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News

D.W. MORGAN WELCOMES HIGH TECH BUSINESS DEVELOPMENT VETERAN, DALE MUNK, TO ITS RANKS AS V.P. OF BUSINESS DEVELOPMENT

PLEASANTON, CALIF., June 28, 2010 — D.W. Morgan announced today that Dale Munk has signed on to be its Vice President of Business Development. Munk brings 25 years of business development experience with a focus in the high tech sector, which represents a large portion of Morgan's client base.

Hailing from Napa, California, Munk received a Bachelors degree in Finance from Chico State in 1983. He began his career with a 10-year stint at Westrep, a technological sales firm in Santa Clara, CA, reputed for its skilled and technically knowledgeable sales team.

As he joins D.W. Morgan, Munk concludes a 15-year tenure with Fahrner-Miller Associates, Inc., a Santa Clara-based business development firm that works with a range of technology companies and specializes in supporting companies with remote operations.

Munk is excited to infuse his expertise into D.W. Morgan's existing development efforts, saying, "When you're tasked with being the one who's ultimately responsible for growing business, you dream of a company like D.W. Morgan. It's a stellar company all around and an easy sell, with an expert international staff and agility in global markets, as well as airtight and proactive coordination of every project. Morgan also has a keen eye on the latest technological solutions for more efficient supply chains, and I have high expectations that we'll continue building on that for years to come."

D.W. Morgan's management team feels that Munk will bridge a gap between the value Morgan provides and the prospective clients in need of it. "Morgan has carved out a particular niche of services that delivers amazing results for our high tech clients, maximizing their supply chains through custom solutions for their dynamic, global needs," said Founder and CEO David Morgan. "Dale is just the guy to help us bring value to other clients in high tech and other industries so we can extend our award-winning services even further."

Munk will work closely with Vice President of Sales Don Overly and newly hired Sales and Operations Program Manager Ken Turnbull on building current accounts and securing new business contracts.

About D.W. Morgan Company

D.W. Morgan Company helps the world's top manufacturers provide Supply On Demand[®] for their clients. By combining transportation management and logistics services with coordinated, real-time information and strategic consulting, Morgan dramatically improves efficiency and reduces costs—while maximizing flexibility. Since 1990, Morgan has served a Who's Who of leading businesses, including Cisco Systems, Ericsson and Life Technologies. Morgan has received numerous industry awards and has been named a Cisco Systems Supplier of the Year three times. Morgan is certified as a Corporate Plus[™] minority-owned business by the National Minority Supplier Development Council. The company's headquarters is located in Pleasanton, Calif., and it has regional offices throughout the United States. Morgan maintains operations in Singapore, Malaysia, mainland China, Thailand, Mexico, Hong Kong and South Africa. Morgan provides services to more than 85 countries worldwide. To learn more about Morgan's products and services, please visit www.dwmorgan.com.