

The Communicator

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

CMSA Officers Invite Members to "Play to Win" at the 94th Annual Convention



**Chairman
Dennis Doody
Blue Chip Moving & Storage
Hawthorne, CA**

Time to get ready for the 94th Annual CMSA Convention. Those of you that make it a habit of attending each year know the value of the Convention. I encourage those who want to go, but have not made the commitment to make the reservation. You will be glad you did!!

There is no better event to educate yourself on the latest moving information and network with other movers and industry vendors, surrounded by fun and entertainment at the John Ascuaga's Nugget. This year's event will have something for everyone: the Golf Tournament, the Poker Tournament and an evening at the National Auto Museum.

I hope to see you all at the Convention.



**Vice Chairman
Rick Hosea
Crown Worldwide M&S
San Leandro, CA**

As we fast approach the 2012 CMSA Convention, I thought it would be appropriate to tell you a bit about this year's location Reno/Sparks, NV. Nevada while considered a young state, it harbors many mysteries, some still unresolved today. Many came to Reno/Sparks seeking their fortunes, but few truly realized their dreams. This year's Convention staff has worked incredibly hard so that all CMSA attendees have the opportunity to experience a wonderful time at John Ascuaga's Nugget Casino Resort. The Nugget (as the locals call it) bodes a grandeur view of the Sierra Nevada mountains, northern Nevada valleys, along with its reputation for impeccable service, is the ideal location for our CMSA

(Rick Hosea cont. on page 4)



**Secretary/Treasurer
P.J. Welch
Cardinal Van & Storage Co.
Twentynine Palms, CA**

The past few years have proven that a busy summer season cannot be taken for granted. Attending the CMSA Convention will only help to increase your odds for a successful season. There is no better time or place for members to meet the people who supply our industry than the Exhibitor's Reception. The General Business Session meetings will keep you updated on industry news and the Military Breakout Session will keep you updated on changes in military business.

Where else could you hope to win a Texas Hold 'em Tournament while discussing hauling opportunities with the mover seated next to you? Join me and my family at the 94th Annual CMSA Convention to relax a little as we prepare for the next summer season. See you in Reno/Sparks.

Chairman's Corner

By: Dennis Doody

As the Chairman of the CMSA, I have had the privilege and the opportunity to see the power of the CMSA at work. The CMSA is about promoting its member companies as the gold standard of the moving and storage industry and our state elected officials see this as well.

Steve Weitekamp and I were asked to meet in Sacramento for a sit-down meeting with Assemblymember Betsy Butler to discuss legislation that would affect our industry. A face-to-face meeting with a lawmaker that is interested in promoting legal movers and protecting consumers from the predatory practices of illegal bandit movers is proof the CMSA is the voice of the moving and storage industry.

Assemblymember Butler was a bit surprised to have the industry so open to legislation and a willingness to self-impose consumer protection regulations. We were able to educate Assemblymember Butler on some of the Internet prac-



tices illegal movers utilize to defraud the moving public that ultimately places a negative image for all in the industry. We reviewed their practice of placing the CMSA's logo and other logos to make their website seem legitimate. We also discussed how they electronically transmit documents but the Public Utility code does not allow legal movers to do this. All in all, we discussed some very important issues for our businesses.

The CMSA will be playing an active role in assisting Assemblymember Butler with proposed legislation that will make it more punitive for illegal movers to continue to do business under the radar. We are working toward legislation that includes large fines, encouraging illegal movers to obtain a PUC permit and potentially join the CMSA. If they decide to continue to operate in ways that damage the consumer, there will be stiff penalties for operating without a permit. These penalties will make the bandit mover think twice before they set out to defraud another innocent victim.

Of course, Sacramento works in mysterious ways and there is no guarantee any of this can or will be accomplished, but at least we have a

(Chairman's Corner cont. on page 5)



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President's Comments

By: Steve Weitekamp



Your Association regularly fields calls from consumers that have run into difficult situations with illegal and scam operators posing as legitimate movers. Their problems are frequently daunting and they regret not selecting a CMSA member company. I know that a few of you might feel less than sympathetic, particularly in a financial environment where all continue to feel the loss of every possible job. But, sometimes their hardship can serve as a warning that can be shared with potential customers erroneously thinking that whether or not a mover has a CPUC permit or proper insurance coverages, it's the movers' problem and not theirs.

A recent consumer situation left me thinking never to do business with a "mover" who lives "IN A VAN DOWN BY THE RIVER." The actual story was far from humorous, but the situation reminded me of the Saturday Night Live skit made famous by comedian Chris Farley. He depicted a down-on-his-luck motivational speaker, who had nothing to lose. Back to my recent call, an illegal "mover" was holding the belongings of this hapless consumer and refusing to release them unless an unreasonable amount, far and above the agreed to price, was paid. Although the consumer had turned to legal and regulatory sources for assistance, no one had been able to get this scammer to come to terms. When the consumer did some research in advance of filing a civil action, she was informed that suing this individual would be virtually useless. Her attorney and a private eye had noted that she had engaged an individual who had many outstanding legal judgments and basically lived in a van down by the river. Based on this fact set, they classified the individual as judgment-proof for all intents and purposes.

I've heard from several consumers, and I'm sure you have as well who state, "I want the lowest price and I don't care if the mover isn't legal." "That's not my problem!" Well, when things go wrong, be it damage, a worker injury, or meeting up with a scammer intending to separate you from your money, it becomes your problem. I've been told by several that if things go bad, well

(President's Comments cont. on page 5)



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(Rick Hosea cont. from page 1)

members.

Each year, CMSA works to raise the bar by delivering a Convention program which is filled with relevant information presented by industry experts educating us all with timely subject matter which can be used in our businesses. Whether you are looking for information on the DP3, PUC, or MAX 4 Tariff, it can be found at Reno/Spark's premier Convention site. You won't have to pan for these gold nuggets of information; you need only attend to strike it rich with knowledge.

Fortunes will definitely be found this year, but only if you saddle up the wagon and head over to join your friends and colleagues, for fun, food, games and northern Nevada legends in the town known for its myths and mysteries. Who knows, legend has it that somewhere near Reno/Sparks is a boot filled with 150 \$20 gold coins said to be valued at \$500,000. That boot has never been recovered from The Great Train Robbery of 1870 near Reno/Sparks. It's possible that if you look under the right rock, you just might find that historic fortune. If not, you will surely leave with memories worth their weight in CMSA gold nuggets. "Y'All Don't Be Late Now Ya, Hear!" Register early and save a fortune.

