



To Nabil,

April, 19<sup>th</sup>, 2016

It was very nice to see you and Nadim at the 2016 Truck World show in Toronto last week. As I stated in our conversations Trimac Transportation has a variety Bedard trailers in our fleet. From stainless to dry bulk super-b's I cannot say this enough as Fleet Director for Canadian operations your trailers are by far one of the best units we operate. The interesting point I would like to make is. Most trailer manufactures will build basically any configuration of bulk trailer Trimac needs. Each manufacturer seems to have a specialty. One may build a good stainless unit but not a real good dry bulk unit and so on. **With Bedard EVERY trailer regardless of its configuration is of the highest quality bar none.** I cannot give you any examples of unit failure due to craftsmanship. I know you are very proud of that fact and equally proud of your work force. Keep up the good work and please pass on a very heartfelt thank you to your team for taking pride in what they do. Thank you again my friend.

A handwritten signature in black ink, appearing to read "Gordon A. Max".

Gordon A, Max  
Fleet Director  
Trimac Transportation Canada