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**Hours of Service Rules Proposal**

The Federal Motor Carrier Safety Administration ("FMCSA") released its proposal to overhaul the hours of service ("HOS") rules for truck drivers. The proposal puts off the decision on whether to lower the driving time from the current 11 hours to 10. Although, the agency did indicate it "currently favors a 10-hour limit" on driving time following 10 consecutive hours off, but it also said in the notice that the "ultimate decision will

include a careful consideration of comments and any additional data received" during the 60-day comment period. The proposed rule will take effect after the 60-day comment period.



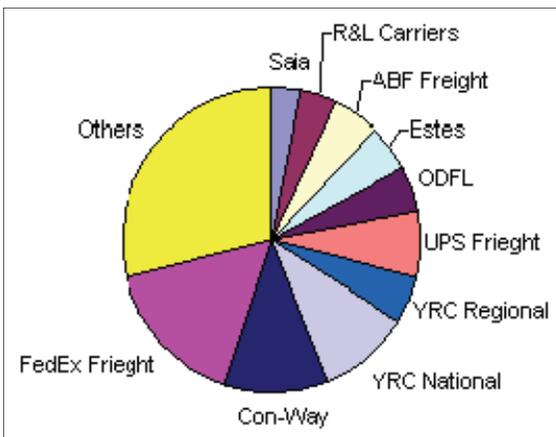
The rule requires a 30-minute break after seven hours of driving and includes a range of new restrictions/changes to the 34-hour "restart" provision. In addition, what the rule calls the standard "driving window" would still be 14 hours, and that could increase to 16 hours twice a week, but the requirement for 30-minute breaks would cut the actual on-duty time allowed in that window to 13 hours.

**Has LTL Turned a Corner?**

Higher tonnage and shipments, better yield and firmer pricing, and the steady leaching of excess capacity in the form of terminals in the fourth quarter, produced narrower losses for troubled carriers and higher profits for healthier ones.

right at the edge of profitability—or loss.

but worse than 97.8 for the 3rd quarter of 2010.



Shippers can depend on one thing this year: LTL rates will rise. Carriers of all sizes are pushing to restore prices that plummeted during the recession and to heal deep wounds caused by a price war that took discounting to new

Still, the combined average operating ratio for eight of the largest public LTL carriers was 99.9 percent,

It's better than 103.1 for the 4th quarter of 2009

losses in 2009.

**Mission Statement**

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

**"Management is doing things right; Leadership is doing the right thing."**  
—Peter F. Drucker





*When you need food packaging supplies, APP, Inc. is the clear and simple choice*

## Focus On The Client— American Paper & Plastics

APP, Inc. was started in 1982 by Daniel Emrani, who saw the need for a reliable, price-conscious food packaging supplier in the southern California area. From the very beginning, Daniel was very selective about his sales representatives, hiring only those who enjoy serving their clients, and have a passion for packaging.

Today, APP Inc. serves many high-quality restaurants, bakeries, catering services, hospitals, hotels and supermarkets in California.

APP Inc.'s buying power allows them to pass on savings to their clients, while their close-knit family-run company allows them the flexibility to accommodate custom, last-minute requests

quickly and efficiently.

As their business has grown, so has their diversity. In order to meet their customers' needs, APP Inc. has increased its product list to over 7,000 items, and they continue to expand their catalog as the market changes. View a complete list of their current products on their website <http://appinc.com>

### A Special Thank You...

"Jack, Thank you for the over and beyond customer support. It's a pleasure working with companies that have the same commitment to customer satisfaction as IPS."

**Brian McCarty — IPS Corporation**

**"The Pessimist sees difficulty in every opportunity. The optimist sees the opportunity in every difficulty."**

**—Winston Churchill**

## FedEx Raising Spending to \$4.2 Billion in 2012

FedEx will increase capital spending 24% over the next year, adding \$800 million as it replenishes its fleets with new aircraft, trucks and tractors. The transportation giant plans to spend \$4.2 billion on equipment and plants in its new fiscal year, compared with \$3.4 billion in the year that ended May 31.

That will include spending on aircraft at FedEx Express, network expansion at FedEx

Ground, and equipment for trucking outfit FedEx



Freight.

"We expect approximately 59% of capital expenditures in 2012 will be designated for growth initiatives," the company said in 10-K annual report.

FedEx added 6 777's freighters and 22 757's to its fleet in the fiscal year that ended May 31. FedEx will spend \$2 billion on aircraft over the next year, including the Boeing planes that will replace older

aircraft.

Capital expenditures rose 7 percent to \$426 million at FedEx Ground but fell 28 percent to \$153 million at less-than-truckload carrier FedEx Freight.

## Make The Move With Allied Van Lines



In today's economic climate, many companies feel forced to compromise service in order to reduce costs. As

an industry leader. Allred Van Lines offers you the best of both worlds because of its partnership with your organization. When you select Allied, you will receive comprehensive mobility solutions that ensure you receive their most competitive pricing, while retaining the service level and programs normally reserved for our best

corporate partners.

By selecting Allied in partnership with your organization, you will enjoy a wide range of benefits typically unavailable to consumer retail customers moving on their own.

For more information contact Fred Rogers at (734) 573-2682 or [frogers@morsemoving.com](mailto:frogers@morsemoving.com) and tell him FMI sent you.

