

The Communicator

THE CALIFORNIA MOVING & STORAGE ASSOCIATION

Rick Hosea Declared 2012-2013 CMSA Chairman at 94th Annual Convention in Sparks, Nevada



2012-2013 CMSA Chairman Rick Hosea (left) given the ceremonial gavel from former CMSA Chairman Dennis Doody (right).

The CMSA 94th Annual Convention was held this year at the John Ascuaga's Nugget in Sparks, Nev.

The Convention began on Tuesday, April 10, with its Executive Committee meeting in the afternoon and an appreciation dinner for all CMSA Board Members, Chapter Presidents, Committee Members and special guests for all their support to the industry and to the Association. The reception was sponsored by **Gateways International Inc.**, and the dinner was sponsored by **TransGuard Insurance Company of America**.

Wednesday included the Association's committee meetings along with the incoming and outgoing board of directors meetings. The Insur-

ance, Government Affairs, Membership, Military Affairs Committees, the 2011-2012 Board of Directors and the 2012-2013 Board of Directors conducted various business of the Association. The 2011-2012 Chairman **Dennis Doody** wrapped up business in his final meeting and congratulated his Board for their dedication and hard work throughout the year. The 2012-2013 Chairman **Rick Hosea** conducted his first Board of Directors meeting of the year to discuss new business.

Attendees itching to gamble were able to let loose at the CMSA Texas Hold 'Em Poker Tournament Wednesday night. Sponsored by the **International Association of Movers**, the

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Chairman's Corner

By: Rick Hosea

As we return from the 94th Annual CMSA Convention held in Sparks, Nev., in April, we can begin to process the information presented by industry experts in person and via Skype. This year's convention was a tremendous

success with more than 240 attendees and 30 exhibitors sharing their products and services to benefit our Mover Members. It was a pleasure to meet many new agent representatives and associate members as I visited each booth to thank folks for their participation.

There were many firsts at this Convention, one of which was Linda Bauer Darr's (AMSA) address to our General Business Session via Skype, updating us on a variety of relevant topics. Another first was the International Shipping panel that educated attendees on the possibilities that international relocations can bring for those willing to explore new lines of revenue.

The panelists consisted of Edward Wong (Royal Hawaiian Movers), Sherry Williams (PAIMA) and Tony Waugh (AGS Movers), who spoke on specific geographical areas in which they have real-world relocation experience. Terry Head (IAM) acted as moderator, summarizing this session by explaining that when dealing with international moves, it is necessary to manage the expectations of our customers as each country has different customs, holidays and approaches from those we have here in the United States.

The committee meetings were well-attended, which was no surprise since it is no secret that CMSA continues to be one of the strongest state movers associations working to benefit its members and the moving public alike. At my first CMSA Board meeting as Chairman, I challenged our Board Members to work with their respective chapters to assist with three goals. The first one is to get more involvement from our current members by encouraging attendance at chapter meetings and other chapter events when possible. Having the support of our members will allow us to improve our

(Chairman's Corner cont. on page 4)



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President's Comments

By: Steve Weitekamp

CMSA has completed another successful Association year, culminating with our Annual Convention which is reviewed in this issue. As we return to our regular schedule, it is rewarding to hear from many who enjoyed and

found value in being a part of CMSA's 94th Annual Convention. It is also gratifying to see member leadership that returned from Board and Committee meetings re-energized to advancing the mission of the Association.

Our Convention was a time to celebrate and recognize a successful year of CMSA leadership and to install a new board, and with that, a new Chairman of the Board. Your 2011-2012 Chairman Dennis Doody ended a successful year of leadership that culminated with the regular meetings of the four CMSA standing committees and a meeting of the Board of Directors. During his tenure, the Association: saw the implementation of the CARB regulations, initiated AB 2118, conducted Independent Contractor Seminars and became evermore engaged with DOD issues. On behalf of the membership, I extend my congratulations to Chairman Doody on a successful year and sincere thanks for his time and energies in support of the CMSA. We welcome new leadership under the stewardship of 2012-2013 CMSA Board of Directors Chairman Rick Hosea. The Association looks forward to the continuation of the good work that those before him have started, as well as his opportunity to imprint his own individual mark on the history of the CMSA.

As a result of the higher profile stance that the CMSA has taken in military moving issues and with the support of IAM and AMSA, our Association has been invited to participate in the upcoming Surface Deployment and Distribution Command (SDDC) meeting with industry officials in Washington, D.C. We, along with IAM and AMSA, will meet with the new commanding general, Major General Thomas J. Richardson, and several of his key staff members. This is

(President's Comments cont. on page 4)

(Chairman's Corner cont. from page 2)

Association's goals set forth by our Board of Directors. The second one is the need to attract new members to our Association in order to strengthen membership numbers and to potentially help fund our scholarship commitments along with our future support of Special Olympics. Lastly, to make a collective effort across our state by sending a message to those companies that continue to ignore the permits/requirements set forth by our legislators and the CPUC. Our message must be clear: We need the CPUC enforcement to take action against those who fail to secure proper permits and assess penalties. AB 2118 (Household Goods Carriers)* will provide the CPUC the legislative support to charge higher fines to those who fail to or choose not to follow the CPUC requirements. AB 2118, sponsored by Assemblywoman Betsy Butler and the CMSA, was unanimously passed by the Utilities & Commerce Committee 14-0 on April 23, 2012. I would like to thank Butler, her staff, Chuck Cole (Advocation Inc.), Dennis

Doody (Blue Chip Moving & Storage), Chris Higdon (California Moving Systems) and CMSA President Steve Weitekamp for all their input in preparing for this important first vote. AB 2118 will now move forward to the Appropriations Committee, where we are hopeful it will continue the process to become law.

