



Watkins & Shepard Trucking Inc.
Bob Elkins – President

January 8, 2017

Watkins & Shepard Announces 2018 General Rate Increase

Dear Watkins & Shepard LTL Customers,

Thank you for being a valued customer and trusting Watkins & Shepard with your freight needs. As we hope you've seen, we have made continuous investments in technology and equipment to increase our service capabilities and better serve the marketplace. Attracting and retaining high quality drivers in today's competitive market, has led to driver pay investments. Additionally, we are faced with increasing equipment costs, regulatory mandates, health insurance, and other increased operating expenses.

Due to these reasons, please accept this letter as notification of a general rate increase effective 2/7/18. All rates will be subject to a 4.9% increase on all base rates and a \$1.00 increase on minimum & stop/drop charges. The rate increase will be implemented for customers on the company's general and private tariffs and will apply to first mile rates, final mile rates, minimum charges, LTL stop/drop charges, accessorial charges and supplemental fees for special services for LTL shipments moving within the United States and the three western provinces of Canada; British Columbia, Alberta and Saskatchewan.

We appreciate your partnership and look forward to continuing to serve your transportation needs. Should you have any questions please contact your local regional sales manager.

Sincerely,

A handwritten signature in black ink, appearing to read 'Bob Elkins', is written over a light gray background.

Bob Elkins
President
Watkins & Shepard Trucking

About Watkins & Shepard Trucking Inc. Visit our website at: www.wksh.com

Watkins & Shepard is the leading less-than-truckload specialized furniture carrier providing exceptional service to the 48 contiguous United States and the three western provinces of Canada. The professional handling of all products in their supply chain results into one of the lowest claims ratios in the industry delivering 99.8% of all shipments error free. Warehousing, inventory systems, container unloading, distribution, and consolidation are value added services the company provides through a network of 24 terminal facilities strategically located throughout the United States. Since 1976 Watkins & Shepard has been a pioneer in logistics planning, technology implementation and asset utilization that is the foundation of our business model today.