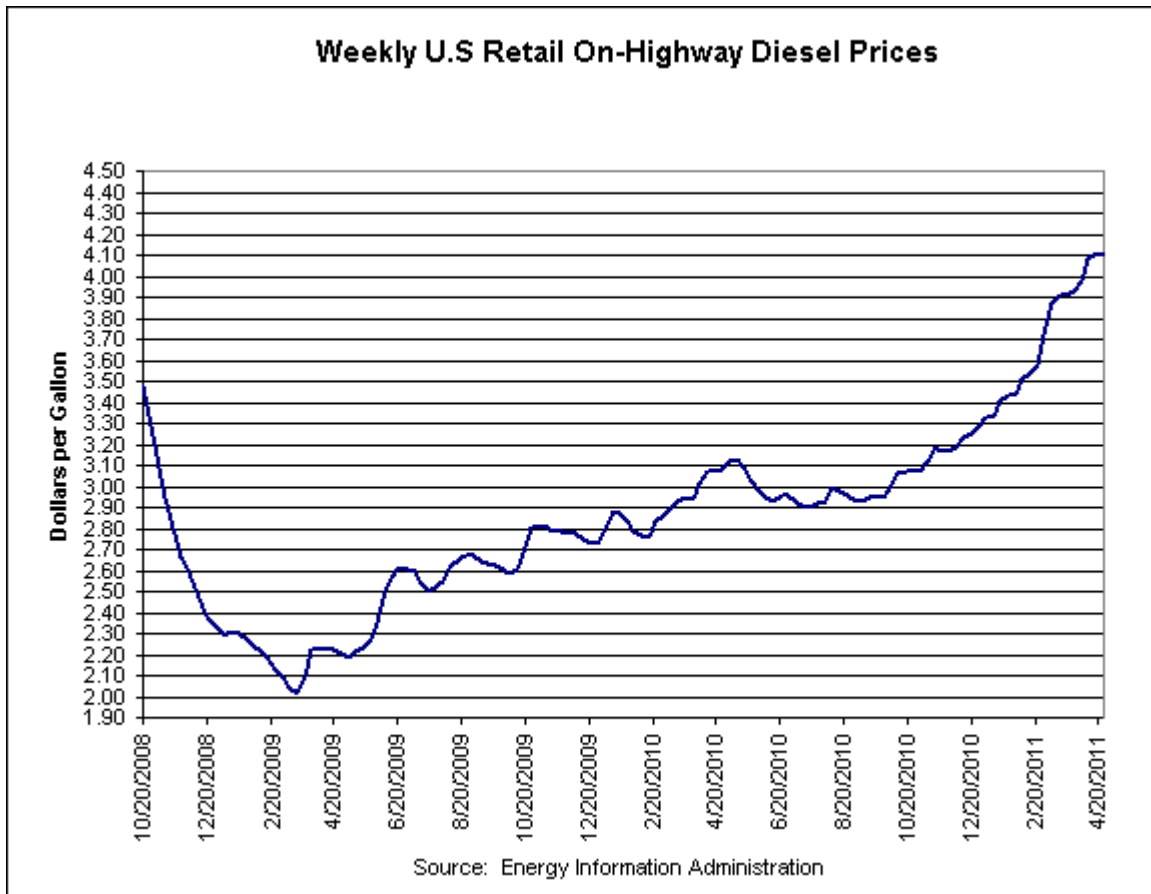


## Skyrocketing Fuel Costs



**Please see Message from Rich Clair (Page 2) on how you can help reduce MCA's fuel costs.**

**You Can Make a Difference.**

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# MESSAGE FROM RICH CLAIR

Dear Colleagues,

As I sit to write this edition's letter, the price of oil has gone over \$110 per barrel and delivery contracts for July 1, 2011 delivery are over \$114 per barrel. We are already seeing truck stop prices for diesel over \$4.00 per gallon. We haven't seen prices at these levels since July of 2008. At these levels, I thought it was time to dust off a subject on which I have written to you before, how driving habits can affect our Company's costs.



As part of the bids that we provide for our USPS contracts, MCA must forecast an estimate of the number of gallons of fuel that we will consume for a year's operation. This number, referred to as our "allocation", is then provided by the USPS either in bulk fuel delivered to our Terminals, or through the Voyager fuel card program. Currently, our allocation is just over 14 million gallons. The good news is that this program eliminates MCA's exposure to changes in fuel prices; the bad news is that we have to pay 100% of the cost of every gallon we burn over our allocation. We refer to this as our "excess gallon" expense and we are currently burning nearly 350,000 gallons *more* than the number of gallons that are in our allocation. At \$4.00 per gallon, this is \$1,400,000 of expense that we should not have to bear.

