

W W W . T H E C M S A . O R G

NOVEMBER 2022

Truckers Express Concern as California Lawmakers Seek to Phase Out Diesel Big Rigs



From truckers to railroaders, commenters testifying at an Oct. 27 public hearing and in writing expressed concerns ranging from the cost of new electric trucks to the adequacy of charging infrastructure when California's proposed Advanced Clean Fleets Regulation takes effect beginning in 2024.

The rule will require truck manufacturers to sell an increasing percentage of electric trucks to motor carriers each year, ultimately transitioning all trucks to electric or hydrogen fuel cell vehicles by 2045.

While truckers expressed concerns with the regulation at the hearing, supporters from environmental groups and residents of disadvantaged communities near the state's ports testified in large numbers, saying the rule would go a long way toward cleaning the state's dirty air and mitigating some health concerns such as asthma and cancer caused by diesel truck emissions.

While truckers said they supported the goal of the regulation, they voiced serious concerns with some of its provisions.

"Our members are at the forefront of evaluating how to successfully deploy these zero-emissions technologies, which will be advanced by the ACF regulation," Mike Tunnell, director of environmental affairs for American Trucking Associations, told the

(PHASE OUT continued on page 10)

CMSA 2023 College & Vocational Scholarship Applications Now Available!

See Pages 7 & 8 for the College Application or visit: https://bit.ly/2023CMSACollegeScholarship

For the Vocational Scholarship application, visit: https://bit.ly/2023CMSAVocationalScholarship



CHAIR'S CORNER by Shiree Hammer

Attitude is everything! In October, the CMSA board met for their annual fall meeting in Long Beach. It was a successful weekend discussing the state of the industry and the future suc-

cess of California movers.

Perhaps Cal Farnsworth, a board member from the North Bay chapter, said it best. He brought up how important a positive attitude is and how the success of movers in the future needs to start with changing the attitude of our industry. When you think about it, attitude can have a large effect on so many aspects of your business. Your customers, employees, partnerships, and even your reputation. Especially if negative.

Attitude starts at the top and trickles down in organizations. We have been talking about labor and driver shortages for years now with no real change and moving does have a reputation for being hard work.

But Cal is right, maybe we can attract future movers through a positive mindset. This change must start at the top though. What can we do as industry leaders to entice potential movers and drivers?

One idea that comes to mind is to become more prideful of our work; moving is tough but rewarding. Providing a quality service is something to be proud of. No one wants to start their career in an industry that is considered difficult or has a bad reputation.

Another idea is to lead by example, you are only as good as the employees who represent your company. The example you show sets the tone for the company, the day, or even a particular job. Employees tend to be willing to go the extra mile and work harder if they are recognized for their effort and hard work.

This year has been tough, but honestly so were the years before, just different challenges. There will always be something new facing our industry. That is life though, always evolving, some change for the better and some not. Having a half-glass-full atti-

(CHAIR'S CORNER continued on page 4)





PRESIDENT'S COMMENTS By Steve Weitekamp

As mentioned in CMSA Chair Shiree Hammer's column, October saw the Association's Fall Board convening. Shiree mentioned our valuable discussion on the importance of attitude

in our professional and personal lives. I have to compliment our board for their altruistic efforts in support of the entire membership, movers and associates, of our Association. Their time and expertise have long been critical to the success of the CMSA.

Additionally, Chair Hammer joined me for five successful chapter visits, as well as a visit to the offices of the Bureau of Household Goods and Services (BHGS) during the month.

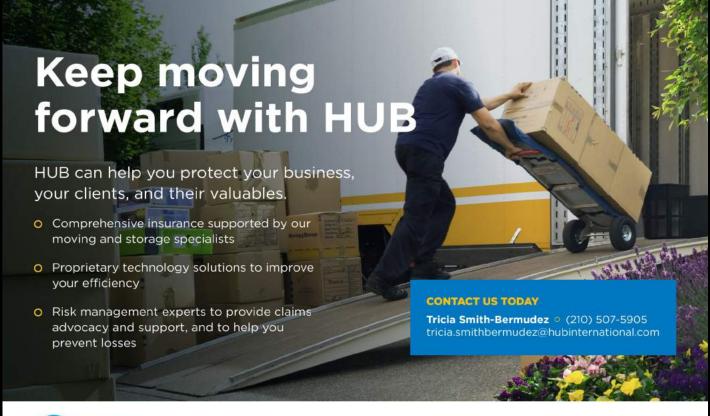
After a historical peak season that basically ran from June 2020 to mid-July 2022, we start to see a slowdown in Household Goods moving and I am hearing more dis-

