2 Braxton Way, Suite 400 / Glen Mills, PA 19342 / (610) 891-8100 / pilotdelivers.com

May 2, 2022

Dear Valued Customer,

I am writing to let you know that Pilot Freight Services and its subsidiaries* are now officially part of A.P. Moller – Maersk, a world leader of integrated container logistics. This development represents a major milestone in our company's 52-year history. We are excited to be a key part of Maersk's strategic vision to integrate global supply chains, making them simpler and more connected than ever before.

Going forward, the names of "Pilot" and that of its subsidiary, "American Linehaul," will include the brand endorsement, "– a Maersk Company," reflecting a world of opportunities at the ready for our customers. Globally, Maersk operates in 130 countries and offers a full suite of transportation, supply chain and logistics services. Here in North America, we now complement a robust network of warehousing, distribution, and e-commerce parcel fulfillment centers. Our 87 Pilot locations combined with Maersk's existing footprint make for more than 150 locations across the continent. As a Maersk company, we are now able to offer an integrated end-to-end solution with great visibility on a global scale – from the factory to the couch – all with the reliable door-to-door, white glove delivery service your customers have come to expect from Pilot.

Please note that Pilot's existing teams remain in place to support you and are committed to providing you with the same services that you depend on. All contracts will remain in place. As always, you can count on our team's continued commitment to delivering customized solutions to care for your U.S. domestic and international transport needs.

Rest assured, we will be communicating with you along the way as we gain ever-greater access to the Maersk resources that can deliver added value for you and your business. Someone from our team will be reaching out to provide more details soon, if they have not done so already. If you have questions today, please reach out to your local Pilot representative.

Thank you for your support! We look forward to continuing to earn your business for many years to come.

Sincerely,

John J. Hill, Jr.
President and Chief Commercial Officer
Pilot – a Maersk Company

*Pilot's subsidiary brands include American Linehaul, Manna Freight Systems, and DSI Logistics

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Classification: Internal