHAREHOLDER'S EQUITY</b>		
Investment from Safe Trucking Holdings	1,350,000	1,320,000
Contributed Surplus	38,448,335	36,089,320
Less: Letters of Credit	(16,726,346)	(16,049,849)
Retained Earnings	20,858,727	26,535,876
<b>Total Shareholders' Equity</b>	<b>43,930,716</b>	<b>47,895,347</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>94,521,976</b>	<b>91,998,312</b>

## EXECUTIVE SUMMARY AS OF SEPTEMBER 30, 2022 | STATED IN US DOLLARS

	2015/2016 U/W Year	2016/2017 U/W Year	2017/2018 U/W Year	2018/2019 U/W Year	2019/2020 U/W Year	2020/2021 U/W Year	2021/2022 U/W Year
Earned Premium	\$24,753,659	\$28,485,804	\$28,635,364	\$32,602,065	\$36,845,606	\$37,898,410	\$41,376,569
Total Incurred Losses	\$14,845,717	\$15,540,867	\$12,546,557	\$19,216,942	\$14,484,223	\$11,863,915	\$10,011,172
Incurred Loss Ratio	59.97%	54.56%	43.81%	58.94%	39.31%	31.30%	24.20%
Claims Indemnifications	2,677,870	2,358,315	753,366	2,391,749	663,073	405,302	364,247
Incurred Loss Ratio Including Claims Indemnifications	54.12%	50.39%	42.69%	54.92%	38.62%	30.97%	23.98%
Claims Indemnifications As a % of Earned Premium	10.82%	8.28%	2.63%	7.34%	1.80%	1.07%	0.88%
Operating Costs As a % of Earned Premium	45.66%	44.97%	43.49%	43.10%	42.72%	44.47%	46.29%
Shareholder Dividends (U/W Year)	\$1,230,590	\$1,878,242	\$2,268,305	\$0	\$0	\$0	\$0
	Fiscal Year Ended <b>9/30/2016</b>	Fiscal Year Ended <b>9/30/2017</b>	Fiscal Year Ended <b>9/30/2018</b>	Fiscal Year Ended <b>9/30/2019</b>	Fiscal Year Ended <b>9/30/2020</b>	Fiscal Year Ended <b>9/30/2021</b>	Fiscal Year Ended <b>9/30/2022</b>
Number of Shareholders	38	39	37	41	43	44	45
Investment Income (Loss)	\$609,515	\$151,324	\$54,533	\$2,560,432	\$2,924,954	\$2,049,247	(\$6,409,481)
Net Income (Loss)	\$3,212,487	\$2,041,846	\$3,305,027	\$6,217,927	\$8,128,975	\$8,632,114	(\$3,151,042)
Shareholder Dividends (Fiscal Year)	\$162,163	\$839,009	\$767,095	\$992,231	\$2,014,691	\$3,247,192	\$2,526,111
Total Assets	\$50,781,341	\$62,239,601	\$91,998,312	\$75,989,735	\$88,065,273	\$91,998,314	\$94,521,976
Shareholders' Equity	\$19,248,717	\$22,560,756	\$25,411,522	\$32,370,366	\$41,230,231	\$47,895,347	\$43,930,716



