



# MMI MATTERS



**NOTE: THIS IS A  
LOW-RESOLUTION  
SCREEN SHOT  
- PROOF-**

Volume 3  
Issue 2

Matters

Material Management International, Inc DECEMBER 2008

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### MMI MATTERS

*Talking with John McKenna, CTB  
President, MMI, Inc*



#### The New Business Norms *- working within change*

The country has responded to the call for change. As we approach the start of a new administration, there is excitement and enthusiasm about the possibilities. The vigor of a new approach, however, does not diminish the complexity or difficulty of the challenges ahead.

Our country faces a difficult, up-hill battle, to regain our momentum and maintain our stature and structure. And smack in the middle of it all are those who ship goods to market and those who deliver them.

We are affected by every nuance of the domino effects of our economic seesaw. We are all adjusting to the new realities of a credit crunch, security concerns and the difficulty of simply staying afloat.

For all you have faced in the past on your plate, there will be even more now. Those who insure accounts receivables are

See **MMI MATTERS** page 2

## An MMI installation: Child Care Center For



“Google is not a conventional company. We do not intend to become one.” That’s the stated philosophy of Larry Page and Sergey Brin, Google founders. One look at the corporate headquarters and you understand how Google management live their mission.

Google employees are treated to free breakfast, free lunch, free dry cleaning, free car wash. And at their locations in Southern and Northern California, they now have free child care.

The child-size maple furniture in the mirror-image centers was manufactured by Community Playthings of Chester, New York. It was all moved to the Google locations by MMI. Our installation teams then put together all of the furniture and equipment on site. When our team left, everything was fully installed, ready for children to use.

The Northern California site houses 540 Google employees. At the Southern California location, 375 people are employed.

Google was chosen by *Fortune* magazine as one of the hundred best companies to work for in 2008.



# WHY THEY PREFER MMI

## MMI MATTERS

is a quarterly publication  
for the  
clients, carriers and friends of



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Association



New Jersey Small  
Business Federation



Somerset County  
Business Partnership



New Jersey State  
Chamber of Commerce



Air Force Association

### Perfect Score Report Card

For the last year, MMI has been transporting file shipments for the Department of Homeland Security. Files have been moved from Laguna Niguel, CA. to Harrisonburg, VA and Lee's Summit, MO. MMI has just received our score for the job.

Coordination of this project is handled internally by Bob McKenna, Senior Logistics Manager. It's a touchy assignment with lots of security issues so it was handed to one of our most senior and trusted colleagues.

MMI just received a perfect score card rating from the Department of Homeland Security for our services. We were rated for on-time delivery during the length of the contract, quality control and customer service.

As you can imagine, a perfect score is not easily received from anyone - let alone the top security agency for the entire United States.

We are extremely proud of having received such recognition from the U.S. government. Kudos to Bobby, who earned that perfect score every single day of the last year, through his careful attention. He warded off evil, predicted potential threats, took preventive action repeatedly, to see that the files were flawlessly handled. Good job, Bob.

MMI is now handling file shipments out of the Federal Building in New York City for the Department of Homeland Security. This new year-long contract has us delivering the files to the Federal Records Center in Lee's Summit, MO.

2008 has been a banner year for MMI. Our work has expanded significantly while our customer service ratings have remained high. Sincere thanks to everyone on the MMI team for winning us the kinds of respect and admiration that we hear from our clients - civilian, government and military.

We look forward to providing professional service and skill for your cargo transport in 2009.



*Brian Hoffman is Sales Manager for Material Management International, Inc.  
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*John McKenna MMI MATTERS continued from page 1*

tightening their requirements. They are taking less chance. Carriers are looking more closely at those to whom they provide services. They want to be sure they are dependable and that the bill will be paid.

So I thought you might want to know where MMI is in all this turmoil. After weathering the volatility of this business for more than twenty years, MMI remains financially solid. Our strategies are working. This has been a banner year for us and 2009 is already heavily booked as well.

We have been located here in North Jersey for the entire life of our company. Our roots are here. We are supporters of major organizations in shipping, in your business and in the local community. Our name is known and respected. Our biggest asset is the seasoned veterans who deliver for you each day. Our Sales Manager Brian Hoffman will soon begin his fifth year with us. Bruce Michelson has been with us for 20 years; Bob McKenna for 15 years and David Wilensky for 8 years. Office Manager Toni Natale is a 6 year veteran. Even our marketing consultant has been with us for nearly a decade.

