



TRUCKING, INC.

Watkins & Shepard Trucking Inc.
Bob Elkins – President

Watkins & Shepard Announces change from AAA to EIA (“DOE”) Diesel Fuel Index

Dear Watkins & Shepard LTL Customers,

Thank you for being a valued customer and trusting Watkins & Shepard with your freight needs. This letter is to inform all AAA Index based fuel customers that Watkins & Shepard will be making a switch to the U.S. Energy Information Administration Diesel Fuel Index (formally known as DOE) effective 08/01/17. The current negotiated fuel matrix will stay the same for your company, however, the national fuel price will no longer come from the AAA Index, but the EIA Index.

The U.S. Energy Information Administration Diesel Fuel Index (EIA) has long been a standard in the LTL and Truckload industry. The fuel price each week will become effective on Tuesday through the following Monday. The “U.S.” diesel fuel price published by EIA will be used for all shipments excluding LTL shipments destined to the state of California in which the “California” fuel price will be utilized. As for Truckload, all shipments will use the “U.S.” diesel fuel price published by EIA excluding Truckload shipments originating in the state of California in which the “California” fuel price will be utilized.

All EIA diesel fuel prices can be found at the following site:

<https://www.eia.gov/petroleum/gasdiesel/>

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 blue horizontal line.

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 20 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.