TWENTY-TWO CURRENT SAFE MEMBERS HAVE **100+** POWER UNITS IN THEIR FLEET

**SAFE TRUCKING BY REGION**

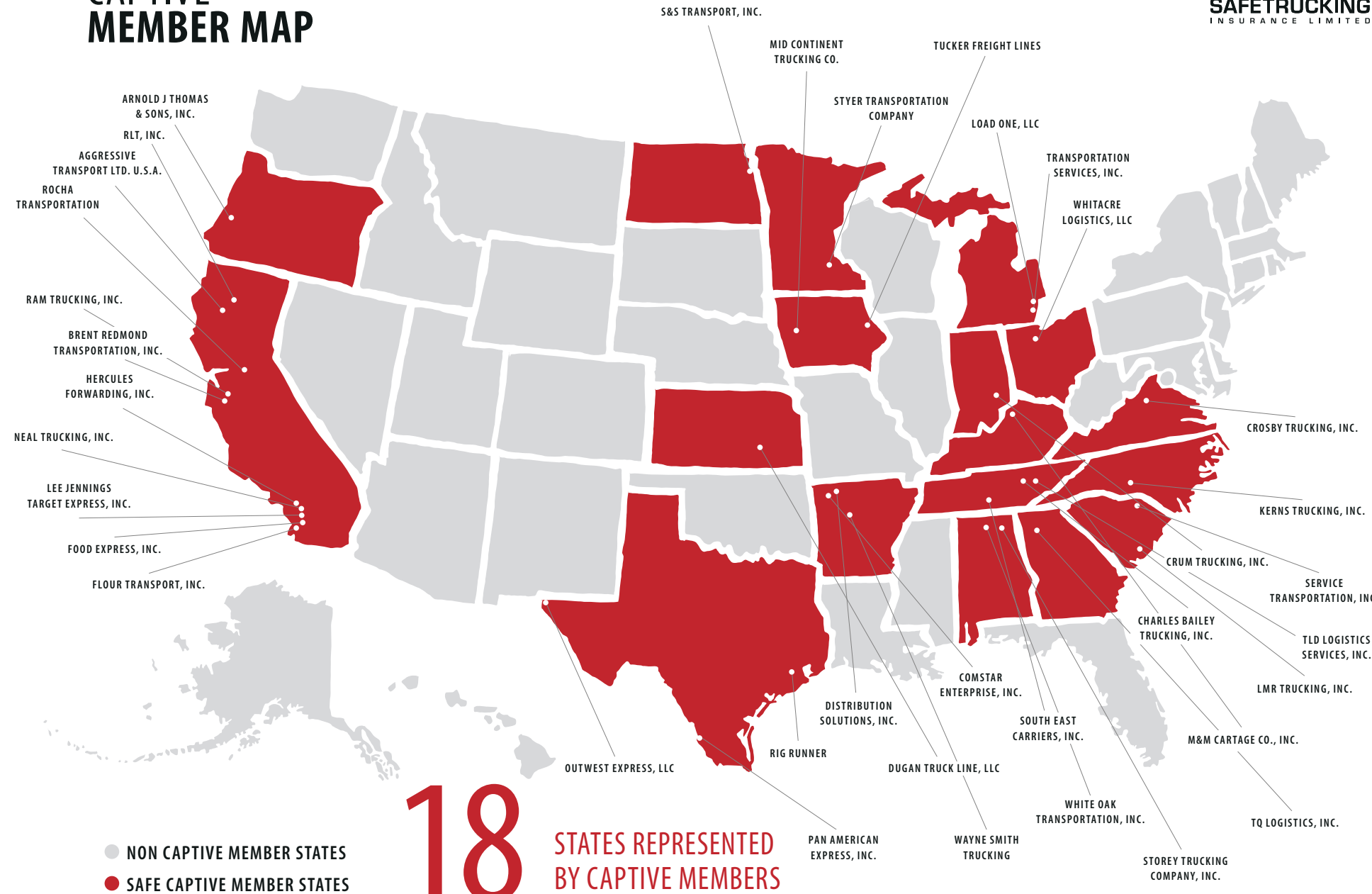
	West	Midwest	South	Northeast
<b>Member</b>	11	9	17	0
<b>Mileage</b>	71,439,000	175,450,000	276,692,000	0
<b>Mileage % by Region</b>	14%	34%	52%	0%
<b>Power Units</b>	1,027	1,611	3,365	0

\*Mileage % is based on companies domiciled in that region.