I want to thank Dennis Doody for his efforts over the past 12 months; Dennis worked extremely hard to bring forth solutions which benefited our Association. I am pleased to highlight his efforts and leadership in extending Steve Weitekamp's employment contract through March 2018. This contract extension allows our Association the continued leadership and direction we've enjoyed under Steve's management since he was elected by the CMSA Board in 2006.

I look forward to the responsibilities before me as your Chairman. I will work with the CMSA Board and Staff to increase our **Membership Numbers** and our **Value Proposition** for our Association.

**[AB 2118] prohibits a household goods carrier from engaging, or attempting to engage, in the business of the transportation of used household goods and personal effects, by motor vehicle over any public highway in the state, including advertising, soliciting, offering, or entering into an agreement, without a permit issued by the commission authorizing transportation entirely within the state, or a valid operating authority issued by the Federal Motor Carrier Safety Administration, for interstate transportation. This bill would expand the definition of a household goods carrier to include a household goods carrier that engages in the licensed or unlicensed transportation for compensation or hire as a business by means of a motor vehicle or motor vehicles being used in the transportation of used household goods and personal effects over any public highway in this state. The bill would additionally prohibit a household goods carrier from arranging as a broker, as defined, for the transportation of used household goods and personal effects. The bill would require a household goods carrier with an Internet Web site to add a prominent link to that site that directs consumers to an Internet Web site hosted by the commission that promotes consumer rights and protection.*



Stay Tuned for Industry News in the June 2012 Communicator Issue!

(President's Comments cont. from page 3)

the first time that a representative of a state Association has been invited to be a part of this important meeting with SDDC leadership. We are grateful for the opportunity and for the recognition of the value in including a voice for the Agents who play a vital role in this Program. I have solicited comments and issues for discussion from members of the CMSA Military Affairs Committee and have received recommendations

on some areas to review.

Chairman Hosea mentioned the current status of CMSA-sponsored legislative initiative, AB 2118, in his column. I want to thank the members, representing the 49 companies, who took the time to send letters of support for the bill. Furthermore, I wish to advise all members that we may be asking for additional support as the bill hopefully works its way through the legislative process. Our staff and I wish you success in the upcoming summer season.

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(2012 Convention cont. from page 1)

tournament drew 40 players to compete for the \$300 first-place cash prize.

The CMSA Annual Convention Golf Tournament, sponsored by **Pioneer**, began Thursday morning at The Resort at Red Hawk. Despite the heavy winds that seemed to rock even the sturdiest of movers, attendees enjoyed spending time with fellow members. **TransGuard Insurance Company of America** sponsored the \$10,000 hole-in-one opportunity on the 12th hole.

Thursday evening was the Exhibitors Welcome Reception, sponsored by **New Haven Moving Equipment**. During the reception, exhibitors showcased new products and services available to moving companies and connected with prospective customers. Delegates browsed through 32 booths while enjoying hors d'oeuvres and cocktails.

Friday morning began with the Washoe Sunrise Breakfast, a hearty offering of favorite morning delights, sponsored by **Trans Advan-**



tage.

CMSA Secretary/Treasurer **Jay Casey** of **Casey Moving Systems** opened the Friday General Business Session with an Invocation, and a slide presentation of the CMSA members who had passed earlier in the year. Master of Ceremonies **Patrick Longo** of **Andy's Transfer & Storage** welcomed CMSA delegates to the Convention and conducted the annual roll call of delegates.

The first speaker of the morning was **Linda Bauer Darr** of the **American Moving & Storage Association (AMSA)**. Delivering her presentation via Skype (a technological first for a CMSA Convention), **Darr** had informed delegates that the interstate moving industry is changing. With new rules and a positive indication of another active moving season, **Darr** has emphasized the need to plan accordingly for the future.

The 2012 Convention keynote speaker was **Jeff Rendel** of **Rising Above Enterprises**. **Rendel** discussed with delegates the

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importance of reinventing your business for the future, and urged them to "improve by one percent."

He emphasized the need to build a structure for success, commit to growth, associate to innovate and believe that your company's mission is possible in order to be prepared for the changes of tomorrow. Examples of business aspects to focus on would be diversifying your marketing strategies, consulting your peers of what ideas work for his/her business, concentrating on customer satisfaction, etc. By making small changes throughout the next year, **Rendel** assured delegates that they would improve their business.

Next, **Sean Edgar** of **Clean-Fleets.net** spoke about California Air Resources Board (CARB) Truck & Trailer Rule compliance. **Edgar** informed delegates that the CARB Rule must be complied in all facets



of the supply chain, from truck manufacturers to moving companies. He also described the different ways that CARB is enforcing this rule onto moving companies by using Health and Safety Code regulations, DMV holds and CHP impound authority. To prevent moving companies from being fined, **Edgar** recommends company drivers to keep a copy of the fleet summary inside the vehicles for road-side inspections. It would allow the inspection to finish quicker and for moving companies to use this summary as documentation for CARB compliance until the agency issues its own certificate.

