

Inside this issue:

UPS's Border Boost	1
The Cost of Diesel Fuel	1
Focus on The Client — Dole Packaged Foods, LLC	2
Amazon, A Prime Contender	2
Me, Myself & I— Angela Shackford	3
XPO Logistics Focuses on Cutting Costs	3
Fun Facts About Saint Patrick's Day	3
Happy Anniversary FMI Employees	4
February & March Birthdays	4
FMI Challenge Winners	4
Rhode Island Truck Tolls Bill Signed into Law	4
Take the FMI Challenge	4

UPS's Border Boost

Banking on continued expansion of cross-border trade between the U.S. and Mexico, UPS is restructuring, upgrading and expanding its portfolio of freight services linking the countries. The acquisition of Coyote Logistics in August of 2015 is opening new cross-border routes for UPS because the non-asset broker

gives UPS a presence in the truckload market. Interest in Mexico among U.S. and international shippers, and transportation operators such as UPS, is growing as the country becomes a springboard for global



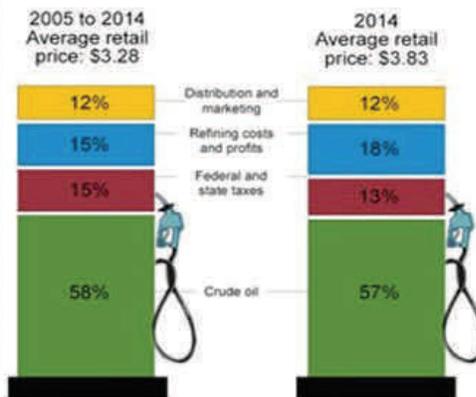
Photo by Justin Grostefon ©

exports aimed at the U.S. market. From 2010 through 2014, the value of goods shipped north to the U.S. from Mexico increased more than 13 percent, according to the U.S. Bureau of Transportation statistics. The number of trucks crossing the U.S.- Mexican border rose 14 percent for the same period. Laredo is now the largest U.S. border crossing for trucks.

The Cost of Diesel Fuel

Before 2004, the average price of diesel was often lower than the average price of regular gasoline. Since September of 2004, the price of diesel fuel has been generally higher than the price of regular gasoline throughout the year for several reasons. Worldwide demand for diesel fuel and other distillate fuel oils has been steadily increasing, with

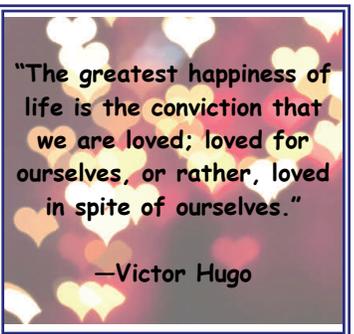
What do we pay for in a gallon of diesel fuel?



Source: U.S. Energy Information Administration, averages based on Gasoline and Diesel Fuel Update

Mission Statement

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



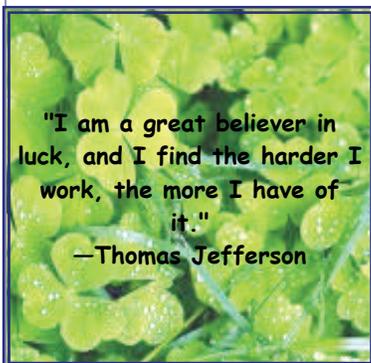
Focus On The Client — Dole Packaged Foods, LLC



In 2015, Dole Packaged Foods' Headquarter Building in Westlake Village, CA was awarded LEED Gold Certification.



Congratulations to FMI's very own President and fearless leader Robert Walters who broke out his dancing shoes and won 1st place at Osher's Lifelong Learning Institute event "Sweetheart Sock Hop Dance" held at Fullerton State College. OLLI offers noncredit learning courses for seniors in pursuit of furthering their education and social lives at local state universities. For more information please visit: www.osherfoundation.org



In 1899 James Dole arrived in Hawaii with \$1000 in his pocket, a Harvard degree in business and horticulture and a love of



farming. He began by growing pineapples. After harvesting the world's sweetest, juiciest pineapples, he started shipping them back to the mainland USA. To enable as many people as possible to enjoy this delicious fruit, he developed a technique for canning them. He wanted to make the sunshine and taste of Hawaiian pineapples available for everyone. Dole Packaged Foods, LLC, a subsidiary of Dole International

Holdings, is a world leader in growing, sourcing, distributing, and marketing fruit and healthy snacks. Dole sells a full-line of packaged ambient fruit, frozen fruit, dried fruit, and juices. The company focuses on four pillars of sustainability in all of its operations: water management, carbon footprint, soil conservation, and water reduction. Dole Headquarters is one of a select few

buildings in the Conejo Valley to be awarded LEED Gold Certification. Dole Packaged Foods' recently constructed headquarters is a 105,000 square-foot, four-story core and shell office building that incorporates a wide range of aggressive energy efficiency measures. It also has a 577 kilo-watt solar panel array which provides almost 75% of the building's electricity needs. For more information about Dole Packaged Foods, LLC please visit: www.dolesunshine.com.

