

Controversial HOS Rule to Be Rewritten After Lawsuit

The Department of Transportation announced on October 27 plans to withdraw its Hours of Service (HOS) regulations and rewrite them. The decision was lauded by the Teamsters and various public safety groups, who were pleased that their numerous efforts to have the HOS rule thrown out are finally receiving a response.

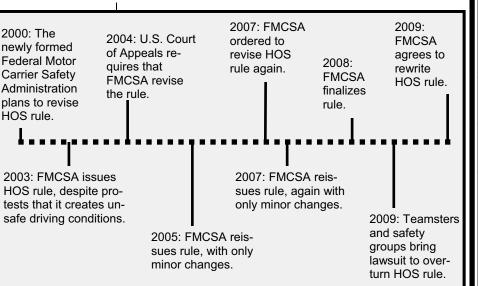
The HOS rules have been controversial ever since their proposal by the Bush administration in 2003 – with many

groups protesting that they reduce safety.

The HOS rules set allowable driving time to 11 hours within a 14 hour driving period from the time the driver begins work. The HOS rules also limit the drive to no more than 60 hours on duty in seven consecutive days; however, a driver can "reset" their work week if they take a 34-hour break.

In response to these rules several safety advocacy groups, along with the Teamsters Union, took Department of Transportation to court in March 2009 claiming that the HOS regulations increase driver fatigue and reduce safety. The groups pointed to several studies which indicate fatigue problems caused by the 11-hour day and the 34-hour "reset" rule. Joan Claybrook, President of Citizens for Reliable and Safe Highways, said the HOS rules "put industry profits in the driver's seat and public safety in the back seat."

However, not everyone has a problem with the HOS rule. Anne Ferro, the recently appointed President to the Federal Motor Carrier



Safety Administration (FMCSA) was noticeably reticent on the issue of the HOS rule during her Congressional hearings. The American Trucking Association General Counsel Richard Holcomb told industry paper *Transport Topics:* "We'll be able to submit a wealth of data that shows how safe the rule is." The ATA also issued a statement which said that the number of truck-related fatalities has fallen almost 20% since the rule first took effect five years ago, and in March of 2009, praised the FMCSA for their job explaining the scientific underpinnings of the HOS rule.

The HOS rule will remain in effect while the DOT reviews the regulations. A proposal for new rules is expected to be drawn up and sent to the White House within nine months. Ferro will oversee much of the writing on the new rule. A completed rule is expected to be published within 21 months.

SOURCES: Transport Topics, Fleet Owner, Associated General Contractors of America

Chairman's Corner

By: Tim McCarthy

One of the highlights of being Chairman is having the opportunity and experience to visit each of your Chapter meetings. I started out with President Steve Weitekamp at the Sacra-



mento CMSA Chapter meeting held at the Downtown Sacramento Hard Rock Café. It was this chapter's first meeting of the year with no chapter president but with three people vying for this position and over 40 people in attendance. It was exciting and refreshing to see such enthusiasm in a chapter! All three candidates were more then qualified and very prepared to take on the position of Sacramento Chapter President. It was decided the one with the most votes would be President, then Vice-President, and Secretary Treasurer, so in the end everyone won. They each look forward to supporting their new president and planning for their own future term as a chapter officer.

The following day Steve and I toured two outstanding CMSA member moving & storage

facilities, Mother Lode Moving & Storage in Rancho Cordova and Redwood Moving & Storage in Healdsburg. If you want to see two "Top Notch" movers, these two would be a good place to visit. You can really see both companies, like many CMSA member companies, take great pride in what they do.

That evening Steve and I attended the North Bay Chapter meeting. Just like the night before I found a very receptive chapter. This chapter has a unique tradition when they do their self introductions at their meetings. They add a short phrase or answer a question at the end of their introduction; like what is your favorite candy bar and why, or type of car, place to travel.

This night we introduced ourselves and added what movie we would relax with when we got home from work. Needless to say this was very interesting introduction time and it sure got people talking! Chapter elections were also held at this meeting. The three elected officers were very proud to take on the challenge of their new positions.

The next day we started out with a full tour of the beautiful San Ramon Marriott Resort in

(**Chairman's Corner** continued on page 4)





Experience you can count on! North America's #1 Used Truck Dealer!

Our business for the past 58 years has depended upon our expertise in inspecting and reconditioning used equipment. We have a national account program just for the moving industry which includes:

- Provide you with written trade terms on each sale. No awful surprises!
- Save you time by coordinating your purchase with the van line office!
- Flexible financing alternatives!

You will have the services of your very own Truck Consultant!

We are truck consultants, not used truck salespeople. You will find that when comparing apples to apples in trucks, we will always be competitive.

But price isn't everything!

We will always provide the best value when you consider the time savings of turning the reconditioning and preparing process over to me. We can give you a truck ready to earn revenue 30 days before the first payment is due.

"Now that is a difference that immediately benefits you!"

CALL US BEFORE YOUR NEXT TRUCK PURCHASE!

Central & Northern CA VELDA REDMOND 800-530-6092

> Southern CA TOM BRANCATO 800-791-9635

Southern, CA CHRISTOPHER BASS 800-827-7699

President's Comments By: Steve Weitekamp

Waiting, like most of you I find myself frequently waiting. We live in a world of 24hour news cycles with live feeds from the most remote corners of the globe. There are definitely times when we may feel that life is moving



far too quickly or that we are victims of information overload. Yet, with raised expectations, we find that many issues that impact our professional and personal lives progress at a pace that makes watching paint dry feel by comparison like flying in a jet.

Macro issues like the economy and health care seem to be in a continuous state of being just about to: improve, deteriorate, or insert your own perspective here. Issues that specifically impact transportation also seem to have very long time horizons, making it challenging to plan and prepare. Pending major issues that have been covered in past issues of this publication include: Federal Hours of Service (HOS) regulations, The California Air Resources Board (CARB) On-road Diesel Engine Regulation, and The California Public Utilities Commission (CPUC) Tariff Simplification Application.

