

The Communicator

T H E C A L I F O R N I A M O V I N G & S T O R A G E A S S O C I A T I O N

CMSA President and Former Chairman appointed to DCA Advisory Council

CMSA President Steve Weitekamp and Former CMSA Chairman (2000-2001) Chris Higdon, president of California Moving Systems, were recently appointed to the Department of Consumer Affairs' (DCA) Bureau of Electronic and Appliance Repair, Home Furnishings and Thermal Insulation (BEARHFTI) Advisory Council (Council).

The Council is a voluntary body which provides information and guidance related to the industries BEARHFTI oversees. Members of the Council serve in an advisory capacity only and make policy and other related recommendations to the Bureau Chief Nicholas Oliver. According to BEARHFTI, the purpose of the Council is to:

- provide perspective and advice on consumer and market issues;
- research and recommend creative solutions to consumer and industry problems;

- advise the Bureau Chief on outreach efforts to consumers, the public, licensees, and the industry; and,
- provide information and comments to the Bureau Chief on a broad range of policy issues including consumer education, industry outreach, and regulatory compliance.

The Council is currently comprised of 12 members, seven professional and five public, and all are appointed by the director of the DCA. The Council was expanded in October of 2015 from nine to 11,

then again in December of 2017 to 12 members. The Council aims to meet twice a year, at a minimum. Since the Council is not statutorily mandated, there are no quorum requirements. There are currently no vacancies on the Council. The most recent appointments include two representatives of the household movers industry.



**Register for the 2018 CMSA Convention
Hyatt Regency Sacramento, April 17-22, 2018
Early Registration Discounted Rate
Extended Deadline: March 27, 2018**



CHAIRMAN'S CORNER

by John Lance

It seemed like just yesterday I was writing my February column. February was a busy month. This time of year, I am usually gearing up for our peak season that's right around the corner – making sure our equipment is all maintained, checking all our dollies and repairing or replacing them as needed. With containerization being a big part of household goods transportation these days, we spend a lot of time preparing lift vans and having them ready to load. Last year, I went into peak season with roughly 70 to 80 lift vans repaired and ready to load. We blew through those right away. I would like to have twice that amount ready by the middle of May this year. We know in our industry that professional van operators are becoming fewer and fewer. I believe our van lines have done a good job gearing up for this the last several years with alternative transportation. How-

ever, this continues to get worse every year. Just in the last week, we picked up seven shipments from 4,000 lbs to 9,000 lbs and no drivers were available. This is a no-win situation for the agent or the driver who eventually comes to pick the shipment up. Usually we have this problem in June or July, but we're already seeing it in February.

I attended my last chapter meeting this month at the Greater Los Angeles Chapter. Our day started with a tour of New Haven Moving Equipment facility in San Fernando. Larry Levine, Rob Longo and operations manager, Carlos Velasco, opened up their doors to me and CMSA President Steve Weitekamp. It was amazing to me to see the magnitude of this entire operation. The amount of product they manufacture themselves is nothing I had expected to see. Larry and his team take great pride in their operation and it shows. Thank you all for your hospitality and a wonderful tour. Our next stop was Andy's Transfer & Storage in Glendale, Calif. Joe Kroening, the company's president, and Patrick Longo, the company's General Manager and former CMSA Chair-

(CHAIRMAN'S CORNER continued on page 4)

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PRESIDENT'S COMMENTS

By Steve Weitekamp

We are in a period, hopefully not a permanent condition, of rapid and dramatic change for our industry. A terrific time for our Association to be preparing for our upcoming landmark con-

vention in Sacramento April 17 to 22. Our agenda for the April 20th, Friday General Business Session, will include a presentation from the Director of the Department of Consumer Affairs (DCA) Dean Grafilo and Bureau Chief Nicholas Oliver. These regulators will share with us the state's vision of the regulation of Household Movers moving forward. There will be opportunity for members to ask questions and to meet with the regulators. For movers who are currently in compliance with the law, 7-1-18 is the date that Household Mover regulation transfers from the California Public Utilities Commission (CPUC) to DCA. This should look no different than 6-30-18.