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Calendar of Events

Thurs., March 1	O.C./Beach Cities Bowling Tournament	Wed., March 28	Twin Counties Golf & Bocce Ball Tournament
Sat., March 10	Central Coast BBQ Fundraiser	Thu., March 29	Mid Valley Chapter Spaghetti Dinner
Wed., March 14	San Diego Chapter Golf Tournament	Sat., March 31	North Bay Bocce Ball Tournament
Wed., March 14	Monterey Bay Chapter Meeting	Sun., April 1	Greater L.A. Chapter Day at the Races
Thurs., March 15	Sacramento Chapter Golf Tournament	April 10-15, 2012	CMSA Convention
Thurs., March 22	Northern Region Golf Tournament	Fri., Oct. 5, 2012	Monterey Bay Golf Tournament

(Chairman's Corner cont. from page 2)

legislator (Assemblymember Butler) who is working toward improving the current system. Rest assured, Steve and I will work with the Assemblymember's office with the goal of getting legislation to the floor that is in the best interest of the consumer and the members of the CMSA.

(President's Comments cont. from page 3)

that's what the courts are for and that they have a family member who is a lawyer who just loves to sue! If you use an unlicensed operator who was probably selected based solely on an Internet search, you may end up with the dilemma of the customer who is still trying to negotiate with an unlicensed illegal operator, who knows the negotiating power of living in a van down by the river.



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BEST AVAILABLE RATES

“Playing to Win” – is the theme for our 94th Annual Convention, which will be held April 10-15 at the John Ascuaga’s Nugget in Sparks, NV. This year’s theme “Playing to Win” illustrates the CMSA’s priority in helping businesses succeed in uncertain times by providing up-to-date information on issues affecting the moving industry, offering network opportunities and exploring business diversification ideas for the upcoming year.

On Wednesday morning, the CMSA Insurance Committee, Government Affairs Committee, Membership Committee, Military Affairs Committee and the Association's two Board of

Thursday night beholds the ever-popular Exhibitors Welcome Reception, sponsored by **New Haven Moving Equipment**. The Exhibitors Reception is the best place for moving company



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(CMSA Convention cont. from page 6)

executives to mingle with supplier contacts, and learn about new services and products for the year. Hors d'oeuvres and beverages will be available to event attendees throughout the night.

The Washoe Sunrise Breakfast will start the Convention's Friday morning, sponsored by **Trans Advantage**. The first General Business Session will immediately follow with the welcome to delegates and the annual roll call. Following that, members will hear from this year's keynote speaker **Jeff Rendel**, president of Rising Above Enterprises.

Jeff Rendel draws from his experiences as a federal regulator to advise companies on producing positive results in the workplace and for the financial success of the business. Working for the United States Treasury's Office of the Comptroller, **Rendel** assisted senior management executives in developing sound operations, expanding business development and honing in on a profit strategy. After so many years in the public sector, he decided to start his own consulting business: Rising Above Enterprises.

Besides his career as a corporate financial consultant, **Rendel** also works as a professional speaker to consult companies on the necessary achievement elements to succeed financially and strategically. In 2007, he was presented by the National Speakers Association the Certified Speaking Professional (CSP) designation, which fewer than 5 percent of the world's speakers hold this credential.

CMSA Chairman **Dennis Doody** will speak after **Jeff Rendel** about his reflections of the past year's experiences assisting with industry matters with **Steve Weitekamp** and visiting CMSA members on the road to chapter meetings.

Linda Bauer Darr, president and CEO of American Moving and Storage Association (AMSA), will address Convention delegates on the state of the national industry and what issues with interstate moves confronting moving companies.

Next on the agenda, A **CleanFleets.net** representative will talk about updates from the implementation of the California Air Resources Board (CARB) regulations affecting the moving industry this year. As a recognized consulting

(CMSA Convention cont. on page 8)

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(CMSA Convention cont. from page 7)

firm in the trade, **CleanFleets.net** provides an enormous amount of information that all transportation specialists can benefit from.

CMSA President **Steve Weitekamp** will speak on the state of the intrastate moving industry and how CMSA members can work together through the Association to create the best possible future for their businesses. He will also introduce and swear in the new CMSA Board of Directors for the 2012-2013 year.

In the afternoon, delegates can re-energize at the Sparks Luncheon sponsored by **Paul Hanson Partners** following the General Business Session. Attendees will hear from a legislative representative on current political debates concerning the industry. CMSA will also be hosting its Military Affairs Breakout Session in the afternoon with an impressive panel of military move experts. Moderated by **Vince Cardinale** of **Cardinale Moving & Storage**, the panel will allow delegates to hear the perspectives on what to expect for current and future military moves.

Friday evening will allow delegates to unwind at this year's special off-site event: the Na-

tional Automobile Museum (The Harrah Collection). The museum was voted the top 10 automobile museums in the country. Visitors will dine in as they explore decades of intriguing automobiles and have a close-up of the iconic cars of the past century. This event is sponsored by **Kentucky Trailer, Crown Worldwide Moving & Storage** and the Van Lines: **Arpin Van Lines Inc., Atlas Van Lines, National Van Lines, North American Van Lines, Stevens Worldwide Van Lines, Unigroup Inc.** and **Wheaton World Wide Moving**. Bus transportation to and from the event is sponsored by **DEWITT Companies and Royal Hawaiian Movers**.

The Saturday's Pyramid Lake Breakfast, sponsored by **ECS Refining – ecollective**, will start off the morning at 8:00 a.m. After breakfast, the second General Business Session begins with an international shipping presentation from speaker **Terry Head**, president of the International Association of Movers (IAM).

The IAM represents more than 1,900 companies operating as movers, forwarders and other service providers in over 165 countries around the world. Being at the helm of this

(CMSA Convention cont. on page 9)

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(CMSA Convention cont. from page 8)

association, **Terry Head** will be able to inform delegates about what are the international migration patterns and the debates confronting companies that deal with international shipping. **Sherry Williams** of Pan American International Movers Association will also make a presentation on the current state of the Latin American moving industry.

CMSA will also be presenting its Van Line Panel discussion with at least six van line executives. Delegates will benefit from the expertise of these experts on industry issues related to household goods moving, national account business and DP3. Agents will also have an opportunity to ask the van line executives questions about the future of the industry.

Saturday's General Business Session will be followed by the Gold Nugget Awards Luncheon, sponsored by **Champion Risk & Insurance Services, L.P.** and **Vanliner Insurance Co.** During the luncheon, CMSA Chapter Presidents will be recognized for their time and effort guiding their chapters and raising funds for the CMSA Scholarship fund and Special Olympics. The 2012 CMSA Scholarship recipients who are attending the luncheon will also accept their cer-

tificates and say a few words about how their scholarship will make a difference toward their academic career. In addition to granting more than \$51,000 in scholarships this year, CMSA will also present a \$5,000 donation to the Northern California Special Olympics ambassador. Following the presentation, the winner of the CMSA Scholarship Board raffle will be drawn and announced.

The Chairman's Reception/Dinner, sponsored by **CDS Moving Equipment**, will close the CMSA's 94th Annual Convention. The ceremony begins by introducing the 2012-2013 CMSA officers to the membership and celebrating the installation of Chairman-elect **Rick Hosea** of **Crown Worldwide Moving & Storage**.