Inquiries to CMSA ask the question of how to prepare for the quickly approaching On-road Diesel Engine Regulation. Past articles have addressed the CARB Diesel Hotline as well as the CARB Truck-stop website yet members continue to believe that these resources do not sufficiently address their needs. The complexities of multiple regulatory schemes and the individual variations of member's fleets and operations preclude CMSA from giving individual advice on compliance. On the CMSA website, is information about the upcoming CMSA sponsored CARB Regulations seminar lead by Sean Edgar, project manager at CleanFleets.net. This seminar is another step in meeting our Association's mission of providing CMSA members with the information that they need.

On behalf of the CMSA staff and my family I would like to wish each of you a Thanksgiving Holiday filled with family and friends and the hope that we remain grateful for the many gifts that we continue to receive.

(Chairman's Corner continued from page 2)

the scenic rolling hills of the Tri-Valley, surrounded by redwood, sequoia and magnolia trees. This facility is on the 2012 CMSA Convention site list to be considered at the next Board of Director's meeting. This hotel is all that you would expect from a Marriott property; it was the best in all areas.

Our next stop was Crown Worldwide Moving & Storage. CMSA Board Member and Crown President Rick Hosea gave us the grand tour of Crown's new office facility and showed us some, just some, of the new technology features of their company. I want to thank Bob Bowen, CEO of Crown for allowing us a peek inside the company.

After a trip on BART, Steve and I met Bill Schulte, CMSA PUC consultant and former Director, in San Francisco for lunch to discuss that afternoon's meeting with Mr. Paul Wuerstle, Manager of Consumer Protection & Safety Division on some possible violations involving several movers. We discussed potential ways we could effectively police our own industry, with PUC interaction making it better and easier for all parties involved. During this meeting I saw a relationship and a strong bridge being built between the PUC and the CMSA. We can thank our President, Steve Weitekamp, for his tireless efforts and patience in working with the PUC. This meeting was over two hours long and was worth every minute of it for the CMSA membership.

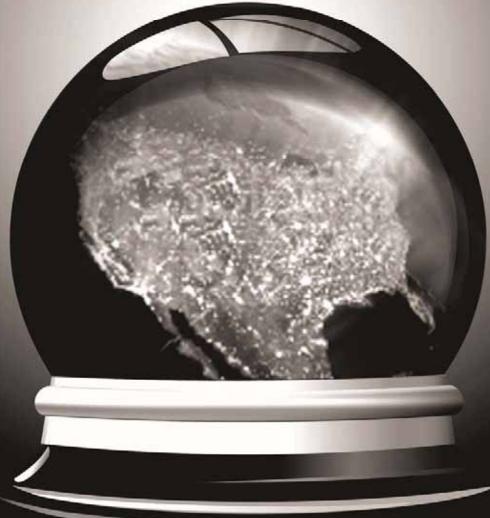
Our final stop on this tour was the Northern Region Chapter meeting in Oakland, CA. Their chapter president, Sharon Avila, had a great meeting. This is Sharon's first year as President and I can already see a great year coming for this chapter with her leadership. It was a time for me to renew old friendships with those I had not seen in quite some time.

Wrapping up the first road tour I would like to thank the chapter presidents for their drive and dedication to the CMSA, the PUC for agreeing to meet with us, the companies whose warehouses we visited, and the people who helped with our nightly accommodations.

My biggest thanks and utmost gratitude is to all the CMSA members who make this Association possible. It is you the member that is the back bone of the Association and I thank you all. I look forward to my next and upcoming road tours. See you soon.



Ensure your future with North American Van Lines...





A van line dedicated to helping its agents grow their business.

We are now taking applications for new agents to join our quality-driven van line.

We offer unique opportunities with products like...

- Qualified consumer lead generation program
- Innovative pricing products
- Corporate marketing and relocation sales support
- Strong military support for managed companies and DP3
- Excellent compensation
- Agent field support in quality, sales and operations
- Plus much more



Apply online at www.NAVL.com/BecomeAnAgent or Call 1-866-760-0608

U.S. DOT No. 070851

CPUC INVESTIGATIONS RESULT IN ENFORCEMENT ACTIONS ON VARIOUS MOVING COMPANIES

The California Public Utilities Commission (CPUC), in its ongoing commitment to consumer protection, has recently taken a number of actions to protect consumers from illegally operating moving companies.

During the third quarter of 2009, CPUC staff took the following enforcement actions against moving companies for violations of the Public Utilities Code and CPUC rules and regulations, including Maximum Rate Tariff 4 (MAX 4), which contains maximum rates that carriers must observe as well as rules and regulations governing intrastate moves.

Administrative Citation

Several companies were cited and fined (totaling \$29,250) for one or more of the violations listed below. One of the companies was also directed to pay \$7,475 in consumer restitution.

- 1. Assessed unlawful charges for paper pads.
- 2. Engaged employees without evidence of workers compensation insurance on file.
- 3. Failed to include "Not To Exceed Price"
- 4. Failed to issue and/or properly complete the "Important Notice About Your Move" document to shipper.
- 5. Failed to issue the "Important Information for Persons Moving Household Goods Booklet" to shippers.
- 6. Failed to issue the Combined Agreement and Freight Bill document to shippers.
- 7. Failed to produce requested records.
- 8. Incomplete Combined Agreements for Moving Services and Freight Bills
- Operated and advertised without a valid permit (prior to issuance, after suspension and revocation)

Companies cited include:

- Continental Express Inc., a California Corporation dba Express Moves and Fast Lane Moves, Fremont (MTR 190272)
- Luis A. Morales dba Louie's Central Coast Movers & Labor, Santa Maria (MTR 190552)
- 3. Scout Relocation, Campbell (MTR 190371)
- Trans United Moving Service, Inc., Reseda (MTR 190485)

Phone Disconnect

In its ongoing efforts to clamp down on illegal moving companies, the CPUC had telephone service shut off to three moving companies operating in California without a household goods permit. These companies continue to advertise and hold themselves out to engage in the business of transporting used household goods, notwithstanding CPUC staff directives to immediately cease and desist unlawful acts and to obtain a household goods permit.