CMSA Outgoing Chairman **Dennis Doody** of **Blue Chip Moving & Storage** stepped on stage to review with the membership the current issues being discussed at the committee meetings. He discussed the new health care legislation's impact on the Association's insurance carriers, the more restrictive

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regulations that would be enforced against unlicensed movers if the AB 2118 bill is passed and the Association's supportive stance regarding newly appointed CPUC Commissioner Mark Ferron. From his experience visiting the 12 CMSA Chapters with CMSA President **Steve Weitekamp**, **Doody** said it has reinforced his belief in the strength of the CMSA and its members and knows that the Association is continuing on the right track in improving the intrastate industry.

CMSA President **Steve Weitekamp** reviewed Association activity and spoke about the high percentage of movers anticipating to conduct international moves besides local moves. He welcomed all delegates to attend the Inter-

national Shipping panel discussion to become aware of the environments companies may face when they decide to engage in the international shipping market. **Weitekamp** then conducted the ceremonial swearing in of the newly elected Board Members, which included **William Arvidson** of **Sav On Moving & Storage**, **Jesse Chabot** of **Golden West Moving Systems** and **Jeff Nadeau** of **DEWITT Co./Royal Hawaiian Movers** as well as the re-elected Board Members, which included **Ken Armstrong** of **Ridgecrest Moving & Storage**, **Ben Geissel** of **Galbraith Van & Storage Co.**, **John Lance** of **NMS Moving Systems**, **Mark Larson** of **Mother Lode Van & Storage**, **Pat Longo** of **Andy's Transfer & Storage**, **Amy Messinger**

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(2012 Convention cont. from page 8)

of **Cummings Moving Company** and **Nat Prassel** of **Atlas Transfer & Storage Co.** **Jay Casey** of **Casey Moving Systems** was announced as the 2012-2013 Secretary/Treasurer.

At the Friday Sparks Luncheon, sponsored by **Paul Hanson Partners Specialty Insurance**, **Chuck Cole**, president of **Advocation Inc.**, discussed the effects of the CMSA-sponsored AB 2118 bill being considered at a legislative committee the following week. Cole stressed the importance of the bill and its opportunity to connect the CMSA to the state Legislature in a more influential way. After lunch, **Dennis Doody** invited delegates to the Military Breakout Session for an updated outlook on the military market.

Terry Head, president of the **International Association of Movers (IAM)**, started the Military Breakout Session with a slide presentation of where military moves are headed. Then, **P.J. Welch** of **Cardinal Van & Storage Co.**, modera-



tor of the military discussion, introduced the panelists:

Matt Connell of **Total Military Management**, **Terry Head** of **International Association of Movers**, **Peg Wilken** of **Stevens Worldwide Van Lines** and **Steve Vockell** of **Suddath Van Lines**. The panelists discussed topics of no open season for this year, the extension of the DPS system until October 1, 2013, Code 3 no longer existing for the International program, etc. One positive change that many relocation specialists would agree on is that the Business Case Analysis (BCA) panel will be reviewing the SDDC system and making modifications such as setting a minimum standard of customer service surveys (CSS), allowing electronic billing and payment for non-temporary storage (NTS), and the possibility of defining domestic and international military moves separately.

On Friday night, delegates enjoyed a private

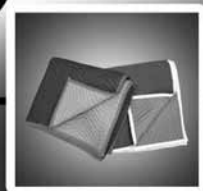
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dinner at the National Automobile Museum. Transportation was sponsored by **DEWITT Co./ Royal Hawaiian Movers**, who also handed attendees mai tais as they boarded the shuttle. Delegates browsed through exotic, expensive cars of the last century and saw the diverse designs and appearances of fine automobiles that were driven by the rich and famous. The museum dinner was sponsored by **Kentucky Trailer, Arpin Van Lines, Atlas Van Lines, Crown Worldwide Moving & Storage, National Van Lines, North American Van Lines, Stevens Worldwide Van Lines, Unigroup, Inc. and Wheaton & Bekins Van Lines.**

The Pyramid Lake Breakfast, sponsored by **ECS Refining**, offered delegates another comprehensive spread of morning treats and delicious entrees. Master of Ceremonies **Brandon Dolman** of **California Relocation Services**



presided over the Saturday General Business Session, and introduced the first speaker, **Terry Head** of **IAM. Head** told delegates that while the European economies have much to be desired, the U.S. economy grew by 2.4 percent in 2011, and the freight shipments have hit a seven-year high in December due to the rebounding of the

manufacturing sector. Though global trade is slow and trade has declined this year, there are global "hot spots" for international moves, such as Brazil, Russia, India and China. Emerging markets are growing and recent trade agreements can possibly provide more jobs in 2012.

Following his presentation, **Head** began moderating the International Shipping panel, which included **Anthony Waugh** of **AGS Movers**, **Sherry Williams** of the **Pan American International Movers Association** and **Edward Wong** of **Royal Hawaiian Movers**. The panelists discussed the relocation environment for

