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Acquisitions and Bankruptcies

When it came to expansion, the 25 largest truckload carriers idled their engines last year, increasing their combined revenue by just 0.6 % to \$25.6 billion. The growth they enjoyed came largely from acquisitions, a trend expected to continue in 2014 as truckload demand rises.

Most trucking acquisition in 2013 were small transactions involving small or midsize companies, typically acquired by a larger buyer interested in gaining a new line of business, new territories or lane density and, most importantly, qualified truck drivers. For small business owners, a larger partner or buyer can rescue an otherwise financially strapped carrier.



Swift Transportation and Schneider National were listed as two of the top 25 truckload carriers of 2013.



Folding Containers

Many container trades are lopsided, with great numbers of loaded boxes moving in one direction but not the other. Such imbalance has led some companies to investigate the possibility of building folding containers to reduce the cost storing and transporting empty units. They have workable designs and are seeking to ramp up production.

Simon Bosschier, managing director of

Holland Container Innovations (HCI), said his company has made about 10 of its "4FOLD" containers, which gained



ISO approval and were recently tested by the American Bureau of Shipping and Korean

Register of Shipping.

The containers have been used to carry fertilizer between Rotterdam and Bilbao, Spain, and tires between China and the United States.

In contrast, Staxxon, a New Jersey based company has created a 20-foot container that folds concertina-style left to right. Two to five containers can be squeezed into the space

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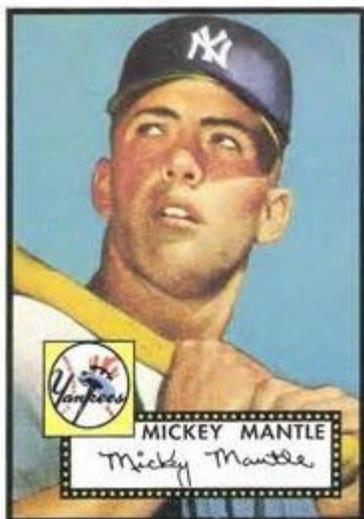
"Those who have walked through the fire, leave sparks of light everywhere they go."
—Unknown

Mission Statement

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



Focus On The Client— TOPPS



This 1952 Mickey Mantle is the most valuable card of the modern era.

Topps humbly began as a family gum business in Brooklyn and has evolved into a classic American sports company and icon. Throughout its remarkable history, Topps has proudly fostered an enduring connection between fans and their heroes, not only in baseball but also in football, hockey, entertainment, and pop culture.

Topps itself was founded in 1938, but the company can trace its roots back to an earlier firm, American Leaf Tobacco. At the time, chewing gum was still a relative novelty sold in individual pieces. Starting in 1950, the company decided to try increasing gum sales



by packaging them together with trading cards featuring a popular western television character, Hopalong Cassidy. In 1951, Topps released its first series of baseball cards and a year later released its first annual set of baseball cards. The set featured 407 cards and was released throughout the year in six series. The card design included a player's name, photo, facsimile autograph, team name and logo on the

front; and the player's stats and a short biography on the back. This basic design is still in use today.

Following this success Topps diversified their product lines into different sets, each catering to a different niche of the market.

Fast forward to the 21st century, Topps began randomly inserting 10 relic cards featuring not only photos of star players but also actual tiny pieces of their home stadiums.

In 2012, Topps unleashed a trio of smart phone apps for its baseball and football devotees, allowing to view on apple products.

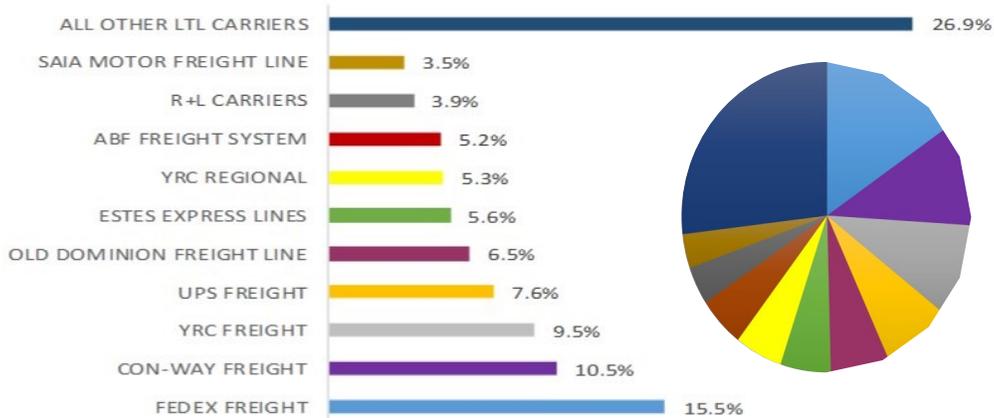
A Special Thank You...

"FMI was the smartest choice... AMSOIL could have made!"

