



Watkins & Shepard Trucking Inc.
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Watkins & Shepard Announces 2015 General Rate Increase

Dear Watkins & Shepard LTL Customers,

In order to retain drivers in today's competitive market, Watkins & Shepard has given significant driver pay increases. Additionally, we are faced with increasing equipment costs, regulatory mandates, health insurance, and other increased operating expenses. Our investments in technology, driver retention, and new equipment will allow us to serve our customers today and well into the future.

Due to these reasons, please accept this letter as notification of a general rate increase effective 9/14/15. All rates will be subject to a 4.9% increase on all base rates and a \$2.00 increase on minimum charges. The rate increase will be implemented for customers on the company's general and private tariffs and will apply to LTL rates, minimum 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 that reads 'Ray Kuntz'.

Ray Kuntz
Chief Executive Officer
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.