cussions about diversification. Many don't want to stray too far from their core competencies, but sometimes are unaware of opportunities that are not that different from their current business. Those who have warehouse space and local transportation availability find opportunities in commercial storage and sometimes last-mile services. Some speak of a culture change in inbound



CMSA Fall Board Meeting held October 14 & 15, 2022 at the Renaissance Long Beach Hotel.

(PRESIDENT'S COMMENTS continued on page 4)





Risk & Insurance | Employee Benefits | Retirement & Private Wealth

(CHAIR'S CORNER continued from page 2)

tude versus a half-empty just might be what sets one company or industry apart from another in its future success. A positive attitude will lead to positive outcomes; it may take time, but I believe movers can and do, make a difference.

Not only did the CMSA have our board meeting in October but CMSA President Steve Weitekamp and I got to visit five chapters on our tour of the state. Both Ventura/Santa Barbara and the Greater LA

chapters hosted events with beautiful views of the water. It was great to get up north and see how the North Bay, Northern Region, and Sacramento chapters run their meetings. We had great food, saw fun Halloween costumes, and competed at Top Golf. Thank you to Hazelwood Allied, NMS Moving Systems, Crown Worldwide Moving, Farnsworth Express, Redwood Moving, CG Moving, and Chipman Relocation for your time and hospitality during our visits.

(PRESIDENT'S COMMENTS continued from page 3)

phone activity. They suggest not saying NO to requests that may seem outside of your current business model. During the extended peak, many found it easy and expedient to say no to all unusual calls, maybe even to core business calls that were not from existing customers; why not, since many barely had the capacity to handle their existing accounts. Diversification requires a cultural change within an organization and a recognition of the importance of the process to

the long-term success of the organization.

As we start the month, we have received word, shared with our military affairs committee, that the Global Household Goods Contract (GHC) protests have been rejected by the Judge in the Federal Court of Claims. Does this information provide clarity on how and when the GHC will impact our industry? Not really. The decision has not been made public yet as the Judge is giving the two protesting organizations time to review the decision. What I have been told is that once

(PRESIDENT'S COMMENTS continued on page 6)



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(PRESIDENT'S COMMENTS continued from page 4)

the decision is public, the two protesting organizations will have 60 days to file a protest, and that protest must be based on the procedures of the process. So HomeSafe Alliance has been awarded the contract. We

(Below) Northern Region Chapter Halloween Costume Party and meeting held October 19, 2022.

will wait to see if a protest is filed. Even if you are not currently involved with Department of Defense work, and don't plan to become engaged in the future, this is an important issue to follow. The award winner will immediately become the single largest move manager in our industry.



(Above) Sacramento Chapter TOPGOLF fundraiser held on October 20, 2022.



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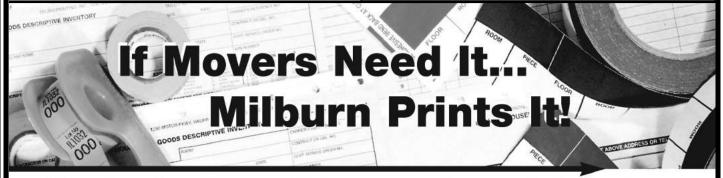
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CMSA College Scholarship 2023

CMSA will offer \$2,000 scholarships to students who will be enrolled in an undergraduate program at an accredited college, university, or community college during the 2023-2024 academic school year. Applicants are not limited to any particular field of study.

Each individual must obtain and complete the required documents listed below and submit them to be received no later than noon on <u>Thursday</u>, <u>February 2</u>, <u>2023</u> to: CMSA, 10900 E. 183rd St., #300, Cerritos, CA 90703, or e-mail to information@thecmsa.org or fax to: (562) 865-2944. Winners will be notified by <u>March 10</u>, <u>2023</u>. The awards recognition will take place at the CMSA's 105th Annual Convention at the Omni Rancho Las Palmas Resort in Rancho Mirage, CA <u>during the Awards Luncheon on May 20</u>, <u>2023</u>.

