

The Communicator

THE CALIFORNIA MOVING & STORAGE ASSOCIATION

Truck Owners Need to Act Now to Reduce Diesel Emissions January 1 Deadline for Diesel Filters is Fast Approaching

SACRAMENTO - The California Air Resources Board today is reminding owners of heavier diesel trucks that they need to act now in order to comply with California's Truck and Bus Regulation, which has its first diesel filter deadlines in January 2012.

"Fleet owners need to plan now to equip their trucks with diesel particulate matter filters in order to be ready in January," said Assistant Chief of Mobile Sources Erik White, noting that the process of ordering and installing equipment can take a few months.

"We continue to make tools available to help truckers better understand the regulation as well as figure out which options make the most sense for their businesses," White added. "There are also several options available for funding."

The regulation provides owners of heavier trucks and buses (those with a Gross Vehicle Weight Rating greater than 26,000 lbs.) with two options to reduce diesel emissions. They can:

Follow a staggered implementation

schedule that requires 1996-1999 model engines be retrofit with a diesel particulate matter (PM) filter by January 1, 2012, or

Use a flexible phase-in option that requires any 30 percent of vehicles in the fleet to have a PM filter. (Note: this option requires fleet owners to report information about all their heavier vehicles to CARB by January 31, 2012. Fleets that report can also take advantage of credits and special provisions.)



Owners of small fleets (defined as one to three trucks with a GVWR greater than 14,000 lbs.) can postpone the January 2012 compliance require-

ment for their heavier trucks until 2014, but must report their fleet information to CARB by January 31, 2012 in order to receive the extension.

Lighter diesel trucks with a GVWR of 14,001 to 26,000 pounds have no compliance requirements until 2015. Business owners may find funding opportunities to upgrade their fleets through either the Carl Moyer Program, which

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Chairman's Corner

By: Dennis Doody

I have just returned from attending the CMSA Fall Board Meeting in Santa Barbara and visiting half the local chapters up and down in California. My suitcase never seems to leave my closet unless I am hitting the road with Steve Weitekamp. I barely empty my suitcase just to refill it with fresh clothes and off to the next chapter meeting or event for the CMSA. I had no idea how much travel and hard work was required of the Chairman position.

The Fall Board Meeting in Santa Barbara was a great event at the beautiful Fess Parker's Doubletree Resort, the site of the 2013 Convention. The weekend meeting was packed with important information and issues confronting our industry. The Board of Directors heard presentations on military affairs, the state of the insurance industry, technology, updates on CMSA membership and upcoming seminars. Of course, we were able to slip in some time for



fun, but, all in all, it was a very busy weekend. All of this information will be brought back to your local chapter by the Board Representatives. Be on the lookout because there is information you do not want to miss that will affect our industry and your company.

Despite the seemingly non-stop traveling to each CMSA chapter meeting, it has been an absolute pleasure being able to visit the various moving companies in each chapter. I have been able to see their offices, operations, warehouses and meet some great people. It has been amazing to see how, although we are all in the same industry, we all get the job done differently. While I was visiting the Northern Region Chapter, I was able to visit with Rick Hosea at Crown Worldwide Moving & Storage. He was gracious enough to spend half of his day giving us a tour through his operations. He introduced me to Damien Jackson, Crown's warehouse manager. Just by looking at the warehouse, I could tell how much pride he took in his job. I noticed carpet was laid out when they placed a household shipment on the ground. Of course, I asked why. Damien explained to me that their

(Chairman's Corner cont. on page 4)



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President's Comments

By: Steve Weitekamp



CMSA has a busy and productive fall schedule with meetings and events in full swing and the Association's Board of Directors recently assembling for its annual Fall Board Meeting weekend. The Board Meeting was a successful event with all 20 CMSA board members in attendance at the Friday and Saturday sessions to review existing programs, get updates on the latest industry issues and take proactive steps to address the political, regulatory and business concerns of professional movers for the benefit of our membership.

