

February 24, 2009

Customer Letter Regarding Auto-Makers' Accelerated Move to Strap Tie-Downs

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

Dear Valued Customer:

With the recent announcements from automakers concerning the accelerated elimination of tie-down slots from certain models, the number of vehicles which can no longer be secured with chains is increasing. As a result of this acceleration, we believe it is possible that more customers will attempt to use their Cottrell chain tie-down equipment for strap securement. The purpose of this letter is to provide you with some guidelines and warnings related to that usage.

- 1) Do not use chains to secure vehicles that do not have OEM provided tie-down slots intended specifically for chain usage.
- 2) Do not secure chains to any location on the vehicle (axles, suspension, wheels, etc.) other than the approved tie-down location specified in the OEM's shipping manual.
- 3) Consult the Cottrell Operator's Manual and the OEM's shipping manual for proper strap tie-down procedures.
- 4) Use only Cottrell-supplied replacement wheel strap and hook assemblies to ensure they meet Cottrell's design specifications.
- 5) When transporting vehicles with wheel straps, use four (4) wheel straps (one on each tire) to secure vehicles.
- 6) Lower all top tracks to the lowest level before installing wheel straps. If the operator cannot install wheel straps from at or near ground level when the tracks are in the lowest position, consult Cottrell regarding possible alternatives. In the interim, please be advised that an operator installing wheel straps from an elevated position may be exposed to an increased hazard of falling. Accordingly, appropriate fall protection must be utilized to protect the operator.



2125 Candler Road

Gainesville, GA 30507

(770) 532-7251 Ext. 278

(770) 532-2851 Facsimile

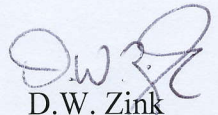
www.cottrelltrailers.com

WARNING: Failure to follow the above instructions may result in property damage, serious personal injury or death to the user or motoring public.

If you have any questions or concerns about this issue, please contact us on our toll-free line at 1-866-677-6595 or at www.cottrelltrailers.com.

We look forward to serving your future car-haul manufacturing needs. On behalf of everyone at Cottrell, we appreciate your business.

Sincerely,


D.W. Zink
President/CEO



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