Application Requirements:

- 1) Completed scholarship application form.
- Résumé.
- 3) Two letters of recommendation. Whenever possible, letters should be typewritten. One letter should be from a teacher/professor, counselor, or school administrator; and one letter should be from a community business member (not family).
- 4) A copy of your most recent transcript/report card.
- 5) Completed essay of 500-1000 words addressing the following topic:

"They say that there are moments that open up your life like a walnut cracked, that change your point of view so that you never look at things the same way again."
--Author: Jodi Picoult

Talk about one moment that changed your point of view.

Eligibility Requirements:

- * Student <u>MUST</u> be a California resident and an employee or child/grandchild of a CMSA mover or associate member company. The member company must have a current <u>ACTIVE</u> membership status for at least one year and no outstanding balance.
- * High school students must have a minimum high school GPA of 2.5.
- * College students must show proof of enrollment and a minimum cumulative GPA of 2.5.
- * Student must be enrolled in an undergraduate program at an accredited four-year college, university, or community college during the 2023-2024 academic school year. Minimum nine units per semester/quarter.

Criteria for Selection:

Upon meeting the minimum eligibility requirements, scholarship recipients will be selected upon the quality and excellence of the essay.

CMSA scholarship awards will be mailed directly to the recipient in the name of the college or university for use during the 2023-2024 academic school year only.

If you have any questions, please call the CMSA office at (562) 865-2900.

2023 CMSA Scholarship Application

Name:		
Last	First	Middle
Home Address:		
Street		City, State, ZIP
		nber: ()
Email Address:	-	
Name of School Currently Attend	ling:	
Expected College Graduation Date	e:	
Name of Employer or Parent/Gra	ndparent (Sponsor) Associate	d with CMSA:
Name of Company:	Po	osition:
Address of Company:		
Stree	t	City, State, ZIP
CAL-T Permit number (if applica	ble):	
as ineligible, CMSA will take stern applying for this scholarship.) Names of colleges and universities * Major Field of Interest:	ip to an ineligible student. If the ps to remedy the situation. Sectors applying to and/or currently	
High School GPA:		ent College GPA:
Student's Signature:		Date:
Please list your extra-curricular at hobbies. (Use separate sheet if no	(OFF)	lude work experience, family activities and
	28 (320-20)	like a walnut cracked, that change your ay again."

Talk about one moment that changed your point of view.

If you are notified as being a scholarship recipient, you will have <u>10 days</u> to respond to the CMSA scholarship notification or you will forfeit the scholarship.





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(PHASE OUT continued from page 1)

CARB board. "Based on this experience, trucking fleets are unanimous in their belief that zero-emissions trucks are not capable of doing what the regulation requires, and the infrastructure cannot be established in the time frame given.

"The consequences of this is that fleets will have to deploy trucks that cannot do the same job as their current trucks, or they will have to take delivery of trucks before the charging infrastructure is ready."

"There's a great amount of work to do to make this regulation possible," Chris Shimoda, senior vice president of government affairs for the California Trucking Association, told the board. "The [ACF] calls for all trucks, including those with totally incompatible duty cycles, to transition to zero emissions."

Shimoda added that it's important that the board understand the scale of the charging infrastructure network necessary for trucks.

"We need 65 to 160 megawatts, enough capacity to power a small city in the ground every week," he said. "Up to 75% of the trucks down in the ports are estimated to need retail charging infrastructure."

"As a longtime intrastate carrier, the impending ACF regulation is poised to cause harm to our organization and the supply chain at large within California and nationwide," wrote Tiger Lines. "The technology to switch over to fully electric does not currently exist and is not within sight. Class 8 vehicle electric options available and in development are limited and unrealistic in fulfilling the day-to-day duties that current combustion engines fulfill."

Several drayage operators offered similar comments, and also questioned their ability to travel to ports in a timely manner because they would have to charge their trucks en route, in some cases extending a usual one-day trip into two days.