One of the important agenda items covered at this board meeting was the ever increasing governmental scrutiny of the relationship between independent contractors and prime carriers. The significant phrase is “misclassification of employees,” and if you find yourself the subject of an audit by a state or federal agency in relation to this issue, the ramifications could be devastating to your business. Adding additional emphasis to this issue, the state of California recently imposed additional regulations that greatly expand the penalties for misclassifying workers as independent contractors. Governor Brown recently signed SB459 into law; it becomes effective January 1, 2012, and states that, “any person” who willfully misclassifies a worker as an independent contractor may face a fine between \$5,000 and \$15,000 for each violation. The new regulations also state that those who are involved in “deciding a worker's classification” could face fines, which increase for repeat violations to between \$10,000 and \$25,000.

CMSA's position is that a strong educational program is an important way for the Association to address the challenges looming for member companies which engage independent contractors. Therefore, we will be moving forward with Independent Contractor Seminars in early 2012, with sessions most likely being held in late February in both southern and northern California. Please look for more information on this valuable seminar in the near future.

(President's Comments continued on page 5)



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(Chairman's Corner cont. from page 2)

biggest claim issue was chipped legs from sliding chairs, tables and sofas. Therefore, Damien's solution was to lay the carpet down to prevent sliding. A very simple solution from Damien that will be implemented at my company: Blue Chip.

I must tell you that after the Board Meeting and my chapter visits, I am very excited and proud of our industry and the CMSA. I have had the honor of meeting so many great people as Steve and I traveled in our great state. I am motivated by seeing and hearing about all of the innovative things our members our accomplishing. Now that I have returned to my office, I am determined to put to use the lessons I learned during my travels to make Blue Chip a better moving company. My appreciation and thanks to all of you who took the time out of your day to meet with me.

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(Owners Need to Act Now cont. from page 1)

offers incentive grants for buying cleaner-than-required engines yielding early or extra emission reductions, or by using Proposition 1B funds, which are available under the Goods Movement Emissions Reduction Program.

Truck owners seeking more information on compliance assistance and funding opportunities can visit CARB's Truck Stop, call the Diesel Hotline at 866-6-DIESEL (866-634-3735), or review the Truck and Bus Regulation Fact Sheet.

Approved in 2008 and later amended in 2010 to provide more flexibility for businesses,

the Truck and Bus Regulation will significantly reduce emissions from the nearly one million heavy-duty diesel trucks that operate in California. The regulation is one of several emission control measures that aggressively target diesel pollution, which is associated with a host of health ailments, including cancer. Diesel particulate filters remove 85 percent of the fine particle pollution found in diesel exhaust.

[Editor's Note: For further details on the CARB Truck and Bus Rule compliance schedule, please refer to the tables on the front cover of the June 2011 Communicator.]

(President's Comments cont. from page 3)

Included in this issue is the application for the 2012 CMSA Scholarship. The CMSA Scholarship program is the most successful student scholarship program in our industry and a source of pride for CMSA members whose hard work continues to fund this program. I would suggest that you make copies of the enclosed application or download the document from our website and distribute it broadly through your company. In addition to the educational scholar-

ship program, there is also opportunity for vocational scholarships. More information on this program can be found on the CMSA website.

During the upcoming holiday season, I hope that you will join me in taking pause to reflect on the events, and more importantly, the people who have had an impact on our lives, and for whom we are truly grateful. On behalf of the CMSA staff; Renee, Brianna, Mary and I, as well as my family, wish you and yours a joyous holiday season.



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Military Affairs Summer Recap and DP3 Update

This year saw the Department of Defense (DoD) implement the Defense Personal Property Program, commonly referred to as DP3, as the primary program through which service men and women relocated their household belongings at government expense. The impact of the system will be fully realized this winter as no TOPS shipments will offset the current distribution system that puts the vast majority of shipments into the hands of small percentage of the Transportation Service Provider (TSP) pool.

As we move forward in this new system, the impact will be felt on several different levels. On the TSP level, we have been asked to incur significant additional administrative expenses in the new system. We have been advised to “put it in our rates,” though we are handcuffed by a “rate reasonableness” range that is neither transparent

nor clearly defined. These costs include the staffing for information updates in the Defense Personal Property System (DPS), Digital Certificates (which are required for all staff members who need access to DPS), Full Replacement Value (FRV) on claims and a multitude of other administrative tasks associated with the DPS system.

