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**Private Fleets: Mastering their Destiny**

Operating private fleets has never been easy. In fact, many analysts would contend that it is more complex and time consuming in recent times with the increased regulations on all trucking fleets. Today's trucking operators have never faced a more confusing array of rules and standards that range from the government's Compliance, Safety, and Accountability's (CSA) efforts to rid the



industry of unsafe drivers to air pollution standards to a possible decrease in the hours of service a driver can operate. Even amidst the above mentioned entanglements, the \$268 billion private fleet market is thriving. According to ACT

Research, a firm that specializes in tracking fleet size and distribution, private fleets make up 38.6 percent market share of the overall \$563 billion trucking industry revenue pie. That's because private fleets have been able to adapt to changing market conditions in the deregulated market place. Today there are more than 200,000 private fleets, and 60 percent of those expect continuous growth in the upcoming years.

**Doubling Down on Density**

YRC Freight is smaller today than either of its predecessor carriers—Yellow Freight and Roadway—but still not small enough. YRC Freight plans to close terminals and reflow freight to improve service, revenue, and profit, but it cost the teamsters. The long-haul less-than-truckload op-

erator in March asked the Teamsters union to approve its second network reorganization in two years. The company wants to close 29 end-of-the-line ter-



minals, 3 distribution centers, and potentially relocate hundreds of workers. The union, which must approve the change of operations, wants to study the proposal in depth before scheduling a meeting with YRC Freight. YRC Freight isn't the only carrier

*(Continued on page 2)*

**"Any man can be a father. It takes someone special to be a dad."**

**—Unknown**

**Mission Statement**

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



**"Every father should remember that one day his son will follow his example instead of his advice."**

—Unknown

### Future of FMI

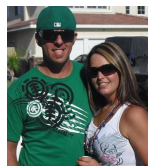


Congratulations Lindsay Rihn, daughter of Denis and Lisa Rihn, on her graduation from Cal State University Fullerton on May 26, 2013 with a degree in Communications with effaces in Television Broadcasting.

Congratulations to Jennylyn Gutierrez for attaining a degree from Cerritos College.



Congratulations to Laura Branson for achieving a degree in Accounting.



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### Focus On The Client — Mechoshade Systems Inc.

Between 1968-69 HomeCraft Drapery provided all types of commercial and residential window covering. Coverings were limited to draperies and curtains, as well as Venetian and Vertical blinds. Their current project in Atlanta, GA dictated that the shading system could not traverse, and stack in the window bay, but had to rise fully into a ceiling pocket. Thus, HomeCraft developed a "flat



drapery" with an operating system of a roll up shade with a looped bead chain. Hence, the creation of the original manual roller shade system named MechoShade®. In the thirty years since, MechoShade Systems, Inc. continues to pioneer solar shading. Through the research and engineering capabilities that created the original MechoShade system, MechoShade has become the only single source solar shading designer and manufacturer of hardware, shadecloth and accessories.

MechoShade is in the forefront of energy efficient solar shading design at the window wall to achieve personal, thermal, and visual comfort while efficiently using natural resources. MechoShade Systems has offices in Long Island City, NY and Phoenix, AZ with sales and distribution throughout the continental U.S, Canada, Asia and Europe.



### A Special Thank You...

"Thank you Ina and FMI for your good service.... Your part in having claims followed up and paid is greatly appreciated and we see a real effort in that regard...It is a pleasure working with you and FMI."

-Fred Palmer, CMA Dishmachines

### Doubling Down on Density (Cont.)

traveling this route. Over the past few years, most of the largest LTL trucking companies have reconfigured their networks to boost efficiency, improve service, reduce cost, and restore profit. Along with YRC Freight, Fedex Freight and Con-way Freight, have

restructured by not only cutting locations and employees, but also rethinking how they provide service and ship freight. This change of operations could give YRC Freight a serious boost, sending \$25-\$30 million straight to its bottom line. Better density also means more profit. After the

proposed network changes, YRC Freight would handle 176 shipments per terminal per day, compared with 159 shipments per terminal per day before the 29 terminal closures, according to an analysis by SJ Consulting based on 2012 shipment data.

## Facts About Father's Day

Father's Day is one of the most awaited holidays in the world. It represents the day when we tell our dad how much he means to us and how lucky we are, to have him in our life.

- Father's Day is celebrated on the third Sunday of June.
- The person credited for inventing the concept of Father's Day is Mrs. Sonora Smart Dodd, an American whose father had raised his six children single-handedly.
- In 1924, the first American President to support the concept of Father's day was President Calvin Coolidge.
- Roses are the official flower for Father's Day. A red rose is worn in the lapel if your father is living, a white rose if he is deceased.
- A tie is the most traditional and famous father's day gift.