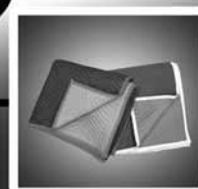
Senior Chairman **Dennis Doody** of **Blue Chip Moving & Storage** will receive the honorary CMSA lifetime membership, and pass the gavel to the 2012-2013 Chairman **Hosea**. Delegates will celebrate the occasion by dancing the night away with the musical talents of the Cool Black Kettle band.

We look forward to spending time with you in Sparks, NV! If you haven't signed up for the Convention yet, please call the CMSA office or visit the convention kiosk on the CMSA website today to complete your registration.



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IAM's Chuck White Returns to San Diego on January 11

On Wednesday, January 11, 2012, the San Diego Chapter's guest speaker was Chuck White from the International Association of Movers (IAM). The meeting was at Tom Ham's Lighthouse, which turned out to be a great venue for this event. This meeting had more than 70 in attendance!

Chuck spoke on all our most pressing Government Affairs topics, from the Military's view on CFAC, to the possibility of all the Military business being outsourced to a third-party company to manage. As Mr. White is a representative of IAM, several forwarders were in attendance.

Rounding out the night, we even had two representatives from FISC San Diego come to the meeting. These meetings seem to be a great informational event for both agents and the local TMO officers. The San Diego Chapter is already starting to plan for next year's meeting.



*Above: Charles
"Chuck" White of
International
Association of
Movers*

*San Diego
Chapter President
Thomas McCarthy*



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CMSA's 94th Annual Convention

Program Schedule

TUESDAY, APRIL 10

4:00 p.m. - 5:00 p.m.	Executive Committee Meeting
6:00 p.m. - 10:00 p.m.	Movers & Shakers Reception/Dinner for Board & Committee Members, Chapter Presidents (By Invitation Only)

WEDNESDAY, APRIL 11

8:00 a.m. - 6:00 p.m.	Registration Desk Open
8:00 a.m. - 9:00 a.m.	Insurance Committee Meeting
9:00 a.m. - 10:00 a.m.	Government Affairs Committee Meeting
10:00 a.m. - 11:00 a.m.	Membership Committee Meeting
11:00 a.m. - 12:00 p.m.	Military Affairs Committee Meeting
1:30 p.m. - 5:00 p.m.	Board of Directors Meeting
3:00 p.m. - 6:00 p.m.	Early Exhibitor Setup
7:00 p.m. - 10:00 p.m.	Texas Hold 'em Poker Tournament

THURSDAY, APRIL 12

7:00 a.m. - 8:30 p.m.	Registration Desk Opens
9:00 a.m. - Shotgun	Golf Tournament
8:00 a.m. - 4:00 p.m.	Exhibitors Setup
5:00 p.m. - 6:00 p.m.	Associate Member Committee

(Schedule is continued in next column)

6:30 p.m. - 10:00 p.m.	Exhibitors Welcome Reception
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FRIDAY, APRIL 13

7:30 a.m. - 12:00 p.m.	Registration Desk Opens
8:00 a.m. - 9:00 a.m.	Washoe Sunrise Breakfast
9:00 a.m. - 12:00 p.m.	General Business Session
12:15 p.m. - 1:45 p.m.	Sparks Luncheon
2:00 p.m. - 4:00 p.m.	Military Breakout Session
5:30 p.m.	<i>Board Bus to National Auto Museum</i>
6:00 p.m. - 9:00 p.m.	National Auto Museum
9:00 p.m.	<i>Return to Hotel</i>

SATURDAY, APRIL 14

8:00 a.m. - 12:00 p.m.	Registration Desk Open
8:00 a.m. - 9:00 a.m.	Pyramid Lake Breakfast
9:00 a.m. - 12:00 p.m.	General Business Session
12:15 p.m. - 1:45 p.m.	Gold Nugget Luncheon
12:00 p.m. - 3:00 p.m.	Booth Tear-Down
7:00 p.m. - 8:00 p.m.	Chairman's Reception
8:00 p.m. - 11:00 p.m.	Chairman's Dinner/Dancing

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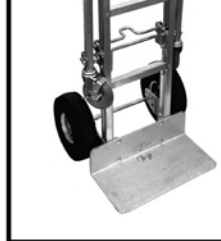
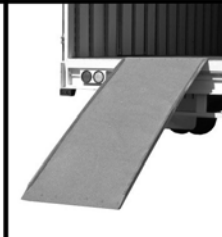
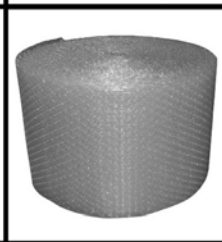
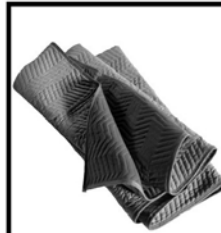
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Keynote Speaker Column

By: Jeff Rendel, President
Rising Above Enterprises



I am thrilled to present the keynote address for your 94th Annual CMSA Convention in Sparks, NV. This year's theme – "Playing to Win" – is the central part of strategies behind people, teams and companies that win – time and again. In a gaming town where many think of luck, there are plenty who come with a strategy – and win. And strategy is precisely what we will make a case for as we work toward One Percent™ results that will help each of your enterprises win. To condense those who thrive where others fall short, follow the four chief principles.

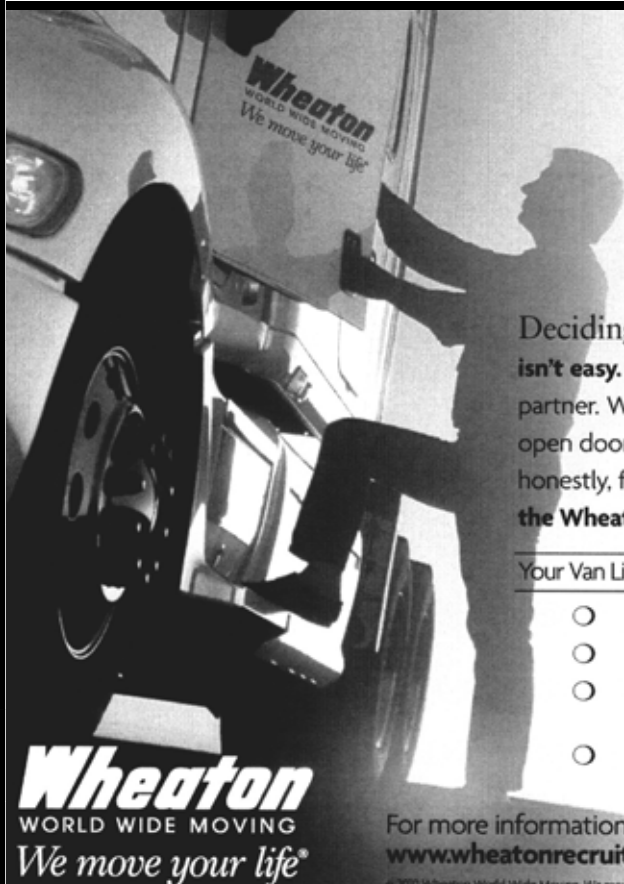
They are dedicated to discipline.
They are pragmatic in their creativity.
They are passionate about their productivity.
They practice, practice and practice.

