

Inside this issue:

- LTL Carriers Take Aim At Rates 1
- Bald Drivers Need Not Apply 1
- Focus on The Client—AutosplICE, Inc. 2
- USPS Makes Play for Regional Parcel Traffic 2
- Me, Myself & I—Angela Shackford 3
- Fuel Forces Shippers to Adjust Budgets 3
- Fun Facts in the World of Transportation 3
- The latest FMI News! 4
- FMI Challenge Winners 4
- September Birthdays 4
- Happy Anniversary FMI Employees 4
- Update Your Webpage 4
- Take The FMI Challenge 4

LTL Carriers Take Aim At Rates

UPS Freight started the July 4th holiday with its own fireworks, a 6.9 percent general rate increase.



very focused on improving rates.

The GRIs are ambitious, and they don't affect the majority of LTL freight. Most LTL freight

ABF Freight System quickly matched UPS Freight with its own 6.9 percent increase.

Other LTL carriers are likely to follow suit, although they may not all match the rate hikes sought by UPS and ABF. The 6.9 % increase they're pursuing is the largest in recent years,

matched only by FedEx Freight's GRI last November.

For the first time in 11 quarters, each of the public LTL shippers other than YRC Worldwide are expected to be profitable in the second quarter. LTL pricing is going in the right direction as the largest carriers remain

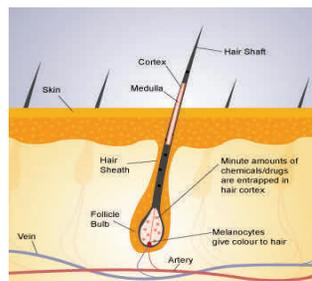
moves under rates negotiated and set, usually for a year, by contract. But the GRIs raise the pricing bar in carrier-shipper contract negotiations.

Analysts and industry observers were surprised by the size of the rate hikes UPS Freight and ABF are chasing. GRIs typically fall in the 5 to 6 percent range.

Bald Drivers Need Not Apply

C.R. England wants some of your hair. The company now requires a hair sample from job applicants as part of its pre-employment screening.

Testing hair for drug residue is more effective than the federally mandated urine testing because it screens for a longer period. With hair testing, they are able to scrutinize months of time rather than the handful



of days checked with standard urine tests.

Working with Omega Laboratories Inc., England conducted both types of tests on applicants over

the course of a year.

During the trial, more than 11 % of job candidates tested positive for drug use with hair testing versus 2.8 with the standard urine test. The carrier will continue to conduct urine drug testing as required by law.

The new test will allow the company to keep more potentially dangerous drivers off the road, England said.

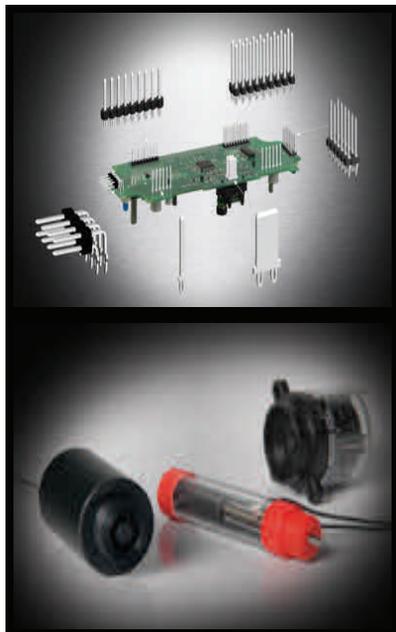
"The constitution only gives people the right to pursue happiness, you have to catch it yourself."

—Benjamin Franklin

Mission Statement

"We will be the staff our clients require to reach goals and achieve their vision."





Inspired

Global

Solutions

Focus On The Client— Autosplice, Inc.

AUTOSPLICE was started in New York City in 1954, and in those early days the firm was named General Staple Company. In the years up to 1967 General Staple was a distributor (not a manufacturer) of industrial stapling machines. Their exciting growth path started in 1967 when a customer requested General Staple to build a machine that would splice two electrical wires together. This simple, innocent request would ultimately change the Company into a worldwide manufacturer of

innovative interconnection machines and connectors selling to the electrical and electronic industries. This project, to build a machine that would splice two electrical wires together. The result was an economical scrap-free system that virtually anyone could run with little or no training. Patents were applied for, the product was promoted, and a special division called Autosplice was set up to specifically handle sales for the electronic/electrical industries.