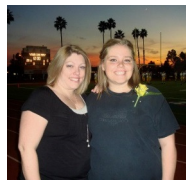


## Me, Myself & I—

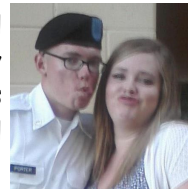
My name is Samantha I am a high school graduate with further plans for schooling. I was born in Las Vegas, Nevada to my loving mother Kim. Together with my brother and Mom, we've moved many times from Nevada, to Arizona, and then to California and several in between. Our family, though small has never faltered in our love for one another because we've always had just us. I am grateful to say that my mom has just recently purchased a home and a wonderful place where we can all settle down for awhile. Having moved so many



times at a young age keeping in touch with others has always been hard. However, once my mom started working here many years ago, Freight Management has done so much to make us a part of their wonderful family. Two years ago I was welcomed even further by taking a part time job while I was in high school. I was super excited to get my first job and determined to do it right and make the FMI family proud. I'm even happier to say that I was promoted to



Administrative Support a few months ago and started on as a full time employee. This job certainly keeps me on my toes and I love it because I feel as if I am learning valuable skills everyday. The reason why I like working here is because I've seen how hard everybody works to meet the goals of our motto and it makes me an even more driven person to work harder and keep attaining new skills. I am very grateful to be continuing on this wonderful journey with this wonderful company!



## This is a job for....a robot?

Are robots taking over at the nation's loading and receiving docks? Not exactly, but as Frito-Lay's robotic truck loader shows, they are making inroads into what were once human only domains. The recent debut of a counterpart device for the receiving dock suggests the trend may be accelerating. Wynright Corp., the material handling engineering firm that developed Frito-Lay's



robotic loader, has introduced the Robotic Truck Unloader (RTU) - a machine that can unload floor loaded products from truck trailers or ocean freight containers. It's "perception" technology

- similar to that used in the Wii video game, allows it to navigate its way into a trailer or container and sense the sidewalls, floor, and stacks of cartons. The vision system maps the shape and dimensions of the next carton or object to be unloaded and guides the robot accordingly. This allows the RTU to pick products of mixed sizes and to pick in regular or irregular patterns.



**Freight Management, Inc.**

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

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### FMI Challenge Winners

**Answer:**

Repeat after me

One Foot in the Grave

Red in the Face

Adding Insult to Injury

Eye for an Eye

**Congratulations**

Anna Tyminski- Spectrum Chemicals

Claudia Macias- Morris National Inc

Gina Lovin- Javo Beverage Co

Kecia Niederhauser- Javo Beverage Co

Pre Jain- Spectrum Chemicals

Susan Geariety- Oakley Inc

Tracy Rogers- Leslie's Pool Mart

### May and June Birthdays



Ryan Chang 6/5

Scott Walters 6/6

Samantha Porter 06/15

Bert Hugo 6/21

## Harmonizing Hazardous Materials Regulations

The Pipeline and Hazardous Materials Safety Administration (PHMSA) issued a final rule in the January 7 Federal Register, amending U.S. Hazmat regulations in order to align with international standards. PHMSA's changes apply to proper shipping names, hazard classes, packing groups, special provisions, packaging authorizations, air transport quantity limitations, and vessel stowage requirements. The agency said the

revisions are necessary to harmonize the Hazmat rules with the recent changes made to the



International Maritime Dangerous Goods Code, the International Civil Aviation Organization's Technical Instructions for the Safe Transport of Dangerous Goods by Air, and the United

Nations Recommendations on the Transport of Dangerous Goods—Model Regulations. The effective date for voluntary compliance was January 1, 2013. Mandatory compliance is required beginning January 1, 2014. For more information, contact Vincent Babich or Shane Kelley, International Standards, telephone (202) 366-8553, PHMSA, 1200 New Jersey Avenue SE, 2nd Floor, Washington, DC 20590-0001.

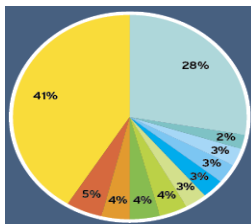
### Happy Anniversary FMI Employees



Bert Hugo, Date Entry — 16 years  
 Jackie Muro, Date Entry Supervisor — 16 years  
 Rene Olvera, Dispatch — 9 years  
 Angela Shackelford, Customer Service Manager — 6 years

### 2012 U.S. Ocean Imports

By Country of origin. China leads as the top supplier of products to the United States, while import shipments from Germany and Vietnam jumped significantly.



### Take the FMI Challenge

What do the letter 't' and an island have in common?

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