



THE FALCON EXPRESS



Volume 10: July 2011

Anniversary Dates:

July

Gordon Muir-26 yrs

Michael Toms-4 yrs

August

Ron Dixon-23 yrs

Anna Blautzik-15 yrs

Melvin Holland-6 yrs

Ed DeGuia-6 yrs

September

Dawn Friend-6 yrs

Samir Kader-3 yrs

Jessica Jennings-1 yr

Raymond Coke-1 yr

October

Amos Munyan-18 yrs

Jackie Mills-15 yrs

Janet Mills-10 yrs

Lauren Owens-10 yrs

Yvonne Matthews-8 yrs

Rashad Gamble-2 yrs

Marvin McCaskill-2 yrs

Promotions:

Congratulations!

Youlanda Clark - PM Dispatch Supervisor

Jessica Jennings - Swing Dispatcher

Marvin McCaskill - Delivery Manger

Michael Nalls-Chief Operating Officer

Gordon Muir-Chief Information Officer

Frank Callahan-Vice President, Government Contracts

First Day of Fall: Sept 23rd



Holiday Schedule

Monday, September 5th: Falcon Overnight will not have any pickups or deliveries. Packages picked up on Friday, September 2nd will be delivered Tuesday, September 6th.

Falcon Same Day will be available throughout the holiday weekend.

Falcon Fights For The Industry In Maryland

Three years ago, Falcon Express led other courier companies in Maryland in founding the Maryland Same Day Messenger Courier Association. The purpose of the Association was to protect our industry in Maryland against unfavorable laws being considered by the Maryland legislature, as well as to banned together in keeping out of state courier companies operating under more favorable laws from coming into the state and taking our business. Our initial lobbying efforts proved successful.

But what's really exciting is that we were able to write a new law this year and get it passed in Maryland and enacted into law. Before June 1st of this year, courier companies in Maryland had to primarily deliver mail, paper documents, and electronic media. We were allowed to deliver blood samples and parcels and all the other things we deliver, but only if they represented a small part of what we carry.

As you long time couriers know, the amount of paper we deliver has slowly diminished. Very few travel tickets, fewer and fewer

court filings, less and less interoffice mail. The internet - email, for example- was replacing us. And we were not able to replace that business and still be compliant with the way the law had read.

That's not a problem anymore. Under the leadership of Falcon President Joe Ashkin and Vice President Frank Callahan, we are now allowed to deliver virtually anything and still operate under the standards and protocols our industry has followed since the days of the Pony Express. Frank worked closely with the leadership of the General Assembly's House Economic Matters Committee and Senate Finance Committee, testifying numerous times and answering pointed challenges, to come up with a new law that helps our industry, yet satisfies the concerns of other interest groups.

This is just another example of how Falcon Express continues to be the industry leader in the area!



Don't pay national prices for regional deliveries!

Falcon Overnight provides next business day AM delivery service throughout the Greater Washington DC/Baltimore Metro region for as little as \$3.50 per package.

Fall Car Tip: Check your Battery Terminal & Lights

Many electrical issues and ignition problems stem from loose or corroded battery connections. If you see corrosion on the posts or cable connectors, use an appropriate brush (\$4 at auto part stores) to clean. Clean both posts completely, and then reconnect everything and tighten. As part of regular car maintenance, and for safety, make sure all of the car's lights are working. Remember fall brings longer and darker nights. Replacement bulbs are usually a few dollars. Headlight bulbs are more expensive but can easily be replaced on your own without having to pay labor charges. Headlight bulbs range in price from \$14-\$27 for a single bulb and up to \$50 for a double pack.



Find Cheap Gas Prices

Websites such as Automotive.com, FuelMeUp.com, GasBuddy.com and GasPriceWatch.com list gas prices reported by drivers who have recently purchased cheap gas. There are also a number of free gas price applications for smart phones.

Falcon Express Delivers for the Government



Government Services Administration, Federal Acquisition Service, Authorized Federal Supplier. FXT also does Government work for MD, DC, & VA.



@fxtdelivery. Also find us on facebook!



Driver Spotlight

2896:

Reice Broyhill

Reice has been with Falcon since January 1989 and has always been a dedicated driver. He does Falcon Overnight deliveries and handles a few different bank routes. His personality is very pleasant and he is loved by our staff and customers. Our dispatchers can always rely on him to help out when needed. We thank Reice for being a loyal Falcon driver and we look forward to many more years of working with him.