- 1. Bradley John Wincott dba KTE Piano Moving, San Jose (Unlicensed). The carrier advertised on the Internet offering piano moving services. The advertisement displays a CPUC license number that is no longer valid. Notwithstanding CPUC staff Cease and Desist letters directing the carrier to immediately cease all unlawful advertisements and operations, the carrier continued to violate the law as evidenced by sting calls conducted by CPUC staff. On July 28, 2009, CPUC staff obtained a Finding of Probable Cause signed by Santa Clara County Superior Court Judge Paul Teilh. The order finds that telephone service at two numbers was being used to violate criminal laws in the State of California.
- 2. Darragh Skelton dba Gaelic Moving and Storage, San Francisco (Unlicensed). The carrier advertised his unlicensed moving business on the Internet and listed one phone number and represented to the public that the company has over six years of experience from working with other moving companies. The carrier also uses other trade names including Irish Professional Movers N Truck, and Two Professional Movers with a Truck. Notwithstanding CPUC staff Cease and Desist letters directing the carrier to immediately cease all unlawful advertisements and operations, the carrier continued to violate the law as evidenced by sting calls conducted by CPUC staff. On September 17, 2009, CPUC staff obtained a Finding of Probable Cause signed by San

(CPUC Invesigation continues on page 7)

(CPUC Invesigation continued from page 6)

Francisco County Superior Court Judge Peter Busch. The order finds that telephone service at one number was being used to violate criminal laws in the State of California.

3. BGT Trans Inc. dba Advanced Moving and Storage, San Jose (Unlicensed). The carrier advertised its unlicensed moving business on the Internet offering household, corporate, and commercial moves. BGT also displayed a Cal-T permit that belongs to Ron Bar, President of CHS Transportation, Inc. Mr. Bar stated that CHS was not operating under the name of "Advanced Moving" and that BGT is owned by Ashley Randall. Notwithstanding CPUC staff Cease and Desist letters directing the carrier to immediately cease all unlawful advertisements and operations, the carrier continued to violate the law as evidenced by complaints and sting calls. CPUC staff obtained phone records which showed that CHS Transportation is the subscriber to all 13 numbers. On September 8, 2009, CPUC staff obtained a Finding of Probable Cause signed by Santa Clara County Superior Court Judge Paul Teilh. However, CPSD was informed by the service provider that six of the 13 numbers were ported out to another service provider in mid July. In addition, CPUC staff discovered that BGT advertised a new toll-free number on its re-designed website. CPUC staff obtained the necessary records and obtained another signed Finding of Probable Cause on September 23, 2009. The order finds that telephone service at 14 numbers was being used to violate criminal laws in the State of California.

Criminal Filings

CPUC staff investigations of unlicensed operations resulted in two moving companies being charged criminally for violating the CPUC's rules and regulations. CPUC staff submitted its reports to the Los Angeles City Attorney's office requesting a criminal complaint be filed against these unlicensed companies:

1. Amex Movers, Inc., Los Angeles (MTR 190039) - Complaint #9CA01177. The carrier was charged with 30 counts of violating various provisions of the Public Utilities Code, and the CPUC's MAX 4 Tariff including but not limited to operating and advertising after permit suspension and revocation; engaging employees without workers? compensation insurance; failing to maintain in effect public liability property damage and cargo insurance; and failing to issue Important Notice with Not To Exceed Price.

2. L.A. Transport Inc. and its president Hassan Velashierdi, Tarzana (MTR 190257) -Complaint #9CA01215. The carrier is charged with nine counts of violating various provisions of the Public Utilities Code, and the CPUC's MAX 4 Tariff including but not limited to operating and advertising after permit suspension and revocation; engaging employees without workers' compensation insurance; failing to maintain in effect public liability property damage and cargo insurance: and failing to issue Important Notice with Not To Exceed Price. The carrier is also charged with one count of probation violation (36 months probation) from previous misdemeanor filed in 2006 for operating without CPUC authority.

Official Notice

Several companies were issued Official Notice for one or more of these violations:

- 1. Failed to include Cal T-number in advertisements
- 2. Operated and advertised without a permit (prior to issuance, suspended)

Companies cited:

- 1. Anthony Sapeto dba Placer Moving, Loomis, (Unlicensed)
- 2. Conrad D. Hanns dba A Master Movers, San Rafael, (MTR 155500)
- 3. Paul. Daniel dba A Way To Move, Rocklin, (Unlicensed)
- 4. Teco Piano and Organ Movers Inc., Downey (Unlicensed)
- 5. William Leeming dba Billy's Moving, Sonoma (Unlicensed)

Cease and Desist Notice

Over twenty companies were issued Cease and Desist notices for operating and advertising

(CPUC Invesigation continues on page 9)

> bobtail trucks

packing tape rubber bands panel carts floor runners shrink wrap

- > library carts masonite carts appliance trucks fire extinguishers tape dispensers shoulder dollies pallet vaults
- > walkboards padlocks