Years later Autosplice recognized the need for a better pin and pin insertion

system. AUTOSPLICE wanted to develop an innovative product that had more benefits than the competition and was not vulnerable to imitation or price erosion. The Company developed the AUTOPIN/1 insertion system. This early system soon matured into the AUTOPIN/2 which uses the present pre-notched and starred pin material. The sales of AUTOPIN/2 soon exploded and have been the engine that has driven Autosplice's impressive growth. For more information on their products and services visit www.autosplice.com.

A Special Thank You...

"Ina and the FMI Team, I wanted to Thank you ALL for all the hard work you have provided CamelBak...it certainly has not gone unnoticed. Once again, thanks, and good luck... keep up the good work!"

Chris Edejer — CamelBak

"Freedom has its life in the hearts, the actions, the spirit of men and so it must be daily earned and refreshed—else like a flower cut from its life-giving roots, it will wither and die."

—Dwight D. Eisenhower

USPS Makes Play for Regional Parcel Traffic

The post office has unveiled a service designed to compete with FedEx Ground and UPS standard ground service. The service, called "Priority Mail Regional Rate Box" is geared toward businesses shipping packages weighing between 5–15 lbs for short distances (up to 700 miles, the average

haul will be 200 miles) and that need to arrive in 2 to 3 days.

The service takes USPS out of its comfort zone. Traditionally, USPS is competitive for shipments weighing 1-5 lbs and moving relatively long distances. The post office has set two pricing

tiers for the service:

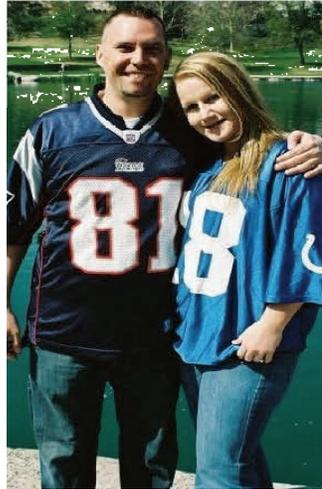
One, with a 15lb weight limit, starts at \$4.97 per box. The other, with a 20 lb weight limit starts at \$5.31 per box. Very few shipments will come close to either weight limit.



Me, Myself & I— Angela Shackford

Hi, I am Angela Shackford and I grew up in Alta Loma, CA with my parents Eddie & Dianne Vanderpool. I am the oldest of 3 girls, Cindy Vanderpool and Amanda Vanderpool.

I have been involved in the Freight industry for almost 12 years. I started when I was 18 (yes, that means I am almost 30, ahhhhh) working for a Wal-mart Distribution Center in Mira Loma. I started on the dock as a Verifier and quickly moved from position to position up to the Traffic Lead in the office. I wrote SOP's for the Traffic Department, did billing, receiving, covered other departments, held training and worked closely with Wal-mart and the Ports for product. After 7 years I decided to make a move and came to work for Freight Management as an Account Manager. I started getting familiar with the Accounts



and procedures here and in 2009 was promoted to the Customer Service Manager.

In April of 2009 I was married and became Mrs. John "JB" Shackford. I now have a wonderful extended family, Richard and Georgette Shackford, and a wonderful Sister in Law and her family, Christine & Dan Tellier, they have 3 beautiful girls and 1 handsome little man. I don't get to see them very often as they all live in New Hampshire. JB & I bought a

house earlier this year, and are loving it! We enjoy hanging out with friends and family and entertaining people at our house. We can't wait for football to start as we love having Sunday Football at our place. We have 1 dog or should I say "son", he thinks he is a little human. His name is Brian, he is a little 9 pound Terrier mix who has so much personality, we also have 2 turtles, Joey and Leo. One day soon we hope to get an American Mastiff.

I am a pretty easy going person and love being with good company, friends, family, etc. I love to laugh and enjoy life! I love working for Freight Management and strive to live up to our motto, "We will be the staff our clients require to reach goals and achieve their visions"!