**SMS BASIC SCORES**

	Unsafe Driving	Hours of Service	Vehicle Maintenance
<b>Captive Average</b>	21.95%	28.24%	35.27%
<b>Threshold</b>	60/65	60/65	75/80
<b>National Average</b>	50	50	50

**CAPTIVE MEMBER MAP**





**AGGRESSIVE TRANSPORT LTD. U.S.A.**  
Red Bluff, California | Member Since 2008



**BRENT REDMOND TRANSPORTATION, INC.**  
Hollister, California | Member Since 2006

*"Since joining the captive in 2006, our insurance cost has continually declined. Leveraging our workman's compensation insurance with auto liability has been a huge win. Our losses have never been lower resulting in lower rates and annual six-figure dividends. Joining this captive is the single best decision of my trucking career. Our partners became close friends I look forward to seeing twice per year."*

Brent Redmond, President | Brent Redmond Transportation Inc.



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## Thomas & Sons Distributors

**ARNOLD J THOMAS & SONS, INC.**  
Springfield, Oregon | Member Since 2009

*"Before we joined Safe Trucking we would renew with our agent 2-3 days before our policy expired and do the same thing the following year. Since joining Safe Trucking, safety is an integral part of our culture and management team. With Safe Trucking, we know where we are at and know where we are going."*

Aaron Thomas, 3rd Generation Owner & President | Arnold J Thomas & Sons Inc



**CHARLES BAILEY TRUCKING, INC.**  
Cookeville, Tennessee | Member Since 2016

*"Being a part of Safe Trucking has allowed our company to grow, after 36 years in the transportation industry. I feel we are the safest we have ever been. The workshops with safe minded people and the resources, connections, just make our job easier and gives us peace of mind."*

Janice Wagner, Safety Director | Charles Bailey Trucking Inc





**COMSTAR ENTERPRISES, INC.**

Tontitown, Arkansas | Member Since 2016

*"Our association with Safe Trucking has had a big impact on our ability to improve our safety scores over the past 5 years, to the point we actually achieved a "zero" for Unsafe Driving – for the first time ever! To us, "Safe Trucking" isn't just a name, it's truly a core value and way of life!"*

Tony Langley, Director of Operations & Safety | Comstar Enterprises, Inc.



**CRUM TRUCKING, INC.**

Batesville, Indiana | Member Since 2012

*"Safe Trucking provides us with a more standardized pricing model as opposed to dealing with the cyclical markets. It is nice to be partnered with like-minded companies that share the same passion for operating their companies with the highest standards in safety and financial responsibility."*

Keith Crum | Crum Trucking, Inc.



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**CROSBY**  
TRUCKING SERVICE INC.

**CROSBY TRUCKING, INC.**

Mt. Sidney, Virginia | Member Since 2015

*"We appreciate the control we have as far as claim decisions, as well as the training and be able to rely on the "best practices" derived from other carriers. The availability of forms and training aids is a huge benefit to a smaller carrier."*

Jonathan Berry, President | Crosby Trucking, Inc.



**DISTRIBUTION SOLUTIONS, INC.**

Harrison, Arkansas | Member Since 2021



**DUGAN TRUCK LINE, LLC**  
Wichita, Kansas | Member Since 2018

*"Sharing risk together, instead of alone, is the reason for long term insurance sustainability. Safe Trucking is providing this security."*

Glenn Dugan, Owner | Dugan Truck Line LLC



**FOOD EXPRESS, INC.**  
Palmdale, California | Member Since 2005



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**FLOUR TRANSPORT, INC.**  
Maywood, California | Member Since 2006



**HERCULES FORWARDING, INC.**  
Vernon, California | Member Since 2011

*"Our relationship with Safe Trucking has made us just that Safe Truckers. In the past, Hercules has used the purchased insurance from the general marketplace. We did the best we could, but premiums always increased, and we had little control and guidance. Since joining Safe Trucking in 2011, we have grown and been exposed to best practices within the Safe Trucking group and we are better off for it."*

Martin Burnham, President | Hercules Forwarding Inc



**KERNS TRUCKING, INC.**

Kings Mountain, North Carolina | Member Since 2019

*"We have been impressed by the claim control Safe Trucking captive insurance provides us. The claim representatives and consultants are a huge asset to Kerns Trucking, Inc. Being a part of a captive with members of our industry that share the same high safety standards makes all the difference."*

Clyde C. Kerns, President | Kerns Trucking, Inc



**LMR TRUCKING, INC.**

North Charleston, South Carolina | Member Since 2019



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**LEE JENNINGS TARGET EXPRESS, INC.**