What this means is that we know the ropes. We've been through every business cycle and learned how to weather it and stay out there, fronting for our customers and making it happen, no matter what. You have depended on us and we have come through for you, over and over. We will continue to do so.

As for the change facing our country, we all have to accept the new economy and learn to live within the new boundaries. That's how we remain strong and prosper. Find your company's path within the change. And when that path involves shipping, installations or logistics strategies, call on MMI. We'll be right here, ready to help.

Best wishes for a prosperous, safe and peaceful new year. *John McKenna, President MMI*

MWR FOR  
US ARMY GARRISON  
**Vicenza, Italy**



Recreation is an important factor on Army bases throughout the world. In addition to giving troops release from stress, the exercise provided is mission-specific.

MMI recently aided this cause by transporting and installing all the furniture and equipment for the new Arena Entertainment Center at The Ederle Lanes & Club V on the Army Base in Vicenza, Italy. The two-story building houses 16 bowling lanes and

a pro shop. In addition, it has Lion's Den Lounge & Sports Bar, Video Arcades & Slots. The complex also has a large party room and smaller conference rooms.

The MMI installation team received high marks from Army officials for their efficiency and work ethics.

MMI is slated to transport and install all furnishings for the Ederle Inn nearby. This 54 room project will begin in spring of 2009.



Introducing!  
Installation Specialists



Providing Turn-key  
Domestic and International  
Installations

- *Military* • *Government*
- *Institutions* • *Lodging*
- *Child Care Centers* • *Schools*
- *Dormitories* • *Recreation Facilities*

**WORLDWIDE NETWORK OF  
DEPENDABLE  
INSTALLATION TEAMS**

Material Management International introduces our new affiliate specializing in installations of cargo delivered by MMI. USA Installations (USAI) is a woman-owned company based in Lady Lake, Florida. President of the firm is Jane McKenna, who has been



affiliated with MMI since its inception in 1989. She has created a reputation for meticulous attention to detail that is being focused now on the installation teams and their responsive operation.

USAI has teams of installers throughout the world, ready to handle installations for corporations, schools, government agencies and the military. Installers are trained and supervised by USAI personnel. They are experienced and dependable.

Through its affiliation with USAI, MMI continues to expand its broad scope of transportation and logistics services. Threshold deliveries can be made, anywhere in the world. We then work with USAI to create a total turn-key operation with furniture and equipment in place, ready to use.

Details: [WWW.usainstallations.com](http://WWW.usainstallations.com)



## Army Cuts Ribbon at Largest Child Care Center

It was quite a celebration when the Department of Defense officially opened their largest child care facility in the world. The event took place at Fort Myer in Northern Virginia, near the Pentagon. Without official recognition, MMI was an important part of the whole process, behind the scenes.

Garrison Commander Colonel Laura J. Richardson introduced the facility at the ribbon cutting. It is 50,000 square feet with three wings, 28 rooms, three playgrounds and a multi-purpose room. The center has space for 438 children.

MMI had the contract for transporting all of the furniture and equipment for the Center and installing it onsite. The pieces were manufactured by Community Playthings in Chester, New York and moved to the site in boxes. Once at Fort Myer, each child-size component was put together by hand, by a member of the MMI installation crew. Installation follows strict standards set by the manufacturer for safety and security.

At the ribbon cutting ceremony, General Richard A. Cody, Army vice chief of staff, stated, "I came here to say thank you to everyone who has made possible this tangible symbol of our commitment, not just to our soldiers, but to our soldiers' families."

*"... I've never completely possible with a complete Thank you for you did to make so smooth"*



# MMI - Transporting and Installing at Child Development Centers Throughout the World

*I had such a  
positive experience  
with the contractor.  
They got everything  
done and made things go  
so smoothly."*