Fun Interesting Facts About Labor Day

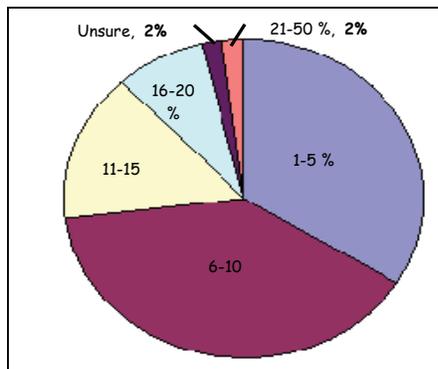
- Labor Day was first observed on September 5th, 1882 in New York City.
- President Grover Cleveland declared Labor Day to be the first Monday of September.
- Labor Day is celebrated in Canada as well as the United States.
- Traditionally, it has been unacceptable to wear white after Labor Day, though today's fashion rules seem to be tired of this tradition.
- As of 2008, there were 154.4 million people over the age of 16 in the US with jobs. Around $\frac{3}{4}$ of these workers receive paid vacation time, but an extra day off is certainly nothing to sneeze at.
- 99.44 percent of the time, the NFL plays it's first official season game the Thursday after Labor Day.



Fuel Forces Shippers to Adjust Budgets

Even with oil prices and the prices per gallon of diesel fuel mildly moderating, the days of \$4 per gallon diesel and \$100 per barrel oil appear to be the norm once again.

And while the current situation may not be as dire as it was during the summer of 2008, when prices hit nearly \$5 per gallon and \$150 per



How much do you plan to increase your transportation budget to cover fuel

barrel, shippers are bracing for prolonged pain at the pump. Logistics Management recently conducted a survey of roughly 250 logistics, supply chain, and transportation management executives. The survey asked how much they planned to increase their transportation budget to cover fuel costs.



Freight Management, Inc.

2900 E. La Palma Ave Anaheim, CA 92806
Phone: 714-632-1440
Fax: 714-632-7366
Email: krunkle@freightmgmt.com

If you have any articles you'd like to submit, please contact Kim Runkle.

FMI Challenge Winners

Answer:

1. Better late than never.
2. No news is good news.

Congratulations

Jim Duwaldt- FMI, Alina Korzep- Physicians Formula, Bryan Hicks-ALG Worldwide, Helen Oliver-Spectrum Chemicals & Laboratory Products, Conrad Doss- Circle 45 Logistics, Eric Miranda- Bill Hay International, Teresa Kearney- Mechoshade, Wayne Evangelista- The ICEE Company, Dennis Rihn-FMI, Jain Prem- Spectrum Chemicals & Laboratory Products, Victoria Corbin- Alpla, and Mandy Jetton- Pemko

September Birthdays

Q`



Paul Castaneda, 09/09
Milagros Vega, 09/16
Rene Olvera, 09/21

Happy Anniversary



Roy Yahiro,
Auditor, 10
years

The Latest FMI News!



FMI's own Heidi Walters will be saying "I Do" in an intimate ceremony on September 17, 2011.



We have now introduced Small Parcel shipping to our EzShip program! For more information on utilizing this feature please contact your account manager or customer service at customerservice@freightmgmt.com.



Starting September 1, 2011, FMI, with Wells Fargo Insurance, now offers Cargo Insurance on your most valuable shipments! Please call 714-632-1440 for more information!

Stay At Lake Arrowhead

As in the past we still have the cabin nestled in the Alpine Mountains of Southern California. The cabin of Lake Arrowhead, CA is a 4 bedroom 1 1/2 bath facility with a spacious Kitchen, Dining Room and Living Room open floor plan. It is also stocked with the most modern conveniences and utensils. Just bring yourselves, food and linens.

It is situated just 2 miles from The Lake Arrowhead Village which offers shopping, dining and entertainment. The Lake Arrowhead Village has something for everyone! Contact Kim Runkle at (714) 632-1440 Ext. 112 or krunkle@freightmgmt.com. We have many weekdays available!



Update Your Web Page

We are happy to introduce Vera Rizakulova and her company, Designer Studios in San Ysidro, CA.

She does excellent work in upgrading or designing web pages on either a one time project on-going maintenance basis. She can also help with marketing materials. I know her first hand and can vouch for her capability if you need such.

Contact her at vera@designerstudiostore.com and check out her work on one client: www.altosystems.com

Bob Walters

Take the FMI Challenge

Answer the following riddle:

In Jamaica, if you drop a steel ball weighing five pounds from a height of 45 inches, will it fall more rapidly through water at 20 degrees Fahrenheit or water at 40 degrees Fahrenheit. Or will it make no difference?

Fax or email answers and address to 714-632-7221 or krunkle@freightmgmt.com to collect your prize. Winners will be announced monthly.