



SalSon Logistics Partners with Vestige to Slash Claims, Boost Safety Culture

Summary

SalSon Logistics, a Newark-based logistics provider with 750 trucks and over 1 million sq ft of warehousing, was hemorrhaging cash from fraudulent accident claims—\$9 million in 2017 alone. Company Vice President John Lampasona needed a solution that protected drivers and protect the business.

A meeting at an industry tradeshow led to a game-changing partnership with Vestige. Today, AI-powered cameras help SalSon exonerate drivers in real-time, coach better behavior, and combat staged accidents.

Challenge

Crippling insurance costs and staged accident fraud

SalSon's safety culture was under siege. Accidents were skyrocketing—many suspicious thanks to the staged accident industry — and evidence to protect drivers and the company was scarce. Drivers were demoralized, law enforcement was skeptical, and insurance payouts were draining profitability.

Lampasona wanted a live view into every incident and a way to protect his best drivers from false accusations. He sought to build a new safety culture in which every driver

“We’re not flying blind anymore. Vestige gave us eyes.”

— JOHN LAMPASONA

adopted a safety-first mindset backed up by a multi-camera system that kept a 360-degree view on every truck. He wanted a platform that could grow with his organization and would provide every member of his team immediate insight into the conditions surrounding any incident or accident.

Solution

Real-Time Visibility with AI-Powered Cameras

Vestige installed a connected fleet camera system with live streaming and AI-based behavior detection. This empowered SalSon's safety team to:

- Exonerate drivers immediately using real-time footage
- Identify risky behavior like fatigue or distraction
- Coach drivers with instant feedback via command center
- Disarm staged accident attempts with indisputable video evidence

Why It Matters

Staged accidents are a national crisis, costing billions annually. Criminal rings—and complicit attorneys—target fleets for fraudulent settlements. SalSon is pushing back with technology and turning its biggest risk into a competitive advantage.

Results



Insurance payouts:
\$9M+ to <\$200K
(2017) (2019)



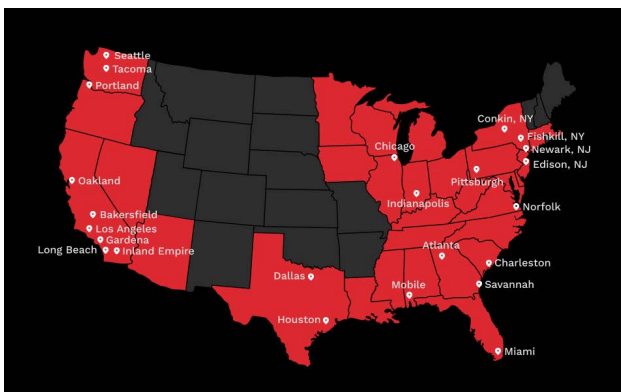
Accidents:
418 to 24
(2017) (2019)



Safety morale:
Drivers feel supported and protected



Fraud prevention:
Multiple staged accidents thwarted with video at the scene



About SalSon

SalSon has East Coast Operations headquartered in Newark, NJ and West Coast Operations headquartered in Long Beach, CA. With terminal locations at all major East, West and Gulf Coast ports.