

PHOENIX EXPANSION

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Pilot Thomas Logistics' (PTL) Phoenix, Arizona warehouse officially opened for business on August 1, 2018. PTL is excited about the company's expansion into the Southwest market. The area has been a market gap in PTL's distribution zone that now allows PTL to connect its existing Arizona, Nevada, Utah, and California market segments.

By population, Phoenix is the 5th largest city in the U.S. with tremendous growth activity consistent with a large metropolitan city. PTL will leverage the facility to continue market penetration in the construction, industrial, trucking, automotive and mining business sectors.

The Phoenix facility is located at 3620 East Roeser Road and includes a 14,000 sq ft facility with offices support staff and the local sales team offices. The PTL facility is centrally located to serve all of Arizona and only a few minutes from Phoenix Sky Harbor International Airport. The first Phoenix market delivery was made on August 3rd and our local sales team actively engaging customers across the Phoenix market to introduce the customer benefits of leveraging the PTL platform and strategic power. In addition to selling Castrol Lubricants, we will be selling Fuels (Diesel & Gasoline) as well as chemicals such as Antifreeze & DEF.

Our local Phoenix Terminal Manager, Bob Zakoian, is also new to the PTL Team. Bob has been working long days over the past few weeks preparing the team and facilities to introduce the high quality, customer centric, service that is synonymous with the Pilot Thomas organization into the Phoenix market. Bob is originally from Chicago and has been in the Phoenix area for the past 12 years most recently as the terminal manager at HW Farren in their heavy haul division. Bob is focused on scaling this business up and has had a tremendous amount of support from team members across PTL's other business units.

Albert Dixon, the PTL Southwest Sales Manager, has already added three new sales team members in the Phoenix market – Julia Renner, Grayson Moore & Kenneth Green. This team will continue to be supported by other sales team members within the broader PTL platform. Our focus is to quickly grow the PTL market in fuels, lubricants & chemical product lines by leveraging existing relationships within our regional C&I and Mining segments.

The Phoenix market will notice an increased PTL presence over the next several weeks as we introduce the platform to Phoenix and establish PTL as the best in class provider of fuels and lubricants in the region.

ABOUT PILOT THOMAS LOGISTICS

Pilot Thomas Logistics is the premier provider of fuel, lubricants and chemicals to the Energy, Marine, Mining and Industrial markets and is headquartered in Fort Worth, Texas with locations across the southwest such as Long Beach, CA, Las Vegas, NV, and Salt Lake City, Utah. For more information, visit www.pilotthomas.com.

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