The latest new development involves the California Highway Patrol (CHP) and the Electronic Logging Device (ELD) rule. If you've seen me at a chapter meeting or called our office in the last several months, you've probably been relieved to hear that for California intrastate transportation ELD rule was not scheduled to be imposed until 12-31-2020. This was information that was provided by the CHP, and until this month, we were confident that it was correct. Unfortunately, we have been advised (later confirmed by the CHP) that the timeline, provided by the CHP, is incorrect and that they are working on a revised schedule which would probably mean rule enforcement effective 2-1-19. Use of the word "probably" in regard to a CHP regulation is unusual, but that is the best that we can provide at the moment as we are still waiting for the CHP to issue a Notice of Proposed Regulatory Action on the intrastate ELD rule.

As this is the last Communicator issue prior to our upcoming convention, it is important to acknowledge and thank CMSA Chairman John Lance for his year of service

(PRESIDENT'S COMMENTS continued on page 5)



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(CHAIRMAN'S CORNER continued from page 2)

man, welcomed us and gave a tour of their facility. What a great operation they have. There is a ton of history in their organization. Joe is a true gentleman and another one of the old school guys that has been in the moving industry for many years. It was a real pleasure to sit and talk with him about the changes our industry has seen in the last 50 to 60 years. Next stop was dinner at the Taix French restaurant in Los Angeles. Chapter President Mike Sarro hosted a great meeting. Once again, I met some new people and visited with some friends and colleagues from the past. Thank you all for your hospitality, and I look forward to seeing all of you at our upcoming 100th year convention!

Spring is fundraiser season for many chapters. A lot of time and effort goes into planning for these events in support of our Scholarship fund and Special Olympics. Our hard work is all showcased at the awards luncheon every year at our annual convention. Try and participate in as many of these events as you can. If you can't participate,

donations and sponsorships are available at all the events.

While I won't be traveling around the state with Steve any more, I want to thank him for his hospitality. Steve is a great host, chauffeur and friend. I always felt comfortable traveling with Steve, and he did all the driving. I am not use to that as I have always been the driver in my world, but I could get use to that! Steve and his team, Renee, Gale and Debbie at CMSA headquarters, do an outstanding job keeping us all up to date on industry issues that are constantly changing. Thank all of you for your hard work on behalf of our entire association.

If you haven't registered for our 100th year convention coming up in April, there is still time. Hope to see you there!

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(PRESIDENT'S COMMENTS continued from page 3)

to the Association. Chairman Lance has served the Association and its membership well and will definitely be remembered for telling it like it is and getting it done. In addition to his monthly column, chapter visits, charity fundraising events, board and committee meeting, he has always been available for any Association business that can develop at a moment's notice. Thank you, John, for all of your efforts in support of the movers of California and additional thanks to your wife, Bernadette, and your team at NMS Moving Systems, Inc. for their support.

You've seen it and likely even heard it, but now it's up to you to take action. We've been working to put together a convention program that provides; education, fun and a memorable experience at the best possible value and think we've succeeded. The only thing missing is you. Please register for CMSA's 100th annual convention today!



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CMSA LEGACY

*LOOKING BACK
OVER THE LAST 100 YEARS*

By Doug Hill
1985-2006 CMSA PRESIDENT



As I start writing this piece, I am torn as to which is most important to me. The people or the events. Which people? Pat Andrews - undoubtedly the most important person in my business life. Ed Hegarty - great personal and business friend. Spent time in Whitefish and Orinda with Ed and Sue. Larry McNeely of the PUC who talked to me each morning between 5:30 and 6:00 a.m. Bill Schulte of the PUC and Director of Transportation. We established a bond of mutual respect after a time. And each Chairman with whom I traveled the state - 21. What times. The National Council of Moving Associations which I chaired for many years was very special, and Pat McLaughlin was right beside me throughout. Each convention brought unrivaled events, speakers and good times.

