



## **To the Customers of Con-way and Menlo – Welcome to XPO!**

I'm pleased to inform you that XPO has completed the purchase of Con-way Inc. All operations – Con-way Freight, Con-way Truckload, Menlo Logistics and Con-way Multimodal – are operating under our one global brand of XPO Logistics, and the physical rebranding is underway. The new online address for these services is [xpo.com](http://xpo.com).

Now let's talk about what's most important to us – you, our customer!

First, let me thank you for your business. I can assure you that you'll continue to be served with the same attention to detail you've received in the past. XPO is a global company with deep experience and a track record of focusing first on customers and delivering value to you and your organization. We do this by providing end-to-end supply chain solutions integrated through a single source.

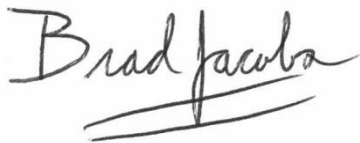
In addition to LTL – and our expanded resources for contract logistics, truckload and managed transportation – we have many other ways to help you operate more efficiently and lower your supply chain costs:

- A customer service infrastructure of more than 84,000 employees at 1,469 locations in 32 countries;
- A contract logistics footprint of more than 400 facilities representing 151 million square feet, with services ranging from high-value-add warehousing and distribution to technology-enabled, engineered solutions;
- Extensive e-fulfillment capabilities in North America and Europe, including omni-channel distribution and reverse logistics;
- \$2.7 billion of freight spend under our experienced management;
- Over 10,000 trucks contracted through independent owner-operators, and access to more than 50,000 carriers;
- A global fleet of 19,000 owned tractors and 46,000 owned trailers to ensure major capacity, operated by professional drivers who are trained to provide safe, reliable service;
- Ground transportation coverage of approximately 99% of all postal codes in the U.S., as well as the regions that produce 90% of the eurozone's GDP;

- Rail capacity of over 11,000 53-ft. containers, and 30 years' experience in cross-border Mexico movements, as the third largest intermodal provider in North America;
- Expert last mile logistics for the home delivery, assembly and installation of heavy goods in North America, with industry-leading consumer satisfaction ratings;
- Multiple expedite options for the urgent shipment of time-critical goods in North America, with ground, air charter and online auction capabilities;
- One of the largest and safest drayage networks in North America;
- A global forwarding network of local market experts in North America, Europe and Asia; and
- Integrated, multinational solutions for large companies with supply chains that span the Atlantic.

Whether you need one or all of these services, your satisfaction will remain a high priority at XPO and an important part of our future. We very much appreciate the trust you're placing in us by extending the relationship you've enjoyed with Con-way and Menlo. Your account representative will be in touch soon to answer any questions you have about the transition.

Thank you, and welcome to XPO!

A handwritten signature in black ink that reads "Brad Jacobs". The signature is written in a cursive style with a horizontal line underneath the name.

Brad Jacobs  
Chief Executive Officer