Our excess gallon expense needs to be reduced and most of the tools to reduce this cost are in the hands of our drivers. Consider the following:

- **Tire Pressure:** Driving our trucks with tires that are as little 10 p.s.i. less than the 100 p.s.i. we require can decrease fuel economy by up to 4%. Four percent of our USPS allocation of fuel is over 500,000 gallons.
- **Engine Idling:** At idle, our trucks will burn over 1.5 gallons an hour. If we can eliminate only ten minutes of engine idle time on every trip that we operate while performing pre-trips, waiting at postal facilities, etc., we could reduce fuel use by over 32,000 gallons, nearly 10% of our excess consumption.
- **Cruise Control:** Using cruise control at highway speeds can reduce fuel consumption by as much as 6%.
- **Progressive Shifting and Separation Distance:** These behaviors have benefits beyond fuel conservation. Progressive shifting reduces lugging and can cause deterioration of drivetrain components as well as improve fuel economy. And, maintaining a safe distance from the vehicle in front of you smooths acceleration and sips fuel, as well as being one of the safest driving habits one can use.

So, be aware of the financial affect that professional driving practices can have on our Company's fuel expense. Consider: If we eliminate all of our excess fuel expense, we could purchase 15 new trucks!

Best, Safe Regards,

A handwritten signature in black ink, appearing to read "Rich Clair". The signature is stylized and cursive.



# USPS NEWS

## Desire for Real-Time Information Driving USPS GPS Requirement

By Robin Garrett, Contracts Manager

Last year, the USPS presented suppliers with a new contractual requirement – GPS tracking. Nationwide, the initial group involved just under one thousand contracts and approximately three hundred suppliers with the new GPS tracking requirement.

What is the purpose of the GPS tracking requirement? Essentially, to bring the USPS current with competitors UPS and FedEx. The GPS system gives the USPS better visibility of the movement of mail and enables them to see where loads are in transit. The data transmitted allows the USPS to plan better in the event a trip is delayed and will help prevent lost loads in transit. Every 30 minutes the following data is transmitted to the USPS:

- Supplier Name
- Activity (arrival, departure, en-route)
- Date and time
- Location (latitude/longitude)
- Contract and trip
- Origin and destination facility



The types of contracts initially being tracked are inter-cluster contracts, STC contracts, inter-NDC contracts, and MTESS contracts. The USPS also included most 2010 Peak Season contracts with the GPS requirement. MCA has 45 regular contracts in the GPS program, but we expect the USPS to expand the GPS requirement to all highway contracts nationwide in the future.

The system MCA chose is from a GPS technology company called The Descartes System Group. We reviewed a number of vendors and systems before deciding upon Descartes for its user-friendliness, ease of implementation, technical support and cost. This was a very large project for MCA that had to be implemented very quickly, as the USPS gave suppliers a deadline of only November 12, 2010, to be live and transmitting data. Due to the efforts of the Operations Team and our dedicated professional drivers, we met the deadline. In fact, we have been told that MCA was in the top tier of suppliers who met the deadline with data transmitted as requested. Everyone involved in the project and its implementation is to be commended for their efforts, especially in the midst of preparing for peak season. MCA definitely stood out as a top and reliable supplier in its timely implementation of this new requirement.

As we enter a new decade, we can expect more technological advances and changes with the USPS. Postmaster General Patrick Donahoe said in a speech in December, “The challenges we face as an organization require that we do many things differently in the coming years and that we drive change at a faster pace than we ever have. We must break down structural challenges to change and empower our executives, managers and employees to achieve at a higher level.”

To be a long-term successful supplier, MCA must continue to step up and embrace change with our customers.

# A MESSAGE FROM THE SAFETY CORNER

By Bruce Wrinkle, Director of Safety



## MCA, NSC-PROFESSIONAL TRUCK DRIVER, CSA & YOU!!!

### Professional Truck Driver Training – Choose Your Route!

For more than 20 years, the NSC Professional Truck Driver program has been the most comprehensive training of its type, giving professional truck drivers defensive driving techniques that help them avoid collisions, injuries and violations and teach personal responsibility for their driving decisions.