But I must say that the event I am most proud of is the CMSA Scholarship Program. It turned into so much more than a "scholarship program". It began each year with Becky and I selecting a subject for the contestants to use as essay subject material. Early on it was only generating \$3-4000. It began to grow seriously as the vendors became involved and the golf tournaments came about. Helen Maracle could flat run a tournament. It got to the point CMSA was giving out some 20 scholarships each worth \$2,000, supplemented by the Special Olympics and Vocational Scholarships.

Probably the most special times each year was when I would call each contestant to notify them if he or she had won or not. The calls would either emanate from the office after 5 p.m. or sometimes on the road after 5 p.m. as well. Tricky times included a woman answering the phone once and wondering who this old man on the phone was, or in the case of multiple children, there could be the question of the other person winning or not. It was a huge benefit and went to bragging rights for parents.

The Special Olympics was a neat addition. Pat McLaughlin got me started with the Board approval. Going to the Long Beach games each year was a treat. Joe Hammer and Dave Menne were the prime CMSA members behind our support of the Special Olympics. But the "Special Olympians" and the various representatives from the Special Olympics each year stole the show at the convention awards luncheon.

The convention awards luncheon was always very special and emotional for me. It was a time to reconnect with the winners, their parents and/or other friends.

All in all, this was a great gig. The single finest moments, however, came when Steve Weitekamp was named your President. As a former Chairman, Steve has more than proven he is the person to lead the CMSA into the future and beyond. Come celebrate CMSA's 100th anniversary this year.



By Jill Longo
2005-2006 CMSA Chairman



I grew up attending the CMSA conventions, and my first Chairman's Ball was in the mid-1970s. Our family vacations were always framed around CMSA or North American Van Line conventions. Wherever those conventions were held, that is where our family vacations would take place that year. I took a few years off of conventions when I was in high school, college and post-college life. My first CMSA convention back was in Palm Springs in 1997, the year Sue Geissel became chairman. I loved being at her convention. Sue showed us all that you can lead with humor, fun and host a great party – while still tending to the sometimes monotonous details of business. I knew then that I wanted to be a part of this association – Sue inspired me.

Over the following years, I served first as chapter president, committee member, and later board member. I enjoyed every one of these roles, and always felt encouraged to take on more by supportive members, other chairmen and then CMSA President Doug Hill. I always admired those who took the lead at the top of this great association and was thrilled when I was elected to become chairman. I still feel lucky to have been considered of caliber to join the exclusive fraternity of former chairmen. I'm part of the third generation to run Andy's Transfer & Storage, but the first to ascend to the role of CMSA chairman.

As my chairman year commenced, I really enjoyed my state of California tour with Doug Hill. Our CMSA president was an amazing tour guide and travel companion on many long drives on our California highways. I know that many chairmen comment on how great the "Chairman Tour" of California is, and I reiterate that sentiment. It is memorable to see our mover members' home offices, meet chapter members who may not attend conventions,

(JILL LONGO continued on page 8)

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(JILL LONGO continued from page 7)

and squeeze in a golf game here and there.

In hindsight, Doug really rallied the two of us to push through all the chapter meetings. We covered ALL of them in September and October. I was sure that was a CMSA record and imagined that I would sit back and enjoy the balance of my time at chairman until the next convention. Not so fast. As we all know now, Doug had different plans and was actually quite intentional with our rapid pace of the CMSA Tour. He had plans to retire by the upcoming spring convention.

Doug visited me unannounced at my office shortly following our last CMSA road trip. He shared his plans with me, and I was shocked. To say I was daunted and overwhelmed by the task at hand is an understatement. For me, Doug had been a friend and a mentor since that convention in 1997. I didn't feel prepared to consider replacing him, and worried deeply about the future for the CMSA. Doug had led our association consistently and with great support for over twenty years. He steered us through challenging times and led the association into a position of strength. Every member owes a multitude of thanks to him for making the CMSA what it is today.

As word spread of Doug's retirement, numerous current members and former chairman stepped up to be part of the Search Committee. We all banded together to work through the process, and really took our time with the choice. I am proud of all the work we did and their trust in me to lead the process. We were beyond blessed to select Steve Weitekamp as Doug's successor.

