

**“We buy a large volume of security seals, in a variety of styles.”**

**J. J. Keller helps us get the right one for each load.”**

*Bruce Wishart  
Director of Security  
Celadon Trucking Services  
Indianapolis, IN*



**Celadon at a glance**

Celadon Trucking Services is one of North America's largest full truckload carriers, operating in the U.S., Canada and Mexico. Founded in 1985, they are headquartered in Indianapolis, IN.



*These seals help make sure that empty trailers stay that way until needed for a load.*

“We purchase thousands of security seals each month and thanks to J. J. Keller, ordering is streamlined and simple,” says Bruce Wishart, Director of Security at Celadon Trucking Services. “Buying in bulk saves us money, and J. J. Keller keeps track to make sure that all of the seals are sent to the correct terminals, as we need them, which saves us lots of time. We have complete confidence that our orders will be right, every time.”

Bruce creates, implements, and oversees security policies and procedures for Celadon's 10 North American terminal facilities and over 4,000 employees. Celadon teaches the proper use of seals at each driver's orientation, and ensures that those drivers whose loads involve C-TPAT compliance for international border crossings receive special training.

**— Celadon uses a number of J. J. Keller seals:**

**Yellow plastic seals** ensure the integrity of empty trailers on their property. When drivers drop off an empty, they must first check in at a guard station to get a yellow “empty” seal and inspection form. Then at the maintenance facility, the trailer is inspected using Celadon's C-TPAT conveyance inspection checklist in addition to a regular maintenance inspection to check for anomalies like false walls and compartments. Only after the trailer passes inspection and has the yellow seal applied can the next driver pick it up to perform a pre-trip inspection, with one more stop at the guard station on the way out to verify the yellow seal against the paperwork. This procedure prevents a non-compliant trailer from going back on the road.

**Blue plastic seals** are used for domestic deliveries on loads that customers do not seal themselves. Drivers apply them at the customer's facility when they pick up their load and they're removed by the customer at the point of delivery. These seals are used to reinforce the load count integrity and protect Celadon and its drivers.

**FlexiGrip™ cable seals** are applied to trailers with international freight deliveries, to meet C-TPAT requirements for loads leaving or entering the country. Celadon also uses them on high-value or high-risk freight because they show evidence of tampering much easier than bolt seals, and are less likely to be compromised.

**48" FastGrip™ cable seals** provide an extra measure of security for northbound loads originating in Mexico. They're wrapped completely around door bars to keep them from being removed by more aggressive thieves.

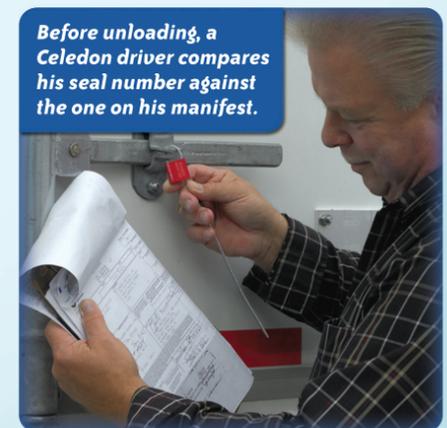
**— “We Rely on J. J. Keller's Total Dedication to Us — They Make Us Feel Like We're Their Only Customer.”**

To Bruce, the only thing better than J. J. Keller's products is its people. “Besides assisting me, my customer sales representative works with other departments at Celadon,” Bruce observes. “We buy lots of products besides seals, like forms, log books, and training materials, and everyone agrees — she's phenomenal! She just makes everything happen and the orders are always right and on time.”

“We're loyal to J. J. Keller because they've proven their loyalty to us, time and time again. I'm proud to recommend them to my colleagues in the industry. I know that they'll experience the same good quality products, good prices and good people that we do. Why go anywhere else?”



*Every loaded trailer leaving a Celadon terminal has its seal checked at the gate.*



*Before unloading, a Celadon driver compares his seal number against the one on his manifest.*



*Celadon drivers are given convenient packets of consecutively numbered seals to use for their next 10 loads.*