



P. O. Box 95007  
Lakeland, FL 33804-5007

December 20, 2011

Dear Customer,

Watkins Associated Industries announces an exciting and progressive improvement to our Truckload Services. Effective 12-26-11, we will consolidate our Climate Assured division, Sunco Carriers, and our Dry Van division, Land Span.

While these divisions have remained separate since their respective founding dates, 1981 and 1932, we believe the time is right to join forces and provide our valued customers with a unified palette of service offerings. Upon this date, we will be re-branded as WATKINS, a name associated with high quality, excellent customer support, and high ethical standards.

Under the Watkins brand, we will bring the following to the truckload industry:

**SERVICES**

DRY VAN  
TEMPERATURE CONTROL  
INTERMODAL  
LOGISTICS/BROKERAGE

**FLEXIBILITIES**

LONG HAUL  
REGIONAL  
DEDICATED FLEETS  
SHUTTLE  
TEAMS/SOLOS  
COMPANY DRIVERS  
OWNER OPERATORS

This consolidation will allow our customers a one-stop, multi-mode logistics provider experience through a single web site, customer support team and sales force. We anticipate that our unified go-to-market strategy will result in improved customer satisfaction, and continue to facilitate the profitable growth of our company.

While our new web site and marketing materials will be available soon, we consider this communication a pro-active statement to advise our customers of our plans for the coming year.

For inquiries, please contact your Watkins National Account Manager.

**Chip Watkins**  
**Chairman- Truckload Division**  
**Watkins Associated Industries, Inc.**

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"A Family of Companies"