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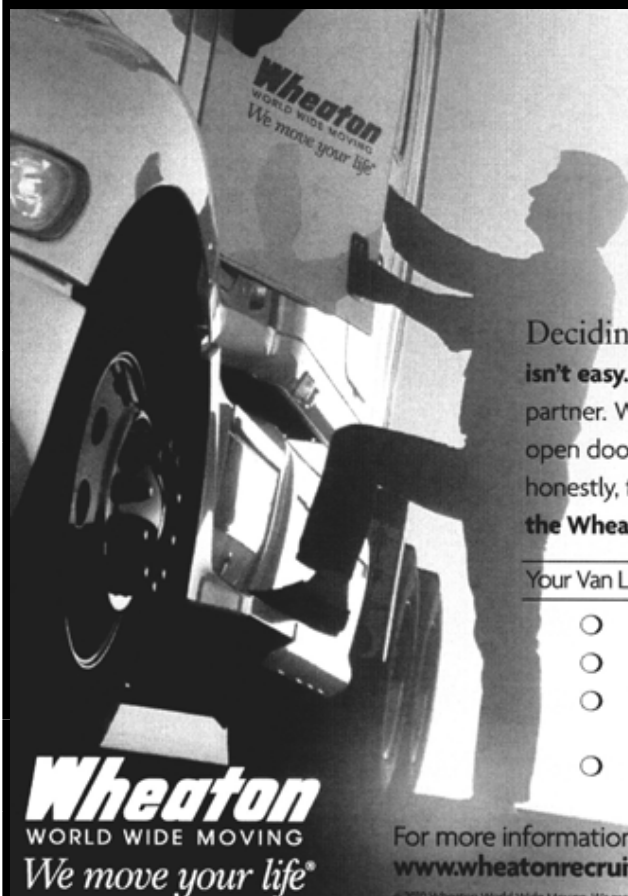
African nations, South American countries and Guam for movers considering conducting international moves in these areas. The overall consensus is that moving companies must be vigilant regarding the shipments by regularly contacting the port officials in order for shipments to be completed successfully.

Finishing the Saturday General Business Session was the ever-popular Van Line Panel discussion with **Steve DeBolt** of **San Diego Van & Storage** as the moderator. Panelists included: **Conrad Swanson** of **Arpin Van Lines**; **Steven Hermann** of **Atlas Van Lines**; **Donna Martin** of **National Van Lines**; **Justin Umthum** of **North American Van Lines**; **Pat Larch** of **UniGroup, Inc.**; **Morrie Stevens Jr.** of **Stevens Worldwide Van Lines** and **Fred McBroom** of **Wheaton & Bekins Van Lines**.

The panel reviewed with delegates the popularity of containerization for small shipments, the driver recruitment strategy of allowing them to keep more money in their wallets, the priority of customer satisfaction for national accounts, and the use of technology and training to attract "new blood" to the industry.

The Gold Nugget Awards Luncheon, sponsored by **Champion Risk & Insurance Services** and **Vanliner Insurance Company**, followed the Van Line Panel discussion. President **Weitekamp** announced the college and vocational scholarship winners, and those who attended walked on stage to thank the membership and spoke about their career goals. Special Olympics athlete **Melissa Ahrens** and her mother **Sandy Ahrens** accepted the CMSA's \$5,000 donation to the Special Olympics Northern California and said a few words about the

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many years they have been involved in the organization.

The Chapter Presidents were also recognized and awarded certificates for their support and contribution to the CMSA during the luncheon. President **Weitekamp** presented the Chapter of the Year Award to San Diego Chapter President **Thomas McCarthy** of **McCarthy Transfer & Storage**. **McCarthy** thanked his support staff for the chapter, the chapter members, and, most of all, his father — Tim McCarthy.

President **Weitekamp** recognized retiring Board Members **Brian Larson** of **Mother Lode Van & Storage** and **Mitch Snelson** of **CDS Moving Equipment** for their service to the CMSA. Each former Board Member was presented a commemorative plaque for their hard work in their leadership roles.

Concluding the Convention was the Chairman's Reception and Dinner/Ball, sponsored by **CDS Moving Equipment, Inc.** Delegates waved their napkins in the air and cheered as incoming Chairman **Rick Hosea** of **Crown Worldwide Moving & Storage** made his grand entrance with mariachi music blaring, and a procession of dancing past Chairmen dressed in sombreros and mustaches, shaking maracas. The procession snaked around the delegates' tables and found its way to the head table on stage.

CMSA Vice Chairman **P.J. Welch** of **Cardinal Van & Storage Co.** served as master of ceremonies of the event. CMSA President **Steve Weitekamp** spoke of the elite and honorable title of a CMSA Chairman, and presented outgoing Chairman **Dennis Doody** his honorary lifetime membership and Chairman's gift. **Doody** gave a special thanks to his wife Kari, his children and staff for their support the past year.

Tori Ferrante, president of the international division at **Crown Worldwide Moving & Storage**, spoke about the new Chairman **Rick Hosea**, and his profound dedication to the industry and to the company. **Hosea** began his career at Crown Worldwide Moving & Storage and, through determination and hard work, became the president of the domestic division of the company. With great pride, he introduced **Rick Hosea** as the newly installed CMSA Chairman.

Chairman **Rick Hosea** thanked his family for their support, including his mother and daughter who joined him that night. His next plan of action involved recruiting more licensed movers to join the CMSA, which would provide a more diverse and stronger connection with all California movers. The delegates ended the night by dancing to the Cool Black Kettle band.

Thank you to all the delegates who made this Convention a success, and we hope you will join us for the 95th annual Convention May 14-19, 2013, at the Fess Parker's DoubleTree Resort in Santa Barbara, Calif.



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Thank you for your
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during the Convention!

**Tim McCarthy
&
Thomas McCarthy**

Thank you for capturing
the memories at the
Convention!

Mark Hegarty

Thank you for your
continued legal counsel
for the Association and
its members!