> e-crates ladders lift levers curb ramps camera carts movers tape wheel chocks

Canto

Crate

C crate

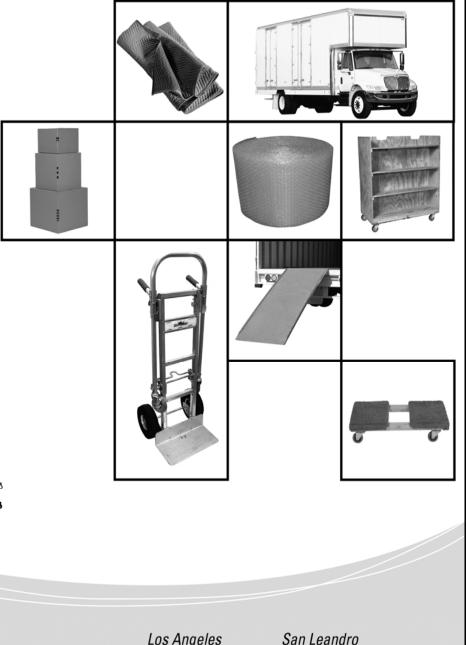
- > 4 wheeled dollies burlap moleskins corrugated paper
- > furniture pads security seals
- >bubble pack kraft paper steel strapping rubber tarp ties tubular webbing sisal twine

> carton dollies furniture skates finish repair kits carton sealing tape office machine carts

> corrugated cartons auto split ramps carpet runners



SALES AND RENTAL OF PRODUCTS FOR THE PROFESSIONAL MOVER IN STOCK, AND READY TO WORK FOR YOU



Los Angeles 800-421-8700

San Leandro 800-624-7950

www.newhaven-usa.com



(CPUC Invesigation	continued from	page 7)
--------------------	----------------	---------

without a valid permit or after permit revocation. **Companies cited include:**

- 1. Aaron Gordon dba Independent Moving Assistance Service, Sacramento (Unlicensed)
- 2. Affordable Moving, Los Angeles (Unlicensed)
- BGT Transportation dba Advanced Moving and Storage Systems, Sunnyvale (Unlicensed)
- Brendan O'Halloran dba South Bay Moving and South Bay Moving Services, San Jose (Unlicensed)
- 5. Direct Moving & Storage, Sherman Oaks (Unlicensed)
- 6. Express Moving Network, Inc., and Ohad Ben Shushan dba and Best Moving Van Lines, San Jose (Unlicensed)
- 7. Fabricio Lunardi dba Lunardi Moving Services, Santa Clara (Unlicensed)
- 8. FlatRate Moving & Storage, Inc., Maryland (Unlicensed)
- 9. Francisco Alvarez dba Roosters Moving Company, San Jose (Unlicensed)
- 10. Georgios Paitaris dba SD Moving Assistance, San Diego (Unlicensed)

- 11. Graduates of Starving Students, Los Angeles (Unlicensed)
- 12. Happy Hauling, Malibu (Unlicensed)
- 13. Johnny Wong dba Golden Gate Moving, San Francisco (Unlicensed)
- 14. Layne Craig dba Movers on the Side, Napa (Unlicensed)
- 15. Leroy Luckett dba The Movers, Beaumont (Unlicensed)
- 16. Mike Horgan dba Mikey Moves4U, Anaheim (Unlicensed)
- 17. Neil Crofton dba 2 Irish Men And a Truck, San Francisco (Unlicensed)
- 18. Santa Rosa Music Center, Santa Rosa (MTR 189705-Denied)
- 19. Teco Piano and Organ Movers Inc., Downey (Unlicensed)
- 20. Union Moving Services, Encino (Unlicensed)
- 21. William Leeming dba Billy's Moving, Sonoma (Unlicensed)
- 22. Zakaria Saakian dba Zaks Moving, Los Angeles (Unlicensed)

For more information on the CPUC, please visit <u>www.cpuc.ca.gov.</u>

sta•bi•li ty (stəbil'əte) n.

1 the quality of being stable; having firmness of character, and purpose 2 see Wheaton World Wide Moving

Wheaton gives more than lip service to our agents. In fact, we see our agents as partners and an integral part of our success. We're all about opportunity backed by more than 60 years of sound business decisions and financial stability. If we say it, we'll do it and we've got a solid track record to prove it. It's as simple as that.

- Financially strong no long term debt
- Wheaton pays promptly each week, 2.1 days on average from receipt of paperwork
- Competitive commission schedules



- Quick claim settlement and limited chargeback
- Hauling discount protection
- Agent and driver advisory councils
- Open door policy







Contact Tim Davis at 800.932.7799 extension: 571 or visit us online at www.wheatonrecruit.com

Sheeler Moving Joins Move for Hunger Effort

Sheeler Moving and

Storage is asking its

customers to donate

unwanted and un-

opened food items.

Sheeler Moving and Storage is joining with the non-profit organization Move for Hunger to help pack and move food donations that will go to Food Share of Ventura County.

Move for Hunger is an organization that works with moving companies to pick up unwanted, unopened food during the moving process and deliver it to local food banks. Of-

ten times when people move, they take the opportunity to get rid of unwanted items and they will also clean out their pantries to discard their unused food.

Sheeler Moving and Storage is asking its customers to donate

00

unwanted and unopened food items. Sheeler's professional moving staff will help box up the food donations during the moving process and make the arrangements for the food to be delivered to Food Share, which will distribute the donated food to needy families.

"This is a great opportunity for our company to give back," said company President **Mel Sheeler**. "Over the years we've seen so much

waste. Even if we can collect just a few cans a week, it will go a long way in helping struggling families in the area."

Twenty-six percent of families in Ventura County live on incomes that put them at risk of hunger each month, noted Move for Hunger Executive Director Adam Lowy.

Sheeler Moving and Storage is located at

6060 Nicolle St. Sheeler is an agent for **Wheaton World Wide Moving**, which also is a partner of Move for Hunger.

Sheeler's services include moving and storage for residential,

commercial and industrial clients, including local, intrastate, interstate and worldwide relocations. Sheeler also offers a Records Management division for the long-term storage of files and documents, as well as imaging and scanning services.

For more information on Move for Hunger, please visit www.moveforhunger.org

SOURCE: Sheeler Moving and Storage



The Premier Printer for the Moving Industry

Call now for more information!

