

Smithers Quality Assessments, Inc.

CERTIFICATE OF APPROVAL

This is to Certify that the Quality Management System of:

JONES MOTOR GROUP, INC.

*654 Enterprise Drive
Limerick, PA 19468*

*has been assessed and approved by Smithers Quality Assessments, Inc.,
to the following quality management system standards and requirements:*

ISO 9001:2008 without Design

The Quality Management System is Applicable to:

*The management and provision of ground freight transportation
services throughout North America.*

*Approval
Certificate Number: 02.240.1*

Original Approval: August 28, 2002

Current Certificate: August 18, 2011

Certificate Expires: August 17, 2014



The use of the accreditation mark indicates accreditation in respect of those activities covered by the above certificate number.

on behalf of SQA - J. Michael Hochschwender, President

*The approval is subject to the company maintaining its system to the required standards which will be monitored by
Smithers Quality Assessments, Inc., 425 W. Market St., Akron, Ohio 44303-2044*



Quality Policy



JONES MOTOR GROUP, INC.

The Jones Motor Group and its affiliated companies are committed to providing quality transportation services that meet or exceed customer specifications and other requirements.

To that end, the Jones Motor Group is further committed to maintaining a Management System that is monitored through key measurements, trend analysis and internal audit to insure:

- continual improvement of its effectiveness
- compliance with its requirements, and
- fulfillment of its quality objectives

To insure the use and improvement of its Management System, the Jones Motor Group provides the necessary training, technology and support to create a dynamic environment where innovation and initiative are encouraged at every level of the organization.

A handwritten signature in black ink, appearing to read 'D. Sheehy'.

Donald R. Sheehy
Chairman of the Board

A handwritten signature in black ink, appearing to read 'James J. Koegel'.

James J. Koegel
President



A H I S T O R Y O F E X C E L L E N C E

A History of Excellence

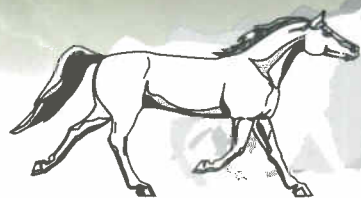
*We take pride in being
the oldest major common carrier
in the nation. With more
than 115 years of
transportation service, we have the
experience and knowledge to
combine proven methods with
today's technology to meet and
exceed our customers'
changing needs.*

- 1894** Began operation as John Jones Drayage Co. under the ownership of John Jones—hauling glass, stone, milk, ice & potbelly stoves
- 1912** Purchased their first truck, establishing the first motor truck service to Philadelphia, PA and expanded business to include general hauling & motor freight
- 1925** After the death of Mr. John Jones, the business became known as Jones Motor Co.
- 1946** Construction of a breakbulk terminal located at Bridge Street & Schuylkill Road, Spring City, PA, which now houses the Corporate office
- 1961** Pioneered an owner-operator special commodities division
- 1967** Jones Motor Co., Inc. is the largest carrier in PA—the 25th largest in America
- 1981** Established itself as an owner-operator, truckload carrier known as The Jones Motor Group
- 1985** Further diversified by implementing a logistics company—now known as Jones Motor Logistics
- 1986** Founded the first exclusively owner-operator hot shot company; Hot Shot Express is the largest hot shot carrier in the nation
- 1987** Founded a new carrier—Jones Express—which operated in a specialized business sector until 1998
- 1994** Celebrated our 100th anniversary, which made Jones Motor the oldest, major common carrier in the United States
- 1997** Formed the Tracer Division of Hot Shot Express to utilize one- and two-ton trucks for specialized customer needs
- 1999** The Jones Motor Group, Inc. received ISO 9001 Certification of its management system
- 2002** Re-established Jones Express to accommodate the needs and operations of fleet owners
- 2005** Relocated Corporate Office to Limerick, PA

A History of Excellence

www.jonesmotorgroup.com

From Horse



to Horsepower

The Jones Motor Tradition Continues

How much do things change in a century? How many companies can not only survive, but also continue to prosper for that length of time?