The programs for professional truck drivers are easy to access and complete online. Based on the classroom course Defensive Driving, this newly-revised online program is the most up-to-date Internet defensive driving curriculum available. The user-friendly program uses full-motion video, narration and interactive screens to teach proven defensive driving techniques.

This course has been instrumental in the reduction of collisions, injuries and violations for years. Drivers participating in the course will not only gain valuable insight in safe driving, but many personal auto insurance providers offer premium reductions for the completion of the course.

*ATL Driver, William Beckman, Jr. completed the National Safety Council-PTD online. He then turned in his certificate of completion and was able to receive 10% off his personal automobile insurance.*

Our goal is to create a safer working environment and improve our DOT compliance, both for the drivers' and company's benefit. Watch for more information about NSC training opportunities in the future!

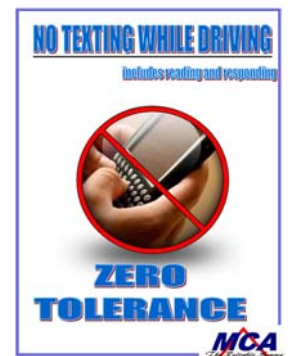
### Compliance Safety Accountability-CSA

The Federal Motor Carrier Safety Administration (FMCSA) has implemented the new CSA program. CSA replaces the old SafeStat program and the methodology used to determine which motor carriers have deficiencies in their safety programs.

Carriers and drivers are measured in seven BASICS: Driver Fitness, Unsafe Driving, Fatigued Driving, Controlled Substances/Alcohol, Crash Indicator, Vehicle Maintenance and Improper Loading/Cargo Securement.

**1. Driver Fitness-Data Sources:** (1) Roadside inspection violations for failure to have a valid commercial driver's license. (2) Crash reports citing a lack of experience or medical reason as a cause or contributing factor. (3) Compliance review violations for failure to maintain proper driver qualification files or use of unqualified drivers.

**2. Unsafe Driving-Data Sources:** (1) Driver traffic violations and convictions for speeding, reckless driving, improper lane change, inattention, & other unsafe driving behavior .



# SAFETY CORNER (CONT'D)

**3. Fatigued Driving- Data Sources:** (1) Hours-of-service violations (2) Crash reports with driver fatigue cited as a contributing factor.

**4. Controlled Substances/Alcohol- Data Sources:** (1) Roadside inspection violations involving controlled substances or alcohol (2) Crash reports citing driver impairment or intoxication as a cause (3) Positive controlled substances or alcohol test results on drivers.

**5. Crash Indicator-Data Sources:** (1) Law enforcement crash reports (2) Crashes reported by the carrier that are discovered during on-site investigations.

**6. Vehicle Maintenance- Data Sources:** (1) Roadside inspection violation for brakes, lights, and other mechanical defects (2) Crash reports citing a mechanical failure as a contributing factor (3) Compliance review violations associated with pre-trip inspections, maintenance records, and repair records.

**7. Improper Loading/Cargo Securement- Data Sources:** (1) Roadside inspection violations pertaining to load securement, cargo retention, and hazardous material handling (2) Crash reports citing shifting loads or spilled/dropped cargo as a cause or contributing factor.

## Hours of Service (Logs)

**Driver's Daily Log:** With the implementation of CSA, your daily log will come under more scrutiny than in the past.

**What can a driver do to lessen his/her exposure to CSA points when encountering a roadside inspection?**

All it takes to be prepared for these inspections is a little attention to detail. Some of the following preparation, which includes your log book, will definitely lessen the exposure.

(1) **Perform a good pre-trip inspection**, paying special attention to obvious defects (flat tires, lights that are not working, headlights and rear lights are out of service violations, audible air leaks, etc.).

(2) **Check the permit book** for periodic inspection, permits and insurance card before each trip.

(3) **Check your credentials** (driver license, medical card in possession).

(4) **Bring your log book current** to the last change of duty status before you start and at each stop, plus be sure you have your prior 7 days.

(5) **Operate with good driving habits.** Avoid negative driving habits such as: following too close, erratic lane changes, fail to obey signs, speed, etc., many inspections are triggered by negative driving behavior.

(6) **Be professional during the inspection.**

As a professional driver, take advantage of resources which are available to you! Hours of Service, Defensive Driving (Smith System and/or National Safety Council) and CSA training. The combination of these resources will aid you in reducing your CSA score and MCA's scorecard.

Information obtained from National Safety Council website and the FMCSA website.