- Interstate Approved Forms
- Custom Forms
- Commercial Movers Labels
- Color Brochures
- Presentation Folders
- ✤ All CAL PUC Forms
- Inventory Tapes
- Inventory Forms
- ✤ Warehouse Forms
- Security Seals

Complete Online Catalog www.milburnprinting.com makes ordering easy!

1-800-999-6690

8:30 am - 5:00 pm EST or 24 Hour Fax 631-582-8995 120-A Wilbur Place, Bohemia, NY 11716

ECS Refining Replaces ASL's Greenspot Program

TechDrop, ECS Refining's e-waste recycling program for CMSA members, has replaced the ASL's GreenSpot program. The programs are virtually identical, except that ECS Refining will provide CMSA members with a much broader range of services for their customers.

ECS Refining was founded in 1980 by Jim and Ken Taggart. For the past 30 years ECS has recycled obsolete electronic equipment and purchased or sold on consignment working, marketable equipment. At ECS Refining no electronic waste is exported nor does it end up in a landfill. Through its state-of-the-art shredding and mechanical separation system, obsolete electronics are processed back into basic commodities of steel, copper, aluminum and plastic fractions.

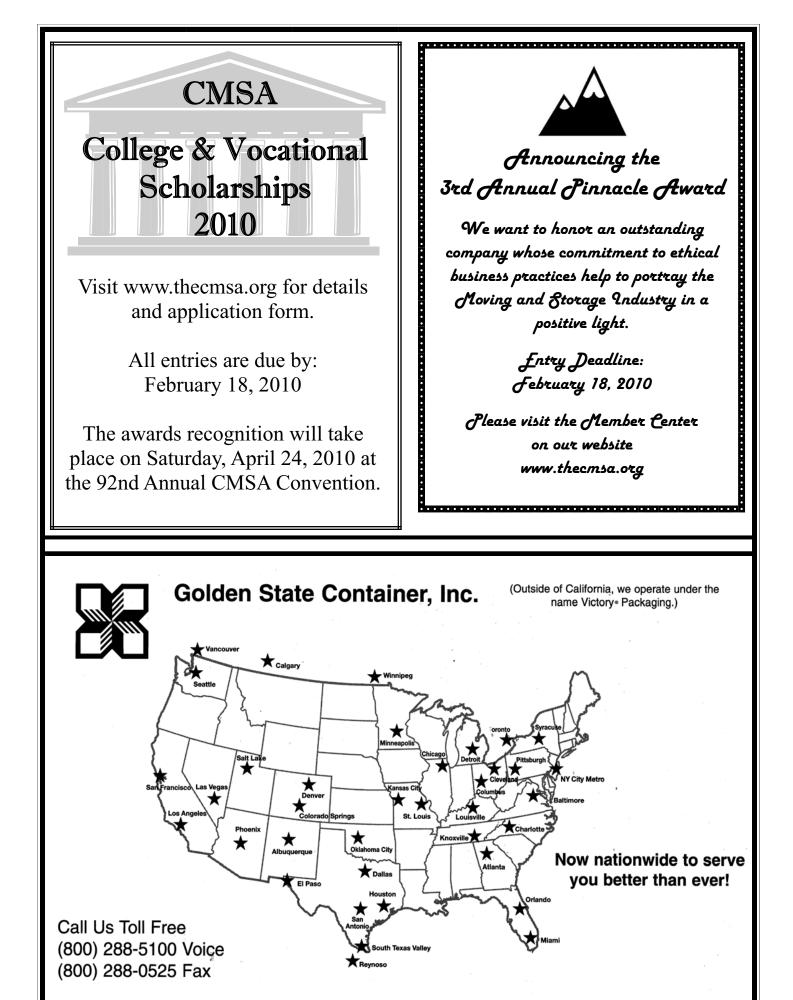
At ECS Refining marketable equipment is tested and sold with the profit split between ECS and its customers. Manufacturing and laboratory equipment is also bought by ECS-this equipment can be sold "as is" or for the value of the equipment's parts.

ECS Refining is an approved Recycler for



California's e-waste recycling program and is an E-Steward Founder with the Basel Action Network (BAN) (http://www.e-stewards.org/). BAN is the organization that worked with CBS's 60 Minutes to uncover unlawful electronics exporting and the environmental damaged caused from dumping in e-waste in developing countries.





Fine Arts Shipping Lends a Hand to Non-Profits Even in Tough Economic Times

For many small businesses, especially in these times, margins are tight and it is difficult to make cash contributions to charities and other worthy cultural organizations.

Happily, however, some are in a position which enables them to occasionally provide in kind services to organizations at reduced rates or at no charge.

Fine Arts Shipping has supplied storage services at no cost for the Los Angeles Ballet. In addition to a prominent thank you in the ballet programs, Fine Arts Shipping receives complimentary tickets, allowing many of their staff and loved ones to experience the ballet and become fans. Talk about a "win-win"!

On other occasions Fine Arts Shipping has been able to contribute to organizations by discounting costs on transport services. Recently, they completed a shipment for Doctors Without Borders at a rate well below market value. This is a great way for small businesses to donate as it conserves cash but gives real value to the organization in question.

Fine Arts Shipping also has a connection

with Paul Newman's charity, The Painted Turtle. The Painted Turtle is a camp which serves children with serious diseases on a year round basis and at no cost to participating families.

These are kids who otherwise would not be able to attend camp due to the nature of their illnesses. They operate out of offices in Santa Monica, and maintain the camp in Lake Hughes, CA.

When one of Fine Arts' storage customers retired an array of costumes, wigs, hats, props & even a couple of fog machines from their inventory, Fine Arts Shipping was able to donate these items to The Painted Turtle and deliver them at no charge. The supplies were used immediately in skits and sketches at the camp.