Steve has continued to lead our association to enduring strength and consistency. Reflecting back on that daunting and overwhelming time for myself, I realize that I had nothing to worry about. Our members always step up when tasked with a challenge. Our companies endure trying times with our economy and state of the industry. We could handle a transition at the top of the CMSA, and we did. I felt proud that Doug could retire to Panama with his wife Becky and leave knowing that our association was in good hands.

I will always treasure my time leading the CMSA, and all the wonderful friends and colleagues met through that experience. I absolutely treasure the great friendships of those who bonded during our times at the CMSA head table – Brad Metzner, David Simoni, Mark Anderson, Steve DeBolt and Vince Cardinale. As the bookends to each side of my Chairman year, each of those gentlemen were always supportive, energetic and fun to work with. I still miss those who left us far too soon. Sue Geissel was a great inspiration

(JILL LONGO continued on page 9)

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(JILL LONGO continued from page 8)

for my CMSA path. David Menne was a good friend and protector of bad things. It was great fun to have my husband later serve as CMSA Chairman. Patrick and I have now become the FIRST wife-husband team to have led the CMSA, and I truly hope there will be more in the future. I highly recommend it! The friendships and experiences are memories of a lifetime, and the fraternity of former chairmen is a blessing for all of us.

By JAMES CASEY 1998-1999 CMSA Chairman



My year as Chairman was interesting to say the least. What a job it was to follow Sue Geissel. Sue was helpful in preparing me for the job and was always there when assistance was needed. What a great mover and wonderful friend we lost in 2014. As I began my term with chapter meetings and preparation for our fall board meeting, Doug Hill suffered a heart attack on the golf course with of all people, Joe Hammer. I'm not a golfer, but I'm still trying to figure out who wanted to win most! Thankfully, with swift medical help and prayer, his recovery was quick, and I was only solo for two or three chapter meetings. I am also thankful for Pat Andrews whose diligence kept the CMSA running, more than adequately, through Doug's recovery.

One of the first board meeting I ever attended was held in Huntington Beach, I often reflect on that meeting. Sales tax was an issue; minimum rates were discussed in detail and the mention of this new moving company not affiliated with a national van lines and yet was making its dent in the market place in Southern California. It was the consensus of the board that in time they would fade away; and we all know how that played out.

(JAMES CASEY continued on page 12)



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(JAMES CASEY continued from page 9)

Early on, in my career, I was fortunate to serve on the board with many great movers who had been great chairmen, who at that time were referred to as president. The scholarship program began while I was on the board and look how it has grown, we are planning to award \$100,000 in scholarships at our 2018 Convention. The scholarship program would not be the success it is today without our amazing vendors. Generous with both their time and resources when it comes to CMSA Scholarships. My wife always tells me 'Movers are good people'. I think she needs to add our vendors to that motto as well.

But my most memorable event was the introduction Jay Casey offered during my installation at Lake Tahoe in 1998. And what a great pleasure it was when I, along with my Grandson James, had the honor of introducing the chairman for 2014-2015, Jay Willis Casey.