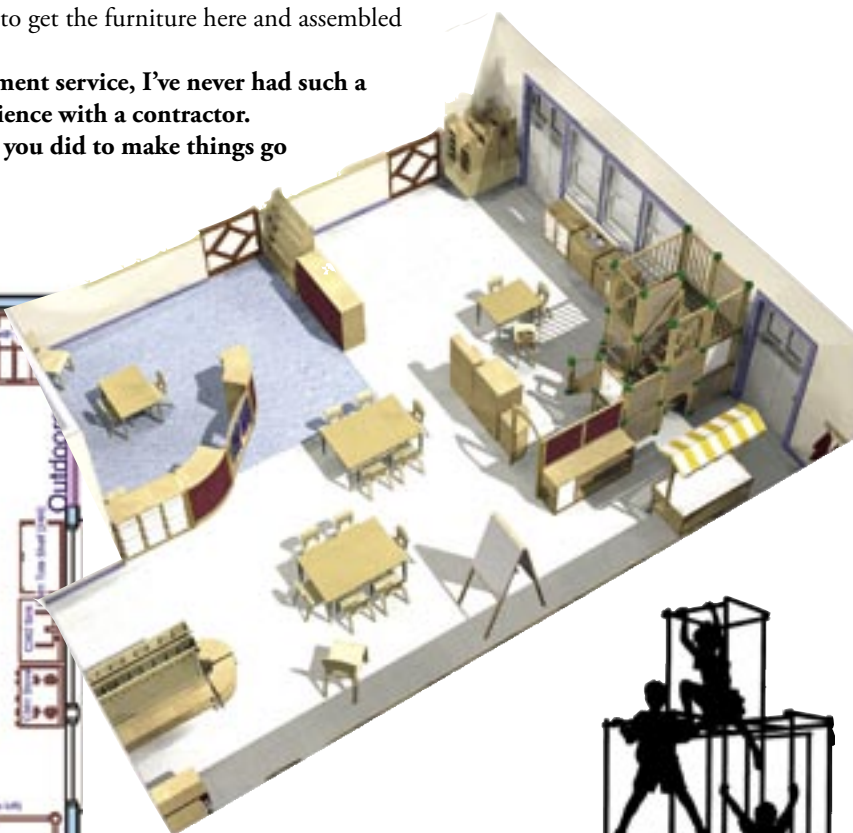
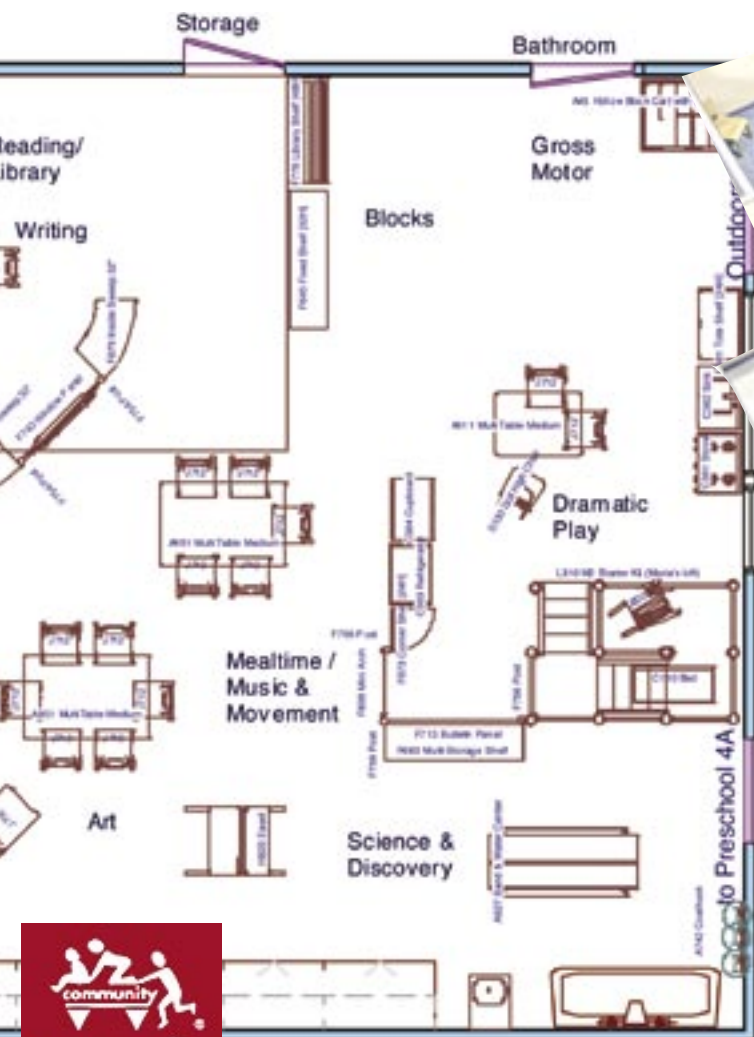
Throughout the world, Child Development Centers are being created for the US Army Family and Morale, Welfare and Recreation Command (FMWRC). MMI is scheduled to handle transporting and installation of children's furniture to 17 Army bases, domestic and international, through the summer of 2009.