The website of The Painted Turtle (www.thepaintedturtle.org) shows a list of items the camp needs on a regular basis. Anyone wishing to make a donation should call Fine Arts Shipping at (800) 421-7464 and drop the items off at Fine Arts' facilities near the LAX airport and they will see that they get to the camp.



Also in the News...

Unemployment rose to 10.2% in October, the highest it's been since 1983. About 7,500 of jobs lost were in the trucking industry, more than double the number from September—making it a total of 11,100 lost for the two month period. Most of the other jobs lost were in manufacturing, construction and retail.

Anne Ferro's nomination to head the Federal Motor Carrier Safety Administration was confirmed by the Senate on October 27, despite accusations that Ferro does not make safety a high priority.

Freight Transportation Research Associates (FTR Associates) reported signs of economic recovery in the trucking sector on Monday, November 2, citing an increase in class 8 vehicle net orders in October that was 104% over September's numbers.

SOURCES: Multiple Sources





How to Be Prepared for the Unexpected

You drive the speed limit, you use your blinkers and you follow the three-second rule. You're a safe and cautious driver, but unfortunately collisions do happen. Though being in a crash is never an enjoyable experience, there are ways to make sure the process goes as smoothly as possible. Below are three steps to help guide you through.

Step One: Be Prepared -There are several items you should keep in your car at all times in case you are involved in a collision:

- A Camera Whether disposable, digital or on your cell phone, it is important to have a camera in your vehicle. Be sure to take pictures of the damage to your car, your license plate, the damage to the other vehicle and the license plate of the other car. Having these photos will help with any dispute that may arise later.
- Pen & Notebook You will need to write down and exchange personal information with the other driver, such as driver license information, insurance information, as well as crash details.
- Flashlight In the event the crash takes place at

night, it is important to keep a flashlight in your car both as a safety precaution and to use while observing any damages.

 Blanket - There may be harsh weather conditions at the time of your crash. If you are unable to remain in the car or the heater has been compromised, a blanket will be vital for staying warm and avoiding any further harm to your body, while you wait for law enforcement and/or medical personnel to arrive.

Step Two: At the Crash Site - If the event is serious, the first thing to do is to call 911. If the crash occurs on the freeway and your car is still in operating condition, move your vehicle to the right side shoulder as far out of the traffic lane



as possible and turn on your emergency hazard lights. If the collision occurs on city streets, try to pull over into a shopping center, a gas station or somewhere else that is safe and out of traffic's way.

Exchange the following information with the other driver:

- o Name
- o Insurance Provider & Policy Number
- Current Address
- o Driver License Number
- Vehicle Make, Model, Year and License Plate Number
- Any additional details of the accident that you might later forget.
- If any witnesses come forward, take down their contact information and a statement. Sometimes the other driver involved will alter their story after the fact, so it can be crucial

to have a third party witness.

Step Three: The Aftermath

- After the crash occurs, there are still a few items to take care of. Contact your insurance agent - You must contact your insurance company as soon as possible. Most companies offer a 24hour collision claim service.

Your agent will then get in contact with the other driver's agent and will submit any necessary reports to the DMV and the CHP.

If you feel any unusual neck or body pain, visit your doctor or ER immediately. Sometimes the adrenaline rush of a crash will mask any injuries you may have sustained and the pain will surface soon after.

By following these steps and being prepared when a collision takes place, you can avoid the extra headache that comes with not having essential items handy or not obtaining the proper information. For more information on avoiding collisions, reporting a crash, or overall driver safety, visit www.dmv.ca.gov. Save time. Go online!

SOURCE: The California DMV

Mary Scott Joins the CMSA

A long-time veteran of the moving industry, Mary Scott, has started working for the CMSA part time doing bookkeeping. Mary has worked in the moving industry since 1961, giving her a vast wealth of expertise that she brings to the job. After working as an Accounting Manager at Merit



Moving Systems for over 18 years, Mary retired.

Throughout her time at Merit, Mary worked with the CMSA, helping out and building friendships. Mary said she loves the moving industry because "there's never a dull moment, something new is always happening."

The CMSA is an ideal fit for Mary during her retirement years, since the flexible part time hours allow her to stay busy – while still giving her time to act as Treasurer for her church, and spend time with her family.

Mary's daughter, Laura Jasperson, works for Bekins Van Lines, continuing their legacy in the moving industry.



We've got your business covered.

TRANSGUARD[®] insurance programs provide "blanket" protection for California movers.

Since 1973, TRANSGUARD GENERAL INSURANCE AGENCY has been offering moving and storage companies specialized programs to cover their unique insurance needs.

Our portfolio consists of insurance programs, underwritten by companies rated "Excellent" by A.M. Best, providing superior protection for movers as well as transportation companies involved in records storage, general freight and special products distribution.

TRANSGUARD offers complete coverage at competitive rates, and a level of service that has no rival. We've got you covered!



O 2008 TRANSGUARD GENERAL INSURANCE AGENCY

California License No. 0C04835

Calendar of Events

Nov. 17, Tuesday	Twin Counties Chapter Meeting with CARB Speaker	Coming Up in December
Dec. 8, Tuesday	Joint LA/OC Beach Cities Chapter Meeting	CARB Regulations Seminar
Dec. 9, Wednesday	Ventura/Santa Barbara Chapter Meeting	Sean Edgar, CleanFleets.net
Dec. 10, Thursday	Central Valley Chapter Meeting	and Steve Weitekamp, CMSA President
Dec. 11, Friday	Northern Region Holiday Crab Feed	Dec. 15, Tuesday Four Points Hotel in Pleasanton
Jan 13, Wednesday	San Diego Chapter Mtg	Pleasanton
March 18, Thursday	Sacramento Chapter Golf Tournament	Dec. 17, Thursday Holiday Inn Long Beach Airport
Apr. 20-25, 2010	92nd CMSA Annual Convention	We hope to see you all there!