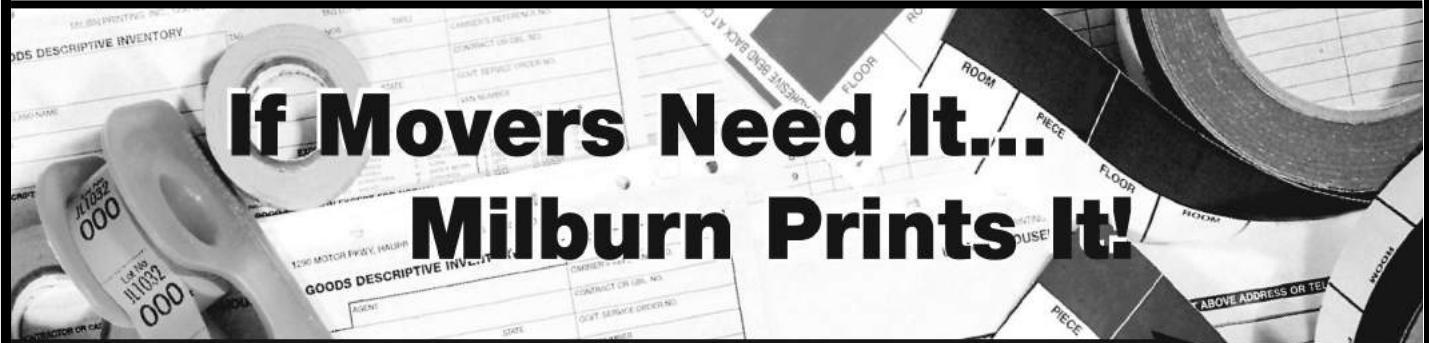
By Chris Higdon 2000-2001 CMSA Chairman



It was an honor to serve as chairman of the California Moving and Storage Association. The 2000-2001 year had challenges that included workers compensation reform, Public Utilities Commission compliance issues, as well as the California State Legislature impeding the success of small businesses (some things never change). CMSA – led by President Doug Hill – made solid progress on these issues. Working with our industry insurance vendors and our legislative advocate, Chuck Cole taught me many lessons on dealing with government bureaucracy.

As I look back on this experience, chairing the CMSA board gave me

(CHRIS HIGDON continued to page 13)



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(CHRIS HIGDON continued from page 12)

the opportunity to grow professionally, as well as learn from some of the best folks our industry had to offer. Bill Colwell, Larry Stanley, Joe Hammer Sr., and Dan Kaske to name a few of the many, took me under their respective wings. As a young leader, I could not ask for better mentors. I also need to include former Chairman Dave Higdon (aka Grand Poohbah) to that list. As big brothers do, he blazed the trail and offered sage advice when asked.

As we celebrate the centennial year of the CMSA, our membership should be proud of the legacies and accomplishments by the past, present, and future association. I believe unequivocally that our statewide industry is blessed to have the nation's top moving trade organization representing our collective interests. CMSA has provided so much opportunity to my family's company. This former chairman (aka the Big Kahuna) is forever grateful!

By David Simoni **2004-2005 CMSA Chairman**



Congratulations CMSA on your 100th Anniversary!

Unlike many in our organization, I did not 'grow up in the business,' as my family would not have known the difference between a dish pack and a book carton. However, 43 years ago, just after graduating from high school, I wandered into the dispatch office of the Stockton Bekins agent, Pacific Storage Company. I remember clearly it was about 7:30 in the morning on what you could already tell was going to be a typical, very hot summer day in the San Joaquin Valley. The day before, my father had talked to the dispatcher, Russ, about a possible job for me. Russ had told him that I should come to his office by 8:00a.m. the next day; I thought for an interview.

Mind you, this was in 1975, as Disco Fever was sweeping the nation. I remember showing up for this so-called interview in purple corduroys, a matching white shirt with purple stripes, and the tightest shoes you could imagine, with 2 inch platform heels. So I'm at the dispatch office, I ask for Russ the dispatcher, and a towering man with a gruff voice, who I would soon find out was a chain smoker, identified himself as Russ. I told him who I was and before I could say anything more, I could see his eyes scanning me up and down in my outfit. With a grin on his face in his deep raspy voice, he said, "You're going to have fun today." He then introduced me to a man and told me I would be going with him to help him load a shipment. So in 110-degree heat wearing tight platform high heeled shoes, I was introduced to our great industry by helping to load 14,000 pounds.

Fast forward to 1994. By that time, I had been attending the Mid Valley Chapter of CMSA for several years. We were a small chapter with the same few companies showing up to the meetings. As is the case in most small chapters, you just kind of rotate through the attendees to find your president each year. Well, 1994/95 was my turn to serve as the Chapter President. It was a very rewarding year for me. I took the job seriously, and I was proud of the fact that we had increased attendance quite a bit and had some really good programs. That was also the first year I attended the convention. It was in the desert town of La Quinta if I recall, and Chet Turney was turning the gavel over to Joe Hammer. My wife Susan and I had a great time. Meeting so many wonderful people from our industry and seeing all the latest tools being displayed in the exhibit hall; it was an eye opening, educational, and gratifying experience. And as I said, I had a whole lot of fun. To cap off the event, I was stunned at the Saturday Luncheon to hear my very own little Mid Valley Chapter being honored as Chapter of the Year!