As you make plans to attend the Convention, give consideration to – and toss these ideas around with other leaders at your businesses – some particulars that clarify the four principles.

Discipline. Have you mapped out a strategy for success over the next three years? Can you illustrate your plan for success? Is it visible to you anywhere you go? Have you determined what's essential to move forward in the next year? What about this month? Every step taken has a specific intent based on the greater, complete strategy.

Creativity. Several years ago, the Harvard Business Review published an article describing the value of innovation. The article showcased that nearly 98 percent of the value of innovation comes from imitation. "Build a better mouse-trap, and the world will beat a path to your door" is an oft misquoted phrase. The mousetrap exists (innovation); improve it (imitation), and you harvest 98 percent of the value of the innovation. How can you distinguish your product and the problems it solves in your crowded market space? What services might you offer and improve that can better the lives of your

(Jeff Rendel continued on page 14)



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(Jeff Rendel continued from page 13)

customers? Empirically, where do you have the greatest chance of sustained success?

Productivity. Are you positioning your resources – financial, time, people – in a manner that is of utmost strategic value? Are you investing in markets and projects that amplify your company's durability? Are you committed to – and scheduling – a method that situates your intellectual firepower in the most strategic of places? Are your right people in the well-known right seats on the recognized right bus?

Practice. My friend – and the CMSA Convention keynote speaker in 2011 – Antarctic Mike Pierce, recently said to me, "Make the practice harder and the game goes easier." We were discussing "The 10,000 Hour Rule," which is pretty clear-cut: invest 10,000 hours in the practice of your craft and you will be a One Percent™ world-class performer. You may believe, "I don't have 10,000 hours to practice" or "10,000 hours is a long time; I need results now." You do have 10,000 hours; what you do with the 10,000 hours is the difference maker. Ten thousand hours divided into a 50-hour

workweek is 200 weeks. Two hundred weeks divided by a 48-week work year (come on, we need vacations and holidays) is just over four years.

Think about your own work day. How much better of a CEO, manager, or sales leader could you be with more discipline? With more statistically sound creativity? With the best use of your time in productivity? Could you do it for a day? How about a week? Make it a month? How about your team? Yes, indeed. And in about four years – you, your company and your market presence can be great by your choice and separate from everyone else.

In late February and early March, I'm hitting the road on behalf of CMSA. I'm making plans to schedule and meet some of you and learn your vision for your company and this industry. In turn, I'll be able to take some of your great ideas and blend them into some practical applications to grow sales, market share, and the future of your businesses.

When we all meet in Sparks, I know we'll be ready to play. I'm certain we'll be geared up to win. We'll leave with the jackpot from well-placed and thought-out bets and strategies for the future. See you in Sparks.



Vanliner is there for you with immediate, outstanding service if a loss occurs. But did you know that Vanliner has made loss prevention a top priority since day one? Our consultants know what it takes to reduce your exposure and protect your employees and the public from increased risk of loss. With our loss prevention tools, competitive rates, unique coverage options, years of financial stability, and industry-specific expertise, it's easy to see how we earned our A.M. Best Rating of A Excellent.

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GENERAL LIABILITY	COMMERCIAL PROPERTY	BENEFITS PROGRAMS	SPECIALTY COVERAGES	

CARB Rule Reporting Deadline Is Extended

By: Sean Edgar, *CleanFleets.net*

CARB has extended the initial reporting date under the Truck and Bus Rule to March 30, 2012. CMSA and CleanFleets.net want to make sure that CMSA members have current information and the following summarizes how to comply and report.

How to Report

The CARB Truck and Bus Upload and Compliance Reporting System (TRUCRS) has been open since December 13, 2012 and several new features can facilitate reporting by the deadline of March 30, 2012.

As covered in the CMSA Workshops in the past two years, the engine model year and gross vehicle weight rating (GVWR) must be confirmed for every truck. Then, a user account is established on the CARB website and trucks can be entered one by one or in a

batch via the "upload spreadsheet" located on the CARB website page for the TRUCRS reporting system. The CARB homepage can be found at <http://www.arb.ca.gov/dieseltruck>.

How to Comply

The "Fleet Calculator" is found under the "Compliance Tools" menu at the link above.

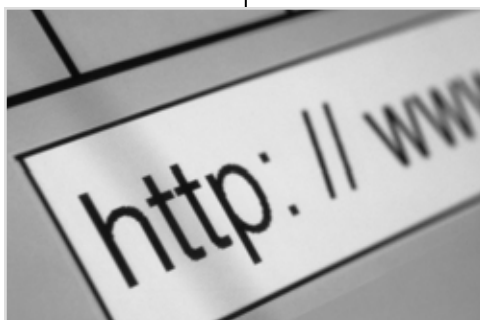
That tool allows fleet owners to determine their compliance approach. CleanFleets.net can also help for a nominal fee.

There has been no change proposed by CARB to the critical dates approved by the Board (those described at the CMSA workshops and 2011

Annual Meeting) and truck

owners need to: 1) determine how the end-of-year deadline requires them to retrofit or retire trucks, 2) take action by December 31, and

(Deadline Extended cont. on page 16)



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(Deadline Extended *cont. from page 15)*

3) collect truck and engine data and report by the January 31, 2012 deadline.

The Van Lines

Most national van lines are requesting the CARB reporting information for their agents and contractors. Timely reporting is essential for fleet owners to supply the "Fleet Summary" page that is available once reported. The "Certificate of Reported Compliance" that is specified in the Rule will be available for printing at a later date on the TRUCRS website. In order to avoid the penalties that can be extracted for dispatching noncompliant trucks, all parties in the moving and storage supply chain should be prepared to ask for, or furnish, the CARB reporting information. CleanFleets.net is also providing services to several van lines and dozens of CMSA members in order to: collect accurate data, compile the initial report, obtain the compliance certificate, prepare a Fleet Analysis using all legal credits or extensions under the Rule and provide ongoing support relating to CARB.

The author can be reached at
Sean@CleanFleets.net, or 916-706-1607.



**Major General
Charles C. Irions**

1929 - 2012

Maj. Gen. Charles C. "Charley" Irions, a former president of the American Movers Conference (AMC), died Jan. 28 in Easton, Md. at age 82.

Irions joined AMC, an AMSA predecessor organization, after retiring from the military; and served as its president from 1981-1991, when the conference merged with the Household Goods Carriers Bureau.

"He was a very upbeat, unique and effective spokesperson for the moving industry for many years and easily made friends throughout the entire transportation and relocation industry ...," said Joe Harrison, Irions' successor as AMC president.