CMSA Endorsed Employee Benefits Program



Members of the CMSA benefit by obtaining multiple quotes from one source for all of their employee benefits needs.





Contact us for a quote 1-800-829-0807 (ext 311) mraby@barlocker.com Barlocker Insurance Services • CA Lic. 0580438

Farnsworth Mayflower Makes a Unique Move

When a loyal customer shipped over an interesting bench from England, **Cal Farnsworth** of **Farnsworth Mayflower** agreed help move the bench around the house to the beach. The bench was a 17 ft. long burl wood log carved into a cork screw weighing about 2,000 lbs.

In preparation for the move, workers removed a garden and constructed a 250 ft. plywood pathway with to sets of split walk boars secured to a rail wood staircase, then dug a pathway through the sand to the bench's final location. The day of the move required eight men, safe jacks, Johnson bars, wood logs (like the Romans used), pipe, a block and tackle with two reduction pulleys and 300 ft. of line. The total move took about six hours.

The customer wanted the interesting piece of art for their grandchildren to enjoy on the beach.









Our Customers expect certain qualities Trustworthy from us as a mover. Honesty

Don't you deserve the same Quality Focused from your van line? Integrity

At Stevens, we offer our agents:

- Timely, accurate payment
- Financial and corporate stability
- Competitive compensation
- Unlimited hauling potential
- No charge for online system access
- Co-op advertising
- Access to Management
- Marketing materials & assistance
- International forwarding division
- Access to becoming a military agent

More than a century of experience and commitment to quality

Contact: Morrie Stevens, Jr. Email: agents@stevensworldwide.com Ph. 800.678.3836, ext. 359 agents.stevensworldwide.com



CLASSIFIED ADVERTISING

CHARGES: 1-5 lines \$15; \$2 each additional line. CMSA box number \$5; Non-member charge: \$30 additional. Special heading/set up extra. <u>Replies to ads noting box numbers</u> to be sent to: CMSA Communicator, 10900 E. 183rd St., #300, Cerritos, CA 90703.

SALES CONSULTANT

Household Goods Industry Moving and Storage

Coleman American Moving Services, an agent for Allied Van Lines, has immediate openings for highly energetic and highly motivated Sales Consultants to represent our vast moving and storage services throughout the San Diego area. We are seeking Associates that share in our dedication and commitment to quality by providing a professional image with an assurance of excellence and exceptional service.

Qualifications:

Responsibilities:

Strong communication skillsBuild and generate new revenueExcellent customer service skillsMeet with clients & new business prospectsMinimum of two years of successful outside sales experienceMeet with clients during and after relocationBachelor's degree or equivalent (preferred, not necessary)Identify new sources of businessStrong work ethicProfessional sales presentationsAbility to closeWoving Sales Experience (preferred, not necessary)

In joining our team, we will offer a guaranteed training salary plus the opportunity to earn additional commissions and bonuses based on performance, a car allowance, an excellent benefit package, and a positive work environment. Coleman American Moving Services, Inc., subsidiary of Coleman American Companies, Inc., is a full service worldwide moving and storage company that is dedicated to servicing the transportation needs of corporations, governments, and individuals. We have been in business for over 95 years and we are one of the largest privately held transportation companies headquartered in the Southeast. We are a dynamic and growing organization that is committed to customer loyalty through excellent quality service. For more information visit please visit www.colemallied.com

If you are interested in pursuing this career opportunity, please submit your resume to eric.major@covan.com. Experienced

BUSINESS WANTED

We are interested in purchasing all or a part of your business. We are able to provide quick cash for certain assets. We can assist in an exit strategy. Major CA markets are desired. Discussions will be in strictest confidence. Send information to CMSA, Box J1, 10900 E. 183rd St., #300, Cerritos, CA 90703.

FOR SALE

Komatsu FG25 10' lift, 5000 lbs, 2 stage, with 2 propane tanks, used very little, serviced regularly \$2500.00 obo, (611) 406-6368

MOVING & STORAGE SALES POSITION OPENING

Aggressive San Diego based moving and storage seeks a strong sales professional with successful prior industry experience, to lead our new storage and delivery business. Salaried position to start, with conversion over to commission sales after probationary period. Full health benefit package, exceptional growth and management opportunity. Send cover letter and resume to Jeff at jgiuntini@sbcglobal.net. All communication is confidential.

VAULTS FOR SALE

Agent consolidating warehouses and have excess vaults. A quality vaults are \$30 each. B quality vaults are \$20 each. Located in San Diego. Contact JNadeau@BekinsAl.com to purchase. Pricing does not include shipping or trucking. Trucking can be arranged. Thank you.

VAULTS FOR SALE

For sale: Storage vaults (clips), KD 132 available for \$30.00 each. Located in Fontana. If interested, please call (877) 832-5950.

It pays to advertise in The Communicator!

CMSA THROUGH THE YEARS

HISTORICAL PHOTO

As the CMSA closes in on its 100th year, join us in looking back down memory lane at these wonderful historical pictures. If you have any pictures you would like to share, please email them in jpg format to: jkenrick@thecmsa.org.



Governor Earl Warren signing the Household Goods Carrier Act (AB 2923) into law on June 11th, 1951.

After his tenure as governor, Earl Warren went on to be nominated by President Eisenhower to the Supreme Court, where he served for 16 years as Chief Justice.

Standing behind Governor Warren (left to right) are Tom Oakley, V.A. Carroll, and former CMSA President Fred V. Murphy.



UGAR LOUSE MOVING & STORAGE MOVING & STORAGE MABLE · DEPENDABLE SERVICE · SINCE 1907 1-800-409-9360

Our Customers Agree

We Are Your Best Source For Financing "Over the past several years, our company has leased dozens of tractors, trailers and bobtails through Trans Advantage. They even worked with me to order a chassis for one of my existing bodies, which saved us big. I would have a hard time finding anyone else as cooperative and as easy to work with. I appreciate greatly the service I receive from the staff at Trans Advantage. They are always willing to work within our timeframes. They are thorough, and we have benefited greatly from their service."