"As a trucking company based in the Central Valley, there is no zero-emission equipment available today that would allow us to make it from our customers to the Port of Oakland and back without recharging en route," wrote Cory Peters, chief financial officer with Best Drayage. "That is not practical, as the quickest charge available today is at least six hours. It is hard enough for drivers to make it between the Central Valley and the Port of Oakland and back within legal driving hours. Adding the charging time will make it impossible."

The Association of American Railroads even weighed in on the proposed regulation.

"BNSF Railway has completed several zero-emissions truck projects in its California railyards, and its experience from these projects demonstrates that the average cost per vehicle for the civil work and the chargers is currently \$133,000," the AAR wrote. "When combined with the average truck costs, the average cost per truck comes to a total of \$320,000, or roughly three times that of a comparable diesel truck."

The justification CARB has used for the ACF rule is based on data its experts say calls on medium- and heavy-duty vehicles to significantly reduce their emissions. CARB said those truck classes make up a quarter of transportation greenhouse gas emissions and a third of transportation oxides of nitrogen emissions, a disproportionately high share considering that the trucks represent only about 1.8 million trucks among the 30 million registered vehicles in the state.

The proposed regulation includes several key components that would primarily require state and local government fleets, drayage trucks, high-priority fleets and federal fleets to phase in medium- and heavy-duty ZEVs, and light-duty package delivery ZEVs, over time.

California environmental officials say the state has the dirtiest air in the nation. The Oct. 27 hearing included a detailed briefing on the details of the regulation and offered those affected by the rule an opportunity to give their thoughts. The board doesn't plan to formally approve the rule until spring 2023.

Source: Transport Topics

Governor Newsom to End the COVID-19 State of Emergency

FEBRUAR

California's pandemic response saved tens of thousands of lives, protected the economy, distributed nation-leading financial assistance and built up an unprecedented public health infrastructure

The SMARTER Plan will maintain Cali-

fornia's operational preparedness to support communities and quickly respond to outbreaks

SACRAMENTO – Today, Governor Gavin Newsom announced that the COVID-19 State of Emergency will end on February 28, 2023, charting the path to phasing out one of the most effective and necessary tools that California

has used to combat COVID-19. This timeline gives the health care system needed flexibility to handle any potential surge that may occur after the holidays in January and February, in addition to providing state and local partners the time needed to prepare for this phaseout and set themselves up for success afterwards.

With hospitalizations and deaths dramatically reduced due to the state's vaccination and public health efforts, California has the tools needed to continue fighting COVID-19 when the State of Emergency terminates at the end of February, including vaccines and boosters, testing, treatments and other mitigation measures like masking and indoor ventilation. As the State of Emergency is phased out, the SMARTER Plan continues to guide California's strategy to best protect people from COVID-19.

SMARTER Plan progress update

"Throughout the pandemic, we've been guided by the science and data – moving

quickly and strategically to save lives. The State of Emergency was an effective and necessary tool that we utilized to protect our state, and we wouldn't have gotten to this point without it," said Governor Newsom. "With the operational preparedness that

we've built up and the measures that we'll continue to employ moving forward, California is ready to phase out this tool."

To maintain California's COVID-19 laboratory testing and therapeutics treatment capacity, the Newsom Administration will be seeking two statutory changes immediately upon the Legislature's return: 1) The contin-

ued ability of nurses to dispense COVID-19 therapeutics; and 2) The continued ability of laboratory workers to solely process COVID -19 tests.

"California's response to the COVID-19 pandemic has prepared us for whatever comes next. As we move into this next phase, the infrastructure and processes we've invested in and built up will provide us the tools to manage any ups and downs in the future," said Secretary of the California Health & Human Services Agency, Dr. Mark Ghaly. "While the threat of this virus is still real, our preparedness and collective work have helped turn this once crisis emergency into a manageable situation."

Throughout the pandemic, Governor Newsom, the Legislature and state agencies have been guided by the science and data to best protect Californians and save lives – with a focus on those facing the greatest social and health inequities – re-

(STATE OF EMERGENCY continued on page 13)

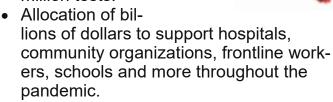


(STATE OF EMERGENCY continued from page 11)

maining nimble to adapt mitigation efforts along the way as we learned more about COVID-19. The state's efforts to support

Californians resulted in:

 Administration of 81 million vaccinations, distribution of a billion units of PPE throughout the state and processing of 186 million tests.