Pomona, California | Member Since 2006



**LOAD ONE, LLC**

Taylor, Michigan | Member Since 2012

*"As a member of Safe Trucking we have continued to improve as a company. The knowledge gained working with other safety orientated carriers combined with the Cottingham safety team has been a huge resource for Load One. Joining the captive was a great move for our organization."*

John Elliott, CEO | Load One LLC



**M&M CARTAGE CO, INC.**

Louisville, Kentucky | Member Since 2019

*"M & M Cartage has been providing quality transportation services since 1972. The business is in early phases of transitioning to the 3rd generation of the Hayden family. Safe Trucking provides expert safety & claims services along with a network of other like-minded companies. This will assist the 3rd generation with continued success."*

Don Hayden, President | M&M Cartage Co Inc



**OUTWEST EXPRESS, LLC**

El Paso, Texas | Member Since 2015

*"Outwest Express has successfully mitigated liability risks to our company through adherence to the captives Safe programs."*

Tony Black, Safety Director | Outwest Express LLC



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**MID CONTINENT TRUCKING CO.**

Denison, Iowa | Member Since 2015

*"Joining Safe Trucking has been a good decision for us. Unlike paying premiums to an insurance company that you will never see again, just by getting involved with Safe Trucking help pave the path to a better Safety Department. Which in turn can help you gain control over your insurance costs by simply being safety smart."*

Brian Wickersham | Mid Continent Trucking Co.



**PAN AMERICAN EXPRESS INC.**  
LAREDO, TX

**PAN AMERICAN EXPRESS, INC.**

Laredo, Texas | Member Since 2010

*"Safe Trucking has helped Pan American Express, Inc. over the years to improve our processes and procedures focused on safety, it has been a learning and growing experience being part of their program."*

Ric Guardado, CEO | Pan American Express, Inc



**RAM TRUCKING, INC.**  
Soledad, California | Member Since 2008



**RLT, INC.**  
Redding, California | Member Since 2007

*"Safe Trucking's renewal process is the easiest and fastest that I have worked with. I would recommend the Safe Trucking program to any company looking for a fast, reliable experience."*

Brian Hansen, Safety & Compliance Manager | RLT Inc



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**RIG RUNNER**  
The Woodlands, Texas | Member Since 2012

*"As members of the Safe Trucking Family, Rig Runner is able to maintain safety as priority one. The resources and tools we receive relative to the cost savings achieved as members of the captive are invaluable to Team Rig Runner."*

Datren William, CFO | Rig Runner



**ROCHA TRANSPORTATION**  
Modesto, California | Member Since 2012

*"Our experience over the past 10 years has delivered what Safe Trucking promises. Safe Trucking is a group of companies focused on safety, improvement and financial stability. We have received consistently low and stable pricing based on our claims history. At Rocha Transportation, we have enjoyed working with the CBCS team and believe we are getting the best claims service in the industry."*

Corrie Toste, Vice President | Rocha Transportation



### S&S TRANSPORT, INC.

Grand Forks, North Dakota | Member Since 2020

*"Safe Trucking has been a great addition to our safety department. We know that if any problems arise, that we have a full support team that is ready to assist us."*

June Seng, President | S&S Transport Inc



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### SOUTH EAST CARRIERS, INC.

Lawrenceburg, Tennessee | Member Since 2017

*"When it came down to comparing our options and making a decision, we felt the Safe Trucking captive was the best fit for South East Carriers, Inc. We value the relationships we have built thus far with other members. South East Carriers, Inc. looks forward to growing our business with the help of Cottingham & Butler and Safe Trucking."*

Kevin Hight, Secretary & Vice President of Safety | South East Carriers, Inc



### Service Transportation, Inc.

### SERVICE TRANSPORTATION, INC.

Wallace, South Carolina | Member Since 2019

*"We are always striving to improve our safety and lower our claims. Cottingham & Butler and Safe Trucking Captive has provided our organization with excellent safety and claims services and tools. CBCS has partnered us with a topnotch Claims specialist as well as a great support from our SMSC safety consultant. Our trucking partners in Safe have been a pleasure in interact and exchange ideas with."*

Jeffrey R. Butters, Safety & Claims Director | Service Transportation, Inc.