One company, Jones Motor Co., Inc., has proven to have exactly that kind of staying power. It isn't the same as when it started, but one thing has remained constant—Jones Motor knows the trucking business. In a time when many are closing their doors, Jones continues to prove that it is innovative and progressive enough to remain a leader in a difficult industry.

Company Named Oldest Common Carrier

In July of 1991, noted trucking historian Mike Terebecki confirmed that Jones Motor is the oldest major common carrier in the United States. According to Judy Civitello, vice president at Jones, this distinction is a source of pride.

"In an industry that few would dispute has had its share of fly-by-night operations, Jones Motor has earned a reputation as a stable and reliable company that provides quality service. This company has not only survived, but has grown and prospered. I think that says a lot about the company's culture and spirit."

History Begins in 1894

The foundation for the Jones Motor of today was laid in 1894 by John Jones, an immigrant from Birkenhead, Wales. It began as a local hauling business in Spring City, PA and was called Jones Drayage Company. Its entire fleet—one sturdy horse coupled to a cart. Jones expanded his business by signing on additional horses and wagons and sidelining into excavation work.

He continued to build, laying the groundwork for a diversified, stable company. In 1912, he purchased the company's first motor truck. Along with this purchase, Jones expanded his business to general hauling and motor freight. The fleet continued to grow. Eventually his sons, William, Clifford and Russell, joined the family business and it became known as John Jones and Sons. With John Jones' death in 1925, his sons took full reign of the business and renamed it Jones Motor Company.

Through the 1940's and 1950's Jones Motor Company prospered. They purchased numerous companies to get additional authority and they expanded their General Commodities Division into both LTL and truckload. The Special Commodities Division, an owner-operator truckload operation was started in 1961.

By 1968, when the Jones family sold the company to New York City based Allegheny Corporation, Jones Motor was a \$51 million company. Though changes to the company happened steadily, the most dramatic occurred in quick succession: in 1980, deregulation; in 1981, the General Commodities division closed, and the company became exclusively owner-operator; and in 1982, the company went back to private ownership.

The century of experience certainly paid off. Jones Motor continued to grow, forming additional companies to serve many different types of customer needs. Today, the company has grown into a \$100 million group of companies called the Jones Motor Group. The Group's core company, however, is still Jones Motor, an exclusively owner-operator carrier with both flatbeds and vans.

Over 100 years ago, Jones Motor Company got its start as a local hauling business in Spring City, PA.

Today, the business that started out with a horse and a cart has grown into a \$100 million group of companies called the Jones Motor Group.

With over a century in the business, Jones Motor continues to prove they have what it takes to survive this industry's ups and downs.

"...Jones Motor Group provides quality service and our employees and owner-operators not only take pride in that reputation, but are zealous about proving it is true....we go the extra mile to ensure that we maintain the quality that has been our trademark through more than a century."

Diversification Part of Jones' Success

The Jones Motor Group has adapted to the changing industry by recognizing its customers' needs and providing quality service. James J. Koggel, President of the Jones Motor Group, explains the theory. "We watch the market for niches where a quality, owner-operator based carrier can fill the specific needs of a customer and then we put all the pieces together within our existing infrastructure. This can be as simple as recruiting owner-operators with a unique type of equipment or as complex as adding a new company to the Jones Motor Group."

One such company was Hot Shot Express, established in 1985. In a time when few had even heard of hot shots, the Jones Motor Group broke new ground by establishing the nation's first and only exclusively owner-operator hot shot company.

Although the first years were difficult as Hot Shot developed a customer base and overcame the resentment toward hot shot trucks, their foresight was rewarded. In the first five years of operation, Hot Shot Express' revenue increased seven-fold and their fleet grew to approximately 250 trucks.

