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Answers to Spring trivia from Page 2:

Rebirth, the Vernal Equinox, May flowers, Benjamin Franklin, Arizona and Hawaii, Yes

## WE'RE SOCIAL!

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## CFS is celebrating its 25th Anniversary!

2015 is a very exciting year in CFS history. This year, we celebrate the 25th anniversary of our founding in 1990. Since then, we have grown steadily thanks to our dedicated employees, dynamic customers, and the caring community that has supported us for over 2 decades.

CFS has always had a great team of caring hard working individuals working together to help our clients. We have always put the client first in all of our decisions and actions.

Fortunately, our employees are also multi-faceted and thoughtful individuals who are also passionate about performing community service during their off-hours.

### So in honor of our 25th anniversary, we've launched "CFS Cares"

Through CFS Cares, we will celebrate bringing our passions for work and serving the community together. We look forward to sharing our stories of community service with you throughout the year.

One of our first CFS Cares initiatives was brought to our attention by Chris Barbosa, one of our team associates. In December 2014, there was a devastating volcano eruption in Cape Verde; Chris' family collected donations

of new or gently used children's clothing to donate to the victims of this natural disaster.

CFS team members participated and we were able to donate a large amount of clothing which will be delivered to those in need. We hope to post pictures of our donations arriving in Cape Verde. *Thank you Chris!*

Look for more acts of community service from CFS Cares in the near future.

*Pictured below: Kelly Newcomb and Chris Barbosa*

## CFS Team Member Recipe - Crisp Cucumber Salsa

Looking for a new recipe to bring to the next outdoor event? Try this easy and fun recipe for **Crisp Cucumber Salsa** from our **Vice President, Kelly Newcomb**. It's sure to be a hit with all of your family and friends.

### Directions

In a small bowl, combine the first seven ingredients. In another bowl, combine the sour cream, lemon juice, lime juice, cumin, and seasoned salt. Pour over cucumber mixture and toss gently to coat. Serve immediately with tortilla chips.

### Ingredients

- 2 cups cucumber (peeled and chopped)
- 1 garlic clove, minced or pressed
- 4-1/2 tsp. minced fresh cilantro
- 1/2 cup chopped tomato
- 1/4 cup chopped red onion
- 2 Tbsp. minced fresh parsley
- 1 jalapeño pepper, chopped
- 1/4 cup sour cream
- 1 1/2 tsp. lemon juice
- 1 1/2 tsp. lime juice
- 1/4 tsp. ground cumin
- 1/4 tsp. seasoned salt



## CFS has its pong on!

At CFS, one thing we are definitely known for is our competitiveness. When Tim decided to get a ping pong table as a way for team members to take a break and blow off some steam, that's when things got serious.

Our Production Manager, Kevin, and Client Service Manager, Maria (two of the most competitive members of the CFS team), decided to put together our first ever company ping pong tournament, getting everyone involved.

After weeks of intense competition, someone was finally crowned "Supreme CFS Ping Pong Champion". It came

down to our Client Service Manager, Maria and our President, Greg

in the finals. Want to see highlights of the match and find out who won?

We posted the video on our Facebook page.

You can also check out the video on our YouTube channel. Go to

[bit.ly/cfspingpong](http://bit.ly/cfspingpong)

in the finals. Want to see highlights of the match and find out who won?

*Pictured here: Mary Latessa and Marilyn Mello preparing for their match.*



## Spring Trivia

How much do you really know about Spring? Here are a few trivia questions to test your knowledge and share with friends and family at your next event.

What symbol is Spring known to represent?

What is the first day of Spring called?

April showers bring what?

Who was the first to propose Daylight Savings Time?

What 2 states do not follow Daylight Savings Time?

Is Spring Fever a real condition?

*Answers located on back page.*

## Did you notice a sharp increase in your freight charges?

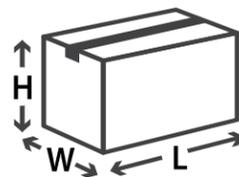
**Not sure why?** This year UPS and FedEx changed their ground shipping rates to Dimensional Weight (DIM Weight) Pricing. This new shipping rate is based on the calculated volume weight of a package not the actual weight. **This applies to all packages using ground delivery shipping.**

### Calculating your DIM Weight

*Our example below uses a 1 lb. 18 x 12 x 12 carton shipping via UPS ground domestic service*

**Measure package size.** Length x width x height = total cubic size. Example 18 x 12 x 12 = 2592

**Determine your divisor.** Divide the total cubic size by the DIM Divisor. See chart below.



Carrier	Domestic	International
UPS	166	139
FedEx	166	139

The thaw of springtime is finally here, but at what price? According to AAA, potholes cost drivers a whopping \$6.4 billion dollars a year or \$2,000 per driver. Why? Because potholes cause damage to shocks, struts, tires and wheels everyday on America's roads. So what can you do to prevent vehicle damage to your car?

### Here are some tips:

- If you see a pothole, report it to your local Highway Dept.



**Determine your cost.** If DIM weight is greater than the weight of the package, you pay the DIM weight rate. Example  $2592 / 166 = 15.61 = 16$  lbs

Old Bill Weight	New Bill Weight
1 lb.	16 lb.
Old Bill Rate	New DIM Bill Rate
\$10.70	\$20.60

### Want to reduce your shipping costs. Try these tips:

- Keep shipping costs down by reducing the package size. That also reduces the amount of shipping material needed.
- Look at other packaging options if possible. Envelopes are a great alternative to boxes and can be a good option to keep costs down.

Want more information? CFS can help! There are alternatives to using FedEx & UPS that can almost eliminate the DIM weight rate increase.

## Tips for Avoiding Potholes

- If there is still left over water or ice on the road, avoid these areas as they might be concealing a pothole.
- Watch what other cars are doing. If cars slow down or change lanes, chances are they could be avoiding a pothole.
- If you can't avoid the pothole, make sure you slow down to minimize impact.
- Keep your tires in tip-top shape. If they are under or over inflated, this can increase your chances of wheel or tire damage.
- If your car is damaged by a pothole, be sure to get a picture of it as well as a printed receipt for the damage. Then inquire with your state or local government as they may reimburse you for the damage.

## EVENT SUPPORT Checklist

At CFS, we know there is no such thing as a "small" event. We understand there are many contributing factors that need to be addressed and every detail is just as important as the last.

*To help keep you on track and on time – we've put together a helpful checklist for your next event:*

- Design** – do event materials need a new design; does existing collateral have an old date, or previous sponsor listed and are in need of updates?
- Collateral** – are all signs, banners, apparel and other promotional items up-to-date, ordered?
- Packaging** – are all materials packed properly and clearly labeled for ease in offloading & event set-up?
- Logistics** – is transportation scheduled to allow for traffic, weather or other unforeseen circumstances?
- Delivery** – are drivers aware of all event delivery requirements?
- Staging Set-up** – are resources familiar with the event site? Aware of where/how to set-up and stage event materials?

*Go to [cfsinc.com/event-support-checklist](http://cfsinc.com/event-support-checklist) to see the rest of the checklist and to download a printable version.*

