

MMV EXPRESS

MINI-NEWSLETTER — OCTOBER 23, 2020

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MMV Express, Inc.
Contract Service Provider

Safety- observe all traffic laws, drive in a safe manner, and on the highway stay in the right lane and under 70 MPH.

Accuracy – the right pack to the right address – all pickups within windows

Efficiency – organize your truck! Setup route to minimize travel distance and average 20 stops per hour or more

Important Phone Numbers

CPC 855-850-9191
FedEx Terminal 321-639-9048



FROM THE TERMINAL

Got a call from Chris Geeting the other day. A general comment and observation not directed at any driver or contractor. Line-Haul is complaining that drivers are speeding through the parking lot, pulling in front of them as they backup and drivers are on cell phones.

Just to be clear. The speed limit in the yard is 10 MPH, a slow jog. No electronic devices while operating a truck. Always give line-haul the right of way, especially when they are backing up and vulnerable. I don't want to be the contractor that gets drivers sighted for bad behavior, please!

PEAK PLANNING 2020

We are heading into the peak season 2020. Last year we reached a high of 15,100 stops in a week and 3,000 on single day. This past May we reached 15,500 and 3,100 for a day. We've been averaging around 15,000 stops per week since! Generally, FedEx figures a 50% increase over the average, we plan on 70%. That would mean 22,000 to 24,000 stops per week! It would also mean running 31-35 routes compared to around 22 routes on Thursday/Friday. We're planning on 36 routes so we'll have the drivers, trucks, scanners and I pads to run this size operation for the brief week or two that may require it. Just FYI as you see new drivers, trucks and lots of rental trucks.

NEW HIRES & HR CHANGES

We continue recruiting and you see many new faces, hopefully staying but some also leaving quickly. This week Christian Vaccaro-Gall and Manuel Martinez Home started. We have an additional 12 drivers in que in various stages ready to start or waiting on driving tests or other clearances. We

continue to recruit and keep the driver pipeline fairly full. If we can't use them the we send them to other contractors that are in need. One big happy family! Please remember that I will begin **paying \$100** for a driver referred by an existing driver once they make it past 90 days. So please keep the good people coming!

NEW TRUCKS

A new GMC 18' pass-through has just arrived and is waiting on FedEx approval! A new 26' box truck will be next week along with 2 new Ford P1000's. We're still waiting on another P1000, P1200 and the other 5 trucks this winter and spring.

MANAGERS AND LINES OF AUTHORITY

As everyone knows Mike Peters is our senior operations manager who runs daily operations. George O'Halloran is our operations manager and in the absence of Mike runs the operations and is a main point of contact for drivers when he is working. Lexi Mashevsky is an operations manager and a point of contact for drivers as directed. She will run operations in the absence of Mike and George. Just to be clear, they have my full confidence and authority. If they ask you to do something its like I'm asking you. If you disrespect and/or ignore their direction or authority you are effectively disrespecting me and my authority. I have told everyone during the interview process this company is run as on servant leader principles: respect, patience, honesty, commitment, appreciation, and encouragement. This is what you should feel and this what you should give to your management team.

SPENDING HABITS

I was talking with a driver who asked me how to pay down 15,000 of debt. I said develop a plan, 3 years 5,000 per year \$100 per week. They said, I don't have an extra \$100 per week as they stood there with 2 bottles of soda from the vending machine. I personally carry a cooler with me filled with soda and water, which I pay \$12 for the soda and \$4 for 40 waters at Sam's club. I hate paying a \$1 plus for a bottle of water. I generally carry my own sandwich for health and financial reasons.

If you find yourself in a similar situation to this driver stop and evaluate your spending habits. \$10 per day doesn't seem like much but its \$50-60 per week times 52 weeks \$2,600-3,000 per year. You feel like your treating yourself for a \$5 coffee or lunch but it adds up quickly and you all work too hard for your money to spend it so loosely. If you'd like to discuss how to save more money just stop and talk with me to find other ways and develop a plan.

MEAL SCHEDULE FOR OCTOBER!

We've been planning on providing breakfast but Mike beat us to it last Saturday. Today, Tasha is bringing in Dunkin Donuts! We'll bring in breakfast again on Sunday. Here is the schedule for October

Date	Entree	Drinks
10/24/2020	McDonalds/Dunkin Donuts - Sandwiches	Orange Juice
10/25/2020	McDonalds/Dunkin Donuts- Sandwiches	Orange Juice
11/06/2020	Donuts	Orange Juice
11/07/2020	Donuts	Orange Juice
11/13/2020	Dunkin Donuts - Sandwiches	Orange Juice
11/13/2020	Dunkin Donuts- Sandwiches	Orange Juice

SUMMER HEAT – STAY HYDRATED

The summer heat is upon us with feels like temperatures of 110 degrees. Drink plenty of water!!! If your cramping its already too late. Hydrate before, during and after work. Not to be too graphic but if your urine looks like water your good! Anything darker you need more water.