

# DECKER TRUCK LINE, INC.

## GROWTH UPDATE FROM BOB ELKINS, COO

### AUGUST 26, 2024

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Hello Decker Team Members!

I just wanted to say thank you! We are experiencing very positive volume growth, and this only comes from the great teamwork all of you put forth every day!

A few facts that I would like to share with you:

- In our Refrigerated Division, from April 1<sup>st</sup> to date, we have increased our customer annualized load volume by 17.56%.
- In our Flatbed Division, we have increased our customer annualized load volume by 8.26%.
- Also, since April 1<sup>st</sup>, we have added 10 brand new customers, adding diversification to our portfolio of partners. This provides more opportunities for our Professional Drivers and office team members.
- Comparing commercial activity, year over year, from May 1<sup>st</sup> to date, our new customer bid activity is up 45% over last year. This has been realized by the great work that our new Commercial Sales Team and our Pricing and Network Management Team have delivered to the Decker organization.

A **Big "Thank You"** to all our **Professional Decker Drivers**! Without you, none of this great growth would be possible! Through your professionalism, you highly represent The Decker Companies, our customer partners to the industry, and the motoring public, by illustrating Decker's **"Driven to be the Best"** guiding principle!

**One Team - One Goal!**

**Please Be Safe!**

**Bob Elkins, Chief Operating Officer**

"I am excited to see such progress being made as we are trying to navigate through these difficult market cycles. As we are still up against challenges in the freight industry, we are working towards continuing to improve within our own company and our freight network. I want to thank all of you for your efforts and I am especially grateful for your energy and enthusiasm. This will be very beneficial as we position ourselves to be able to take advantage of our internal improvements as the market begins to turn upward."

**Dale Decker, Chief Executive Officer**

