

A Guide For Drivers Considering A Career With Eastern Freight Ways
Company Mileage Driver Pay & Qualification Package
May, 2010

Thank you for your interest in a career with Eastern Freight Ways, a member of New England Motor Freight/ the Shevell Group family of companies, the largest privately owned carrier in the Northeastern USA.

Listed below are answers to the questions we are most commonly asked. We understand what it takes to succeed in today's challenging economic environment, and we've built this competitive pay & benefits program to attract the safest, most reliable driving professionals on the American road today.

We appreciate your consideration of Eastern Freight Ways as your employer. We understand that to make a good decision, you require plenty of information. And, unlike many carriers, we don't hesitate to put the information you need into print, in a language that can be understood without the assistance of a lawyer.

We realize that you are bombarded by recruiters with one goal: to convince you that their job is best for you. We are different. **We aren't the right carrier for everyone and we don't pretend to be. We simply provide you with the facts and let you decide for yourself, in an atmosphere free of pressure or high-powered attempts to persuade you of anything.** We present the facts as they are and allow you make up your own mind.

Go ahead: check out all our competitors' websites and recruitment literature, but ask yourself one question when you read what they have to say: **"Which carrier provides me with the most straight-forward answers to my questions, in writing, without beating around the bush?"** Compare Eastern's open and honest approach to the competition. Notice how many carriers refuse to put their pay, benefits, home-time and other facts and figures in writing or on their recruitment literature. Then, ask yourself one last question: **"What do they have to hide?"**

We look forward to hearing from you and we appreciate your interest and questions...

Question #1: "Why should I consider joining Eastern Freight Ways, and not one of the many other carriers seeking my services?"

Answer: First advantage to consider: we are family-owned and know our drivers by name. You are not a number at Eastern: we are not a mega-carrier and don't wish to become one.

Second advantage to consider: when New England Motor Freight, a sister company of Eastern Freight, was founded in 1977, it didn't have a truckload division. At that time, New England Motor Freight only had about fifty tractors. More than thirty years later, New England Motor Freight operates a fleet of almost 1500 tractors and 4500 trailers, serving more than 14,400 customers, from thirty-two strategically located terminals. Eastern Freight Ways is the truckload arm of the New England Motor Freight/Shevell Group family of carriers. NEMF/Shevell Group is now the largest family-owned carrier in the Northeastern USA. Eastern's affiliation with NEMF gives us access to the resources of their almost eighty sales reps, as well as a first-look at their

substantial line-haul freight movements. (Nice friends to have on your side, regardless of the state of the economy).

Question #2: “How much can I expect to earn per week?”

Answer: Our drivers are currently earning an average of \$865 per week, plus benefits. Some drivers average \$1100 per week and others average \$750 per week, plus benefits. Everyone else is in-between. How much you will earn depends upon your abilities, weather and business conditions, as well as several other factors. When CSA2010 takes effect, an industry-wide impact on driver wages could be experienced, as well.

(Approximately 33% of our drivers earn more than \$1000 per week, plus benefits). As the economy recovers, we expect that pay rates will rise accordingly.

Question #3: “What is the cost for family medical benefits and prescriptions?”

Answer: Benefits are a prime reason why many drivers come to Eastern Freight Ways, and then stay with Eastern. The cost for family medical benefits is only \$50 per week. (After one year, dental benefits are included, at no extra cost). The cost for medical benefits for a single driver is \$25 per week, and the cost for husband and wife coverage is only \$40 per week. Single parent coverage cost \$35 per week. (Your medical coverage begins the first of the month, after ninety-days of employment.).

We also provide you with life insurance after 90 days, as well as long-term disability benefits, at no additional cost, when your medical benefits take effect.

Question #4: “Will I be home for the weekend?”

Answer: There is some weekend work, but 90% of our drivers are home for all or part of the weekend, to re-set their available hours. Mileage-based drivers are typically on the road for 7-10 days, and are then at home for 2-3 days.

Question #5: “What is Eastern’s driver turnover rate?”

Answer: Good question. Think about it: carriers can make all the claims and promises they want. If the carrier’s turnover rate is high, you can be safe in assuming that driver morale and treatment are not good. At Eastern, our turnover rate, as of March, 2010, is 54%. This is considerably below industry average and a good indicator of how our drivers feel about their jobs at Eastern.

Question #6: “Does EFW have a driver referral bonus program?”

Answer: We have a referral bonus plan. When you recommend a driver to EFW, you will receive a \$200 bonus after the driver is employed by EFW for one week, and an additional \$200 payment after the driver is employed by EFW for 60 days and another \$200 after the driver is employed by EFW after 90 days.

