



Helping The World Keep Promises®

March 23, 2020

Dear Beaver Express Customer:

We at Old Dominion Freight Line are excited by the opportunity to work with you to provide a seamless transition and quality service. Beaver Express has provided quality transportation solutions to the shipping public for many years. We at Old Dominion appreciate the contributions they have made to our industry and its customers.

We believe this move will provide significant benefits for Beaver Express customers.

These benefits include:

- A union-free transportation network that can provide your organization with comprehensive “Super Regional” service to the entire nation as well as international and offshore services throughout North America
- Next day and second day regional service throughout the Beaver Express service area
- 99% on time service nationwide
- The lowest claims ratio in the industry
- 10 consecutive year Mastio Award winning service
- A tradition of Helping the World Keep Promises® since 1934

Please find enclosed further information regarding Old Dominion Freight Line for your review.

If you choose to work with us, Old Dominion Freight Line intends to follow the general guidelines below regarding pricing issues. However, if any of these guidelines create any questions or concerns, please contact your representative using the attached list.

General Pricing Tariffs

1. Where Old Dominion and Beaver Express both have published pricing for the same customer, the Old Dominion pricing will prevail.
2. Where Beaver Express has published pricing and Old Dominion does not, Old Dominion will offer an 82% discount off our current 559 tariff using actual class.
3. If neither ODFL nor Beaver Express has published pricing, the customer will receive an 82% discount off current 559 rates on all direct shipments.

Contract Pricing

1. Where Old Dominion and Beaver Express both have contracts or established pricing for the same customers, the contract or established pricing of Old Dominion will prevail.
2. All customers that have contracts with Beaver Express, but do not have contracts with Old Dominion will be contacted by an Old Dominion Representative right away. Any shipments tendered to OD in the meantime will receive an 82% discount off current 559 rates based on actual class.

Other Matters

Old Dominion Freight Line is not acquiring any assets, nor is it assuming any liabilities of Beaver Express. Any payables or other outstanding issues prior to this announcement should be settled with Beaver Express.

We at Old Dominion look forward to the opportunity to serve you and your organization now and into the future. Should you have any questions concerning your account, please contact your Old Dominion Solutions Specialist based on the attached listing.

Best Regards,

Greg Plemmons
Senior Vice President of Sales
Old Dominion Freight Line, Inc.