



Thursday, June 15, 2017

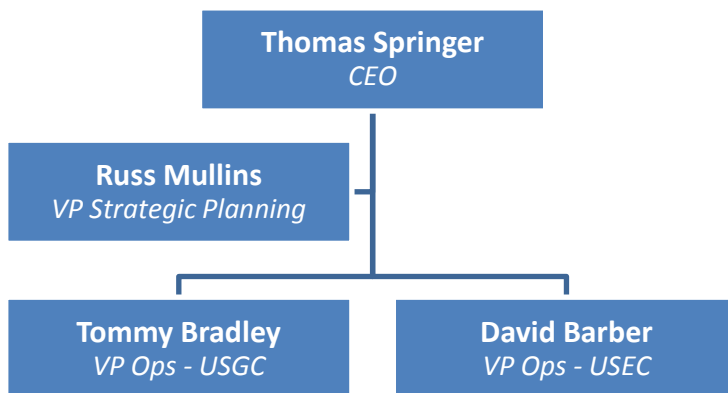
RE: Management Team Expansion Announcement

Improved Coverage, Superior Service

Effective July 1, 2017

To Our Valued Customers:

We are pleased to announce the strengthening of our management team through expansion of our Executive Team. In response to the demand for integrated solutions, we created the position, Vice President of Strategic Planning, which allows for improved resource allocation and enhanced service to our customers, to ensure we remain your *Shipping Agency of Choice*.



Biehl Benefit Summary

Company Continuity

- Founded 1905
- Continuous family management
- Avg. manager tenure 16+ years
- Management training program

Financial Strength / Insurance

- Financially sound / no debt
- Independently audited financials
- Fully insured and bonded

Integrated Office Network

- 16 offices (USGC / USEC)
- Fully ISO certified
- 100% certified ASBA agents

With more than 38 years of tenure with Biehl, Russ Mullins will be taking on the new role as Vice President of Strategic Planning. In this role, Russ will be evaluating and improving our programs, policies, practices and processes associated with meeting the strategic and operational issues within Biehl. During his tenure with Biehl, Russ has held every operations position within the company beginning as a boarding agent. This experience has been invaluable to Biehl's continued success.

Tommy Bradley has been with Biehl for more than 19 years and is a graduate of our Next Generation Management Training Program. He began his career as a boarding agent, has risen through the ranks of our New Orleans office and became Port Manager. He was later promoted to Vice President Operations in charge of the USEC and located in our Charleston, SC. With Russ's promotion, Tommy will be responsible for the USGC offices and will be located in our New Orleans office. Tommy was the founding Chairman of the Louisiana Maritime Association (LAMA) and currently serves on the LAMA Board of Directors. He is the Vice Chairman and former Treasurer for the Gulf States Maritime



Association and serves on the Board of Directors for the Mississippi Valley Trade and Transport Council.

David Barber, currently Port Manager of our Charleston office, is being promoted to Vice President of Operations for our South Atlantic and East Coast offices. He joined the Biehl team in June 2005 and was promoted to Port Manager in 2013. David is also a graduate of our Next Generation Management Training Program. He is involved with the Maritime Association of South Carolina, serving in the Event Committee and sitting on the Board of Directors. David is a member of the Propeller Club of Charleston.

Scott MacDonald, currently Vessel Manager of our Charleston office, is being promoted to Port Manager of the Charleston office. Scott, a veteran of the US Army, joined the Biehl team in January 2011. He is involved with the Maritime Association of South Carolina and the Propeller Club of Charleston.

Please join me in congratulating Russ Mullins, Tommy Bradley, David Barber and Scott MacDonald in their new roles. We anticipate a seamless transition while providing the continued outstanding service with which you are already accustomed. Biehl will continue to earn your business by fulfilling our core mission:

To provide total quality services to our customers through experienced personnel working in full service teams who are committed to excel in their duties.

With best regards,

A handwritten signature in black ink, appearing to read "Tom Springer".

Thomas Springer
CEO



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