San Diego Chapter Hosted Annual Golf Tournament

By: Thomas McCarthy of McCarthy Transfer & Storage

On March 14, 2012, the San Diego Chapter held its annual Scholarship Fundraiser Golf Tournament at the Rancho Bernardo Inn. It was blessed again with wonderful sunny and warm weather to which they had nearly 100 golfers show up to play. Not only did the chapter have great support and attendance from its local movers and vendors, but it also had some movers and vendors that made the trek down to San Diego to play in our tournament.

The Pasha Group was the Premier Sponsor of the event and along with all the other sponsors we were able to have great food and great prizes. After the tournament we had a happy

hour where everyone had a chance to mingle and compare scores. Dinner was one of the best that was had at the chapter even as they ran out of food as many people went back for seconds! Mark Raby from Champion Risk and his team won the tournament with the lowest score!

We had several Taylor Made golf clubs and a 32-inch flat-screen TV that were raffled off. The feedback from the players was all positive and the chapter is already looking forward to next year's tournament.

In fact, the chapter has already booked the next golf tournament: **Wednesday, March 13, 2013**. As a bonus, there will be a bloody mary bar at check-in! So save the date and plan on attending. All are welcome!



Thank you to all golfers and sponsors for your participation at the San Diego Golf Tournament! Pictured top left are the 2012 San Diego Golf Tournament Winners: (left to right) Brad Vorce, Mark Raby, Fred Cook and Dan Homan. Congratulations to the San Diego Chapter for winning the Chapter of the Year award at the 2012 Convention in Sparks, Nev.!



CMSA Texas Hold 'Em Tournament



Above, we have the CMSA Texas Hold 'Em Poker Tournament prize winners: second-place winner CMSA President Steve Weitekamp (left), first-place winner Steve Vockell of Suddath Van Lines (middle) and third-place winner Dan Shane of NC Moving & Storage Solutions (right).



CONVENTION PHOTOS



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Convention Golfers Were Blown Away at The Resort at Red Hawk Golf Course



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MOVERS**

John Lindstrom, Edward Wong and
Jeff Nadeau



BOYETT PETROLEUM

Steve Karman and Steve Cranny

(2012 Convention Exhibitors cont. on page 21)

(2012 Convention Exhibitors cont. from page 20)



**AMERICAN ALLIANCE
DRUG TESTING (AADT)**
Betty Plowman



PAUL HANSON PARTNERS
Sheryl Marshall, Lisa Paul
and Casey Myers



COMPUSOURCE
Ron Shea



KENTUCKY TRAILER
Bill Trimble and Doug King



**TECHMATE
INTERNATIONAL**
Lynn Peterson



**TRANSGUARD INSURANCE
COMPANY OF AMERICA**
Daniel Gliniak, Carole Boettcher
and Susan Bocanegra



**CHAMPION RISK &
INSURANCE SERVICES**
Cindy Raby and Mark Raby



**INTERNATIONAL
ASSOCIATION OF MOVERS**
Julia O'Conner, Terry Head and
Janet Seely



PIONEER
Jeff Blower, Gary Blower,
Len Gollnick and John Tatum



CDS MOVING EQUIPMENT
Mitch Snelson, Andy Smith,
Steve Dooley and Al Sidor



**PET EXPRESS
ANIMAL TRANSPORT**
Mark Botten



STORAGE AUCTION EXPERTS
John Cardoza and Donna Cardoza

(2012 Convention Exhibitors cont. on page 22)



STERLING VAN LINES

Julie Clitheroe and Jay Clitheroe



MOVING.COM

Vincent Payne and Jason Clark



DEPENDABLE AUTO SHIPPERS

Charles Beaty and Bob London



NEW HAVEN MOVING EQUIPMENT CORP.

Adam Little, Rob Longo, Glen Teeters, Karen Levine, Randy Connelly, Larry Levine and Mark Hildreth

GALBRAITH VAN & STORAGE COMPANY CELEBRATES 100TH ANNIVERSARY

When George Harvey Galbraith started his moving company with teams of horses and wagons and only two auto trucks in 1912, little did he know that 100 years later his moving company would still remain within his family and still continue to thrive.

In 2012, Galbraith Van & Storage Company will celebrate 100 years of customer service, and our position as a leader and member in the moving and storage industry.

From our modest beginning, we have expanded into a thriving moving and storage company that takes great pride in our history, our ethics and our customer service. We are extremely proud of our past and current family members, George Harvey Galbraith, his son Jack Galbraith, his granddaughter and grandson-in-law, Sue and Ken Geissel, their son and our current manager, Ben Geissel, all of whom have

stayed involved in the growth of the moving industry. Jack, Ken, Sue and Ben have taken on the responsibilities to become Board Members and even Chairman of the California Moving and Storage Association. CMSA is one of the main organizations within California that helps make the rules and regulations that govern our industry.

We contribute our success to the commitment and passion of so many: our employees, our customers, our suppliers and the community



in which we operate.

We invite you to share with us in our pride and enjoyment of reaching our 100th year anniversary. Today, we are primed for a new century of growth, innovation and service to the customers we value. Please join us as we begin the journey of our next 100 years of progress.



