



August 3, 2020

Our country continues to struggle with the COVID-19 pandemic. I hope that you and your family are handling this crisis in a safe and healthy manner. Many states are grappling with slowing down their re-opening or even considering closing some targeted businesses. We have been fortunate in the fact that the commodities we haul have remained in demand.

Over the past several months, we have added 2 salespeople to our sales team to increase our business, as well as refine who we haul for. I am very excited about the opportunities our sales team has and look forward to seeing the results of their hard work.

We are coming upon that time of year when we renew our health insurances. Premiums are increasing by \$72,500. **I am very pleased to announce, that for the third year in a row, we will not be increasing the employee's share of health insurance, as Pottle's is absorbing the increase.** During this three-year period, Pottle's has absorbed premium increases totaling almost **\$235,000**. I understand how important health insurance is to you all and have worked to absorb these increases within the company and not pass any of it along to you.

We are very close to completing the installation of our trailer tracking system (Orbcomm). We are anticipating improved trailer tracking, as well as better visibility into whether the trailer is loaded or not. We look forward to the time and money saved by implementing this system, especially for the drivers.

I also want to pass along that Pottle's just ordered 40 new Utility dry van trailers. We are looking to take delivery of these in the October/November timeframe. This is not the ideal business environment to be ordering equipment, but I can see that the need is critical.

As always, thank you for all you do. I am grateful you and your family are part of the Pottle's team.

Sincerely,

Barry E. Pottle,
CEO & President

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