He is survived by his wife Mickey, his son Jon and his daughter. Leslie.

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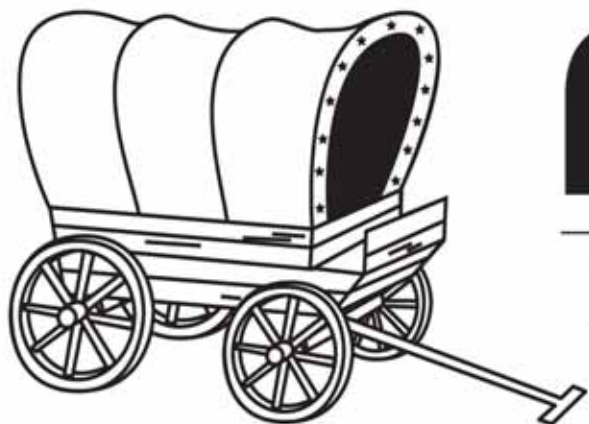


About the Raffle

A limited number of \$150 tickets will be sold. The Grand Prize Winner chooses either the \$2 million home or \$1.5 million in cash. More than 100 total prizes will be awarded. Individuals who purchase two or more tickets are automatically entered in to the bonus multi-ticket drawing for \$40,000 in luxury prizes, including the 2012 Toyota Prius v. Proceeds benefit Special Olympics Southern California, empowering individuals with intellectual disabilities become physically fit, productive and respected members of society.

For official rules and to purchase tickets, visit
www.socalraffle.com.

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TABLE COMPARISON FROM JANUARY 2012 COMMUNICATOR HOS REGULATION COVER ARTICLE

FMCSA HOURS OF SERVICE RULEMAKING, RIN 2126-AB-26

Primary Changes Proposed for Property-Carrying Drivers

PROVISION	CURRENT RULE	PROPOSED RULE	NOTES
"DAILY" DUTY PERIOD			
Off-duty period	10 consecutive hrs.	No change	
"Driving Window"	For most drivers, 14 consecutive hrs. (may continue on-duty/not driving after 14 hrs.); "Regional" allowed one 16-hr. period "weekly" but release from duty required after 16 hrs; Non-CDL w/i 150 miles allowed two 16-hr. periods "weekly" (may continue on-duty/not driving after 16 hrs.).	<i>For all property-carrying CMV drivers(unless excepted):</i> 14 consecutive hrs. with release from duty required at end of driving window; 16 consecutive hrs. no more than twice "weekly" with release from duty required at end of driving window.	<u>Any on-duty time</u> after 14th hour constitutes use of a 16-hr. period.
Maximum on-duty within driving window	Normally 14 hrs; 16 hrs. once per week for "regional" drivers; 16 hrs. twice per week for non-CDL w/i 150 miles.	13 hrs.	Proposal not applicable to non-CDL 150 mile short-haul drivers. 13 hrs. during 14- or 16-hour driving windows for others.
Maximum driving within driving window	11 hrs.	10 or 11 hrs. (Both being considered)	
Limit on consecutive hours of driving	None	May drive only if it has been 7 hours or less since last off-duty period of at least 30 minutes.	Proposal not applicable to non-CDL 150 mile short-haul drivers.

(HOS Regulations Table cont. on page 19)





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International Association of Movers (I.A.M.),
California Moving & Storage Association (C.M.S.A.).



(HOS Regulations Table cont. from page 18)

PROVISION	CURRENT RULE	PROPOSED RULE	NOTES
"WEEKLY" DUTY PERIOD			
Maximum on-duty hours	60 hrs. in 7 days/ 70 hrs. in 8 days	No change	
"Restart"	34 consecutive hrs.	See "limits on restarts" below.	
Limits on Restarts	None	(1) Must include two periods between Midnight-6 a.m.; (2) May only be used once per week.	Driver must designate the period being used as a restart.
SLEEPER BERTH			
When used as substitute for 10 consecutive hrs. off duty	Two periods: One at least 8 consecutive hrs. in SB; other at least 2 hrs. SB or off-duty. The shorter period does NOT extend the driving window.	Continue 8/2 hr. periods, but apply same new driving, on-duty, and duty-period limits as proposed for non-SB drivers.	
DEFINITION OF ON-DUTY TIME			
On-duty time	Includes any time in CMV except sleeper-berth.	Does not include any time resting in a parked CMV. In moving CMV, does not include up to 2 hrs. in passenger seat immediately before or after 8 consecutive hrs. in sleeper-berth.	Also applies to passenger-carrying drivers.
OILFIELD EXEMPTION			
Oilfield exemption	"Waiting time" for certain drivers at oilfields (which is off-duty but does extend 14-hr duty period) must be recorded and available to FMCSA, but no method or details are specified for the recordkeeping.	"Waiting time" for certain drivers at oilfields must be shown on RODS or electronic equivalent as off duty and identified by annotations in "remarks" or a separate line added to "grid."	"Waiting time" is not included in on-duty time or the calculation of the 14 or 16-hr. driving window.

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.

WAREHOUSE MANAGER

Hiring warehouse manager with 3 plus years' experience in household goods. Must have class "A" license and forklift experience. Individual must be very organized. Please email resumes to recruiting@aqmsnationalmoving.com

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

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

A rapidly growing moving company is seeking a Controller/CFO. The company's corporate office is in San Diego, but has multiple locations. The company generated nearly \$7 million in revenue last year, and is continuing to expand into different markets. The ideal candidate must have transportation industry experience and banking knowledge. Send a resume and cover letter to CMSA, Box J3, 10900 E. 183rd St., #300, Cerritos, CA 90703.

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.

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.

OWNER OPERATORS WANTED

Now hiring owner operators with A, B or C license, with at least 3 years of experience in household goods. Must have CARB compliant truck. Come work for a growing agent. Great line hauls and incentives. Please email resumes to recruiting@aqmsnationalmoving.com.

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.



Pictured above at the 2002 CMSA Convention as the newly installed CMSA Chairman, David Menne showed off his flair with his Oakland Raiders hard hat and the Raiders' flag draped over his shoulders. He stands between outgoing Chairman Brad Metzner and Brad's wife Christi.

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You're Invited to the California Moving & Storage Association's 94th Annual Convention!

Be a part of the excitement and join your California colleagues in Sparks, NV April 10–15, 2012! Learn about issues affecting both the California & National Moving Industry. Check out these convention room rates at the John Ascuaga's Nugget Hotel:

CMSA ROOM RATES: \$104 PER NIGHT

John Ascuaga's Nugget, 1100 Nugget Avenue, Sparks, NV 89431

**Call toll-free 1-800-648-1177 and request the group rate for the
California Moving & Storage Association.**

RATES ALSO APPLY THREE (3) DAYS BEFORE AND AFTER THE CMSA
OFFICIAL CONVENTION DATES OF APRIL 10-15, 2012 BASED ON AVAILABILITY.