# STOREY

## Trucking Company Inc.

### STOREY TRUCKING COMPANY, INC.

Henagar, Alabama | Member Since 2012

*"Prior to becoming a member of Safe Trucking, we viewed insurance premiums as a necessary cost of doing business. Now, we view those same dollars as an investment in our company's future."*

Eric Storey, President | Storey Trucking Company Inc



**STYER TRANSPORTATION COMPANY**

Lakeville, Minnesota | Member Since 2013

*"Over the past ten years as a member of Safe Trucking, we have found that this is not only the best way to insure our fleet, but it has also made all of us more focused on safety and best practices which we all desire. So much so, Safety Focused is our top core value at Styer Transportation, and we are seeing the rewards of being in a captive with other like-minded companies."*

Joseph Wren, CEO | Styer Transportation Company



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**TRANSPORTATION SERVICES COMPANY, INC.**

Romulus, Michigan | Member Since 2014

*"In this current environment of runaway injuries, insurance costs are continuously rising. When we joined Safe Trucking we found that we aligned ourselves with other strong companies that shared our desire to operate safely. I believe that we have benefited personally and professionally from these new found relationships. Participation in the captive has improved our Safety Department and in the long run should reduce our accidents and claims."*

Kenny Pellegrino, President & CEO | Transportation Services Company Inc



**TQ LOGISTICS, INC.**

Marietta, Georgia | Member Since 2011

*"Our experience as a member of Safe Trucking has provided us with stability in pricing and improved cash flow. We have been incentivized to invest in safety and proven that a safer fleet is a more profitable fleet. This has benefited both TQ Logistics as well as the customers we serve."*

Andy Beeston, President & CEO | TQ Logistics Inc



**TUCKER FREIGHT LINES**

Dubuque, Iowa | Member Since 2021

*"Becoming a member of Safe Trucking, has not only allowed us to continue to improve upon our high standard of safety, but we have benefited from partnering with like-minded carriers, that want to improve and invest in themselves both financially and in risk mitigation."*

Cody McClain, VP of Safety & Human Resources | Tucker Freight Lines

# WAYNE SMITH TRUCKING

**WAYNE SMITH TRUCKING, INC.**  
Morrilton, Arkansas | Member Since 2015

*"After being frustrated with the standard markets for trucking insurance and seeing continuous increases in premiums regardless of loss history, we investigated the Safe Trucking captive as an alternative to the Standard Market. Once we understood the model and its benefits and met the other members, we realized we would be joining with transportation companies focused on safety, self-improvement, and controlling risk, which in turn, all control cost."*

Neil Corder, Operations | Wayne Smith Trucking, Inc.



**WHITE OAK TRANSPORTATION, INC.**  
Decatur, Alabama | Member Since 2014

*"Safe Trucking and the captive model gives us better risk control and stable pricing. Which in turn reduces cost and increases cash flow. Safe Trucking works for White Oak Transportation!"*

Mike Limbaugh, President | White Oak Transportation Inc



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**WHITACRE LOGISTICS, LLC**  
Portage, Ohio | Member Since 2016

*"Continued membership within the Safe Trucking captive has allowed us to forge a culture of safety into our organization by leveraging educational opportunities for our people, process improvement through innovative idea sharing with our captive partners and implementation of new technologies positioning us well for future success."*

Bill Bone, Vice President, Safety & Driver Development | Whitacre Logistics, LLC



!! TO US, "SAFE TRUCKING" ISN'T JUST A NAME, IT'S TRULY A CORE VALUE AND WAY OF LIFE! !!

- **TONY LANGLEY,**  
DIRECTOR OF OPERATIONS & SAFETY AT  
COMSTAR ENTERPRISES, INC.