**CSA HOTLINE: 1-800-294-7743 Ext. 11245**

**Email: [CSA@mcalogistics.com](mailto:CSA@mcalogistics.com)**

## 2011 MILESTONES

**THE FOLLOWING EMPLOYEES HAVE REACHED 5 OR MORE YEARS OF SERVICE WITH MCA.**

### JANUARY 2011 — MARCH 2011

#### 5 YEARS

RICARDO AGUILAR	DAL
RUSSELL BRIGHTMAN	JAX
RANDY BURT	ATL
WILLIAM CREECH	GSO
VICTOR CUOMO	DSM
DUANE MILLER	HBG
DONALD MOSLEY	DAL
JAMES RUPERT JR	GSO
CLAIR SPICHER	HBG

#### 6 YEARS

CHARLES ADAMS	CIN
WILLIE BURKS	KSC
STEPHEN COLEMAN	DAL
VIRGIL CRAWFORD	ATL
MITKO DRAGNEV	GSO
JAMES LIVENGOOD	GSO
CHRISTOPHER MASSEY SR	GSO
WILLIAM RIVERS	JAX
MARK SPEARS	LIT
KEVIN STOUT	KSC

#### 7 YEARS

ALBERT AMAN	JAX
HAROLD BREEDLOVE	DAL
DANIEL BRIDWELL	GSO
GEORGE DIX	GSO
LLOYD DUBOSE	GSO
CLAY GILES	ATL
CARL GRAVES	HBG
TONY GUNTER	GSO
BRIAN JOHNS	JAX
LYDLE MCCLAIN	WMP
MARVIN OVERTON	JAX
EDDIE PHILLIPS	KSC
JOHN RICH	GSO
RICHARD ROESKE	DSM
LEONARD SLAUGHTER	CIN
WILLIAM THOMPSON	DAL

#### 8 YEARS

ROBERT ALLDREAD	JAX
ANDREY BELIKOV	ATL
LOREN CAUDILL	DSM
MARK ESING	JAX
GENE GRAESSER	ATL
THOMAS HICKS	JAX
FRANK OSTRANDER	KSC
MARK RUEL	JAX
JOHNNY WALLING JR	WMP
JOE WHITE	DAL
ASHER WUNDERL	LIT

#### 9 YEARS

WILLIAM DOLAN	KSC
TIMOTHY HARRIS	ATL
WADE JONES	ATL
DWAIN PETERSON	JAX
JOHN RIDGE	WMP
RONALD SMITH	CIN
TIMOTHY THOMPSON	ATL

#### 10 YEARS

LONNIE BEAUCHAMP	LOU
GREGORY CUCKLER	GSO
JAMES FERGUSON	ATL
DAVID HAYBERGER	HBG
BRUCE WHITE	JAX

#### 11 YEARS

RAYMOND BRYSON	GSO
JIMMY CONNER	GSO
DARIUS COOK JR	JAX
JAMES GLAUSER	KSC
RICK HAMLET	GSO
DANIEL LYON	DSM

#### 12 YEARS

LARRY CHAMBLISS	GSO
RUBEN COOK	JAX
DAVID ELDRIDGE	CIN
ROGER ETHRIDGE	KSC
MICHAEL NICHOLS	GSO
TIMOTHY PIERCE	ATL
CHARLIE WILLIAMS	ATL

#### 13 YEARS

ERNEST ADAMS	STL
CHESTEEN ALVEY	LOU
ROBERT GRAY	DSM
HORACE LEWIS	GSO
LOUIS MOORE	GSO
GILLIE O'NEAL JR	CIN
GARY STAYROOK	JAX
DENNIS WELCH	GSO

#### 14 YEARS

FORREST CONN	GSO
THOMAS DOWLING	ATL
DAVID LOVVORN	KSC

#### 15 YEARS

MARK COMBS	DSM
PHILIP MCKEEHAN	HBG
JOSEPH SCOTT	HBG
DAVID TUCKER	ATL

#### 16 YEARS

WILLIAM HAWES	GSO
ALBERT POE	GSO

#### 17 YEARS

CARL CROW	KSC
CHRIS DALSGING	KSC
JAMES O'BLENESS	KSC

#### 18 YEARS

RUSSELL LEVERKNIGHT SR	KSC
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#### 19 YEARS

ROBERT STEWART	GSO
JAMES TODD	GSO

#### 20 YEARS

JAMES HOLT	GSO
DONNA THOMAS	LIT

#### 21 YEARS

DAVID HILL	KSC
ALFRED WARREN	WMP

#### 22 YEARS

JAMES DUNCAN	KSC
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#### 23 YEARS