 The nation's largest stimulus programs to support people hardest hit by the pandemic – \$18.5 billion for direct payments to Californians, \$8 billion for rent relief, \$10 billion for small business grants and tax relief, \$2.8 billion to help with overdue utility bills, and more.

California's pandemic response efforts have saved tens of thousands of lives, kept

people out of the hospital and protected the economy:

California's <u>death</u>
 rate is the lowest
 amongst large states.
 If California had Texas' death rate,
 27,000 more people would have died
 here. If California had
 Florida's rate, that

figure jumps to approximately 56,000 more deaths.

- In only the first ten months of vaccines being available, a study showed that California's efforts saved 20,000 lives, kept 73,000 people out of the hospital and prevented 1.5 million infections.
- California's actions during the pandemic protected the economy and the state

(STATE OF EMERGENCY continued on page 14)



(STATE OF EMERGENCY continued from page 13)

continues to lead the nation in creating jobs and new business starts:

- "Lockdown' states like California did better economically than 'looser' states like Florida, new COVID data shows," with California's economy having contracted less than such states – economic output shrank 3.5% on average for the U.S., compared with 2.8% for California.
- Since February 2021, California has created 1,628,300 new jobs over 16% of the nation's jobs, by far more than any other state. By comparison, Texas created 1,133,200 jobs (11.3% of the nation's) and Florida created 787,600 jobs (7.9% of the nation's) in that same timeframe.
- Since the beginning of 2019, data from the <u>Bureau of Labor Statis-</u> <u>tics</u> shows that over 569,000 businesses started in California, by far more than any other state.

2023 Roster Update Forms Due: November 30, 2022

Don't forget to send in your completed forms! Only those received by the due date are assured to be in the printed 2023 Membership Roster.

https://bit.ly/2023RosterUpdateForm



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BHGS Advisory Council Meeting Reports

Thursday, October 13, 2022

Household Movers Permits							
Quarter Ending	9/30/21	12/31/21	3/31/22	6/30/22	Average		
HHM Permits	1,084	1,090	1,099	1,097	1,093		
New Permits Issued	40	37	35	45	39		
Exams Administered	51	44	34	44	43		
Exam Pass Rate	82%	93%	97%	89%	90%		

Household Movers Quarterly Revenue Report							
Quarter Ending	9/30/21	12/31/21	3/31/22	6/30/22	Average		
Number of Permits	1,135	1,115	982	1,116	1,087		
Gross Revenue	\$1,201,501	\$970,100	\$786,103	\$868,678	\$956,595		
Administrative Fees	\$11,350	\$11,150	\$9,820	\$11,160	\$10,870		
CHP Fees	\$5,675	\$5,575	\$4,910	\$5,580	\$5,435		
Net Revenue	\$1,184,476	\$953,375	\$771,373	\$851,938	\$969,741		
Net Revenue Including Admin Fees	\$1,195,826	\$964,525	\$781,193	\$863,098	\$980,515		

(BHGS ADVISORY COUNCIL continued on page 20)



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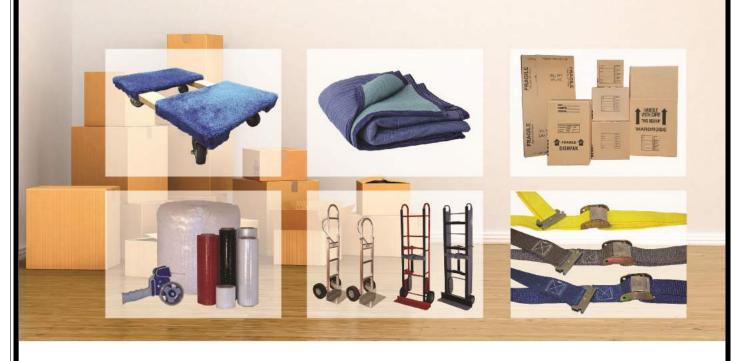
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Martin Lesko Joins Champion Risk as Director of Loss Control

Champion Risk & Insurance Services is pleased to announce the addition of industry veteran Martin Lesko as Director of Loss Control to our **ELITE** team. We are the only insurance brokerage in the nation with an in-house loss control program dedicated to the Moving and Storage industry.

