



Yellow Corporation
501 Commerce St, Suite 1120
Nashville, TN 37203

June 29, 2023

President Joseph R. Biden
The White House
1600 Pennsylvania Avenue, N.W.
Washington, DC 20500

Dear Mr. President:

As you are aware, Yellow Corporation, a 100-year-old trucking company with 30,000 employees is on the verge of closing its doors due to an ongoing, intractable labor dispute with the International Brotherhood of Teamsters (IBT). In recent weeks, we have worked closely with the White House, the Department of Labor and the Federal Mediation and Conciliation Service to resolve this matter, save jobs and prevent an already fragile supply chain from breaking. Despite support from your Administration, these efforts have proven unsuccessful at getting both sides to the table to discuss a way forward.

For eight months, the IBT has refused to meet with Yellow to discuss the company's long planned modernization effort known as "One Yellow." In April, the IBT suggested that we open our contract early and our Board of Directors agreed, yet the IBT still will not meet to negotiate a contract that includes pay raises for workers. IBT leadership says they're too busy with UPS, something that doesn't sit well with our 30,000 employees who are concerned about their livelihoods.

As a result of union intransigence, Yellow's business plan has been frozen. The company has lost market share and has been unable to secure additional lending for day-to-day business operations. While the government's loan to Yellow is fully collateralized and the company is current on its cash interest payments to the U.S. Treasury, the U.S. taxpayer holds an additional investment as a 30% equity stakeholder in Yellow. That equity would be wiped out, should the company go out of business.

This would mean:

- The loss of 30,000 jobs, 22,000 of which are union jobs;
- The loss of U.S. taxpayers' equity investment in Yellow Corporation;
- A clogged American supply chain.

The impact goes beyond Yellow. Yellow contributes \$34 billion in additional economic activity per year based on its annual revenue of \$5.2bn and creates an additional 57,390 American jobs. Yellow holds a 10% market share in its sector of the trucking business, and there is no industry precedent for a failure this large.

If Yellow closes its doors, Teamsters' leadership has said they would "find new jobs" for our employees. But our 22,000 Teamster employees most likely will not be absorbed into an industry increasingly dominated by non-union carriers. The notion that another union job is waiting for them—one with full family benefits, and the same seniority, shifts and routes—is simply not credible.

Given the significant and potentially catastrophic harm this impasse is causing, Yellow has been forced to take legal action. On June 27, we filed a lawsuit in the U.S. District Court for the District of Kansas that alleges breach of contract and loss of enterprise value due to the union's ongoing refusal to negotiate. We have been clear, however, that we stand ready to negotiate any time and any place.

Strengthening union jobs remains a top priority for your administration and it's a goal we share as is evidenced by the role that Yellow CEO Darren Hawkins played on the White House Supply Chain Task Force and as a Registered Apprenticeship Ambassador to the Department of Labor. Over the last few years, thanks to our partnership with the DOL, we have trained nearly 3,000 skilled apprentices through our company-owned Driving Academies and hope to have the opportunity to continue training more commercial truck drivers in the years ahead.

Knowing of your strong commitment to union jobs, we are formally requesting your assistance in getting Yellow and the Teamsters to the table. We firmly believe that negotiating and working together always yields the best results. It's what's right for our workers' jobs, America's fragile supply chain and American taxpayers' investment in Yellow.

Respectfully,

A handwritten signature in black ink, appearing to read "Darren Hawkins".

Darren Hawkins, CEO

A handwritten signature in black ink, appearing to read "Matt Doheny".

Matt Doheny, Chairman of the Board