



Industry Update on all the topics concerning freight logistics, transportation and some fun things too...

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Rates Going Up for US Trucking Market

The rates for driving truckload goes up by single-digit percentages due to strong demands for household goods as the COVID-19 pandemic spreads. In the middle of March, many businesses in the United States were shut down. Due to some businesses closing or restricting their hours, this has set the stage for disruption in capacity and pricing. This puts pressure on truck capacity when states and localities begin lift-



ing restrictions. Also, there is an expected surge in Chinese imports that is still expected to put pressure on truck capacity between April and May. Shippers may notice contract truckload rates start to move up this summer if the spot prices remain high into late spring. The demand for our essen-

tial supplies such as toilet paper, cleaning supplies, and food is not likely to slow. Since states and localities move toward more stringent restrictions on businesses, the COVID-19 pandemic is impacting the supply chain in US trucking market. With this being the current case, we see rates going up, by average inbound rates up 19 cents and outbound rates up 26 cents-per-mile. Whether we continue to see rates going up may be a question of how quickly we have a solution to the COVID-19 pandemic.

COVID-19 Raising Concerns

With businesses shutting down due to the COVID-19 pandemic, the United States is concerned with shipping and delivery of goods. Many closures of schools, bars, restaurants, churches, universities, and some other public places have been extended. New Jersey was the first state to enforce a curfew on non-essential travel between 8 p.m. and 5 a.m. and wants all non-essential retail businesses to close at 8 p.m. These new restrictions can raise delivery problems for companies that receive shipments after normal working hours. This has raised concerns for driver detention at supermarkets and cold storage facilities, due to restrictions on delivery times with drivers. With these new restrictions, delivery times can start complicating the driver's work schedule and impact many businesses. If the closures extend further the shipping and receiving of goods may become more problematic. This is something shippers, and logistics partners need to plan for the uncertainty of times ahead, due to COVID-19 pandemic.

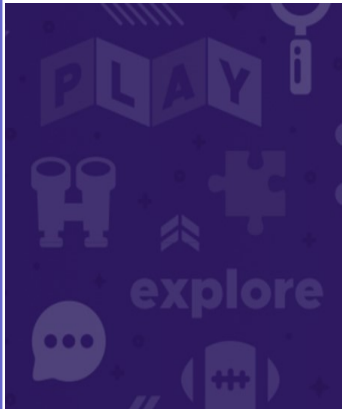
Mission Statement

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



Focus on The Client - Toysmith

PLAY



Starting in 1982, Toysmith has built a strong reputation of trust and excellent customer service within the toy industry. They have a diverse portfolio of premium toys, and gifts of high quality, which are sold nationwide.

Toysmith brands and their products are sold to many places such as toy retailers, museums, education markets, national parks, zoos, attractions, theme parks, aquariums, gift stores, catalogs, and internet retailers.

Toysmith believes that toys are the key to happiness for kids of all ages and abilities. "Play. Delivered." is the guiding principle of Toysmith and they strive every day to turn everyday moments into joyful memories. Their toys are created to encourage everyone to unlock their creativity and imagination. There are over two dozen brands to choose from and their vast portfolio of toys almost seems endless! Toysmith, come play with us!

For more information about Toysmith go to: www.toysmith.com

TO ALL OUR CLIENT CARRIERS

We know how busy you are but wanted to make you aware that we will pay you commission on any shipper leads you know who could use our help. We would do the study and sign up the recommended shipper and you would earn a 25% commission for one year on all such referrals. And we promise not to disturb what you are doing with that client. Call us. Tim Ponder 714-632-1440 Ext-102

TO ALL OUR PRESENT CLIENTS

Just wanted to remind you that we have lots of services that could help you in other fields than we presently do. Here is a current list of our systems and abilities:

1. Preaudit of freight bills
2. Post audit of freight bills
3. TMS system integrated with yours to give instant rates and location of all freight until delivered
4. Payment of freight bills with one check each week
5. GL Coding
6. Structure an inbound vendor program to reduce landed costs
7. Custom reports in any format and detail you might wish

Call us. Bob Walters 714-397-3262 or your Customer Service Rep.

Me, Myself & I— Austin Escobedo

Name - Austin Escobedo
Which department do you work in? - Rates & Contracts
Where did you grow up? - Oceanside, CA
Where do you live currently? - Buena Park, CA
What are your hobbies? - Video games, Basketball, and Cooking
What are your favorite music, artist, and or band? - I have a lot of favorites but currently it is "Summer Walker and Vince Staples"
What is your favorite color? - Blue
Do you have a lucky number? - 4 and 66
What is your favorite animal? - Turtles
What is your favorite food? Lasagna
How did you get into the freight business? - My



professor recommended it to me

Do you have any hidden talents? - I wish, but no
If you describe yourself in one word what would that be? - Weird
If you could meet anyone alive or dead, who would that be? - Kobe Bryant
Do you have any words of wisdom or mantras you live by? - "Scared money don't make no money"
Is there a moment in time you wish you could revisit? Which? - I would revisit my first NBA game
If you could live anywhere in the world where would that be? - The suburbs
What is your favorite ice

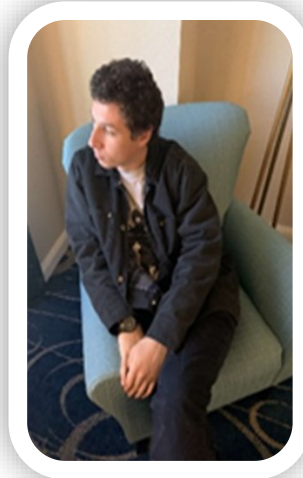
cream flavor? - Chocolate

Do you have any memorable stories? - Going to McDonalds after getting swiped at the casino. Funniest moment of my life.

What is the perfect pizza topping? - Bacon, pepperoni, chicken, ham, jalapeno, red and green peppers, that's it.

Do you know any good jokes? - My friend told me my nose looked like it came off a pterodactyl

If you could retire tomorrow, what would you do? - Get some "buckets" at the nearest basketball court



St. Patrick's Day & Easter Fun Facts



- Did you know that St. Patrick's Day is a Irish national holiday? Yes most businesses are closed.
- Did you know that beer is one of the most consumed beverages on St. Patrick's Day?
- Did you know the meaning of each leaf on four-leaf clover? Faith, Hope, Love, and Luck.
- Did you know that 70% of Easter candy bought is chocolate?
- Did you know that The President of the United States has a special Easter event? It is called "The White House Easter Egg Roll" and has been celebrated since 1878.
- Did you know that Americans consume about 1.5 million marshmallow Peeps for Easter?





If you have any articles you'd like to submit, please contact Jackie Muro.

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Angela Shackford-13 years
Dwayne Phillips-19 years
Victoria Herrera-1 year



FMI Challenge Winners

Answer:

Sponge

Congratulations:

Bill McClennen-Modern Safety Supply
Dee Murphy-Dot Line Transportation
Nhi Do-FMI
Tim Ponder-FMI

March, April, & May Birthdays

Austin Escobedo-3/21
Carmen Meza-4/3
Katie Brown-4/20



Take the FMI Challenge

Answer the following riddle:

When you have me, you want to share me, but if you share me, you do not have me. What am I?

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

Fun Health Tip: "Stop Staring" at your computer. Did you know that staring at a computer screen can strain your eyes. Try the 20-20-20 rule! Optometrists came up with the rule that every 20 minutes of looking at a screen, look at an object at least 20 feet away for at least 20 seconds. Taking these small breaks can reduce the chances of headaches and minimize eye strain. So next time take a break from your computer and look away, your eyes will thank you for it!



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