*Hotel rates are for single or double occupancy and subject to the prevailing Washoe County 13.5 % Room Tax (subject to change).

John Ascuaga's Nugget Hotel is conveniently located near the Reno/Tahoe International Airport. The hotel provides regularly scheduled complimentary shuttles to and from the airport. Amenities at the hotel include: indoor swimming pool, fitness center, spa, business center, arcade for kids and nine dining venues to choose from. John Ascuaga's Nugget is also located near the Outlets at Legends and the Wild Island Family Adventure Park! Don't forget to sign up for CMSA's Annual Golf Tournament being held Thursday, April 12, 2012.

CMSA Member Early Convention Registration Fee - \$475

We have an informative and fun-filled schedule of events planned for the Convention. You won't want to miss it! Check our website for Convention and Exhibitor Registration at:
www.thecmsa.org

2012 Convention Registration Form

CMSA 94th Annual Convention April 10-15, 2012



Early Registration Deadline: Feb. 25, 2012

Register the following company's representatives.
Check here if this is your first CMSA Convention: _____

Mr. _____ Badge First Name _____

Mrs./Ms. _____ Badge First Name _____

Other _____ Badge First Name _____

Company _____ Phone () _____ Email _____

Address _____ City _____ Zip _____

Date of arrival _____ Date of departure _____

REGISTRATION FEE: (See reverse side)

	<u>Before</u> <u>Feb. 25</u>	<u>After</u> <u>Feb. 25</u>
CMSA MEMBER or SPOUSE (each)	\$475.00	\$575.00
CHILDREN'S PRICE (up to 12 yrs.)	\$325.00	\$350.00
NON-MEMBERS (each)	\$625.00	\$725.00

Sponsors & Exhibitors—Please use appropriate forms to ensure proper handling of complimentary registrants.

Special Food Requests (e.g. vegan, vegetarian, gluten-free, etc.): _____
We will notify you whether or not your requests can be accommodated and if any additional fees are necessary.

Enclose registration fees with this form. Make checks or money orders payable to **CMSA** or use your **Visa, Discover or MasterCard**. Credit card registrations may be faxed to (562) 865-2944.

() Visa () DIS () MC () Check enclosed Amount \$ _____

Card # _____ Exp. Date _____ Signature _____

Cards billing address and zip _____

Three number code on back of card _____

Please mail this form, with payment, to **CMSA**, 10900 E. 183rd St., Suite 300, Cerritos, CA 90703.

****CANCELLATIONS:** *Cancellations made before **March 13, 2012**, will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). After **March 13, 2012**, we will be unable to make refunds. Substitutions will be accepted, but we need to know one week in advance.*

ROOM RESERVATIONS: Call John Ascuaga's Nugget directly at 1-800-648-1177 to make reservations and ask for the group rate for **California Moving and Storage Association**. A reservation link can also be found online by visiting www.thecmsa.org and clicking on the Convention Calendar web page. Reservations must be made by **March 13, 2012** to guarantee the special group room rate. All major credit cards are accepted for deposit.

FULL REGISTRATION FEE (\$475.00) INCLUDES:

Thursday, APRIL 12

EXHIBITORS WELCOME RECEPTION

Food, Beverage, Latest in Industry Product and Service Technology

Friday, APRIL 13

WASHOE SUNRISE BREAKFAST

CMSA GENERAL SESSION

SPARKS LUNCHEON

NATIONAL AUTOMOBILE MUSEUM

Buffet dinner and great antique cars!

Saturday, APRIL 14

PYRAMID LAKE BREAKFAST

CMSA GENERAL SESSION

VAN LINE PANEL DISCUSSION

GOLD NUGGET LUNCHEON

CHAIRMAN'S RECEPTION & DINNER/BALL

CMSA CONVENTION SPONSOR/ADVERTISING/DOOR PRIZE FORM

EVENTS AVAILABLE FOR SPONSORSHIP

1. Tues. April 10 Movers & Shakers Reception *
2. Tues. April 10 Movers & Shakers Dinner ♦*
3. Wed. April 11 Texas Hold'Em Poker Tournament
4. Thurs. April 12 Golf Tournament ♦
5. Thurs. April 12 Exhibitors Reception ♦
6. Fri. April 13 Washoe Sunrise Breakfast
7. Fri. April 13 Sparks Luncheon ♦
8. Fri. April 13 Transportation to Off-Site Event
9. Sat. April 14 Pyramid Lake Breakfast
10. Sat. April 14 Gold Nugget Awards Luncheon ♦
11. Sat. April 14 Chairman's Reception/Dinner ♦

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 CDS Moving Equipment

* Invitation Only Event / ♦ Sponsorship of Major Event (includes 2 Free Registrations) - \$2,500 /
 All Other Sponsorships (includes 1 Free Registration) - \$1,500

Event # _____ Amount \$ _____

PERSON CLAIMING FREE CONVENTION REGISTRATION(S):

Name _____ Badge First Name _____

♦Name _____ Badge First Name _____

Company _____

Phone _____ E-mail Address _____

Special Food Requests (e.g. vegan, vegetarian, gluten-free, etc.): _____

We will notify you whether your requests can be accommodated and if any additional fees are necessary.

Make checks payable to CMSA or use your Visa, MasterCard or Discover Card.

() Check enclosed () Visa () MasterCard () Discover

Name on Card _____ Card # _____

Exp. Date _____ Three-digit code on back of card _____

Billing address _____ Billing zip _____

For any additional persons registering, be sure to use the Convention Registration form.

Convention Advertising Opportunities (*does not include free registrations*):

_____ Half-Page Ad (4.5" x 3.25")	\$150	_____ Program Back Cover Ad	\$500
_____ Full-Page Ad (4.5" x 7.5")	\$300	_____ Flyer Insert*	\$375
_____ Program Inside Cover Ad	\$400	_____ Total Amount	\$ _____

Sponsors receive 20% off Convention Advertising!