Question #7: Are there advances?

Answer: YES. (Advances are to be utilized for extraordinary expenses, not as an everyday event). Advances are paid in \$25 increments, with a \$100 maximum per week, excluding emergencies.

Question #8: Will I be assigned a driver manager?

Answer: YES. We also provide you with 24 hour dispatch coverage, per day, Monday thru Friday. Weekend coverage is provided via our driver-managers cell-phones. (All driver-managers are located in our North Brunswick headquarters, except for one driver-manager in our Chicago-area office).

All EFW drivers are assigned a driver-manager that understands their driver's likes and dislikes, capabilities and desires. The driver manager balances these factors with the needs of the driver, the customer, and EFW itself, with DOT compliance and safety being the paramount concern.

Question #9: "What percentage of the loads I deliver are "no touch?"

Answer: At this time, approximately 92% of our loads are no touch. If a lumper is required and approved by the customer, we will use the local lumper service. If you must use a pallet jack or hand-unload the shipment, you will be compensated (See the compensation section of this guide for details)...

Question #10: "Will I be assigned a fuel card from EFW?"

Answer: Yes. You will be assigned an EFS card which can be utilized to purchase fuel from Pilot Travel Center, Petro or Travel Center of America. EFW has negotiated discounts from Pilot, Petro and Travel Centers of America, but you are required to buy fuel at an NEMF terminal, wherever a NEMF terminal is in route. (There is a maximum fuel purchase limit of \$600 per day).

Question #11: "Will I be assigned an EZ Pass unit for tolls?"

Answer: YES. All Eastern tractors are assigned EZ Pass units.

Question #12: Will my tractor be equipped with a mobile satellite communication system?

Answer: YES. EFW will install a GPS/communication system in your cab, to help you communicate with dispatch. This service is required by a growing number of our customers, who want to trace their shipments. . You can also obtain directions directly from the GPS system in your cab.

Question #14: "Is there direct-deposit?"

Answer: Yes. Direct-deposit is the preferred method of payment, but it is not mandatory. Funds can be split between checking and savings.

Question #15: Does Eastern offer a passenger rider program?

Answer: There is no passenger rider program at this time. (No pets, either: sorry, Spot).

Question #16: What are your tractor specifications?

Answer: Our fleet is a mixture of conventional Volvo's, Mack's and Freightliners. All tractors are assigned and there is no slip seating. Most engines generate 400 horsepower at 2100 rpm. Tractors are governed at 68mph. Our tractors are mid-rise condo sleepers with ten-speed transmissions. Heated mirrors, custom-interiors, air-conditioning and power windows are standard. (The typical bunk is somewhat small). All suspensions are air-ride. Cruise control is standard in most tractors... Tractors are equipped with AM/FM radios with CB hookups. Although most tractors are of the 1997-2007 vintage, they are scrupulously maintained at NEMF's thirty-two terminals.

Question #17: "Is there parking available at most NEMF terminals?"

Answer: All thirty-two (32) NEMF terminals, excluding the Owego facility, have room for tractor parking, which Eastern drivers are required to utilize.

Question #18: Who pays for the physical and drug-test?"

Answer: We pay for your DOT physical and drug test. If you have a valid medical card that doesn't expire prior to six months of your date of orientation, we may accept that physical, if the long-form is submitted..

Question #19: "Will I need to serve NYC/LI?"

Answer: Manhattan? NEVER! Although the percentage of loads into the other four boroughs of NYC/LI is less than 4%, all drivers are needed to run in and out of NYC/LI, on occasion. We pay drivers an extra \$22 per stop for all pick-ups and deliveries from NYC/LI, excluding loads from and to the NEMF Long Island terminal.

Question #20: "What is the policy on fines?"

Answer: Hopefully, you won't have to deal with fines, but if you do, here is our policy: overweight fines are the responsibility of the driver. If you believe you are overweight, notify dispatch before proceeding with the load, to prevent fines. (All loads weighing more than 32,000# must be weighed).EFW does not condone the movement of overweight loads.

One last reminder

Eastern Freight Ways is a part of the New England Motor Freight/Shevell Group, one of the largest privately owned trucking companies in America. We haul a considerable amount of drop & hook line-haul work for NEMF, and utilize their terminals for fuel, trailer storage, maintenance and other support services. We are financially stable, have very little debt, and have the resources of NEMF/Shevell Group behind us. Very few carriers can offer this benefit to their drivers: we can and we do....

