

XPO Logistics signs supply chain and specialist transport agreement with Fujitsu

NORTHAMPTON, UK – 22 June 2017 – XPO Logistics, a leading global provider of transport and logistics solutions, has been awarded a new contract by Fujitsu General Air Conditioning (UK). XPO will provide supply chain and specialist transport services across the UK for Fujitsu's commercial air conditioning units. One-man and two-man crews will deliver the units to offices and industrial buildings both as direct orders and via distributors.

In securing the contract, XPO worked in collaboration with Fujitsu to design an optimal solution for the company and its customers. XPO will accommodate 4,000 pallets of air conditioning units on site at its Aylesford, Kent warehouse, using bespoke technology to track shipments inbound from non UK markets and clear customs. XPO will flex its transport and logistics resources to accommodate seasonality, transporting an estimated 11,000 pallets annually using its warehouse management technology to manage flows, control stock levels and report on performance.

"XPO Logistics have enabled us to go above and beyond what we've previously been able to do" said Ian Carroll, sales director of Fujitsu General Air Conditioning (UK) Ltd. "By offering online tracking of shipments, a mobile app for our customers and considerable transport capability we are able to fulfil client orders more efficiently and accurately, with clear visibility as to shipment progress, which leaves us free to focus on growing our business."

Operating from ten depots with an extensive network of fleet and drivers, XPO's specialist delivery network covers mainland UK and is supported by a central customer service team in its Birmingham hub.

Dave Finnie, business unit director, XPO Logistics, said: "We share Fujitsu's commitment to superior customer service and productivity. Our teams have brought together their industrial expertise in value-added warehousing, inventory management and specialist transport to create a bespoke solution for Fujitsu. These complex deliveries will be facilitated by our leading IT solutions, including mobile applications that manage flexible and timed deliveries for the best possible end-customer experience."

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► **About XPO Logistics, Inc.**

XPO Logistics, Inc. (NYSE: XPO) is a top ten global logistics provider of cutting-edge supply chain solutions to the most successful companies in the world. XPO Logistics has 197 locations in the United Kingdom, including approximately 3.5 million square metres of warehousing, and over 18,000 employees. The company offers comprehensive solutions for transport, global forwarding and logistics, including e-fulfilment, reverse and temperature controlled logistics, VAS, bonded and COMAH warehousing, and the UK's largest owned ADR pallet network. XPO Logistics serves customers in multiple verticals, including food and beverage, retail, aerospace, automotive, chemicals, high tech, pharmaceuticals, textiles and publishing. uk.xpo.com

XPO's corporate headquarters is in Greenwich, Conn., USA, and its European headquarters is in Lyon, France. The company operates as a highly integrated network of people, technology and physical assets in 34 countries, with over 89,000 employees and 1,431 locations. XPO uses its network to help more than 50,000 customers manage their goods more efficiently throughout their supply chains. The company conducts the majority of its European operations through its subsidiary, XPO Logistics Europe SA, in which it holds an 86.25% controlling interest. The remaining stock is traded as XPO on Euronext Paris - Isin FR0000052870. www.xpo.com

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