David Navarro- AMSOIL Inc.

LTL's Billion-Dollar Club

Market share of LTL carriers with more than \$1 billion in annual revenue.



"Don't judge each day by the harvest you reap but by the seeds that you plant"

—Robert Louis Stevenson

Me, Myself & I— Ferdos Meshkin

My name is Ferdos and I was born and raised in Southern California and can not picture myself living anywhere else. I graduated from Cal State Fullerton at the age of 21 with a BA in business management. I plan to pursue my education by getting an MBA in the near future. My father has been a supply chain specialist for the past 28 years, so I tell people logistics is in my blood. I



live at home with my mom, dad, and brother who is two years younger than me and Kobe, my 8 year old Yorkshire Terrier. I love to travel and learn about different cultures. I am grateful to have had the opportunity to traveled around the world at such a young age. I have traveled with my family all over Europe, Israel, Mexico, and the Caribbean. My two favorite places have to be Italy and the Bahamas and would love to go back some day. Once a week I facilitate a Junior Youth empowerment group which consists of kids between the ages of 11-15 in the Downtown Anaheim Community Center. The program creates a space where the Junior Youth

have the ability to express themselves, develop a moral framework, and identify their purpose in this world. Another component of the group is doing community service projects where the kids decide how they want to give back to the surroundings they live in. I am grateful to be the new office coordinator here at FMI and enjoy working with hard working people.



Happy 50th Wedding Anniversary Sue Harkey

FMI would like to congratulate our VP of Business Development Sue Harkey on her 50th Wedding Anniversary.



FMI News

Freight Management Inc. has set up a strategic partnership with Förster Freight Management GmbH in Vienna, Austria. Forster Freight Management GmbH also has a sister company, Forster- Groups, which specializes in delivering deep frozen goods in Europe. The partnership between Freight Management Inc (FMI) and Förster Freight Management GmbH was orchestrated by Freight Management's former intern, Robert Foerster. FMI and Förster Freight Management GmbH believe the business model of combining an international partner, such as FMI, with the experience of Förster Freight Management GmbH would fulfill a market niche. In this partnership, Förster Freight Management will serve as a local supplier of tailored logistics solutions with the ability to handle international and domestic shipments through either an US-American or a European Transportation Management System.





If you have any articles you'd like to submit, please contact Laura Branson.

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FMI Challenge Winners

Answer:

1. Quit — It
2. Quirk — Irk
3. Quark — Ark
4. Quail — Ail
5. Quill — Ill
6. Queasy — Easy

Congratulations

Jim DuWaldt—Freight Management, Inc.
 Prem C. Jain— Spectrum Chemical
 Debbie Stutts—Spectrum Chemical
 Cecilia Laursen—ICEE Company

"What counts in life is not the mere fact that we have lived. It is what difference we have made to the lives of others that will determine the significance of the life we lead."

—Nelson Mandela

Folding Container's (Cont.)

(Continued from page 1)

normally taken up by a single empty container. Staxxon has made about 7 of its folding containers for testing. The product has been issued a "CSC plate" to show compliance with the international Maritime Organization's Convention for Safe Containers. However, the containers have not been used to transport goods yet. Other companies

working on folding containers include Cargoshell, which has developed a unit made from composite material, and Compact Cargo Solutions (CCS), which has developed a 40-foot high-cube container. Bosschietter estimates that the cost to make a folding container will fall to about double that of a conventional container, but said his company believes economies

associated with them will allow the difference in price to be earned back in 18 months. Staxxon believes at modest volumes its container is going to cost about 30% more and the payback to an investor will be at least as fast for a standard dry container.



Happy Anniversary FMI Employees

Bert Hugo, Date Entry — 17 years
 Jackie Muro, Date Entry Supervisor — 17 years
 Angela Shackford, Director of Accounts — 7 years
 Tim Ponder, Vice President- 15 years
 Kristan Peterson, Auditor- 15 years
 Jamal Bourne, Account Manager- 6 years
 Laura Branson, Controller- 4 years
 Christina Lopez, Accounting Coordinator- 2 years

Ryan Audoma 5/23
 Ferdos Meshkin 5/23
 Ryan Chang 6/05
 Samantha Porter 6/15
 Bert Hugo 6/21

Christina Lopez 7/8
 Tim Ponder 7/10
 Larry Reyes 7/14
 Jackie Muro 7/17
 Laurie Galli 7/25

Take the FMI Challenge

Find the names of ten fish by adding one of the given letters to each word and rearranging the letters. Each letter will only be used only once.

A A E H L N N P T T

- | | | | | |
|---------------|---------------|----------------|----------------|----------------|
| 1. Nut + ? | 2. Tour + ? | 3. Prickle + ? | 4. Floured + ? | 5. Mason + ? |
| 6. Ringer + ? | 7. Papers + ? | 8. Gyro + ? | 9. Apron + ? | 10. Pompon + ? |

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