



To whom it may concern,

This letter is in reference to our experience with Lease Logistics and Mr. Charlie Allen.

This company was brought to our attention by one of our franchise association members. He had allowed Charlie to review his vehicle leasing contracts and reported to our membership that he had uncovered a number of "problems" in the contract language and fee assessment calculations. These were material and extremely detrimental to our respective bottom lines. A number of Association members signed up with Charlie and he immediately went to work. Within a matter of days he uncovered a property tax problem with one member that resulted in a refund of over \$75,000. As Charlie and his team dug further into our system he continued to challenge the leasing company with great tenacity. This resulted in cost savings that we estimate to be in excess of \$2,000,000. In addition the contract language in new truck leases has been improved significantly. He has also helped create a competitive environment between alternative leasing companies that has also been of great benefit to our membership.

There is no doubt that Lease Logistics has provided our members with professional, responsive and highly valuable services on both a qualitative and quantitative basis. I would highly recommend this firm to anyone who is interested in gaining a better understanding of the nuances of truck leasing practices as well as substantially improving their bottom line.

Sincerely,

A handwritten signature in black ink, appearing to read "R. Hughes".

Robert M. Hughes

President

Independent Association of PODS Franchisees