



Subject: New Guidelines for Trucks Entering California

The California Air Resources Board (ARB) has developed regulations to reduce greenhouse gas emissions produced by tractor trailers and transportation refrigeration units (TRU).

Our records indicate you have hauled a load for H&M Bay into California within the last three months. We want to ensure you are in compliance with California's In-Use Performance Standards for TRU engines, or proof that your engine complies with California ARB regulations on models 2005 or older.

In order to comply with California's new regulations, you must have a TRU engine model year 2006 or newer and have an identification number (IDN) supplied by the California ARB. To apply for a California ARB IDN, go to the internet website: <http://www.arb.ca.gov/diesel/tru/application.htm>. The application is free of charge, and an IDN will be supplied immediately upon completing the internet application.

These requirements will go into effect Jan 1, 2013. At that time, H&M Bay will not be loading any trucks going to California without this ID number. Once you have obtained an ARB IDN, please provide it to H&M Bay. Also attached is a new Broker Carrier agreement we need signed and send back to us for our records. You can email me at nancy.dorman@hmbayinc.net or fax to 410-819-6638.

Thank you in advance for your cooperation in this matter. If you have any questions, please contact us at 800 932 7521 ext 213.

Sincerely,

A handwritten signature in blue ink that reads 'Nancy Dorman'.

Nancy Dorman

Carrier Compliance Mgr