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.

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!

Brad Jacobs
Chief Executive Officer