On the Agency and Hauler level, the impact is just as severe. When Letters-of-Intent (LOIs) were removed from the system, many agents felt that lost control over the process. As the DoD moves to regionalize the booking function, estimated 11 booking centers worldwide by 2016, the working relationship between the base and the agent will further deteriorate. Booking is now done directly with the TSP, which led to capacity issues and service failures in many locations, as areas were booked far beyond the local capacity to handle shipments. In

(Military Affairs/DP3 Update cont. on page 7)



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(Military Affairs/DP3 Update cont. from page 6)

other areas, local capacity was not completely utilized as TSPs were forced to black out large areas of the country to avoid being forced to take tonnage that they could not handle.

SDDC made several changes during the middle of the peak season to address the capacity issue. They implemented the use of Code 1, containerized movement of shipments, and opened this up to commercial containers. This system was underutilized this summer, in my opinion. The most likely reasons for this are the



time of implementation and the additional cost of the service, probably not in that order. The second major change was the relaxation of the 70% rule in approving SIT when the service member has an address at the time the GBL is printed. During non-

peak season, if the service member has an address printed on the GBL, the TSP cannot request SIT until 70% of the Military Transit Time has passed. This holds up line drivers and limits the capacity. The military lifted this requirement during the peak season in order to increase capacity. This allowed each line driver to haul more tonnage and increased the capacity available to the DoD. The third major change was allowing TSPs to refuse an unlimited amount of shipments. This had a profound impact on the amount of shipments a TSP could handle. TSPs could remain open in areas where they had some capacity, but not full capacity, which allowed them to handle more tonnage and also freed them up from struggling to handle shipments that they could not reject. SDDC has indicated that they do not believe they will need this next year, as they have implemented a ZIP3 blackout capacity remains to be seen (I doubt it will have the impact they foresee). Look for a mid-summer implementation for unlimited refusals to re-emerge as large portions of the country are blacked out next summer due to capacity issues and heavy penalties of shipment refusal.

On the agency level, there are several
(Military Affairs/DP3 Update cont. on page 8)



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(Military Affairs/DP3 Update cont. from page 7)

proposed and upcoming changes to the program for which you should be preparing. The first is the Origin Agent filed in DPS. TSPs are required at the time of booking to enter the Origin Agent name and number. This field generates an email to the service member informing them that you are handling their shipment. SDDC implemented this in reaction to agent complaints that they were being cut out of the equation and requests from the services for better availability of this information. The downside to the email is that the realistic result of this email going out is that service members will be calling your office long after the shipment has been picked up. Be prepared to handle a large volume of calls from service members looking for information about their shipment.

The second change that is being proposed is the implementation of a rule requiring a TSP to have agreements with Agents in place prior to rate filing. Initially, these agreements will not be monitored by the DoD, but will need to be available upon request from the government. If this rule is put in place, be ready for a blizzard of contracts from TSPs all across the country.

The most profound change to the system is the one lurking behind door number three. The DoD commissioned the Logistics Management Institute (LMI) to provide them a report on the possibility of outsourcing the personal property program to a single source contractor. This report is due in April of 2012.

The consequence of this outsourcing could be disastrous for both the TSP and the agents. While it is early in this process, keep your ear to the grindstone on this issue, which may require a strong grass roots movement from our Industry. If the military is a significant part of your business portfolio, now may be a good time to get to know your Congressmen and women.

Source: Richard Curry, Gateways International, and Steve Starck, Starck Vanlines



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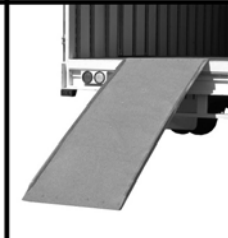
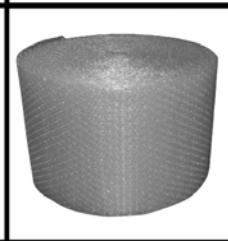
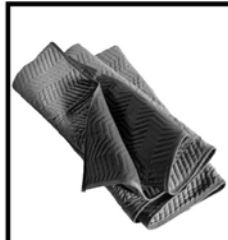
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Application Requirements:

- 1) Completed scholarship application form.
- 2) Résumé.
- 3) Two letters of recommendation. Whenever possible, letters should be typewritten. One letter from a teacher/professor, a counselor, or school administrator; and one letter from a community business member (not family).
- 4) A copy of your most recent transcript/report card.
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- * High school students must have a minimum high school G.P.A. of 3.0.
- * College students must show proof of enrollment and minimum cumulative G.P.A. of 2.0.
- * Student must be enrolled in an undergraduate program at an accredited four-year college, university, or community college during the 2012-2013 academic school year.