**Mikayla
Adams**



**Ian
Bloom**



**Cheyne
Boyer**



**Michael
Callahan**



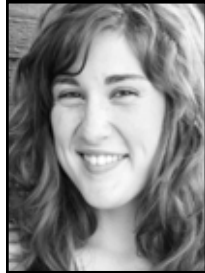
**Christina
Castro**



**Paul
Chavez-Fitch**



**Chris
Colwell**



**Kahlie
Colwell**



**Emily
Delgado**



**Amanda
Horist**



**Daniel
Horist**



**Amanda
Hosea**



**Shelley
Lima**



**Natalie
Madrigal**



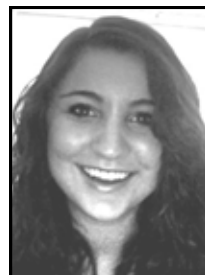
**CONGRATULATIONS TO THE
2012 CMSA SCHOLARSHIP RECIPIENTS!**



**Amanda
Menne**



**Brianna
Metzner**



**Emily
Pacheco**



**Keith
Railey**



**Stephen
Shahbazian**



**Joseph
Simas**



**Chad
Slevin**



**Trevor
Slevin**



**Kelsey
Smith**



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Toy**



**Jennifer
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padlocks

> e-crates

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lift levers
curb ramps
camera carts
movers tape
wheel chocks

> 4 wheeled dollies

burlap moleskins
corrugated paper

> furniture pads

security seals

> bubble pack

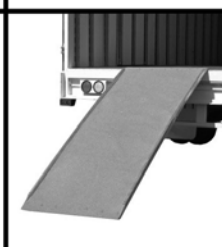
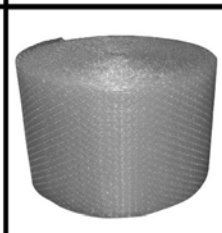
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CMSA Memorial Bulletin



Ed Pentridge

April 14, 1936

—

May 12, 2012

Ed Pentridge joined Alexander's in January of 1983, shortly after the company became an Atlas Van Lines agent. The experience and skills he brought from running operations for National Van Lines were invaluable to Alexander's growth and development. He "retired" in January 2004, but Alexander's managed to convince him to spend a few more "movers' summers" with them before he fully retired. His influence and guidance are still an integral part of the company and his passing leaves a gap in the Alexander's family. He is survived by his wife and his children: Mike, David, John and Susan.

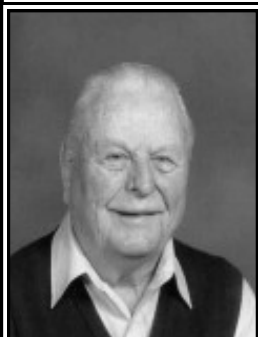


Terry Bell

March 1, 1935 – April 1, 2012

Terry was born March 1, 1935 in Wichita Falls, Texas, to Cyrus O. and Beulah A. (Bolton) Bell. He grew up in Lawton and was a 1953

graduate of Lawton High School. Terry went to work in 1954 for his father at Bell Transfer & Storage. He married Julia Fullerton on April 20, 1973 in Lawton. She preceded him in death on June 17, 2008. He later married Janice Drewry on June 26, 2010, at the Little Chapel of Lawton. Terry established Affiliated Van Lines, Inc. in 1973 and sold it in 2010. He's been very active in the moving & storage business. He belonged to numerous moving and storage associations, including the California Moving & Storage Association. He established Trifecta, Ltd in 1994 to handle vehicle and property leasing and continued to operate it until his death. He was a stock holder in United Van Lines, Inc. for 10 years. He is survived by his wife, Janice Parker Bell, of the home; two daughters, Liese Martin, Lawton, and Malissa Johnson and husband Troy, Lancaster, Pennsylvania; son Terry K. Bell, II, his special friend, Amanda Lawton; and five grandchildren.



Warren Scarr

February 29, 1920

—

March 23, 2012

Warren Everett Scarr, 92, of Salinas, died peacefully at home Friday, March 23, 2012. He was born February

29, 1920, in Crookston, Minnesota and married his wife, Lillian, in 1941. As many of his generation, Warren wanted to serve his country and joined the Minnesota National Guard, and later, the Air Force. After fighting in World War II and purchasing an oil distributorship, Warren purchased and managed a truck stop business until 1965 when he purchased a moving company, which later became Scarr Moving & Storage. Warren never really retired, and made his last visit to the office on March 8, 2012. Most important to him were his family, his work and his church. He is survived by his sons, Mark (Mary) Scarr, Mike (Kathleen) Scarr; his daughters, Marcy (Ron) Lundquist, Marilyn (Tim) Martin, Cindy (Jim) Slaten and Karen (Tom) Campbell, 16 grandchildren and 11 great-grandchildren.



Dennis Meehan

Aug. 24, 1944

—

March 20, 2012

Dennis Meehan spent his early years in Edgewater, NJ where, at the age of 20, he met and married his beloved wife of 47 years, Jeanne Renard. In 2004, he started Oversize Parcel Moving, a family-owned and operated moving company which runs coast-to-coast. One of his joys in life was traveling with his wife in their tractor trailer, combining work with visiting members of his extensive extended family on their trips across the country. He is survived by the love of his life, Jeanne, and their five children, Colleen Jacobs, Shevaun McMichael, Kevin (Kellie) Meehan, Erin (Dan) Coogan and Michaela (Jarek) Sychtysz.

North Bay Chapter Hosts Bocce Ball Tournament

This year's CMSA North Bay Chapter Bocce Ball Tournament on Saturday, March 31, 2012, may have been the rainiest on record, but it was still a fantastic day. With the outdoor courts flooded and resembling kiddie pools, they all headed under cover to the recently renovated indoor courts and banquet area at the Marin Bocce Federation.