*Company must supply and ship inserts at their own expense.

~~~~~  
☒ YES, I want to support CMSA with a door prize.

Contact Name \_\_\_\_\_ Company \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Door Prize(s) \_\_\_\_\_

**Return with payment and/or door prize(s) to CMSA, 10900 E. 183<sup>rd</sup> St., #300, Cerritos CA 90703  
 or fax form to: (562) 865-2944. For questions, call Renee Hifumi at (562) 865-2900.**

**2012 CMSA CONVENTION - INDIVIDUAL EVENT TICKET FEES:**

|                 |                                                 | <u>Adult</u> | <u>Child</u> |
|-----------------|-------------------------------------------------|--------------|--------------|
| Wed. April 11   | Texas Hold'Em Poker Tournament                  | \$50.00      | N/A          |
| Thurs. April 12 | Exhibitors Welcome Reception                    | \$150.00     | \$100.00     |
|                 | Golf Tournament Registration<br>(USE GOLF FORM) | \$100.00     | \$100.00     |
| Fri. April 13   | Washoe Sunrise Breakfast                        | \$35.00      | \$25.00      |
|                 | Sparks Luncheon                                 | \$60.00      | \$42.00      |
|                 | National Automobile Museum                      | \$100.00     | \$50.00      |
| Sat. April 14   | Pyramid Lake Breakfast                          | \$35.00      | \$25.00      |
|                 | Gold Nugget Awards Luncheon                     | \$60.00      | \$42.00      |
|                 | Chairman's Reception & Dinner/Ball              | \$150.00     | \$100.00     |

**Additional Ticket(s) Order Form:**

| ATTENDEE NAME | EVENT | FEE   |
|---------------|-------|-------|
| _____         | _____ | _____ |
| _____         | _____ | _____ |
| _____         | _____ | _____ |
| _____         | _____ | _____ |
| _____         | _____ | _____ |
| GRAND TOTAL:  |       | _____ |

Special Food Requests (e.g. vegan, vegetarian, etc.): *We will notify you whether or not your requests can be accommodated and if any additional fees are necessary.*

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**TICKETS WILL BE COLLECTED AT THE DOOR PRIOR TO ALL FOOD FUNCTIONS!**

Tickets will be included in your registration packet. Cancellations made before March 13, 2012 will be subject to administrative fees plus any incurred costs (not to exceed 50% of the fees paid). After March 13, 2012, no refunds will be given.

Contact Name \_\_\_\_\_ Company \_\_\_\_\_  
Phone \_\_\_\_\_ Email \_\_\_\_\_

(    ) Visa      (    ) DISCOVER    (    ) MC    (    ) Check enclosed    Amount \$ \_\_\_\_\_

Name on card (if different): \_\_\_\_\_

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_ Three-Digit Code on back of card \_\_\_\_\_

Card Billing Address \_\_\_\_\_ Card Billing Zip \_\_\_\_\_

Return completed order form and payment to: CMSA, 10900 E. 183<sup>rd</sup> St., Ste. 300, Cerritos, CA 90703  
or fax to: (562) 865-2944. For questions, call Renee Hifumi at (562) 865-2900.

# Exhibitor Registration Form

**94th CMSA Annual Convention**  
**EXHIBIT DATES: APRIL 12-14, 2012**

Two Easy Ways to Register

1. Mail form with payment to: CMSA, 10900 E. 183rd Street, Suite 300, Cerritos, CA 90703. • 2. Fax this form to (562) 865-2944.

## STEP 1: RESPONSIBLE PARTY INFORMATION

1. \_\_\_\_\_  
Full Name of Attendee Responsible for Booth

\_\_\_\_\_

First Name to Appear on Badge

\_\_\_\_\_

Company Name to Appear on 7" X 44" Booth Sign - Single Line Only

\_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

\_\_\_\_\_

E-Mail Address (Registration Confirmation will be sent via E-mail)

Special Food Requests: \_\_\_\_\_  
(Vegetarian, Vegan, etc.)

## STEP 2: ADDITIONAL ATTENDEES

2. \_\_\_\_\_  
Full Name

\_\_\_\_\_

First Name to Appear on Badge

\_\_\_\_\_

E-Mail Address

Special Food Requests: \_\_\_\_\_

3. \_\_\_\_\_  
Full Name

\_\_\_\_\_

First Name to Appear on Badge

\_\_\_\_\_

E-Mail Address

Special Food Requests: \_\_\_\_\_

USE ADDITIONAL SHEET TO LIST MORE ATTENDEES.

## STEP 3: ASSESS EXHIBITOR FEES

Booth registration ***includes*** one (1) convention registration. An eight-foot skirted table, two chairs and wastebasket is provided.

Booth Registration

Before February 25, 2012 @ \$1,100 \$ \_\_\_\_\_

After February 25, 2012 @ \$1,200 \$ \_\_\_\_\_

Booth Electricity—\$75 per booth \$ \_\_\_\_\_

Non-Member additional \$600 charge \$ \_\_\_\_\_

Additional Attendee (s):

Members \$475 ea./Non-Members \$625 ea. \$ \_\_\_\_\_

Grand Total: \$ \_\_\_\_\_