(DAVID SIMONI continued to page 17)



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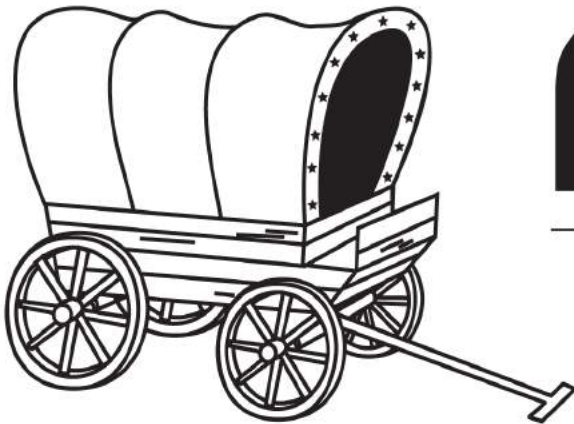
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CMSA office will be closed from Tuesday, April 17, 2018 thru Friday, April 20, 2018 due to the 100th Annual CMSA Convention. (We will be checking messages!)



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Wed., March 7	San Diego Chapter Golf Tournament
Tues., March 13	North Bay Chapter March Meeting
Tues., March 20	Mid Valley Chapter Spaghetti Dinner
Thurs., March 22	Sacramento Chapter Golf Tournament
Sun., March 25	Greater LA Chapter Day at the Races
Thurs., March 28	Twin Counties Chapter Shoot Off
Fri., April 6	Ventura/Santa Barbara Golf Tournament
Sat., April 7	North Bay Chapter Bocce Ball Tournament

2018 CMSA Convention April 17-22 Hyatt Regency Sacramento



CONVENTION SCHEDULE

Tues., April 17	
3:00 pm - 5:00 pm	Executive Committee Meeting
6:00 pm - 10:00 pm	Movers & Shakers Reception/Dinner
Wed., April 18	
8:30 am - 6:00 pm	Registration Desk Open
9:00 am - 5:00 pm	Board of Directors Meeting
9:00 am - 12:00 pm	Committee Meetings
6:00 pm - 10:00 pm	Former Chairmen's Dinner
Thurs., April 19	
7:30 am - 8:30 pm	Registration Desk Open
8:30 am	Golf Tournament Teal Bend Golf Club
8:00 am - 5:00 pm	Exhibitors Setup
4:00 pm - 5:00 pm	Young Professionals Meeting
5:00 pm - 6:00 pm	Associate Member Committee Meeting
6:30 pm - 9:00 pm	Exhibitors Welcome Reception
Friday, April 20	
7:30 am - 12:00 pm	Registration Desk Open
8:00 am - 9:00 am	State Capitol Breakfast
9:00 am - 12:15 pm	General Business Session
12:30 pm - 2:00 pm	River City Luncheon
2:00 pm - 4:00 pm	Military Breakout Session
6:30 pm - 9:00 pm	Toga Party Dinner Event
Saturday, April 21	
8:00 am - 12:00 pm	Registration Desk Open
8:00 am - 9:00 am	Sactown Sunrise Breakfast
9:00 am - 12:15 pm	General Business Session
12:30 pm - 2:00 pm	Gold Rush Awards Luncheon
12:30 pm - 3:00 pm	Booth Tear-Down
6:00 pm - 7:00 pm	Chairman's Reception
7:00 pm - 11:00 pm	Chairman's Dinner/Ball

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(DAVID SIMONI continued from page 13)

Walking up to receive the award was a proud and humbling experience. I knew then, that if I had my way, I would be back every year to this fabulous event.

I was elected to the CMSA Board of Directors in 1997. That was the first of 10 consecutive years that I served in one capacity or another on the board. I would urge anyone in our Association to pursue being a member of the board. It is a great experience, helping to point the direction of the Association and lead our industry as a whole. It is also (you're beginning to spot a theme here) a whole lot of fun!

