



Menlo Logistics Expanding Automotive Presence in India

NEW DELHI — April 1, 2015 — Menlo Logistics (Menlo), the US\$1.7 billion global logistics subsidiary of Con-way Inc. (NYSE: CNW), has continued to expand its automotive logistics operations in India, moving to a new after-sales spare parts facility in Dharuhera, near New Delhi in Haryana state.

The 3,846-square-meter facility is managed on behalf of a global brand-named client and is situated in an OEM automotive parts cluster including Manesar, Neemrana, Bhiwadi, Bawal and Dharuhera. Close to the highway network, the warehouse provides good access to a car transporter hub and also Delhi International Airport, which is 66 km away.

“Our customers are expanding their operations across India, driven by consumer demand as car and truck sales increase. We are supporting that growth by moving to a larger, more modern facility for one of our leading automotive customers. We are planning to have the facility certified to Lean Bronze standard by the third quarter of 2015,” said Amit Dhingra, Director Operations, India, Menlo Logistics.

In other news, Menlo Logistics is also planning to certify its Lean processes at an in-plant truck assembly operation in Rudrapur in Uttarakhand state — which began operations in 2014 — for another major automotive company.

Menlo manages all aspects of logistics and storage for the chassis line, engine line, cowl line and post-body operations, and this includes frames, engines, axles, leaf springs, bumpers, fuel tanks, canopies, spare parts and fasteners.

“We have a deep understanding of the complex supply chain requirements of our automotive customers in India, and we are investing in building our capabilities and solutions across the country in this dynamic industry,” said Desmond Chan, Managing Director, South Asia, Menlo Logistics.

Menlo Logistics’ India operations have grown to 18 sites in 2015 from five in 2007, and the employee base has increased to 700 full-time and part-time staff. The company’s gross revenue in India has increased by five times in 2014 when compared to 2007.

“We have also increased our presence in other vertical markets such as health care, heavy engineering and high-tech — with strong footprints in the automotive sector,” said Dhingra.

Menlo Logistics opened a regional office in Pune in Maharashtra state, which is India’s leading automotive and IT hub. The head office is in New Delhi.

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Menlo Logistics images are available at www.con-way.com/en/about_con_way/newsroom.

About Menlo Logistics

Menlo Logistics, LLC, is a US\$1.7 billion global provider of logistics, transportation management and supply chain services with operations in five continents, including North America. As a third-party logistics provider, San Francisco, California-based Menlo Logistics' services range from dedicated contract logistics to warehouse and distribution management, transportation management, supply chain reengineering and other value-added services including packaging, kitting, order fulfilment and light assembly through a strategic network of multiclient and dedicated facilities. With nearly 20 million square feet of dedicated warehouse space in North America, the Asia Pacific, Europe and Latin America and industry-leading technologies, Menlo Logistics creates effective, integrated solutions for the transportation and distribution needs of leading businesses around the world.

Menlo Logistics, LLC, is a subsidiary of Con-way Inc. (NYSE: CNW), a \$5.8 billion diversified freight transportation and logistics company. For more information, please visit us on the Web at <http://www.con-way.com/en/logistics>.