Amazon, A Prime Contender

It's hard to believe Amazon is now 20 years old. After a record holiday season that topped \$35 billion in net sales Amazon continues on its path toward dominating e-commerce. Amazon is well known for making strategic moves and it is possible that Amazon is preparing to disrupt the global logistics industry. "We believe Amazon may be the only company with the fulfillment/distribution density and scale to compete

effectively with global UPS/FedEx/DHL," said a recent Baird Equity Research Report. Amazon



announced in early December that it was buying thousands of Amazon-branded trucks while stressing it will still continue to rely on its

trucking partners. Perhaps Amazon will buy its own trucking fleet to bypass the current national duopoly. Perhaps Amazon will take the bankrupt USPS off the federal government's hands and build a parcel powerhouse. Or stitch together a network with purchases of regional carriers. There is only one certainty: Amazon's logistics infrastructure will be leveraged and they will change the industry.

Me, Myself & I— Angela Shackford

Hi, I am Angela Shackford. I grew up with my parents, William & Dianne Vanderpool, in Alta Loma, CA. I am the oldest of 3 girls, Cindy Danielson and Amanda Vanderpool. I am happily married to my best friend John "JB" Shackford. JB is the Parts Manager at Kia of Cerritos. We are the parents of 2 Fur babies, Dexter our Great

Christine & Dan Tellier, they have 3 beautiful girls and 1 handsome son. I don't get to



see them very often as they all live in New Hampshire and miss them very much. JB and I love spending our time with good company, Friends/Family and going on trips, whether it is back east to see family, vacations to new areas or our weekend trips to San Diego, Laughlin, etc.. We are always on the go and trying to enjoy the most out of life. We enjoy spending our weekends watching football and visiting with friends and family. I have been involved in the Freight industry since I graduated high school

in 2000. I started by working for a Wal-mart Distribution Center in Mira Loma, CA 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, claims, held training and worked closely with Wal-mart and the Ports for the 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 since my start as an Account Manager, I have continued to grow with FMI and currently hold the position of VP of Accounts. 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."



Dane and Brian our Terrier/Chihuahua mix and 2 turtles Joey & Leo. I have a wonderful extended family Richard and Georgette Shackford, and an amazing Sister in Law and her family,

XPOs Logistics Focuses on Cutting Costs

Less than three months after acquiring one of the nation's largest trucking and logistics companies,



XPO Logistics plans to significantly reduce purchased transportation costs in its less-than-truckload business. "We handle about two-thirds of LTL linehaul with our own trucks," XPO

chairman and CEO Bradley S. Jacobs said at January's SMC3 Jumpstart Conference in Atlanta. The other third of the former Con-way Freight linehaul business is handled by contract carriers. It will be put up for bid in

the first quarter, the first time since 2009. XPO is trying to make its less profitable LTL accounts more profitable. With the economy growing more slowly, this isn't the best time to ask customers for big rate hikes. "With the economy getting iffier, the focus on costs becomes even more important," Jacobs said.

Fun Facts About Saint Patrick's Day

- The world's first recorded St. Patrick's Day Parade took place in Boston on March 18, 1737.
- New York City's Saint Patrick's Day Parade is one of the world's largest parades. Since 1762, 250,000 marchers have traipsed up Fifth Avenue on foot.
- Chicago has been celebrating Saint Patrick's Day by dumping green dye into the Chicago River since 1962. It takes 40 tons of dye to get the river to a suitably festive shade.
- Approximately 5.5 million pints of Guinness are sold on any given day, but this figure rises to an astounding 13 million on St. Patrick's Day.
- Your odds of finding a four-leaf clover are about 1 in 10,000.





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

Happy Anniversary FMI Employees



Larry Reyes — 17 years
Gerald Dwayne Phillips— 15 years

Happy Anniversary

February and March Birthdays

Gerald Dwayne Phillips— 2/2
James Duwaldt — 2/5
Kim Runkle—2/11
Dennis Rihn—3/23



FMI Challenge Winners

Answer:

The Letter "M."

Congratulations:

- Helen Cleveland-Oliver - Spectrum
- Jeannie Lahaie - Dr. Fresh
- Dee Murphy - Dot-Line Transportation
- Prem Jain - Spectrum
- Amrita Mahadeo - MechoSystems
- Teri Kearney - MechoSystems
- Joseph Drago - MechoSystems
- Brianna Armstrong - Jacuzzi
- John Pace - CamelBak Products
- Erik Bendiksen - ICAT Logistics
- Biren Gandhi - IPS Corporation



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Rhode Island Truck Tolls Bill Signed into Law

Rhode Island's governor signed into law a controversial measure that will impose tolls on commercial trucks traveling through the state—reportedly the only state with a truck-only tolling system. Under the new "RhodeWorks" plan, 18-wheelers will pay up to \$20 to cross the state on Interstate 95. A single truck will be capped at paying \$40 a day. The tolls will finance a 10-year plan to repair deteriorating bridges in the state; the state has the highest percentage of structurally deficient bridges in the country.

Take the FMI Challenge

Answer the following questions:

1. Two men are in a desert. They're both wearing backpacks. One of the men is dead. The man who is alive, has his pack open. The dead man's pack is closed. What is in their packs?
2. What asks, but never answers?
3. What has rivers with no water, forests, but no trees and cities with no buildings?

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