

## **TRANSPLACE ADDS FORMER KEY MANHATTAN ASSOCIATES EXECUTIVE TO PROVIDE LEADERSHIP TO SALES AND ALLIANCES**

*SVP Brings Proven Track Record of Growing Supply Chain Management Organizations*

**November 20, 2006 (Plano, Texas)** - Transplace, Inc., the 3PL and technology company, has named Matthew Menner as senior vice president of sales and alliances. The company gains an experienced leader with Menner, who has more than 15 years of proven ability to successfully grow supply chain management companies in highly competitive markets.

Menner, 38, joins Transplace as the company continues aggressive expansion anchored by its technology and services offering, which contains the most sophisticated and widely used On-Demand Transportation Management System (TMS) on the market. Menner will lead a team of talented sales professionals to capitalize on this success and penetrate deeper into a number of key markets. His knowledge of the supply chain and logistics challenges facing companies in consumer packaged goods, industrial manufacturing, retail and life science markets will play a critical role in Transplace's growth strategy. Menner will also be responsible for cultivating existing partner relationships as well as consultancy interaction.

“Matthew has built a reputation in the marketplace as a committed leader and consummate professional that produces results, and he’s become a trusted source of high-quality counsel and supply chain management solutions to a tremendous network of industry executives,” said George Abernathy, executive vice president and chief marketing officer for Transplace. “His unique combination of hands-on experience with solving logistics challenges and his direct expertise in selling transportation management solutions are valuable assets as we build on our success by delivering the most advanced capabilities available in the market.”

Menner has played an active role in the expansion of several leading supply chain and logistics companies, leading sales and marketing for companies on a fast track to growth. Most recently, he was senior vice president of sales and alliances for Optiant where he aggressively revamped the sales and alliances team in the US and Europe while simultaneously managing tangible revenue increases. Previous to that, Menner was vice president of sales for Manhattan Associates, where he oversaw sales operations for its consumer packaged goods, industrial manufacturing and transportation verticals. Menner led a large sales team that grew year-over-year revenue by nearly 100 percent. He has also held highly successful leadership roles at Logistics.com, Sabre, Inc. and Accenture.

“Matthew’s deep experience in sales operations and uncompromising leadership as well as his proven ability to develop a robust sales channel through strategic alliances make him the ideal fit for us,” said Thomas K. Sanderson, president of Transplace.

Menner is chairman of the Franklin Industrial Executive Board at Syracuse University, his alma mater. He is also an active member in the Council of Supply Chain Management Professionals both nationally and with the New England roundtable.

“I’ve been very impressed with the burgeoning market adoption of Transplace’s technology and the quality of the hundreds of logistics professionals the company employs,” said Menner. “This is a company that is delivering on the complex promise of true collaborative logistics, a real differentiator for the company that translates into efficiencies and cost savings for its customers that simply exceeds the value of other solutions. I look forward to aggressively contributing to a respected market player.”

## About Transplace

Transplace is a non-asset based third-party logistics (3PL) provider offering manufacturers and retailers the optimal blend of logistics technology and transportation management services. From complete logistics management outsourcing to intelligent transportation management systems (TMS) to supply chain network planning and design to high-quality brokerage services, Transplace has proven the ability to deliver both rapid return on investment and consistent value to customers. The company is recognized among the elite 3PLs in North America by a customer base that includes many of the largest shippers in the world.

In 2006 Transplace was recognized by *Inbound Logistics* as a Top 10 3PL for the fourth consecutive year, by *Global Logistics and Supply Chain Strategies* as one of its 100 Great Supply Chain Partners for the third consecutive year and by *Supply & Demand Chain Executive* as a Top 100 provider in supply chain transformation for the second consecutive year. In 2004 Transplace was recognized by *Logistics Management* as a Top 10 3PL, by BP Solvay Polyethylene North America as “Logistics Provider of the Year” and by Sysco Food Services as “Transportation Provider of the Year.”

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