

## MENLO OPENS SECOND HUB IN SINGAPORE

**M**enlo Logistics has opened its latest warehousing and distribution management centre at the Benoi Sector in Singapore in May. The new 50,000 sqm Benoi centre brings the company's footprint in Singapore to eight facilities totaling 219,700 sqm. From Menlo's standpoint, the opening of the hub demonstrates its commitment to investing in the growing market for distribution services in Singapore, and the country's rising prominence as a strategic logistics hub for Asia.

"Singapore and the regional Asia markets are some of our fastest growing sectors, due in large part to our strong market share and industry-specific expertise in wine and spirits distribution," said Robert Bianco Jr., president of San Francisco, California-based Menlo Logistics, who will headline Menlo's dedication ceremony here today.

"Our long-term lease for this facility with our real estate partner, Mapletree Logistics Trust, is another demonstration of Menlo's commitment to the Singapore market, not only in wine and spirits, but also in distribution capacity for automotive, consumer electronics and apparel, aerospace and industrial. We are investing to grow with our customers."

Established in Singapore over a decade ago, Menlo's services range from dedicated contract logistics to warehousing, distribution and transportation management; supply chain engineering and other value-added services across multiple industries.

Representing a capital investment of S\$127 million by Mapletree Logistics Trust (MLT), the new distribution centre with a gross floor area of 92,500 sqm features specialised warehousing capabilities for servicing the global wine and spirits industry. It also supports the warehousing and logistics requirements of various clients engaged in a variety of other industries for which Singapore is a growing market. The facility has been awarded the prestigious Building and Construction Authority's Green Mark Platinum Award, the highest certification for sustainable buildings in Singapore.

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China, noted Miss Ng Kiat, Chief Executive Officer of Mapletree Logistics Trust Management Ltd, the manager of MLT.

"We have been working with Menlo, our valued customer, over the last nine years to support its continued growth across Asia. Menlo's commitment to this project and our growing relationship underscore MLT's position as a preferred partner of choice for customers seeking quality logistics real estate solutions in the region. We look forward to strengthening this partnership further as Menlo continues on its growth path," said Miss Ng.

"This redevelopment project has transformed Benoi Logistics Hub from an old, single-story warehouse into a modern, five-story ramp-up facility with significantly improved efficiency and capabilities. We will continue to look out for asset enhancement or redevelopment opportunities that are aligned with the expansion needs of our customers like Menlo, while concurrently unlocking additional value from our portfolio," she added.

"Our customers expect consistent, efficient, high-quality service, and this new facility, coupled with our commitment to sustainable business practices and Lean continuous improvement, delivers on that promise," noted Menlo's Bianco.

"When Pernod Ricard, Asia Pacific Breweries,

Bacardi and Tradall, all global wine and spirits distributors, require either secured, temperature-controlled or ambient warehousing, we can provide that service along with time-sensitive fulfilment and delivery to Singapore and throughout the region," Bianco added. "And with the resources and capabilities we now have at Benoi, we can service our clients faster and more efficiently than before."

Mr. Bianco also cited the support of Singapore Customs and its promotion of prudent regulatory policies that protect the country while encouraging free and open trade.

"Initiatives like Singapore Customs' Secure Trade Partnership program, which provide sensible regulation and a secure environment for trade, are a major incentive for expansion. It's a key reason why we have continued to invest and build capacity here," he commented.

"We are delighted to have fostered a close Customs-Business partnership with Menlo Logistics since 2002," said Mr. Lim Teck Leong, Deputy Director-General, Compliance and Facilitation, Singapore Customs. "Over the years, Menlo has participated actively in the various schemes and licences offered by Singapore Customs to safeguard the integrity and security of the supply chain in Singapore." ■