Lesko brings more than 30 years' industry experience and was most recently with Vanliner Insurance where he helped to develop their Loss Control program.

He was also with the state of Missouri as an Enforcement Investigator for the Division of Transportation. Lesko graduated from the Missouri Law Enforcement Academy, has



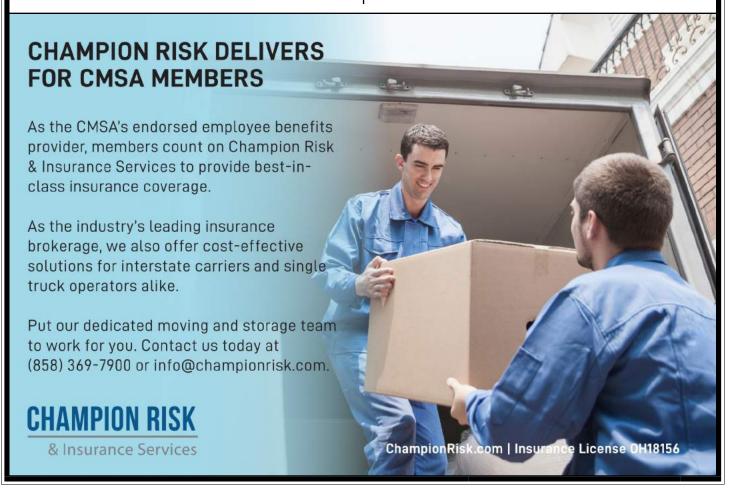
an associate degree in fire prevention/safety technology and a bachelor's degree in criminal justice/safety studies.

As Director of Loss Control, Lesko will work exclusively with Champion Risk's moving and storage clients, providing valuable expertise for improving safety culture, reducing liabilities and mitigating loss.

"We are lucky to have Martin on board," said Mark Raby, CEO. "His depth of knowledge and experience with the moving and storage industry and

its specific complexities are an important part of delivering best-in-class service to our clients."

Contact him at (858) 997-2852 or by email at mlesko@championrisk.com.



New York to Ban Sale of Gas Cars by 2035

New York Gov. Kathy Hochul on Sept. 29 announced that the state will follow California in requiring all new vehicles sold by 2035 be zero-emission, setting in motion the

regulatory process to implement a law she signed last year.

The announcement comes one month after the California Air Resources Board voted unanimously to adopt Advanced Clean Cars II, which mandates 100% zero -emission and hybrid plug-in vehicle sales

in California by 2035. That plan, with an initial goal of 35% sales by 2026, would achieve goals from a 2020 executive order from Gov. Gavin Newsom, a Democrat. It is expected to ultimately be adopted by the 15 states currently signed onto California's zero-emission vehicle program, New York among them.

As of 2020, there were 103.8 million passenger vehicles registered in the U.S., including commercial vehicles and taxicabs. New York and California together accounted for just over 18 million of them, or almost 18% of the total.

Hochul first announced New York's 2035 deadline in September 2021, but the state couldn't begin implementation until California finalized its own ban. That's because the 1970 Clean Air Act authorizes California to set its own emissions standards on new vehicles, but other states can only follow California's lead, and only if their proposed standards are identical.

"We had to wait for California to take a step because there's some federal requirements that California had to go first," Hochul said in a press conference. "That's the only time we're letting them go first."

Hochul also announced a \$10 million expansion of New York's electric vehicle re-

bate program, which allows rebates of up to \$2,000 for the purchase of an EV and has to date issued 78,000 rebates. The state also will receive \$175 million in federal funding

over five years to expand its charging network.

Across the U.S., the pace of EV adoption is expected to pick up rapidly over the next few years, as municipalities set their own deadlines for winding down gas -powered car sales, and as consumers

take advantage of incentives provided by the Inflation Reduction Act. Prior to the passage of the IRA, BloombergNEF, a clean energy research group, estimated 43% of passenger cars sold in the U.S. would be electric by 2030. With the climate-spending measure in place, that estimate was recently revised upward to 52% EVs by 2030.