We have been providing turn-key operations for the military, private and public schools throughout the country, with astounding customer satisfaction.

At a school in San Marcos, CA, the Director of Planning, Design and Construction, Melinda Thurmond, stated, "Thanks again for the great service."

The Contracting Officer for Grafenwoehr Air Base wrote, "First, I just have to tell you how pleased I am with the quality and speed of the service from MMI. I'm amazed and grateful that you were able to get the furniture here and assembled in such a short time.

**"In my years of government service, I've never had such a completely positive experience with a contractor. Thank you for everything you did to make things go so smoothly."**



**From Delivery to  
Set-up...  
we take care of details  
so kids can start  
learning and playing  
immediately.**



**CALL MMI 1-800-242-8560**



# Industry News

## Clean Truck Fee Coming

Trucks using the Ports of Los Angeles and Long Beach, CA were prepared to pay the new Clean Truck Fee starting in mid-November. Collections of the fee has been delayed, pending resolution of outstanding regulatory issues.

An agreement filing relating to the ports' arrangement with PortCheck is still pending with the Federal Maritime Commission (FMC), and the fee collection will be delayed while issues relating to that filing are resolved.

In the meantime, technical preparations for the fee collection continue. The new start date for fee collection is not yet clear, but PortCheck strongly urges cargo owners



to complete preparations for claiming cargo online and paying the CTF. Prior to the availability of the

official PortCheck website, PortCheck urges cargo owners that are not registered with PierPASS to register on the PierPASS site at [www.pierpass-tmf.org](http://www.pierpass-tmf.org).

### About the Clean Trucks Program

The Clean Trucks Program is part of the Clean Air Action Plans of the Ports of Long Beach and Los Angeles, which have the goal of reducing emissions of harmful pollutants by 45 percent by 2012. The Clean Trucks Fee is the charge in the ports' tariff for cargo entering or leaving the port terminals, and will be used to fund the purchase of new, clean trucks through the ports' grant program.

Under the Clean Trucks Program, all trucks 1988 and older are banned. Trucks 1989 and newer are subject to the fee, with some exceptions. More information on the Clean Trucks Program is available at the ports' web sites,

Details: <http://www.polb.com/environment/cleantrucks/default.asp> and <http://www.portoflosangeles.org/environment/ctp.asp>.

## MMI Completes Ten Floors of Hale Koa Hotel, Honolulu



MMI continues work as part of the major renovation of the Hale Koa Hotel in Honolulu, Hawaii. This Army-owned high rise hotel is nestled on a 72-acre tropical oasis fronting the finest stretch of beach in Waikiki.

Two 14-story towers were slated for complete renovation and refurbishing in 2007. Since then, MMI has been transporting furniture and accessories to the military hotel and handling installation. As of November, MMI was working on the 11<sup>th</sup> floor of the Ilima Tower. The lower ten floors have been completed.

Progress of the renovations have become such news that the hotel website, [www.halekoa.com](http://www.halekoa.com), has a section called "Hard Hat News," which follows the progression of the renovations and refurbishing.



## MMI Prepares for Nike Kids

Known throughout the world for their endorsement by top athletes, Nike is a leader in corporate child care as well. Their world headquarters in Beaverton, OR has a state-of-the-art facility for 200 children of employees with a back-up center for 28. This fall, a third child development center was added. This one will care for 300 infants, toddlers and preschoolers.

The facility was equipped with furniture and play pieces manufactured by Community Playthings and transported to the site by Material Management International, Inc. Our installation crews assembled furniture in every room, creating a turn-key operation for the full-time Nike employees who are caregivers and teachers at the facility. The job was supervised personally onsite by MMI President John McKenna, CTB and Sales Manager Brian Hoffman.

A Nike spokesperson explained, "Kids are at the heart of our unique curriculum that emphasizes secure, long-term relationships with teachers and friends. We provide plenty of opportunity for project work and introduce children to music, swimming,

Spanish, and, most importantly, sports."