Ronald J. Greensides, Vice President Sugar House Moving & Storage Salt Lake City, Utah

Read what others are saying about us and learn more about our company at www.transadvantage.com.

Call your sales representative today at 800-325-3863.

West & South Region Dan Green, Ext. 8234 Midwest Region Bruce Anthony, Ext. 4899 Steve West, Ext. 6856 East Region Terry Moffitt, Ext. 4898 Beth Gockel, Ext. 8714





CARB REGULATION SEMINAR

Sean Edgar, CleanFleets.net Steve Weitekamp, CMSA President

.....

December 15th, 2009 10 am – 2:30 pm Four Points by Sheraton Pleasanton 5115 Hopyard Road Pleasanton, CA 94588 Special Seminar Room Rate Available ** Book room for \$99 per night. ** Call (925) 460-8800 and mention the California Moving and Storage Association.

December 17th, 2009 10 am – 2:30 pm Holiday Inn, Long Beach Airport Hotel 2640 N. Lakewood Boulevard Long Beach 90815 Special Seminar Room Rate Available ** Book room for \$109 per night. ** Call (562) 597-4401 and mention the CMSA catering rate.

CMSA Members: \$50.00 per person Non-Members: \$80.00 per person (Lunch is included in price.)

Seminar Registration

	nclosed Amo		
Visa	MasterCard	Discover	Exp. Date Amount \$
Nan	ne on Card:		
Card	d's Billing Addre	ss:	
	C C		
T			
Inre	ee-aigit coae:		

Please return form to:CMSA, 10900 E. 183rd Street, Suite 300, Cerritos, CA 90703E-mail:jkenrick@thecmsa.orgPhone: (562) 865-2900Fax: (562) 865-2944

CMSA SEMINAR California Air Resources Board (CARB) Regulations



Sean Edgar, CleanFleets.net

Our presenter, Sean Edgar, is a Project Manager at www.CleanFleets.net, a fleet engineering and consulting group that is helping CMSA members understand and implement clean truck rules. He will be presenting important information on the new CARB regulations.

- On-Road Diesel Engine Rule
- Development and Implementation
- Strategies for Compliance
- Real World Examples
- Other CARB rules to be reviewed: Snap Idle, Engine Label, Idle Rule and Forklift Rule

CMSA President Stephen Weitekamp will be sharing his experiences at CARB meetings and interactions with CARB officials. He will also give his perspective of what these regulations will mean for CMSA members and the moving industry.



Stephen Weitekamp CMSA President

• <u>TWO SEMINAR DATES</u> •

December 15, 2009 10 am - 2:30 pm Four Points by Sheraton Pleasanton 5115 Hopyard Road Pleasanton, CA 94588 (Special room rates available. See registration form for details.) December 17, 2009 10 am - 2:30 pm Holiday Inn - Long Beach Airport Hotel 2640 N. Lakewood Boulevard Long Beach, CA 90815 (Special room rates available. See registration form for details.)

CMSA Members: \$50.00 Non-Members: \$80.00

Please sign below and return. Corrections needed: Yes D No D

CMSA ROSTER & WEBSITE UPDATE - 2010

	State _	Zip	
	State _	Zip	
Toll-F	ree #()		
ublished Website Add	ress		
E-Mail a	ddress		
		ail addresses	will receive Chapte
er month for each bra	nch listed. DC	NOT include	main office.)
Phone	e#()		
Zip FAX #	()		
E-Mail	l		
Phone			
ZipFAX #	()		
E-Mail			
GOODS MOVER, PLE	EASE ANSWE	R THE FOLLO	DWING:
Main Office E	Branch #1	Branch #2	
e listing in current ROS	STER on back	of sheet)	
Did you check your (CMSA website		_
		yes no	
Position		Date	_
e 300, Cerritos, CA 9	0703 (Fax 562	2-865-2944)	
EMBERS PLEASE NO	DTE REVERS	<u>E SIDE</u>	
ASE RETURN BY DEC	<u>C 31, 2009</u>		
	Toll-F Jblished Website Addu E-Mail a E-Mail a E-Mail a E-Mail a mailings. All names Use additional sheet if per month for each bra Phone 	State	State Zip State Zip

IF YOU ARE AN ASSOCIATE MEMBER - Please mark the appropriate box(es) below. One category listing is free. Additional category listings cost \$20 per category / per year.

Attorneys	 Mobile Storage	
Auctioneers	 Moving Equipment Rentals	
Citation Prevention	 Nevada Movers	
Claims Adjusting Service	 Paper Products / Packing Materials	
Computer Services	 Payroll Services	
Consultants	 Printing Services	
Crates / Containers	 Recycling Services	
Custom Trailer Manufacturer	 Repairs, Sales, Truck, Trailers	
Document Destruction	 Telephone Services	
Drug / Alcohol Testing	 Third Party Specialty Services	
Freight Forwarders	 Truck Sales / Rentals	
Furniture Rental	 Uniforms / Apparel / Design	
Independent Contractors	 Van Line Companies	
Insurance / Financial Services	 Vehicle & Boat Relocation	
Leasing – Employee Equipment	 Warehouse Racking / Rental Equipment	
Manufacturer-Commercial Vans / Trucks	 Other	

NOTE ANY CORRECTIONS OR DELETIONS IN PUBLIC SCALE LISTING (IN BACK OF ROSTER) BELOW:

Company Name		
Address		City
County	_Zip	
Company Name		
Address		_ City
County	_Zip	Phone
Company Name		
Address		_City
County	_Zip	Phone
Company Name		
Address		_ City
County	_Zip	