## FMI's Newest Service—Cargo Insurance

FMI, in conjunction with Wells Fargo Insurance, will be providing innovative cargo insurance solution for international and domestic trade.

Companies that ship unusual or distinctive products must protect their financial investments against risks that can occur while merchandise is trans-

ported between buyer, and seller.

Shippers may not directly control the conveyances and conditions during a cargo shipment, but they can minimize their exposure. Cargo insurance is designed to protect against loss from the time cargo leaves the point of origin until it reaches a final destination.

This new service can meet the insurance needs for most every size order. It also give the company the flexibility to use it only on those shipments most in need. For more information please contact you Dedicated Account Manager at Freight Management, Inc. for more information or even obtain a quote for a particular shipment. (714) 632-1440.

## Amera Consulting Group

Amera Consulting Group has a primary focus to help small and medium sized business owners realize their dreams. Their belief is that by finding solutions for other businesses so that those businesses visions come to life, and Amera's vision will also be achieved.

Amera takes a simple but thorough "top down" ap-

proach to segment the business into 5 areas. They then analyze and find the core issues underlying the



obvious problems. They then solve the problems using fundamental, modern business practices and tools or innovative ideas

tailored specifically to the issue.

Amera Consulting Group prides itself as being small enough to treat a small, emerging business as number one, yet large enough to provide specialized services and launch nationwide start-ups. For more information contact Randy Moon (469)767-5012 or [rmoon-consulting.com](http://rmoon-consulting.com) and tell him FMI sent you.

## Meet Mr. & Mrs. Branson

It was a beautiful summer evening on July 15th, 2011 when Kevin and Laura united as man and wife under a flower adorned gazebo. While surrounded by all their family and friends they each expressed all their love for one another.

Then it was off to a great meal, many heartfelt toasts, and oh so much dancing. It was night filled with many hugs and kisses, laughs and well wishes.

Their first challenge as man and wife was to tackle "Carmageddon" so could fly off and enjoyed a honeymoon in Jamaica. Since being able to overcome that little obstacle there should not be anything that the two of them can not handle.

Congratulations you two thank you for allowing us to all witness such a joyous occasion. Cheers to a very happy and long marriage!





**Freight Management, Inc.**

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



### FMI Challenge Winners

**Answer:**

Johannes won; Rene came in second; Louis can in third.

**Congratulations**

Cecilia Laursen—The ICEE Company, Anna Tyminski—Spectrum Chemicals & Laboratory Products, Tracy Rogers—Leslie Poolmar, Prem Jain—Spectrum Chemicals & Laboratory Products, Mandy Jetton—Pemko Manufacturing Company, Kyle Peters—ALPLA Iowa City, Eric Miranda—Bill Hay International and Conrad Doss—FMI Sales

### July & August Birthdays

Tim Ponder, 7/10

Larry Reyes, 7/14

Jackie Muro, 7/17

Laurie Galli, 7/25

Sarah Suriano, 7/26

Laura Jones, 8/09

Lisa Anne Vo, 8/21



### Happy Anniversary FMI Employees!

Marian Thompson, Dispatch Manager, 14 years

Kristan Peterson, Auditor, 12 years

Tim Ponder, Vice President, 12 years.

Ryan Chang, Manager of Pricing & Contracts, 6 years

Prima Reyes, Data Entry, 6 years

Scott Walters, FMI Sales, 4 years

Sarah Suriano, Office Support, 3 years

Arleen Bozzo, Claims Coordinator, 2 years

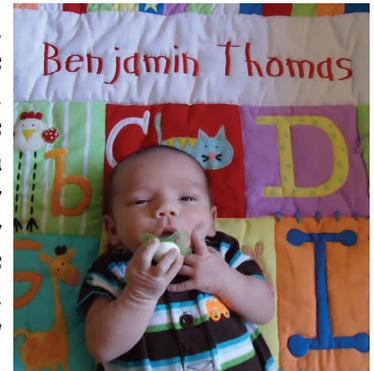
Kris Lundberg, On-Site Coordinator, 1 year

Laura Jones, Office Coordinator, 1 year



### Welcome Benjamin Thomas to the FMI Family

On July 18, 2011 shortly before 7 p.m. Benjamin Thomas Morin came into this great big world weighing only 7lbs 12 oz. The first people he got to meet was his proud Mom and Dad, Tom and Melinda Morin. Since there have not been many photo opportunities, we here where very lucky that Benjamin was able to take this quick snap shot for all of us to see. Congratulations Mom and Dad on your new healthy baby boy!



### Avon Walk For Breast Cancer

Cindy Saucedo's, an Account Manager at FMI, mom, Alicia Saucedo, was diagnosed with breast cancer in September of 2005. In the past Cindy has participated in the 40 mile walk, however, this year she will be doing so in her mother's memory as she lost her fight with breast cancer on June 29, 2006. Cindy needs to raise \$1,800 and she can not do it without your help.

If you would like to make a tax-deductible donation please

**Make checks payable to:**

Avon Walk for Breast Cancer

**Mail the checks to:**

Freight Management, Inc. Attn: Cindy Saucedo 2900 E. La Palma Ave Anaheim, CA 92806. **OR** You can donate electronically by contacting either Kim Runkle or Cindy Saucedo by email for the link.



### Take the FMI Challenge

In each of these puzzles, a proverb is written with exactly one letter in each word replaced with another, Can you figure out what the original proverb is?

1. Wetter mate that fever.
2. So nets if goof mews.

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