The chapter had a great turnout this year with more than 10 very competitive teams showing up to roll their pallino and raise money for such a great cause. While there were quite a few familiar faces like Paul Hanson

Partners Insurance, Ship Smart, Redwood Moving & Storage, Schultz Bros. Van & Storage, CDS Moving Equipment and Earl Farsworth Express who attended, the winner of this year's tournament went to newcomer team from Acme Transfer from Vallejo. The chapter members also again enjoyed the company of our CMSA

President Mr. Steve Weitekamp!

The silent auction table this year was overflowing with amazing prizes! Some of the donations included a San Francisco sailing trip, a night out in Napa with dinner and a comedy show, San Francisco Giants tickets, golf at Santa Rosa Golf and Country Club, a Keurig coffeemaker, a spring-blooming flower bowl from King's Nursery and so much more! Chapter donations came from many of our attendees with some of our most special donations coming from some of our vendors, Paul Hanson Partners Insurance



and Ship Smart. The chapter was able to raise more than \$1,200 from just the silent auction alone!

Our other vendors CDS Moving Equipment and Pioneer Packing provided the lunch, which

(North Bay Chapter cont. on page 28)

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Pioneer Goes Solar

Pioneer Packaging, a subsidiary of Heritage Paper, provides packaging solutions for major consumer brands. Since it was established in 1982, Pioneer Packaging has been working to adapt to the demands of the moving industry, improve its operation and find more ways to serve customers cost effectively. And in 2008, they also extended their mission to include addressing one of the key issues in the packing industry — energy.

Pioneer Packaging decided to install a solar system at its 130,000-square-foot Livermore, Calif., manufacturing facility and has benefited from three years of energy savings that directly

support the company's overall bottom line.

"It is in the best interest of all of us to use as much clean energy as possible," says Pioneer Packing's northern California manager Len Gollnick.

Spacious faculties mean high electricity bills, and Pioneer Packaging turned to solar power to lower the company's operating costs.

Gollnick heard about SolarCity from a neighboring business construction firm Mueller Nicholls, which tapped SolarCity to install a 59-kW solar array in the spring of 2008 and gave

the company high marks for professionalism.

(Pioneer Goes Solar cont. on page 28)

SOLAR POWERED



Installed in December 2008, this 528-kW system-size solar system will save Pioneer an estimated \$26,950 in the first year. The lifetime CO² reductions is estimated at 26 million lbs.

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(Pioneer Goes Solar cont. from page 27)

Pioneer was impressed with SolarCity's unique, full-service approach, which includes financing, rebate administration, permit procurement, design, expert installation and even system monitoring after installation.

SolarCity installed a 528-kW solar system on Pioneer Packaging's Livermore facility, reducing the company's electricity bill for that building by 90 percent. SolarCity financed the installation through its Power Purchase Agreement, allowing the company to put zero money down, and pay less for clean solar power than it previously paid for electricity from the utility.

The company looks forward to producing quality cartons for the industry.

(North Bay Chapter cont. from page 26)

was artfully barbequed by Bruce Meyers and Vidal Serna along with all of the beverages were well-stocked by Chris Long and Connie McMartin with Box Brothers. With such a vastly vendor-supported event and an amazing turnout along with a spectacular silent auction, this year's bocce ball tournament was a great success!

Calendar of Events

Friday, October 5, 2012

Monterey Bay Chapter
Golf & Bocce Ball Tournament

Wednesday, March 13, 2013

San Diego Chapter
Golf Tournament

May 14-19, 2013

CMSA Convention
Fess Parker's DoubleTree Resort
Santa Barbara, California

*Visit www.thecmsa.org for more
information on scheduled chapter events.*

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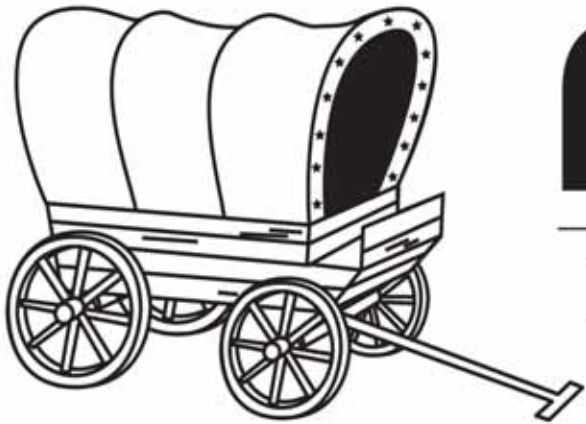
Cardinale Earns Top Honor

Cardinale Moving & Storage, Inc., of Castroville, Calif., was recognized as The Monterey Peninsula Chamber of Commerce 2011 Business of the Year at the Chamber's annual awards banquet dinner on Saturday, March 24. The 40-year-old company earned this coveted award for its excellence in business and outstanding commitment to the community at large. Cardinale knew that they were a finalist, but the winner was not announced until the very end of the dinner, which was a wonderful surprise and professional highlight for all the members of the Cardinale family who were in attendance for the banquet.



