

The logo for Boyd, featuring the word "BOYD" in a bold, black, sans-serif font on a yellow rectangular background.The logo for CAT, featuring the word "CAT" in a bold, white, sans-serif font on a black rectangular background, with a yellow triangle pointing upwards from the letter 'A'.

In February 2020, Whayne Supply and Walker Machinery have announced they are combining under one name: **Boyd Company**. Here are some answers to the questions you may have about this change.

1. WHY ARE YOU MAKING THIS CHANGE?

- a. It will be easier to serve customers more effectively and efficiently under one brand name – Boyd CAT.
- b. Combining Whayne Supply & Walker Machinery will open up more resources, equipment and people to operate across the company.

2. WHAT, SPECIFICALLY, IS CHANGING?

- a. At this time, only our branch names and company logos are changing.
- b. Our internal processes and documents will eventually change, including eliminating many process redundancies, making our company more responsive to customers.

3. HAVE WHAYNE AND WALKER BEEN SOLD?

- a. No. To the contrary, both companies have been owned and operated by Monty Boyd and the Boyd family for over 10 years.

4. WHY DID YOU DECIDE TO CHANGE THE NAME NOW?

- a. Both companies have been working together for 10 years, and we finally felt we were at a place where it made sense to combine operations.

5. WILL ANY WHAYNE OR WALKER BRANCHES BE CLOSED?

- a. At this time, there are no plans to close any of our existing branches. We will continue to have the same locations and customer-focused employees – only with a different sign and a different logo on our shirts.

6. WILL MY COMPANY CONTACT CHANGE?

- a. No, you will continue to have the same support team just wearing a different logo.

7. HOW WILL THE NAME CHANGE AFFECT BILLING AND PAYMENT?

- a. Customers will start to see the Boyd CAT logo on invoices replacing the Whayne CAT and Walker CAT logos – this will start in March of 2020.
- b. Keep following the Remit To process and address on the invoices.
- c. We will be operating as a dba – “doing business as.”
 - Whayne Supply Company dba Boyd Company
 - Cecil I Walker Machinery Co. dba Boyd Company
- d. Checks can now be made to Boyd Company but can still be accepted if made to Whayne Supply or Walker Machinery during the transition.

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8. WILL THE SERVICES YOU OFFER OR PRODUCTS YOU CARRY CHANGE?

- a. No. We are not changing any product or service offerings.

9. WHAT IS THE BENEFIT FOR CUSTOMERS?

- a. Customers will see a tremendous benefit from this branding change. Instead of being set up under one company and then having to use assets from the other company, they will now be set-up under ONE company and have ALL the resources available to them.
 - Combined machine inventory
 - Access to entire parts warehouse
 - Combined rental fleet
 - Simpler invoicing and payment processes

10. WHEN CAN I GET MY NEW BOYD HAT?

- a. As soon as possible – we are working on it!

11. DOES HOW I CONTACT THE COMPANY CHANGE?

- a. Locations are all remaining the same.
- b. Phone numbers are all remaining the same.
- c. Email addresses will change in the future.
 - Our current emails will still forward to our new emails as we transition.
- d. Our current Website (whaynewalker.com) will have a link to a landing page designed to provide more information on the brand change.

12. HOW CAN I GET MORE UPDATES ON THE BRAND CHANGE?

- a. Our current Website (whaynewalker.com) will have a link to a landing page designed to provide more information on the brand change.

thank
YOU