



Over **51 years** of experience in the **Logistics and Supply Chain industry**

We began a revolution in **Freight Cost Management** and
Freight Audit Services, reducing shipping costs for its
customers.

Year Over Year U.S. Imports are Down

- 2021 Containerized freight imports set a new annual record, rising 15% over 2020, to 32,970,647 TEU
- As freight imports slowed somewhat to end 2021, Panjiva explained that the slowdown aligns U.S. imports back to the long-term trend seen in previous years and could serve as a sign that “some amount of normalcy is returning.”

Source: Logistics Management, January 21, 2022

Topics

- US Imports down
- Focus on the Client: Vista Outdoor
- Farewell to Sheri Santana
- Me, Myself & I Ruben Cepeda
- FMI Anniversaries
- FMI Birthdays
- Newsletter Riddle

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FOCUS ON THE CLIENT

Vista Outdoor is a leading global designer, manufacturer, and marketer of outdoor recreation and shooting sports products. We operate through two reportable segments: Shooting Sports and Outdoor Products. Together, our segments serve the outdoor sports and recreation markets through a diverse portfolio of well-recognized brands that provide consumers with a wide range of performance-driven, high-quality and innovative products. Brands include Remington Ammunition, Bushnell, CamelBak, Bushnell Golf, Foresight Sports, Bell Helmets, Camp Chef, Giro, QuietKat, Federal Ammunition and more. Vista Outdoor products are sold at leading retailers and distributors across North America and worldwide.

On September 10, 2021, Vista Outdoor announced a definitive agreement to acquire San Diego-based Foresight Sports, a leading designer and manufacturer of golf performance analysis, entertainment, and game enhancement technologies, for \$474 million in cash and available credit from the Company's revolving credit facility.

Chris Metz, Chief Executive Officer was quoted saying "During the second quarter, each of our segments grew creating a new high-water mark for quarterly sales which rose 35% on top of a record second quarter last year and marked our fifth consecutive quarter of record financial performance. We've also completed a total of six acquisitions in 14 months, reflecting the strength of our acquisition pipeline and internal deal execution capabilities."

Source: PR Newswire, Nov 2, 2021

Integration with your 3PL is key for accuracy of audit and reporting.

FMI has worked with many shippers through the years of our service. We will be providing spotlights on clients and projects that had a successful outcome in bringing efficiency and/or savings to their supply chain.





WHO WE ARE

Most Importantly

FMI is not carrier-owned.

Because of our long-standing independence, we're unsurpassed in our ability to develop fresh game plans to adapt rapidly to changes that could impact your business. Being quick on our feet is one of the most potent skills we possess to keep your company ahead of the competition – and, of course, save you money.

Who comes first?

Customer satisfaction. Our #1 source of new business.

With many of our partnerships more than 10 years old, long-term relationships are at the heart of our service philosophy. We service a wide array of well-known clients. And, although we're not limited to working with any particular carriers, we also have long standing relationships with all well-known carrier companies.

Technology

A focus on IT innovation

A large percentage of FMI's expenditure goes toward the development of new software and tools that enhance our logistics services and maximize freight program effectiveness. With feedback from customers and carriers alike, our dedicated Information Technology department continuously improves and delivers innovative logistics solutions for you.

Support

Customized Support

Additionally, our clients receive personalized and confidential website access with a number of online services and benefits, including the ability to rate freight shipments before they leave the dock.

Our best-in-class management and logistics solutions deliver ease and efficiency to your supply chain.



OUR PEOPLE

Ruben Cepeda



Me, Myself & I

Get to know some of our featured team members

- Which department do you work in? IT
- Where did you grow up? Monterrey
- Where do you currently live? Yorba Linda
- What are your hobbies? Hiking
- What are your favorite music artists and or band? ABBA
- Do you have a lucky number? 17
- What is your favorite color? Blue
- What is your favorite animal? Dog
- What is your favorite food? Mediterranean
- How did you get into the freight business? Interviewed for a computer programming opening at a trucking company.
- If you could describe yourself in one word what would that be? Human
- Do you have any words of wisdom or mantras you live by? Take a deep breath.
- Is there a moment in time you wish you could revisit it? One day I was talking to a friend when I heard familiar sounds of accelerating short steps about 6 feet behind me. I turned around and saw a man with a cane as he was falling to the floor. I wish I could relive that moment and react quicker to break his fall.
- If you could live anywhere in the world where would that be? Bordeaux, France
- What is your favorite ice cream flavor? Pistachio
- Do you have any memorable stories? I worked at Disneyland for 5 years and have lots of fun/crazy memories from there
- What is the perfect pizza topping? Mushrooms
- Who is your hero? Miguel de Cervantes
- If you could retire tomorrow what would you do? Move to France

ANNIVERSARIES:

- Aimee Cordova - 10/2016
- Kim Ferguson - 10/2002
- Austin Escobedo - 8/2019
- Carmen Meza - 12/2019
- Nikolai Anderson - 9/2015

ANNIVERSARIES:

- David Shibata - 12/2021
- Mark Martinez - 12/2021
- Hannah Swift - 6/2021
- Emily Swift - 1/2022

BIRTHDAYS:

- Bob Walters - 10/17
- Eric Doppert - 10/8
- Nikolai Anderson - 11/23
- Angela Shackford - 12/4
- Heidi Calamusa - 12/31

Answer the following riddle:

If you have me, you want to share me. If you share me, you don't have me. What am I?

Fax or email answers and address to 714-632-7221 or frontoffice@freightmgmt.com to collect your prize.

Thank you for playing!