By the way, we have an open-door management policy. We realize that our drivers are a great resource and we depend on them to help us achieve our most important goal: "to be the safest, most admired and respected truckload regional carrier in America".

If you have additional questions, we would be delighted to answer them for you. Please call our Manager of Recruitment & Retention, Lee Brooks, toll-free: 800-428-6193, extension 234, or Mitch Bookbinder at extension 210.

Thanks again for your interest. We are looking forward to hearing from you!

COMPENSATION FOR MILEAGE BASED DRIVERS

How will I be paid?

Miles driven and accessorial services will be compensated for as follows:

Stop-offs (no touch): \$11 each (no payment for the first/last stop)/\$22 in NYC/LI (\$33 total)

Touch-unload pay: \$22 each

Detention pay: \$15 per hour, after two hours free-time. (Detention will be paid only if EFW is notified by driver within one-hour of arrival at a pick-up or delivery).

Mileage pay: You will be paid the same for all dispatched miles, whether empty or loaded. You will receive 35 cents per mile, to start, for all dispatched miles run, based on PC-Miler shortest miles, for a 53' trailer route. (Miles run from and to home are not compensated). Your load paperwork must be received by Saturday, for you to receive payment by Friday, which is when direct deposits are issued to drivers. (You will receive a detailed settlement sheet each week). Drivers are paid upon receipt of a clear receipt. Our objective is for mileage based drivers to turn approximately 2000-2500 miles per week. This target is subject to the capabilities of the driver, as well as business and weather conditions, amongst other factors. It is a goal, not a guarantee. (Our average length of haul, as of March, 2010, is approximately 372 miles per shipment).

Holidays: If you are hired, you will be paid for 8 hours, times your hourly rate, for the following Holidays: New Years Day/Independence Day/Labor Day/Thanksgiving Day/Christmas Day

Vacations: If hired, you will receive a pro-rated portion of five days vacation pay after your first year of employment. After two years of employment, you will receive ten days of vacation pay. After three years employment, you will receive three weeks of vacation pay. (You must be actively working for Eastern to be eligible for vacation).

401K Plan: There is a 401K plan at EFW. There are four enrollment periods per year.

Dispatch & Home-time: There is some weekend work, but 90% of our drivers are home enjoying their resets at home, for all or part of the weekend. Mileage-based drivers are typically on the road for 7-10 days, and are then at home for 2-3 days.

Service-Area: Mileage based drivers serve the USA, East of the Mississippi, with a focus on the Northeastern/Midwestern states.

Driver Qualifications:

EFW is committed to safety and reliability. This requires us to maintain high standards for drivers. Many drivers cannot meet these requirements: they are high and make recruitment difficult. (Only the best belong at EFW, and we recruit and screen accordingly). We hope you understand. Without the most professional drivers we cannot provide our customers with the level of service they have come to demand from us.

Our requirements are listed below:

A---You must be twenty-three years of age, or older.

B---You must not have more than two moving violations in the past three years.

C---You must have at least one year of over-the-road or regional tractor-trailer experience

D---Your references must be verifiable. (You may provide a SSA-7040 or W2 if employment can't be verified).

E---You must pass a drug-test, physical and company road test.

F---You may not have a dui/dwi in the past five years

H---You must receive two days of orientation and safety training from an EFW safety representative.

(You receive orientation pay of \$100, while we cover your approved travel, hotel and meal expenses).

I---You may not have more than one preventable accident in the past three years

J---You may not have a reckless driving violation in the past three years.

K---You must possess a CDL-A in your state of residence.

L---No hit & run/leaving the scene citations/accidents are permitted.

M---No criminal convictions involving theft or burglary: all other convictions will be subject to review.

N---No refusals to test for drugs or alcohol, EVER.

O---Clean, neat appearance required. Poor hygiene will not be tolerated. The driver is the face of Eastern to our customers, as well as our goodwill ambassadors and best sales representatives.

This is not a complete list of every requirement to be considered for hire by Eastern Freight Ways. Other tasks and requirements may be required by the driver, at the discretion of the management of Eastern Freight Ways.

The information contained in this guide is issued by Eastern Freight Ways in good faith and is subject to change without notice. This is a guide, not a contract or offer of employment. Eastern Freight Ways reserves the right, at its sole discretion, to make adjustments for errors. Statements included in this guide do not necessarily represent an all inclusive list of responsibilities, skills, duties, requirements or working conditions associated with a job with Eastern Freight Ways. While this is intended to be an accurate reflection of the current job, management reserves the right to revise the job or to require that other tasks be performed as circumstances change.

www.easternfreightways.com

“On The Ball”



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