



*Never Settle for Less.*

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**Con-way Freight Introduces SafeStack™ Cargo Loading System Fleetwide**

*Unique Adjustable Decking and Bracing System Eliminates Double-Stacking, Braces Each Shipment, Prevents In-Transit Shifting, Ensures Products Travel in Same Condition from Pickup to Delivery*

**ANN ARBOR, Mich. — Jan. 19, 2011 —** Con-way Freight, a less-than-truckload (LTL) trucking company and subsidiary of Con-way Inc. (NYSE: CNW), today announced the nationwide deployment of SafeStack™, an advanced load management and cargo protection system installed across its fleet of 16,800 freight trailers in North America.

The deployment represents the culmination of a strategic, nine-month multi-million-dollar investment in a unique, adjustable decking and securing system that enables LTL shipments to be handled more efficiently, travel more securely and gain increased protection against damage. For customers, better handling processes and reduced in-transit damage improve the service experience as more shipments are delivered on time, intact and in exception-free condition, explained Greg Lehmkuhl, executive vice president, operations for Con-way Freight.

“This new system improves how we handle and load freight, brace shipments in the trailer and secure them to prevent shifting in-transit — one of the most common causes of cargo damage,” said Lehmkuhl. “Combining these new tools with the experience and superior freight handling skills of our workforce is the formula for delivering consistently excellent service.”

**Innovation Enhances Speed, Service, Reduces Damage**

“What’s not to like about a system like Con-way Freight’s LTL SafeStack? This innovation will clearly enhance the speed of pickup and delivery, increase the likelihood of ‘complete’ exception-free deliveries and virtually negate the possibility of damage,” said John Gentle, principal at John A. Gentle

& Associates LLC, a respected transportation consulting and advisory firm. “While rates are always important, so too is service. Prudent shippers, receivers and 3PLs will look to harvest the benefits of this system that could dramatically enhance their service while eliminating those nagging ‘other cost of sales.’”

## **How the System Works**

Con-way Freight retrofitted its existing fleet of 16,800 28-foot “pup” trailers with the SafeStack system, and is installing the equipment in 1,300 new trailers scheduled for delivery this year. The units have been deployed throughout the company’s network of 290 service centers. The system was purchased from [Ancra International, LLC](#), a leader in cargo handling, loading and restraint systems for aircraft cargo, the military and transportation. The company has applied its proven experience and expertise in aircraft cargo systems to the manufacture of highly-engineered freight loading, decking and restraint systems designed exclusively for the rigors of trucking operations.

The SafeStack system utilizes aircraft-quality components. Heavy-duty, aluminum tracks are attached to supporting vertical posts along the trailer walls. Height-adjustable horizontal shoring beams clamp securely into the vertical tracks and can be moved up and down in one-inch increments, creating multiple decking platforms set at precise levels for palletized freight of various shapes and sizes. The system also features custom-designed anchors and heavy-duty straps that securely brace and tie down shipments to prevent movement in transit and protect shipments against damage.

Running parallel with system installation was an extensive education and hands-on training program for Con-way Freight drivers and freight operations personnel nationwide. All freight handling employees were trained in best practices and proper use of the tools and then certified — more than 15,000 employees to date. In addition, feedback from Con-way’s drivers on the design of SafeStack’s components led to a number of improvements which increased the system’s utility and usability.

## **Improved Asset Utilization, Operating Efficiency Drive Sustainability, Cost Benefits**

As drivers and dock associates have become proficient with the SafeStack tools, shipment delivery exceptions, a leading indicator of customer claims, have declined while productivity and operating efficiencies have improved. Trailers are achieving better cube utilization in the daytime pickup and delivery (P&D) operation, creating opportunity for drivers to pick up and deliver more customer shipments per route, compared to pre-SafeStack-equipped trailers.

In the night-time line-haul operation, SafeStack is generating additional benefits. On a nightly basis, Con-way Freight's network operates roughly 8,000 inter-city trips, or schedules (a schedule or trip consists of a company driver and tractor operating a double-trailer set running between two service centers). SafeStack has enabled consistently improving load factor and more complete trailer space utilization, requiring fewer trailers and a reduced number of schedules to move nightly freight volumes. Using 425 miles as the average nightly round trip between service centers, for each trip eliminated per night, the company potentially conserves 65 gallons of diesel fuel, and prevents nearly 1,500 pounds of CO<sub>2</sub> emissions from entering the environment.

"Consistently claims-free, quality service is a critical differentiator in the highly competitive LTL business, and our investment in SafeStack delivers a next-level service that truly enhances value for customers," concluded Con-way's Lehmkuhl.

For details on SafeStack, visit [www.con-way.com/SafeStack](http://www.con-way.com/SafeStack). A YouTube demonstration of the system is also available at [www.youtube.com/ConwayInc](http://www.youtube.com/ConwayInc).

Follow Con-way Freight on Twitter: [www.twitter.com/Con\\_way](http://www.twitter.com/Con_way).

Con-way equipment images are available at [www.con-way.com/en/about\\_con\\_way/newsroom](http://www.con-way.com/en/about_con_way/newsroom).

### **About Con-way Freight**

Con-way Freight is the industry's leading less-than-truckload (LTL) freight transportation company, providing guaranteed, day-definite regional and transcontinental service with exception-free delivery, on-time service performance and faster transit times through a single, unified network of more than 300 service centers in the United States, Canada, Mexico and Puerto Rico. Con-way Freight offers LTL freight transportation across North America and through Global LTL™ delivery in the United States from around the world. Global solutions include international less-than-container (LCL) ocean shipments from Asia through its OceanGuaranteed® service; U.S. and Europe delivery for inbound and outbound international cargoes through an exclusive alliance with TNT; direct service to more than 30 Bahamian and Caribbean ports through TropicalDirect<sup>SM</sup>; and domestic offshore transportation to Alaska, Hawaii and Puerto Rico. Based in Ann Arbor, Mich., Con-way Freight is a certified FAST highway carrier and is C-TPAT/PIP, ACE- and CSA-certified.

Con-way Freight is a subsidiary of Con-way Inc. (NYSE: CNW), a \$4.3 billion diversified freight transportation and logistics services company. For more information, visit [www.con-way.com/en/freight](http://www.con-way.com/en/freight).

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