Cardinale Moving has earned numerous awards over the past few years. In 2008, they were named Large Business of the Year by The North Monterey County Chamber of Commerce. In 2009, they were the winner of the California Moving & Storage Association (CMSA) Pinnacle Award, which is designed to honor an outstanding company whose commitment to ethical business practices help to portray the moving and storage industry in a positive light within the community. In 2010, they received the United-Mayflower Container Dealer of the Year Award

(Cardinale Moving continued on page 30)



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(Cardinale Moving continued from page 29)

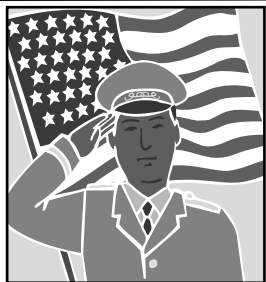
for their do-it-yourself portable storage division and, in 2011, they received the Monterey Peninsula Chamber of Commerce's Business Excellence Award in the Services to Residents category as well as The KSBW-Union Bank Salute to Small Business Award in the Best Business Professional category.

The award-winning company was founded by Sal and Angie Cardinale in 1972 and continues to be a family-owned and -operated business to this day. Three out of the couple's four children (Vince Cardinale, Roseann Orlebeck and Sally Cardinale) and one grandson (Adam Orlebeck) are now handling the day-to-day operations from their facility in Castroville along with an excellent staff that includes many employees who have worked for the company for

20 years or longer!

The Cardinale family enjoys giving back to the community in which they live and are proud to provide moving or storage services at no cost for many non-profit organizations on the Peninsula as well as sponsoring countless local fund-raising events and youth sport teams.

Cardinale Moving & Storage strives to develop and maintain permanent relationships with its customers by providing outstanding service - move after move, with no exceptions - something the employees refer to as "Cardinale Pride." Whether someone is moving across town, across country or around the world, Cardinale Moving & Storage can assist with their relocation. The company is proud to be the only mover on the Monterey Peninsula representing United Van Lines.



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EMPLOYMENT OPPORTUNITY

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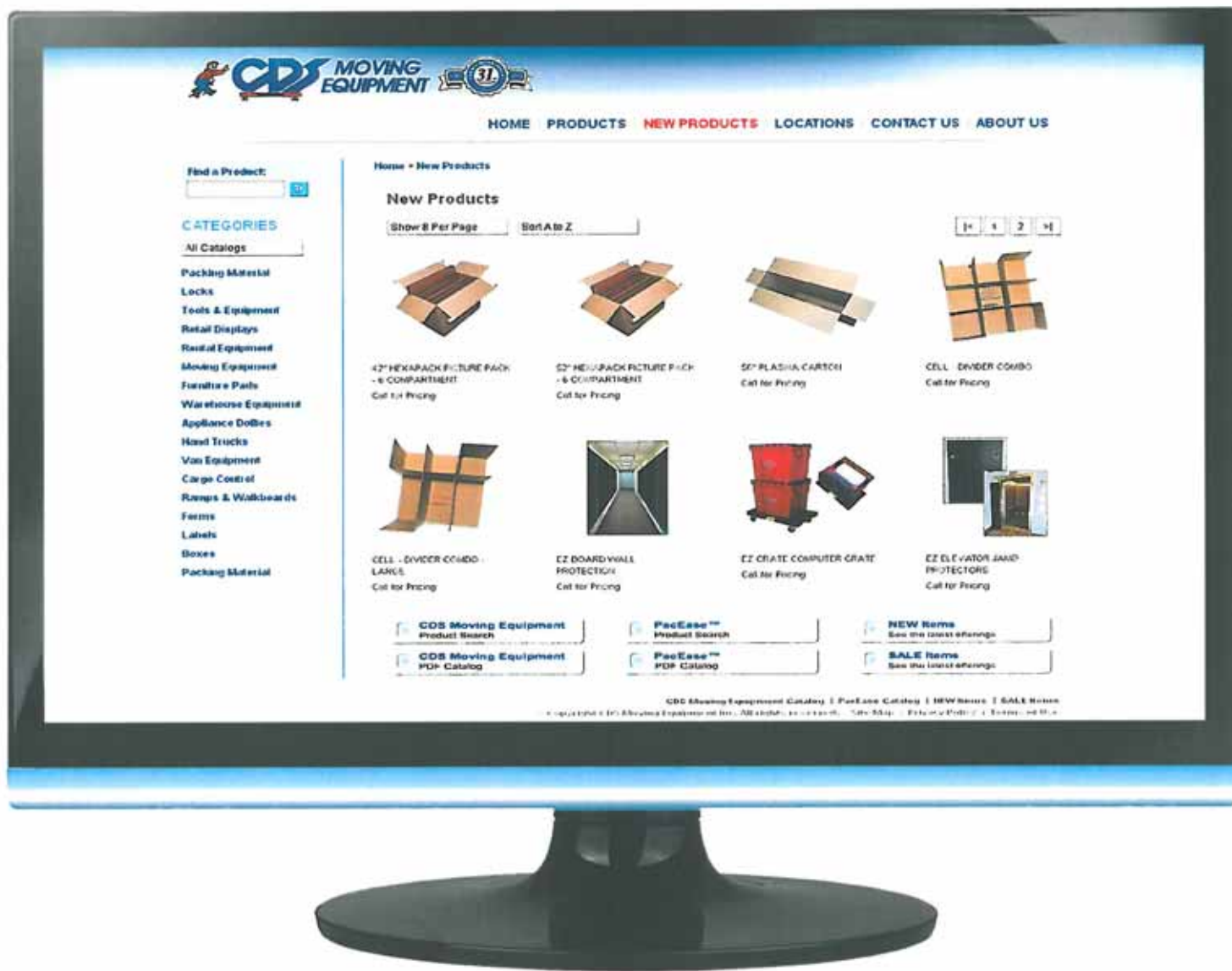
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