***\$20 from each exhibitor's booth fee will be included in the CMSA Scholarship Fund Donation & Booth Bingo Raffle!***

## STEP 4: CHOOSE YOUR BOOTH

Priority will be given according to seniority and date registration form was received. See booth diagram for choices.

RESERVE BOOTH # (s) \_\_\_\_\_ / \_\_\_\_\_ FOR MY EXHIBIT.

In case your first choice is taken, please list alternate booth #s.

2nd Choice (s) \_\_\_\_\_ / \_\_\_\_\_ 3rd Choice (s): \_\_\_\_\_ / \_\_\_\_\_

Companies you don't want to be next to: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_

## STEP 5: SELECT METHOD OF PAYMENT

☐ Check Enclosed ☐ Charge to Credit Card

CREDIT CARD INFORMATION:

☐ VISA ☐ MasterCard ☐ Discover Card

\_\_\_\_\_

Name on Credit Card

\_\_\_\_\_

Credit Card Number Exp. Date

\_\_\_\_\_

Billing Address Billing Zip Code

\_\_\_\_\_

3-Digit Code on Back of Card

\_\_\_\_\_

Authorized Signature Date

## STEP 6: RESPONSIBILITY AGREEMENT

By registering to be an Exhibitor at the CMSA Convention, you are agreeing to the terms below:

Exhibitor assumes responsibility and agrees to indemnify and defend the California Moving & Storage Association and John Ascuaga's Nugget and their respective employees and agents against any claims or expenses arising out of the use of the exhibition premises.

The Exhibitor understands that neither the California Moving & Storage Association nor John Ascuaga's Nugget maintain insurance covering the Exhibitor's property and it is the sole responsibility of the Exhibitor to obtain such insurance.

Refunds for any cancellations done before March 13, 2012 will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). No refunds will be made after March 13, 2012.

**Exhibit Dates: April 12-14, 2012**

Early set-up available after 3pm on  
Wednesday, April 11, 2012.





# California Moving & Storage Association

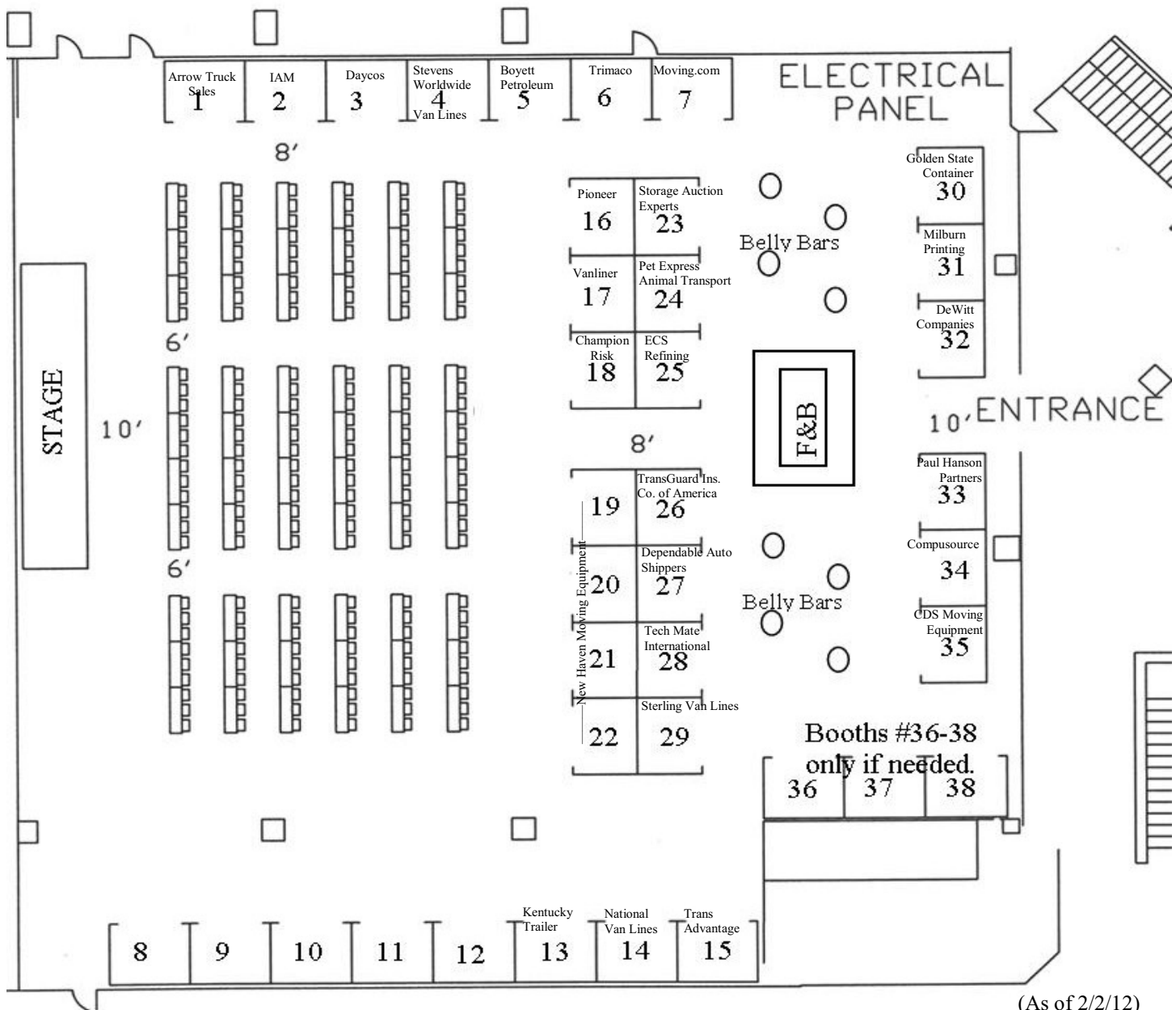
## 94th Annual Convention

### Booth Diagram

### John Ascuaga's Nugget

### Sparks, NV

### Exhibit Dates: April 12-14, 2012



(As of 2/2/12)

# CMSA ANNUAL GOLF TOURNAMENT REGISTRATION FORM

THE RESORT AT RED HAWK, LAKES COURSE  
6600 N. WINGFIELD PARKWAY  
SPARKS, NV 89436  
(775) 626-6000

THURSDAY, APRIL 12, 2012  
9:00 AM SHOTGUN START  
(Golfers should arrive at course by 8:30 am.)



**SPONSORED BY: PIONEER • CO-CHAIR'S – LEN GOLLNICK & GARY BLOWER**

**Entry fee -- \$100.00 per person / Includes: green's fees, cart, range and box lunch.**

Primary Contact:

Golfer 1: \_\_\_\_\_ Company: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

List golfers in your foursome. (Foursomes will be formed by golf co-chairs unless listed below.):

Golfer 2: \_\_\_\_\_ Company: \_\_\_\_\_

Golfer 3: \_\_\_\_\_ Company: \_\_\_\_\_

Golfer 4: \_\_\_\_\_ Company: \_\_\_\_\_

**HOLE-IN-ONE CONTEST (#12) – Sponsored by TRANSGUARD INSURANCE CO. OF AMERICA.**

**GOLF RULES:** Current golf fashion for all guests. Typically that means collared golf shirt and slacks or shorts, no jeans. Golf shoes or tennis shoes required.

**\*Refunds are subject to a \$15 processing fee. No refunds for cancellations after March 13, 2012.\***

Enclose golf fees with this form. Make checks payable to **CMSA**, or use your Visa, MasterCard or Discover Card.

( ) Visa ( ) MC ( ) DISCOVER ( ) Check enclosed Amount: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ Three-Digit Code on back of card: \_\_\_\_\_

Billing Address & Zip Code: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail Address: \_\_\_\_\_

**Please mail this form, with payment to: CMSA, 10900 E. 183rd St., Suite 300, Cerritos, CA 90703  
or fax to: (562) 865-2944.**

# CMSA POKER TOURNAMENT REGISTRATION

## TEXAS HOLD'EM

### TEXAS HOLD'EM TOURNAMENT

**DATE: WEDNESDAY, APRIL 11, 2012**

**TIME: 7:00 PM TO 10:00 PM**

**POKER ROOM (at John Ascuaga's Nugget)**

**CASH PRIZES!!**

**ENTRY FEE: \$50.00**

**SPONSORED BY:**

**INTERNATIONAL ASSOCIATION  
OF MOVERS (IAM)**



## TOURNAMENT

PERSON(S) ATTENDING FROM:

COMPANY: \_\_\_\_\_

LIST NAMES OF PLAYERS:

NAME: \_\_\_\_\_ NAME: \_\_\_\_\_

NAME: \_\_\_\_\_ NAME: \_\_\_\_\_

NAME: \_\_\_\_\_ NAME: \_\_\_\_\_

NAME: \_\_\_\_\_ NAME: \_\_\_\_\_

ENCLOSE ENTRY FEES WITH THIS FORM. MAKE CHECKS PAYABLE TO: CMSA  
OR USE YOUR DISCOVER, VISA OR MASTER CARD.

( ) DISCOVER ( ) VISA ( ) MC ( ) CHECK AMOUNT \_\_\_\_\_

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Name: \_\_\_\_\_

Cards billing address \_\_\_\_\_ Zip \_\_\_\_\_

Three-digit code on back of card \_\_\_\_\_

**Mail this form with payment to: CMSA, 10900 E. 183rd St., Ste 300, Cerritos, CA 90703  
or fax to: (562) 865-2944.**

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