Between now and then, adoption will be heavily impacted by the price and availability of electric cars. In the first half of 2022, only 4% of the cars coming out of American factories were electric, and in July there was a 29% gap between the average U.S. starting price for a battery-powered vehicle—the figure shown in car commercials and marketing materials—and the average sticker price for EVs that were actually made and shipped to dealerships. In other words, EVs in the U.S. right now are still difficult to find and to afford.

The other hurdle to more widespread EV adoption is the availability of public charging stations. Earlier this year, Hochul announced the installation of 10 fast chargers at Port Authority and LaGuardia Airport, as well as plans to add more than 100 highspeed charging ports across the state.

Source: Transport Topics



Association Leaderboard Report

	Association	Enrolled Movers	CMSA Report Food Collected and Delivered		
1	California (CMSA)	86	Monthly Year to All Time		
2	Southwest Movers (SMA)	76	4,817 152,890 1,408,986		
3	Illinois (IMAWA)	44	lbs. lbs. lbs.		
4	Florida (FMWA)	44	4,014 127,408 1,174,155		
5	North Carolina	40	meals meals meals		
	California Mover Leaderboard	Total Lbs.	JOIN THE MOVE FOR HUNGER		
1	All-Ways Moving & Stg	3,625	Visit: https://moveforhunger.org/join		
2 Mother Lode Van & Stg 56		563	Call: (732) 774-0521		
3	Nelson Westerberg of CA	542	Or Email: taylor@moveforhunger.org		
4	NMS Moving Systems	87	2aa.j.o. @o.o.oagon.o.g		

CALENDAR OF EVENTS

Tue., Nov. 8	Mid Valley Chapter Meeting	Fri., Dec. 2	Northern Region Chapter Holiday Dinner
Wed., Nov. 9	Monterey Bay Chapter Meeting	Tue., Dec. 6	LA & OC Joint Chapter Holiday Dinner
Thur., Nov. 10	Central Coast Chapter Meeting	Omni F	ual CMSA Convention Rancho Las Palmas ay 16-21, 2023

CLASSIFIED ADVERTISING

CHARGES: 1-5 Lines \$15; \$2 each addt'l line. CMSA box number \$5. Special heading/setup is extra. Email: information@thecmsa.org to place your ad or call (562)865-2900 and speak to Renee Hifumi.

EMPLOYMENT OPPORTUNITY

Looking for managers in L.A./Orange and Northern Bay Area. Must be extremely computer literate. Must be good with people and should have experience in the Moving and Storage Industry. Send resumes and letters of inquiries to: CMSA, Box J2, 10900 E. 183rd St., #300, Cerritos, CA 90703.

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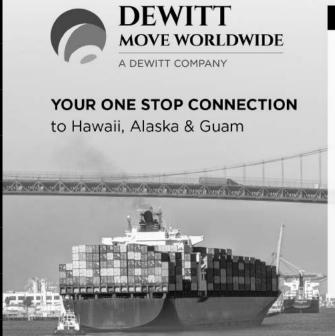
(BHGS ADVISORY COUNCIL continued from page 15)

HHM Complaints Received						
Quarter Ending	9/30/21	12/31/21	3/31/22	6/30/22	Average	
Received	140	153	137	216	162	
Closed w/o Investigation	10	2	2	5	5	
Referred for Investigation	130	151	135	211	157	

HHM Compliance Unit Investigations Conducted							
	Quarter Ending 9/30/21 12/31/21 3/31/22 6/30/22 Average						
Received		7	0	34	0	10	
Closed		1	0	3	0	1	

HHM Field Unit Investigations Conducted						
Quarter Ending 9/30/21 12/31/21 3/31/22 6/30/22 Average						Average
Received		123	151	103	211	147
Closed		110	59	72	23	66

HHM Citations Assessed						
Quarter Ending 9/30/21 12/31/21 3/31/22 6/30/22 Average						
Citations Issued	15	5	27	10	14	
Amount Issued	\$24,500	\$9,000	\$41,000	\$24,000	\$24,625	



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