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Mexico Trucking Plan Faces Delay

The cross-border trucking program with Mexico could be delayed until November after a DOT audit found that the Federal Motor Carrier Safety Administration has failed to set up several procedures aimed at monitoring and inspecting trucks that would enter the US. Among these unmet requirements set by congress, is a plan for conducting on-site safety audits and compliance reviews of Mexican fleets before they are authorized to deliver to U.S. destinations. FMCSA



has also failed to complete site-specific plans for checking drivers and trucks at the border; establish a system to verify driver and truck eligibility; acquire electronic monitoring devices for Mexican trucks; and train inspection personnel at the border and within the US.

In a written response to the inspector general, FMCSA Administrator Anne Ferro said the agency has already completed many actions identified in the audit and is working hard to complete all 24 requirements imposed by Congress.

The cross-border trucking program would end \$2.4 billion in annual retaliatory tariffs Mexico imposed on 89 U.S. products shipped to Mexico when Congress shut down a similar pilot project in 2009.

Obama Seeks Extension of Transportation Programs

President Obama called on Congress to quickly approve clean extensions of critical transportation funding programs that are set to expire in September. Expiration would cause huge turmoil to construction jobs and Federal Aviation Administration funding. Such a disruption occurred in late July.



Obama stated that a new disruption would be "unacceptable," immediately laying off thousands of federal transportation employees

while losing large amounts of transportation tax receipts that could not be reclaimed later. The White House added that extending the tax collection and spending authority for federal transport programs is "a bipartisan way to further invest in rebuilding our nation's infrastructure to strengthen our economy and create new jobs."

Mission Statement

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

"Leadership and learning are indispensable to each other."

—John F. Kennedy





CamelBak has come a long way from an I.V. bag stuffed in an old tube sock. These high-tech hydration packs have even been adapted for military and tactical applications.

Focus On The Client— CamelBak

In 1988 Michael Eidson, was competing in the "Hotter'NHell 100," a 100-mile bicycle road race in the grueling summer heat of Wichita Falls, Texas. Eidson, an emergency medical technician by trade, decided to fill an IV bag with water and slip it into a tub sock. Then he stuffed the contraption into the back of his bike jersey, threw the drink hose over his shoulder and clamped it with a clothespin. Hands-free hydration was born.

It took courage, conviction and imagination to evolve from an IV bag in a tube sock to become what is now

CamelBak. Their core values remain the same and drive everything they do - from inventing the hydration category to becoming the world's leading maker of hydration solutions.

Giving BAK: CamelBak is fully committed to actions that create change for the individuals and communities they serve. Nearly one billion people around the world lack access to clean water. CamelBak has partnered with Water.org to help. Water.org is a non-profit founded by actor Matt Damon and social entrepreneur Gary White to provide global access to

clean water and sanitation. You can help people in need of safe water, too, by purchasing a limited edition, custom-designed CamelBak water bottle in insulated stainless steel (\$24.99) or BPA-free plastic (\$18.99) at <http://gift.water.org>. Over \$10 from every purchase directly supports Water.org to transform lives with safe -water access.

CamelBak makes everything from kids bottles to racing packs to military hydration packs. For more information please visit www.camelbak.com.

A Special Thank You...

"Hi Laura / Sandra:

I appreciate all your efforts, just want you guys to know that.

Jalu Bidye — UMA Enterprises, Inc.

"Nothing can stop the man with the right mental attitude from achieving his goal; nothing on earth can help the man with the wrong mental attitude."

—Thomas Jefferson

Canadian Border—Traffic Down, Delays Up

Why should anyone worry about improving bridges between the U.S. and Canada? U.S. imports plummeted 33 % from 2008 to 2009, and U.S. exports slid 21%. Recovery from the recession came in 2010, but it was slow, and truck traffic has declined in the two-plus years since the recession started.

But in an interesting

paradox, congestion has increased despite the declining volume, Ron Rienas, general manager of the bi-national authority that operates the Peace Bridge says, "With much greater emphasis now on security and documentation and secure supply chain the security programs instituted like C-TPAT and FAST don't work

particularly well given the present infrastructure. There is much more delay, more use of secondary inspections even for members of trusted trader programs. Rienas states that new infrastructure is needed to make the border work better because of the security requirements that have been put in place.

Me, Myself & I—

I grew up in South San Gabriel, CA the youngest of three children of Larry and Dolores Rihn. After graduating from Schurr High School in 1981 I began attending East Los Angeles JC while working for the Goodyear Tire and Rubber Co. My youth and the lure of money overtook my desire for a higher education. After spending almost twelve years with Goodyear, in various capacities, ranging from warehousing, retail, commercial sales, and transportation, I found myself hitting the proverbial glass ceiling. With no college degree I had gone as far as I could go with them.

My father's career found him retiring in Akron, OH and much to my family's dismay, shortly after my father's retirement, he suffered a debilitating heart condition. With me being at the crossroads in my life and my career, I was the obvious choice to go back and help my mother and father through this difficult time. So I packed up my life here in Los Angeles and moved to Ohio. To all of our joy and surprise my father made a miraculous recovery and is still with us today. Since my father was out of the woods I decided to take advantage of the situation that I now

found myself in and pursue my college education. I graduated from Kent State University in 1998 (Cum Laude) with a degree in General Studies with enfaces in History and Business.