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 2012-2013 academic school year only.

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

CARB Critic Retained: UCLA Extends Enstrom for Another Year

By Charlie Morasch, Land Line staff writer

A veteran UCLA professor will keep his job for at least one more academic year.

Dr. James Enstrom, who has worked at UCLA for 37 years – the last 34 as associate research professor – reportedly can work for at least another year.

Enstrom was fired last summer after a secret vote of faculty members in his department.

In September 2010, Enstrom appealed his firing under UCLA's Whistle Blower Protection Policies.

Enstrom made headlines in recent years after he questioned claims made by CARB regarding diesel particulate matter and public health. Enstrom's research on diesel emissions showed no causal link between diesel soot and early death for Californians.

He also said he may have made enemies when he questioned the Scientific Review Panel of Toxic Air Contaminates for not complying

with state-required three-year term limits.

In interviews with *Land Line* last year, Enstrom said he likely irked top officials at CARB between 2008 and 2009, when he questioned science used to justify the implementation of CARB's Truck and Bus rule, also known as the Retrofit Rule. The rule requires trucking fleets to install diesel particulate filters and upgrade their truck engines beginning in 2012, though several amendments to the rule are scheduled to be presented this fall.

Enstrom alerted CARB to problems with the resume of Hien Tran, researcher for the agency's Truck and Bus Rule. Enstrom pointed out that Tran had faked his resume, and ordered the doctoral degree online for \$1,000.

Tran is still employed at CARB.

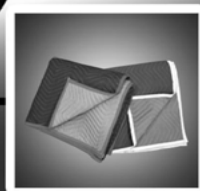
Source: *Land Line Magazine*, the official publication of the Owner-Operator Independent Drivers Association



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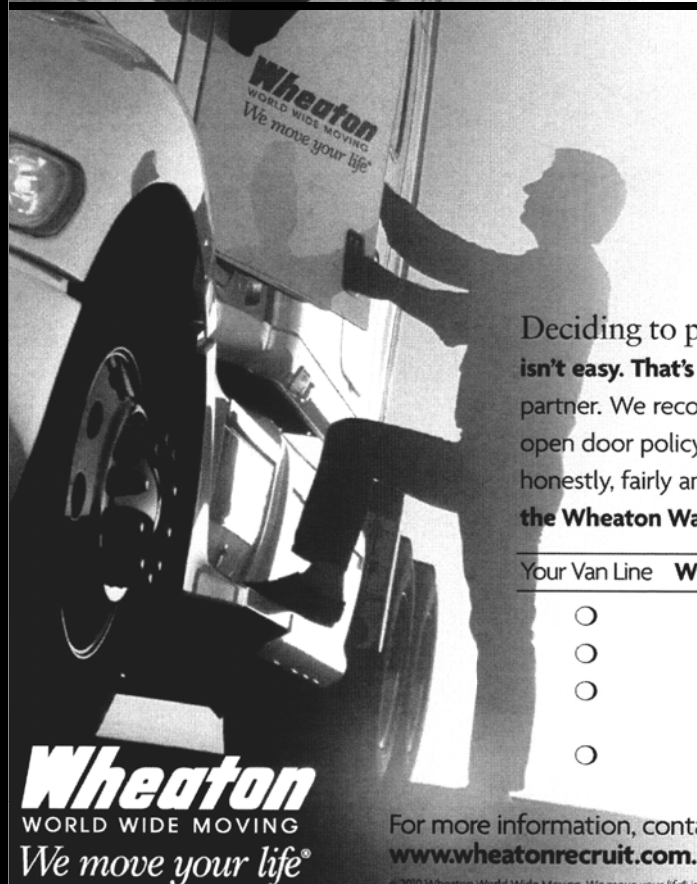
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Calendar of Events