Aggressive Transport Ltd. U.S.A.  
Member Since 2008



Arnold J Thomas & Son, Inc.  
Member Since 2009



Brent Redmond Transportation, Inc.  
Member Since 2006



Charles Bailey Trucking, Inc.  
Member Since 2016



OutWest Express, LLC  
Member Since 2015



Pan American Express, Inc.  
Member Since 2010



RAM Trucking, Inc.  
Member Since 2008



RLT, Inc.  
Member Since 2007



SAFETRUCKING  
INSURANCE LIMITED



Comstar Enterprises, Inc.  
Member Since 2016



Crosby Trucking, Inc.  
Member Since 2015



Crum Trucking, Inc.  
Member Since 2012



Distribution Solutions, Inc.  
Member Since 2021



Dugan Truck Line, LLC  
Member Since 2018



Rig Runner  
Member Since 2012



Rocha Transportation  
Member Since 2012



S&S Transport, Inc.  
Member Since 2020



Service Transportation, Inc.  
Member Since 2019



South East Carriers, Inc.  
Member Since 2017



Flour Transport, Inc.  
Member Since 2006



Food Express, Inc.  
Member Since 2005



Hercules Forwarding, Inc.  
Member Since 2011



Kerns Trucking, Inc.  
Member Since 2019



Lee Jennings Target Express, Inc.  
Member Since 2006



Storey Trucking Company, Inc.  
Member Since 2012



Styer Transportation Company  
Member Since 2013



TLD Logistics Services, Inc.  
Member Since 2021



TQ Logistics, Inc.  
Member Since 2011



Transportation Services, Inc.  
Member Since 2014



LMR Trucking, Inc.  
Member Since 2019



Load One, LLC  
Member Since 2012



M&M Cartage Co., Inc.  
Member Since 2019



Mid Continent Trucking Co.  
Member Since 2015



Neal Trucking, Inc.  
Member Since 2015



Tucker Freight Lines  
Member Since 2021



Wayne Smith Trucking  
Member Since 2015



Whitacre Logistics, LLC  
Member Since 2016



White Oak Transportation, Inc.  
Member Since 2014

## SERVICE PROVIDERS

### COTTINGHAM & BUTLER

Cottingham & Butler is the primary broker and consultant to the captive. Cottingham & Butler is directed by the captive Board of Directors to ensure that the service providers properly manage the operations of the company and execute the decisions of the captive's Board of Directors.

### TRAVELERS

Travelers is the policy-issuing carrier. They issue all policies for the captive and take care of all the legal requirements of providing insurance. Travelers also provides the specific excess and aggregate reinsurance for losses in excess of the captive's retention, thereby protecting the captive from catastrophic losses.

### ARTEX RISK SOLUTIONS (CAYMAN)

Artex serves as the Offshore Captive Manager responsible for maintaining the accounting records of the captive, preparing financial statements, serving as Assistant Corporate Secretary, and maintaining the corporate and statutory records, including the minutes of all board meetings.

### COTTINGHAM & BUTLER CLAIMS SERVICES (CBCS)

CBCS provides the claims administration, thus handling the settlement of all claims under the policies.

### KPMG

KPMG (Cayman) serves as the captive's tax advisor, conducts the annual audit of the captive, and issues the audited financial statements.

### PINNACLE ACTUARIAL RESOURCES, INC.

Pinnacle acts as the independent actuarial resource for the captive. They provide loss fund estimates for both current and prospective members as well as IBNR estimates for the captive.

### COMERICA

Comerica Bank serves as the primary banking relationship for the captive providing depository, custodial, and letter of credit services.

### MARINER WEALTH ADVISORS

MWA acts as the investment advisor to the captive. They also manage the captive's investment portfolio subject to the captive investment policy. They also manage the captives investment portfolio based on an investment policy approved by the Board of Directors.

### SAFETY MANAGEMENT SERVICES COMPANY (SMSC)

SMSC provides risk control services and works with each member to develop standards and goals for their individual loss control purposes.

### MCDERMOTT, WILL AND EMERY

McDermott, Will, and Emery Law Offices provide the captive with legal advice as needed.





**SAFETRUCKING**  
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