The highlight of my time in CMSA has to be the 2004/05 year when I had the honor of serving as the Association's chairman. Being inducted as chairman, in Hawaii, with 17 of my family members and co-workers there to celebrate with me is something I will cherish for the rest of my life. Being introduced by Bob Foy, my long-time mentor, former CMSA Chairman, and a man that I greatly admired and respected made the event very special. Doug Hill was still the president at that time. I will never forget the year, travelling up and down our state with Doug, visiting each of the local chapters. The people that make up our industry are good people. They are down to earth, hardworking, honest, and they like to have a good time. To be able to meet and talk with so many of them is something I will never forget. Besides all the chapter meetings, San Diego's golf tournament, Monterey's Bocce Ball, and Mid Valley's Spaghetti Feed were a few of the events I attended that are still going strong today. And yes, the entire year was a whole lot of fun!

At the end of my term, I turned over the reigns to Jill Longo in sunny San Diego. Little did we know at that time, but a very important decision would have to be made during Jill's year as chairman. I remember getting a call from her, her voice had a serious tone to it. She was about to tell me that she had just been informed by Doug Hill that he would be retiring at the end of her term. Under Jill's leadership, a search

(DAVID SIMONI continued on page 18)

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(DAVID SIMONI continued from page 17)

committee made up of past chairmen was immediately formed. Right away, a meeting was convened at former Chairman Dave Menne's office. We set about a strategy to conduct a nationwide search for the best replacement we could find. We understood the importance this decision would have on the future of CMSA. We narrowed down the field to three choices that the committee as a whole would interview. From there, we narrowed it down again to the final two, both very good candidates. At that time, again under Jill's capable leadership, the entire board was convened to interview the remaining two candidates, and then we would have a vote to decide who was going to lead us into the future. Both candidates were very impressive, I remember thinking. I had my preference, but we couldn't go wrong with either. After hearing from both, we had a long discussion. Everyone had the opportunity to say who they liked and why. I remember thinking that the vote could be closer than I had thought it would be, and I, among many others, began campaigning hard for my choice. In the end he won out, with a decisive vote in his favor, and I remember coming out of the meeting being elated to see Jill offer the job to Steve Weitekamp. Of course, he accepted. After all, he had been groomed his entire adult life for the job. I knew then that we were in good hands, and in the years since it has proven to be the case.

Again, congratulations to CMSA on a century of serving the moving industry and the moving public. May the next 100 years be as successful and meaningful as the first 100.

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Association Leaderboard Report

CMSA Report Food Collected and Delivered

Association	Enrolled Movers	Monthly	Year to Date	All Time
		523 lbs.	523 lbs.	818,277 lbs.
1 California (CMSA)	69	435 meals	435 meals	681,897 meals
2 Southwest Movers (SMA)	52	Top Agents of the Month		
3 Illinois (IMAWA)	48			
4 Florida (FMWA)	34			
5 New Jersey (NJWMA)	25			
		1. Nor-Cal Moving & Storage Solutions		
		2. Daly Movers		

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How to Make a Toga

♂ MALE

Step 1
Place sheet around body, preferably to knee length
Preferably 6 yards of fabric

Step 2
Wrap sheet around body, repeat this so you have two layers
Preferably 1-2 layers

Step 3
Wrap around your back and bring over your left shoulder
Make sure this is tight!

Step 4
Then tie the front and back corners in a knot on your shoulder
You could use safety pins too!

Step 5
Use a safety pin to help secure the material along your waist line and shoulder
Secure with safety pins

♀ FEMALE

Step 1
Place sheet under arm and wrap around body, preferably to knee length
Preferably 6 yards of fabric

Step 2
Wrap sheet around body, repeat this so you have two layers
Preferably 1-2 layers

Step 3
Collect remaining fabric and twist to make a rope then wrap around waist
Tip: Make sure there is enough material to tie at the back!

Step 4
Bring rope around back of neck then bring down and secure with waist rope
Make sure this is tight!

Step 5
Tie the rope into a knot and then wrap around back of waist to secure
Tip: Add gold belt around waist to accentuate

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