Sun., November 13	Ventura/S. Barbara Reagan Library Tour	Wed., January 11	San Diego Chapter Meeting
Tues., November 15	Monterey Bay Chapter Meeting	Tues., February 7	Greater Los Angeles Chapter Meeting
Wed., November 16	Mid Valley Chapter Meeting	Wed., February 8	San Diego Chapter Meeting
Thu., November 17	Central Coast Chapter Meeting	Wed., February 22	Northern Region Chapter Meeting
Tues., December 6	Joint LA and OC/BC Chapter Meeting	Wed., March 14	San Diego Chapter Golf Tournament
Thurs., December 8	Ventura/S. Barbara Chapter Meeting	Thurs., March 15	Sacramento Chapter Golf Tournament
Fri., December 9	Northern Region Holiday Crab Feed	Thurs., March 22	Northern Region Chapter Golf Tournament
Tues., December 13	North Bay Chapter Meeting	April 10-15, 2012	CMSA Convention in Sparks, NV
Thu., December 15	Sacramento Chapter Meeting		



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CPUC Investigations Results in Enforcement Actions And Fines Imposed on Various Moving Companies

SAN FRANCISCO, October 19, 2011 – 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 2011, 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

PLM Bay Area Movers, Inc. (MTR 190787) based in Redwood City was fined \$1,500 for the following violations:

1. Advertised prior to issuance of its authority
2. Failed to provide the Important Notice

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3. Failed to provide the Important Information booklet
4. Deviated from packing material charges
5. Issued incomplete Combined Agreements

Phone Disconnect

In its ongoing efforts to clamp down on illegal moving companies, the CPUC had telephone service shut off to five 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. **Antonio “Tony” Vidal dba Tony’s Movers, Sunnyvale (Unlicensed)** – This company advertised and offered moving services on

(CPUC Investigations cont. on page 15)



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Monterey Bay Chapter Golf & Bocce Ball Tournament Kicks Off the CMSA Year

The Monterey Bay Chapter held its Ninth Annual Golf and Bocce Tournament Fundraiser benefiting the CMSA Scholarship Fund and the Special Olympics on Friday, October 7, 2011, in Monterey.

Thirty-two golfers enjoyed a beautiful sun-filled day on the beautiful Del Monte Golf Course, the oldest course in continuous operation west of the Mississippi and a Pebble Beach Company property.

The putting contest winner took home \$100 cash sponsored by Mark Hildreth of New Haven Moving Equipment. Congratulations to Jim Stracuzzi, the only golfer to sink the difficult putt.

Congratulations to the first-place low-net golf team of Rick Ho-sea, Joe Hammer, Larry Bohn and Jim Stracuzzi, with second-place prize money going to Bruce Meyers, Dick Casas, Jake Moreno and Steve Barnard.

Later that evening, 87 people attended the Bocce Tournament, which included an Italian-style buffet dinner and silent auction at the luxurious Intercontinental Clement Monterey—a

beautiful waterfront hotel on historic Cannery Row.

The night concluded with an exciting Bocce game between the final two teams. Trophies were awarded to both the first- and second-place winners.

Congratulations to the runner-up Bocce Team of Lynn and Kim Wright, Brianna Wright, and Nick Barnes.

Congratulations to the Champions and first-place winning Bocce Team of Mitch and Juleigh Snelson, and Jake and Kimberly Moreno. You now have bragging rights as CMSA Monterey Bay Bocce Champions for one full year.

A great time was had by the very enthusiastic crowd. A special CMSA Monterey Bay **thank you**



Congratulations to the 2011 Bocce Ball Winners, which include: Mitch & Juleigh Snelson and Jake and Kimberly Moreno.

goes out to our event sponsors **CDS Moving Equipment, Pioneer Packaging and Paul Hanson Partners.**

Please mark your calendars and save the date for next year Friday, October 5, 2012. We hope to see even more of you in attendance next year for our 10th annual event in beautiful Monterey!

(CPUC Investigations cont. from page 14)

its truck and on the Internet. The advertisements listed one phone number. The company continued to advertise its unlawful operations resulting in CPUC staff obtaining a Finding of Probable Cause signed by a Santa Clara County Superior Court Judge. The Finding orders disconnection of telephone service to the phone number advertised and used by carrier to violate criminal laws in the State of California.

2. **Tianming Zhang doing business as Fasttran Moving Co., Fast Transportation,**

Fastlane Transportation and Fastlane Transportation, LLC, San Jose

(Unlicensed) – This company advertised and offered household goods moving services on the Internet. The advertisements listed three phone numbers and one fax number. The company continued to advertise its unlawful operations resulting in CPUC staff obtaining a Finding of Probable Cause signed by a Santa Clara County Superior Court Judge. The Finding orders disconnection of telephone service to the four numbers advertised and used by the

(CPUC Investigations cont. on page 16)

(CPUC Investigations cont. from page 15)

carrier to violate criminal laws in the State of California.