ALBREY HOWARD	GSO
JACK LINNEN	JAX
MARK SILBERMAN	JAX

#### 24 YEARS

HENRY BROWN	GSO
BRIAN DEBOUGH	LCN
RICHARD GRAHAM JR	ATL

#### 25 YEARS

SILVAN MYERS	HBG
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#### 26 YEARS

GEORGE BOLTE	ATL
GEORGE STRATMAN	CIN

#### 27 YEARS

JAMES CULBERTSON	GSO
LEE ELDER	ATL
JOHN ERICKSON	DSM
DANNY MOCK	JAX

#### 28 YEARS

STEPHEN ZUPANCIC	LOU
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#### 30 YEARS

CHARLES JONES	DSM
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#### 31 YEARS

MILAN KRUSE	SFL
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#### 34 YEARS

KIMBALL PARR	LOU
DAVID SPICZKA	SFL

### MILLION MILE CLUB

The Million Mile Club recognizes drivers who accomplish 1,000,000 safe driving miles with the Company. For achieving this award, each driver receives 40,000 points and a 1,000,000 mile safe driving patch.

**Congratulations to these newest members for this outstanding achievement!!!!**

**1 Million Miles  
Robert Peterson—Omaha**

# ABOVE AND BEYOND



**Project Manager, Doug Johnson with Driver, Dan Wilson.**

## Safe Workplace Awards Update: April 13, 2011

Congratulations again to team Denton! You may remember they were last mentioned in our January 2011 newsletter where they achieved 500 safe workplace days without a lost-time injury in 2010. Team Denton has now reached a higher goal and has achieved 750 Day recognition! The dedication and commitment shown toward a better safe workplace environment is well demonstrated through this outstanding accomplishment. In honor of meeting this goal, each Denton employee became a member of MCA's 750 Club and received a specialized white enamel 750 Day MCA logo pin for their achievement. Each employee also received a Risk Management Certificate of Excellence. Job well done, Denton!

Thanks to the quick thinking of **GSO Driver, William Slate**, quite a bit of fuel was saved while selflessly using his own jacket to plug a fuel leak caused by road debris.

His quick action and willingness to sacrifice his personal jacket showed his concern for the well being of the public, the environment and MCA. This is a true example of going above and beyond regular duty and speaks volumes of his professionalism.

He is pictured with **GSO Terminal Manager, Keith Close**, receiving a new MCA jacket.



**ATL Driver, Earnest Thornton**, and his wife, Pamela came to Little Rock in February to watch their son, Montreal, play college basketball for the UALR Trojans. While in Little Rock, they were able to stop by and visit with home office employees.



**Make Extra Money All Year Round!!  
\$\$ Referral Bonus Dollars \$\$**

**First quarter of 2011, 39 MCA employees received referral bonuses totaling \$5,500!**

**Contact your terminal supervisor for details.  
You can earn \$150 at your referral's 90-day anniversary, and \$100 at your referral's one-year anniversary.**

**Refer a qualified applicant and earn up to \$250!!!!**

## In Memory of Friends We've Recently Lost

**Melvin Kuehnhold—Omaha**

**Warren Nichols—Dallas**

## GET THE MESSAGE?

Email [mca.ideas@mcalogistics.com](mailto:mca.ideas@mcalogistics.com) and answer the following three questions, along with your name and employee ID. If you answer all three correctly, you will be entered into a drawing to receive an MCA knit shirt. Deadline to enter is 5/31/11. You may also mail them to the home office. Winners will be announced in the next newsletter.

1. Who is the new Postmaster General?
2. What are two of the six things listed a driver can do to lessen his/her exposure to CSA points when encountering a roadside inspection?
3. How many “excess gallons” are we burning over our USPS allocation?

**Yes, They Got the Message!!!**

**Congratulations to the following employees, who won an MCA knit shirt by entering last quarter’s newsletter drawing:**

<b>George Bolte—Atlanta</b>	<b>Wayne Rosing—Des Moines</b>
<b>Danny Bradley—Atlanta</b>	<b>Bruce Geminden—Greensboro</b>
<b>Bob Milne—Atlanta</b>	<b>Joe Tinsley—Greensboro</b>
<b>David Wilson—Atlanta</b>	<b>Tom Cummings—Jacksonville</b>
<b>Robert Brown—Dallas</b>	<b>Dennis Crowley—West Memphis</b>