"We have more trucks than anyone in the industry and we offer separate dispatch for our hot shots. That's how we've been able to make it work," explains Tony Coccia, Director of Operations for Hot Shot Express.

Service a Priority

"Making it work" boils down to employees and owner-operators noted Civitello. "This is a reputable company and that reputation comes from the people within the organization. Customers know that Jones Motor Group provides quality service and our employees and owner-operators not only take pride in that reputation, but are zealous about proving it is true. Service is all the company has to sell and its people go the extra mile to ensure that we maintain the quality that has been our trademark through more than a century."

Owner-Operators Respected

The Jones Motor Group goes one step further in delivering quality service and that is to extend its customer mindset to the owner-operators who are the heart and soul of the organization. "When our owner-operators are

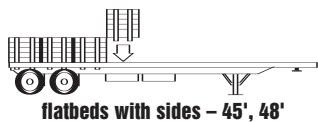
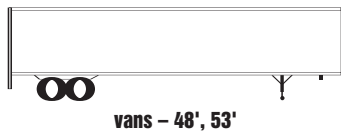
successful, the company is successful. That is the premise on which we have developed our programs and on which we base our management decisions," says Mr. Koggel.

Those programs include the Contractor's Winner's Circle, which allows individual owner-operators to benefit from the buying power of the Group; daily settlements which get payments to the owner-operator as fast as anyone in the industry; Ambassadors Club, Advisory Council, Driver of the Month program and Driver of the Year, all of which recognize the dedication and professionalism of special drivers, and a variety of pay plans that provide choices to the owner-operator.

Jon Batten, Recruiting Manager for the Jones Motor Group, says, "I came to Jones from a very different environment. I was pleased to find out that, at Jones, I can walk a recruit through the General Office and introduce him/her to everyone from fleet supervisors to the President of the company. Everyone will take the time to talk for a few moments and they always offer to be available in the future. That atmosphere makes my job much easier."

Well into its second century, Jones Motor does not sit on its laurels, but continues to be innovative and progressive, always looking for the next opportunity.

Visit the company's website to learn more about the Jones Motor Group.



custom designed service

With our proven record of providing just-in-time service, we are able to design a service package customized to your needs. Our Central Operations personnel will work closely with you to understand your production schedules and reporting requirements. We will then maintain frequent contact with our drivers to ensure on-time pickups and deliveries.



local & centralized operations

Our agency network provides you with a local contact for dispatch purposes. Central Operations in Limerick, PA provides 24-hour, 7-day support for the local offices and for our drivers. Monitoring your shipment allows us to react quickly should there be any problem.

owner-operators provide quality service

As dedicated and respected members of the Jones Motor team, our owner-operators understand the need to provide consistent quality service. With our high standards for drivers and equipment, we attract the best in the business. As a result, our claims ratio is one of the lowest in the industry.

a variety of trailers to meet your needs

With the variety of trailers in our fleet, we are ready to supply the equipment you need—even when your needs change quickly.



Jones Motor

800.825.0085



established: 1894, the oldest, major motor carrier in the nation

ICC number: MC 4963

DOT number: 113459

SCAC code: JONS

authority: Interstate - 48 states
Common, Contract, Brokerage

Intrastate - AL, AZ, CA, CO, CT, DE, FL, GA, IL, IN, LA, ME, MA, MD, MI, MS, ND,
NE, NC, NH, NJ, NY, OH, PA, TN, TX, UT, VT, VA, WI

Canada - Ontario, Quebec

insurance: \$10,000,000 (Cargo liability limited to \$200,000. Excess coverage is available.)

equipment: Flatbeds, stepdecks, vans, specialized trailers

terminals/agencies: 160 Nationwide

operations: Local Dispatch Offices coordinated by 24-hour Central Operations

EDI: Transmission of freight bills
Receipt of funds
Shipment tracking

contacts: Central Operations - 1.800.825.0085

carrier profile