

**Letter from vendor: Iowa Pilot Cars**

**Jodee/JP:**

**Last week upon completion of escorting Jim V. of Northern States to Rock Port Missouri with a blade, I dead headed to Utah to escort (steer) a blade back to Pipestone with a different blade hauler. Rock Port was moving the crane so I had a four day window of down time. My experience on that trip made me appreciate the Northern States drivers and operations.**

**I showed up on site in Utah, car fully set up, and in jeans, full orange vest, hard hat, and steel toed shoes as I do with Northern jobs. I got many looks from other truck drivers and pilot escorts, as they were in shorts, loose sweats, no hard hats, vests, etc. This was just the start of the unprofessional 1st impression. We started back for Pipestone, fighting traffic and corners in a major city. Very few calls were made by the truck driver, and the rate of speed was TOO fast. I was white knuckle through construction zones and cities until we got to Wyoming and 4 lane country. Then the negative chatter on the airways (cb) began and continued through Pipestone.**

**WOW, what a noticeable difference from the professional approach that Northern States takes. First impressions are everything in this business as we are on new sites with new groups every week. Northern's always dressed appropriately; driver's communicate effectively, and appreciate and respect what we do as pilot cars.**

**As a Pilot Car owner, who operates 6 cars, we have steered for over eight different trucking companies; Northern States has separated themselves as the most professional and safest in the industry in my opinion.**

**I appreciate working for your operation, and look forward to many more successful runs with Northern States.**

**Brian Atchison  
President / Iowa Pilot Cars**

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