Shortly before I moved back to Ohio to help my



parents, I had met a beautiful woman and her 3-year old daughter here in California. Since I had already committed to my family, I didn't pursue a relationship with this woman, but we kept in touch while I was in Ohio finishing school. When I moved back to California in 1999 we were married in a small intimate ceremony in front of family and friends. My wife Lisa and I will celebrate 12-years together this October.

Since I now had the responsibility of a new family, I needed to put my new

degree into action and find a job. I heard that Weber Distribution was hiring so I went in for an interview and met with Tim Ponder, who not so coincidentally is now the Executive VP here at FMI. I worked at Weber for a short time before Tim left to pursue another venture. It wasn't too long after he left that he called me and asked me if I wanted to join him here at FMI. I told him that I had very little experience in transportation, but he said that was alright, that he liked other attributes that I brought with me so he took a leap of faith in me and twelve-years later we are still side by side fighting the good fight. I have held various positions here at FMI which currently finds me as the VP of Operations. I have a great group of managers that help me make my job look easy. I learned early in my managerial career to surround yourself with good people and allow them to do the jobs you hired them to do. But, it is not just the managers that make my job enjoyable; it is the entire staff here at FMI. We try to foster a "family" atmosphere here at FMI and I truly feel like the people that work here are an extension of my immediate family. They are all good people and I truly hope that comes across when we are dealing with our clients and carriers, whom we refer to as our partners.



Fun Facts About Halloween

- The first Jack O'Lanterns were actually made from turnips.
- Halloween is the second highest grossing commercial holiday after Christmas.
- The word "witch" comes from the Old English *wicce*, meaning "wise woman." In fact, *wiccan* were highly respected people at one time.
- The largest pumpkin ever measured was grown by Norm Craven, who broke the world record in 1993 with a 836 lb pumpkin.
- "Halloween" is short for "Hallow's Eve," which was the evening before All Hallows' Day.
- Trick-or-treating evolved from the ancient Celtic tradition of putting out treats and food to placate spirits who roamed the streets at Samhain.



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

Meet the New Mr. & Mrs. Calamusa



On a warm September evening, Heidi Walters said "I Do" to her best friend, Vince Calamusa. Surrounded by friends and family, the two danced the night away in a beautiful garden style wedding. Thank you for allowing us to share in this special moment with you. We all wish you two the best of luck to your future Mr. & Mrs. Calamusa!



FMI Challenge Winners

Answer:

It will drop faster in the water at 40 degrees Fahrenheit. At 20 degrees Fahrenheit the water would be frozen.

Congratulations

Wayne Evangelista—ICEE Company, Leo Santamaria—FMI Dispatch, Janet Hoffman—Haldemen, Inc., Bobbie Watson—IPS Corporation, Javier Zuniga—Spectrum Chemical, Lupe Castaneda—Stephen Gould, Kyle Peters—ALPLA Iowa City, & Dan Miller—Physicians Formula, Prem Jain—Spectrum Chemical Mfg. Corp

Happy Anniversary



Kim Runkle
 Office Manager, 9 years
 Paul Castaneda,
 On-Site
 Coordinator, 3 years
 Joseph Warren,

On-Site Coordinator, 1 year
 Dennis Rihn

Vice President of Operations, 11 Years
 Jacklyn Marsh
 Mailroom, 5 years

October/November Birthdays



Arleen Bozzo, 10/03, Joseph Warren, 10/10, Bob Walters, 10/17, Vianey Hernandez, 10/28, Jack Farley, 11/02, Tom Morin, 11/03, Prima Reyes, 11/03, Jacklyn Marsh, 11/19, Ina Cordova, 11/26, Sandy Aufdenkamp, 11/28, Kristan Peterson, 11/28, Mallory Caton, 11/29

10 Questions for One Answer

Landed costs is defined as the sum of all expenses to purchase, transport and import goods from one place to another, within a country or across continents. There are 4 primary categories of costs comprising total landed costs: the purchase price of goods; transportation and handling costs; duties and fees and logistics expenses ; and loss/damages insurance.

All companies should ask themselves these questions to determine true landed costs of any given product.

1. What were my actual costs to buy this product from the supplier?
2. What currency was the product purchased in, and what impact did the exchange rate have?
3. Did my global supply chain deliver the product efficiently? What did the transportation cost me?
4. What are the costs for clearing the goods from customs for entry?
5. What taxes and duties were paid?
6. What was my expense to finance and carry the inventory?
7. What were my liabilities to the supplier and for all these other services and fees?
8. When were they paid? Were they paid on time?
9. Were all these global costs captured and recorded accurately and promptly and them allocated properly to this particular product, so that pricing could be set correctly?
10. Did the product make a profit?

Take the FMI Challenge

In this teaser, I have given you a saying concealed in the lines below. I have broken up each word into single letters, but have paired the correct letter with an incorrect one. Your task is to remove the incorrect letter and then decide where the words begin and end. Have fun!

DP RL EA ST OE NK CL YE AI SN MN AO RS TE TF HR EA EN JG RU RS TE BC EL OI MN GH ST HI EC DR EY.

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