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MENLO AND MAQUET STRENGTHEN THEIR GLOBAL BUSINESS RELATIONSHIP

Menlo Worldwide Logistics has been appointed to oversee the transportation management for finished products of MAQUET across all global markets. As largest part of the Swedish Getinge Group, MAQUET is a global leader in Medical Systems.

Amsterdam, 27 August, 2013

Menlo, the global logistics and supply chain management unit of Con-way Inc. (NYSE: CNW), is pleased to announce that it has been appointed as the global forwarder manager (GFM) by MAQUET in order to create an economic and simplified global supply chain. Menlo will also be tasked with reducing MAQUET's current roster of carriers.

“Our skills in transportation management are well tested. Their application to the challenge presented by our long-term business partner MAQUET is a task that I heartily welcome”, commented Tony Gunn, Menlo's Managing Director, Europe. “In extending

the services we offer to this customer, including freight audit and pay and supply chain optimization programs emanating from our application of Lean management principles, we can grow together in efficiency and effectiveness.”

The logistics operator will act as a GFM controlling and managing carriers and all shipments from three ‘control towers’, one in each of MAQUET’S primary trading regions. These will be at Menlo facilities in Eersel (Netherlands) for Europe; Auburn Hills (Michigan) for North America and Shanghai (China) for the Asia-Pacific region.

Frank Kozar, Vice President Global Supply Chain at MAQUET, commented on the development: “Having worked with Menlo in various geographies and on a number of different elements of our supply chain, we feel very comfortable with extending our partnership to global forwarder management. Menlo’s values are in step with our own and their commitment to continuous improvement in managing supply chains is crucial in maintaining our products as market leaders in an increasingly competitive environment.”

This development of MAQUET business further underlines the expertise that Menlo has proven in fulfilling the strict requirements in the medical device sector.

About Menlo Worldwide Logistics Europe

In Europe, Menlo Worldwide Logistics maintains seventeen dedicated and multi-client logistics centres located in the Netherlands, Belgium, Czech Republic, Germany and the United Kingdom. This warehouse network can serve as pan-European distribution solution using one or several facilities.

Supply chain and transport management solutions as well as 3PL, warehousing and distribution services are offered to a variety of vertical industry sectors including: fashion & apparel; healthcare and medical equipment; hi-tech electronic and data network equipment; automotive; defence and government services and retail e-fulfilment. The European headquarters is at the multi-client Amsterdam Distribution Centre in the Netherlands.

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