3. **Kevin Patrick McInerney doing business as Make Your Move Moving Company, Sacramento (Unlicensed).** Carrier advertised and offered household goods moving services on the Internet at his own website (makeyourmovemoving-company.com), on Craigslist.org, and Yellow Book USA. The advertisements listed three phone numbers. Carrier continued to advertise its unlawful operations resulting in CPSD obtaining a Finding of Probable Cause signed by Sacramento County Superior Court Judge Gary E. Ransom. The Finding orders disconnection of telephone service to the three telephone numbers advertised and used by carrier to

violate criminal laws in the State of California.

4. **Bradford "Brad" Eakes and Zach Symmes doing business as Two Hunks in a Truck, San Fran-**



cisco (Unlicensed) – This company advertised and offered household goods moving services on the Internet. The advertisements listed two phone numbers. The company continued to advertise its unlawful operations resulting in CPUC staff obtaining a Finding of Probable Cause signed by a San Francisco County Superior Court Judge. The Finding orders disconnection of telephone service to the two numbers advertised and used by the carrier to violate criminal laws in the State of California.

5. **Donnie Vinson doing business as Vinson Moving Co., San Jose (Unlicensed)** – This company advertised and offered household goods moving services on the Internet without authority. The advertisement listed one telephone number. The company continued to advertise its unlawful operations resulting in CPUC staff obtaining a Finding of Probable Cause signed by a Contra Costa County Superior Court Judge. The Finding orders disconnection of telephone service to the number advertised and used by the carrier to violate criminal laws in the State of California.

(CPUC Investigations cont. on page 17)

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(CPUC Investigations cont. from page 16)

Criminal Filings

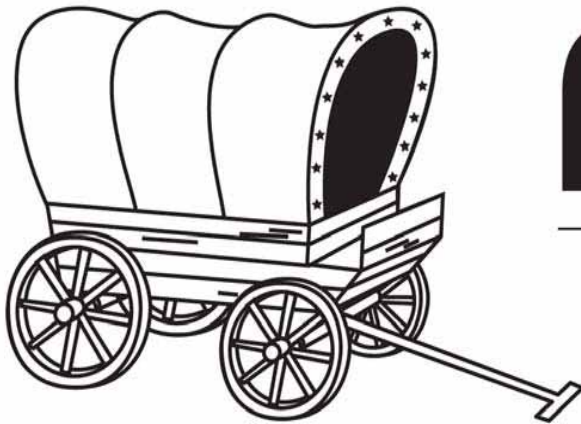
Following is an update on two criminal cases previously filed:

1. **All American Student Movers, Santa Barbara (Unlicensed), Complaint #1354331** - Based on the reported submitted by CPUC staff, the Santa Barbara County District Attorney's Office filed a misdemeanor complaint and charged carrier with three counts of operating as a household goods carrier without a permit (section 5133(a))(1)). Arraignment date was set for June 24, 2011, and was continued to July 11, 2011. Update: Defendant Gosnell pled no contest to one count of PUC 5133(a) (1) and one count of PC 415(2). Sentencing will be on February 6, 2012.
2. **BGT Trans, Inc., a California corporation, doing business as Advanced Moving and Storage, and/or Advanced Mov-**

*Although these names appear similar to our members' names, none of our members are in any way involved with the companies on this press release.

ing Systems, and/or Bekins Moving and Storage, and/or Bekins Moving Systems, and/or Advanced Moving Company*, and Hezia Dabahuli, its President, and Ashley R. Randall, its Agent for Service of Process, Sunnyvale (Unlicensed), Complaint # C1197052 – CPUC staff submitted a report requesting the Santa Clara County District Attorney's office to file a misdemeanor complaint against the company for operating and advertising without authority, failure to have evidence of public liability insurance and evidence of cargo insurance on file and in effect with the CPUC, failure to issue the "Important Notice About Your Move" document showing a Not To Exceed Price (5143 and Max 4, Items 130 and 465); providing online estimates without first conducting a visual inspection of the goods to be moved (Max 4, Item 108); charging in excess of the estimate (Max 4, Item 108 (2)(a)); failure to acknowledge and settle loss and damage claim (Max 4, Item 92); failure to provide the shipper with a completed Agreement for Moving Services and Freight Bill (Max 4,

(CPUC Investigations cont. on page 18)



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(CPUC Investigations cont. from page 17)

Items 128(2) and 132(1)); misrepresenting the scope of its services offered to the public (Max 4, Item 88); and misleading potential customers by using their website and vehicle as a device for false and misleading advertising (B&P Code section 17500).

