

July 7, 2011

**Follow-Up to April 2009 Customer Letter
Regarding Additional Features Available for
Retrofit on All Cottrell Equipment**

(Web version. Letter also sent via e-mail and/or U.S. Mail to customers identified as having equipment not yet retrofitted with the additional features outlined in the April 2009 offer).

Dear Valued Customer:

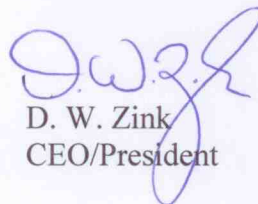
Our records indicate that you may have Cottrell equipment which has not been retrofitted with the additional features we first notified you about in April of 2009. Enclosed with this notice is another copy of our original offer letter. Please be aware that there is no "expiration date" for this offer, and that the offer continues to be available to you.

If you have sold or otherwise disposed of your Cottrell equipment, or if you have already had the retrofit installed, we ask that you please notify us so that we can adjust our internal records accordingly.

We urge you once again to take advantage of this offer as soon as possible and schedule this installation by contacting your Cottrell sales representative or Cottrell's Customer Service Department, toll free at 1-800-827-0132 (press #3).

On behalf of everyone at Cottrell, we appreciate your business.

Sincerely,


D. W. Zink
CEO/President

Encl.



2125 Candler Road
Gainesville, GA 30507
(770) 532-7251 Ext. 278
(770) 532-2851 Facsimile
www.cottrelltrailers.com

April 15, 2009

Customer Letter Regarding Additional Features Available Immediately for All Cottrell Equipment

(Web version. Letter also sent to all customers via e-mail
and/or U.S. Mail.)

Dear Valued Customer:

As you know, Cottrell, Inc.'s auto-transport equipment, both headramps and trailers, are equipped with multiple fall-protection features. As part of Cottrell's ongoing pursuit of continuous improvement and service to our customers, Cottrell will make additional features available to all of our customers in 2009. These additional features consist of added handrails, ladders, hand holds, and wider catwalks that further improve your Cottrell headramps and trailers.

Cottrell has already incorporated these additional features into all of our new products, and we are now offering to have **ALL** previously-manufactured Cottrell headramps and trailers retrofitted with a package consisting of these additional features, as follows:

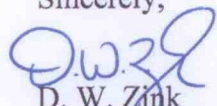
1) Cottrell will design, manufacture, and install a package with these additional features on any Cottrell trailer and/or headramp at our Gainesville, Georgia facility at no charge to the customer. The customer will be responsible for transporting their units to and from Cottrell's facility, and for any costs related to that transportation.

2) Cottrell will design, manufacture, and ship an installation kit with these additional features to a Cottrell approved installation location at no charge to the customer. Cottrell will provide detailed installation drawings and telephone support for proper installation of the kit; however, the customer will be responsible for the cost of having the kit installed per Cottrell's installation specifications.

Cottrell is making this offer immediately available on all previously-manufactured Cottrell headramps and trailers regardless of model number or model year. We urge you to take advantage of this offer as soon as possible and schedule this installation by contacting your Cottrell sales representative or Cottrell's Customer Service Department, toll free at 1-800-827-0132 (press #3).

On behalf of everyone at Cottrell, we appreciate your business.

Sincerely,


D. W. Zink
President/CEO



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