



July 1, 2013

To our Valued Customers:

Thank you for choosing Crane Freight as your provider of domestic ground services. We value our partnership and appreciate your continued confidence in our company.

We recognize that you depend on us for more than just transportation. We know that you need us to be able to do more than just provide capacity at market competitive rates. We know that you also rely on us to keep your own supply chain operations in compliance with transport related regulatory agencies and laws. As always, we make it our business to know your business and to anticipate the impact of changes in any of those regulations to your company and customers.

On July 1, 2013, The U.S. Department of Transportation's Federal Motor Carrier Safety Administration (FMCSA) announced that the new federal regulations designed to improve safety on our highways by reducing truck driver fatigue took full effect. These new regulations largely impact long-haul operations and are focused on revisions to the hours of service for those truck drivers.

According to the FMCSA's research and study, the changes are expected to prevent approximately 1,400 crashes and 560 injuries each year by reducing chronic fatigue in truck drivers. More importantly, they are projecting that an estimated 19 lives will be saved each year.

With Crane as your partner, you can count on a partner with a strong safety bias that operates fully within all laws and areas of regulatory compliance. We do not expect major changes to our operation. However, because the new rule does reduce workable hours from 82 to 70 per week for drivers and is requiring that at least two of the required breaks be between 1 – 5 AM, current routes and schedules may be affected.

The expected costs associated with this change overall for the industry are estimated at \$470M on an annual basis or the equivalent of \$.03 increase per gallon of diesel fuel. The net impact to the operations for trucking companies is still not fully known. However, initial studies as reported by the Baird investment and market research group are showing a minimum of 3 – 4% effect on productivity alone as a result of the decreased hours.

We are committed to minimizing the impact to our customers' supply chain operations and continuing to provide you with excellent service on and off the highway. Any line haul operations affected are being reviewed and your account management team will be in touch with you if any adjustments are required for your routes due to schedule constraints.

If you would like to know more about these changes, please go to <http://tinyurl.com/HOS-Crane>.

Thank you again for your business. We look forward to our continued partnership and many more miles of safe service on your behalf.

The Crane Freight Team