The Santa Clara District Attorney's office filed felony complaint against Eran Bar, owner of BGT, and Ruben Salas, sales person for BGT, charging them with 17 counts of conspiracy with others to commit a crime, a violation of Penal Code section 484-487(a) (Grand Theft). Both individuals were arrested. Bar was released on \$150,000 bail and Salas is being held on a \$1 million bail. Update: A preliminary hearing was held at the Santa Clara Superior Court regarding



charges filed against Salas on behalf of 29 victims. Salas was held to answer on 31 felony counts.

Official Notice

Three companies were issued Official Notice for advertising and operating without a permit.

Companies cited:

1. Green Moving Inc., Hayward (MTR 190842)
2. Robert Casares and Miguel Rodriguez dba College Movers, San Francisco (Unlicensed)
3. Thomas Joshua Flanagan dba Artist Moving, San Francisco (MTR 190820)

Cease and Desist Notice

Nineteen companies were issued cease and desist (C&D) notices for operating and advertising without a valid permit (unlicensed, revoked or denied).

Companies issued C&D:

(CPUC Investigations cont. on page 19)



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California Moving & Storage Association (C.M.S.A.).



(CPUC Investigations cont. from page 18)

1. Alex Soroka dba Pacific Rim Movers, Sherman Oaks & Van Nuys (Unlicensed)
2. All Pro Moving/PMC Movers, Inc., North Hills (Unlicensed)
3. Brian Newsom dba Riteway Moving Company, Oakland (Unlicensed)
4. Elmer Macian dba Peninsula Moving Services, Redwood City (Unlicensed)
5. Eric Weiss dba Movers for Less, Huntington Beach (Unlicensed)
6. Five Star Moving, Fresno (Unlicensed)
7. Flat Rate Transportation, San Diego (Unlicensed)
8. Green Moving Inc., Hayward (MTR 190842)
9. Jose Diaz dba Jose Diaz Hauling & Moving, Hayward (Unlicensed)
10. Juan G. Diaz-Hernandez dba Complete Moving Service Co., Aromas

(Unlicensed)

11. Movers4Me, Los Angeles (Unlicensed)
12. Pedro Hermosillo dba Pedro the Mover, San Francisco (Unlicensed)
13. Pro Moving Express, San Jose (Unlicensed)
14. Stafford S. dba Sent Packing, Oakland (Unlicensed)
15. Tana Movers and Storage, Inc., Rohnert Park (MTR 190852)
16. Tianming Zhang dba Fasttran Moving, San Francisco (Unlicensed)
17. Tony Stevens dba T. Stevens Moving Services (Unlicensed)
18. Vadim Bayramov dba Hermes Movers, San Diego (Unlicensed)
19. Willie Graham dba Practical Movers, Inc./All Pro Moving, Northridge (Unlicensed)

For more information on the CPUC, please visit www.cpuc.ca.gov.

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. Replies to ads noting box numbers to be sent to: CMSA Communicator, 10900 E. 183rd St., #300, Cerritos, CA 90703. Call Brianna Wahlstrom at (562) 865-2900 to place your advertisement.

MOVING BUSINESS FOR SALE

For Sale—Santa Barbara Area: Profitable moving company w/trucks, storage units, fully trained staff and excellent marketing plan. Fully computerized. Excellent reputation online. Price: \$275,000. Owner income: \$122,000. Please call Sharon Hills of Santa Barbara Business Brokers at 805.899.2919 or email sharon@sbbusinessbrokers.com for more information. Century 21 Butler Realty, Inc.