# 1,740 MILES HAULING 90 FOOT LOAD



Last spring, our front page story was about one of the largest, weightiest moves ever made by the Heavy Haul Division of MMI. It was the steel frame for a module that we moved from the fabricator in Sarnia, ON to the final fabrication shop in Richburg, SC.

That was only half of the story.

At the second location, vessels were installed, along with piping, instrumentation, grating, platforms and other equipment.

Pictured above is one of the last modules going from the final fabrication in SC to its final destination in Morrisville, PA. The module measures 91'-9 x 15'-2 x 12'-10 and weighs 165,000 lbs. Total length of the trailer and module combined is 170'.

You can just imagine the details required to move this modular from its origin in Canada, to South Carolina and then on to Pennsylvania. The entire trip was some 1,740 routed miles. It was guided every step of the way by MMI Operations Manager Bruce Michelsen. This finished module was one of the largest MMI has ever transported.

## DELIVERING **BIG** FOR KOCH FOR 12 YEARS



It's been 12 years since Koch Modular Process Systems, LLC first contacted the Heavy Haul Division of MMI to move for them. Koch modules are always formidable - large and heavy. They always need special permits and lots of attention.

The Koch folks had come to the right place! Operations Manager Bruce Michelson handled their transport then, as he does now, providing personal attention to the special-needs process.

This latest project consisted of 24 process or stair modules shipping from four different vendors to AE Polysilicon in Morrisville, PA. Twenty two of the modules have now been delivered. The balance will be road bound before the end of this year.

Discussing the intricacies of heavy haul, Michelson notes, "You have to make sure the correct trailer is used to suit the module's design; i.e., all designed support points are properly supported on the trailer.

"The tractor/trailer and freight combination must have the correct axle weight requirements for each state through which the load travels. Otherwise permits might not be issued. In some cases, pre-route surveys are physically done to insure safety, assuring that the load will not hit bridge abutments and can make all the turns safely."

Michelson is a licensed engineer who applies his professional skills daily to assure the safe and secure delivery of giant cargo.



### MMI HEAVY HAUL DIVISION

*We handle the regulatory requirements, logistics and negotiations for the big moves.*

Contact Bruce Michelsen, Engineer and Operations Manager

**1-800-242-8560**

## Early Childhood Educators Gather in Dallas

Tens of thousands of early childhood educators gathered in Dallas in early November for the annual conference of the National Association for the Education of Young Children ([www.naeyc.org](http://www.naeyc.org)).

This is the largest early childhood education conference in the world.

The show was attended by MMI Sales Manager Brian Hoffman. MMI is the chief source of transport and installation for Community Playthings, one of the world's largest manufacturers of children's furniture and equipment. Community Playthings had a large booth at the show, right smack in the middle of the action, across the row from the Marketplace booth of the sponsoring organization.

The NAEYC conference brings together early childhood educators representing many roles -- teaching staff, program administrators, students, researchers and teacher educators -- to discuss the latest ideas and learn from one another. In addition to hundreds of workshops and presentations, there were nearly 2,500 exhibits at the show.

The Community Playthings booth is always popular with show-goers. The attractive maple furniture is strong and long-lasting and brings kudos from educators who choose this brand.

Said a Community Playthings spokesperson, "We take our cues from children: They're genuine and straightforward. We make products to match. We use natural materials like solid maple. We steer clear of the complicated and contrived, and aim for intuitive and teacher-friendly. Our goal is to design open-ended products that inspire imaginative play."

A key to customer satisfaction with the children's furniture is having it installed correctly. Furniture and equipment is delivered tightly boxed. It must be opened, taken apart and carefully put together onsite. The furniture is constructed so that no tools are necessary. But installers must be trained and experienced in how to do it exactly right. The safety and security of children is at stake.



[www.shipmmi.com](http://www.shipmmi.com)

**WEBSITE UPDATE 2009** Watch for a new look on the MMI website. Come visit and see what we offer for 2009. Decide how we can help you with transportation, logistics, installations or project management.

**Toll free: 800-242-8560**



*"Logistics & Transportation Professionals"*

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*Best wishes for a  
very happy holiday  
And a peaceful,  
content 2009*



MMI International Headquarters  
Middlesex, NJ, USA

TRUCK • BARGE • OCEAN TRANSPORT • RAIL • MULTI MODAL • SPECIALIZED TRANSPORT