EMPLOYMENT OPPORTUNITY

Well-established, major national van lines in San Francisco Bay area looking for an office manager. Must be extremely computer literate. Must have excellent interpersonal skills and marketing sense. Must have experience in the Moving and Storage Industry. Position for National and Residential Sales also available. Send resumes and letters of inquires to: CMSA, Box J3, 10900 E. 183rd St., #300, Cerritos, CA 90703.

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.

MOVING BUSINESS FOR SALE

Turn-key business. 2 trucks, 2 forklifts, 150 vaults 85% full, 5,000 sq. ft. building in large lot. Financing available w/down. Contact Steve: (559) 676-2707

It pays to advertise!

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 inquires to: CMSA, Box J2, 10900 E. 183rd St., #300, Cerritos, CA 90703.

MAYFLOWER AGENT HIRING EXPERIENCED ESTIMATORS:

Now recruiting sales estimators experienced in estimating moves for household goods and O&I. Please email resumes to recruiting@aqmsmayflower.com.

WANTED:USED MOVING EQUIPMENT

Local Moving Company looking to purchase Used moving equipment. (Dollies, Trucks, Pads, Vaults, etc.) Please contact AQMS Mayflower. 661-254-7823

MOVING EQUIPMENT FOR SALE

For Sale—Local Moving Trailer. 1986 Theurer, 48' drop frame. Curb side double doors-rear double swing doors. Tires & brakes good. White w/Arpin Logo. \$4000 or best offer. Call Randy 310-631-1100.

HISTORICAL PHOTO

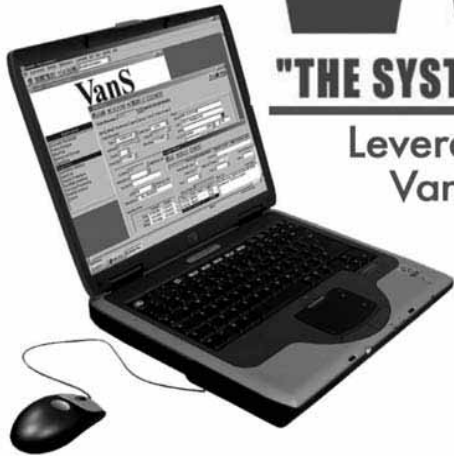
As the CMSA closes in on its 100th year, join us in looking back down memory lane at these wonderful historical pictures. If you have any pictures you would like to share, please email them in .jpeg format to: bwahlstrom@thecmsa.org.



CMSA Board Member Ben Geissel and his wife Leslie are reporting for duty at the 2011 Fall Board Meeting at the Fess Parker Doubletree Resort in Santa Barbara, CA.

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Typical California lead-times and fees:

City	Lead-time*	Total one-day fee*
Los Angeles, CA	4 days	\$107
Beverly Hills, CA	7 days	\$183
Santa Monica, CA	4 days	\$135
San Francisco, CA	5 days	\$222
Berkeley, CA	7 days	\$154
Oakland, CA	4 days	\$221
W. Hollywood, CA	7 days	\$135
Pasadena, CA	4 days	\$108
Irvine, CA	5 days	\$100
San Mateo, CA	4 days	\$110
Palo Alto, CA	4 days	\$100
Burlingame, CA	4 days	\$255
San Jose, CA	4 days	\$130
Alameda, CA	4 days	\$108
South Pasadena, CA	4 days	\$100
Manhattan Beach, CA	4 days	\$145
Long Beach, CA	5 days	\$75

East Coast: Philadelphia, PA - Boston, MA - Brookline, MA - Cambridge, MA - Somerville, MA - Quincy, MA - Nantucket, MA - Providence, RI - Hoboken, NJ - Jersey City, NJ - Albany, NY - Washington, DC - Baltimore, MD - Arlington County, VA - Alexandria, VA - Charlotte, NC - Pittsburg, PA

West Coast: Seattle, WA - Portland, OR - Kirkland, WA

Mid-West: Chicago, IL - Evanston, IL - Minneapolis, MN - Madison, WI - St Louis, MO

** The lead-times cited above provide us a comfortable opportunity to obtain your permits (business days). While it is possible to get permits in less time, we offer them with less reliability. The typical permit fee cited above is a good faith effort to price an all-inclusive fee (includes city fees and our service fee). It is for a one day, all-day, parking permit for a 40-foot moving van in an area without parking meters for a professional mover. All subject to change w/o notice.*

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