

# The Communicator

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

## CMSA's 95th Annual Convention Theme is "Exiting the Comfort Zone"

CMSA will be holding its 95th Annual Convention from May 14-19, 2013 at Fess Parker's DoubleTree Resort in beautiful Santa Barbara, Calif.

The convention theme, "Exiting the Comfort Zone," is about taking risks and trying new things to develop both professionally and personally. It is the goal of the convention to motivate you and to bring new energy into your business!

At the convention, you'll hear from a number of industry experts; meet suppliers selling the newest products and services; and spend time networking with fellow CMSA members. There will be many informational and educational forums planned as well as fun social activities, including the Annual Convention Golf Tournament, Exhibitors Welcome Reception and an evening at the picturesque, oceanfront venue of the Cabrillo Pavilion Arts Center.

Enjoy the convention even more by booking your stay at the Fess Parker's DoubleTree Resort – a charming mission-style Santa Barbara resort on 24 magnificent beachfront acres. Take advantage of the rich amenities and extensive array of activities that are perfect for any age. Lounge by the pool. Walk along the soft-sand beach. Dine on delicious cuisine at one of the four on-site restaurants. Resort highlights include:

- Spacious accommodations with mountain, garden or ocean views

*(CMSA Convention cont. on page 6)*





## Chairman's Corner

By: Rick Hosea

As we all prepare for the holidays, many of you are looking forward to finalizing 2012 with a strong balance sheet, one which parallels the efforts set forth by your entire organization. We all worked hard this year to ensure that our enterprises remain financially healthy for ourselves, our employees and, most importantly, our customers. My hope for each of you is that the past year has been good and professionally enriching as we see 2012 come to an end.

With the elections now behind us, I am confident that as Americans, we will pull together to make contributions to our great country by creating businesses, which result in job opportunities for all Americans. I hope that our elected officials work together to stabilize the economic environment here in the United States as well as for us all in California. Our democratic system in the United States ensures that we are still the

land of opportunity with one of the best economies in the world. However, we must not slack; instead, we must find ways to prepare our organizations to handle all business opportunities which present themselves to us in our markets. December is a good time to think about where you want your businesses to be next year, where to set goals or where to look for new revenue opportunities if we are going to remain fiscally competitive in the years to come.

Not long ago, we celebrated our Thanksgiving holiday with our friends and families; I just wanted to tell you that I am thankful for the many relationships I share with all of you through CMSA. Because of this great network, we can all be grateful for the support we get from each other. While we all have businesses which operate independently from each other, we can still get advice when needed from fellow CMSA members. The unity we cherish may be unique, but it brings much benefit for all who understand the value of participating in CMSA. With more than half my term as your Chairman now behind me, I want you to know that I will continue to find ways to make contributions to

*(Chairman's Corner cont. on page 4)*

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## **President's Comments**

By: Steve Weitekamp

Last month, I participated in a conference call between representatives of the National Conference of State Transportation Specialists (NCSTS) and the National Council of Moving Associations (NCMA). The purpose of the call was to strengthen a dialogue started between State Regulators and State Moving Associations at our initial meeting in June. The President of NCSTS, David Loucks of Pennsylvania, and committee members representing the states of Kentucky, Illinois, Rhode Island, Massachusetts and Kansas participated along with NCMA Chair Pat Smith McLaughlin, Vice-Chair Pam Stanley from North Carolina, Jack McGrath from Pennsylvania, Dorothy Brooks from Texas and myself as a NCMA Director. The parties agreed to focus future discussions and activities on consumer protection, rogue operators, Internet advertising and consumer education. An updated survey of state regulations will be compiled to review what is needed to operate in different states.

Included in this issue is a letter from SDDC Commander Major General Richardson reviewing his recent decision on the Military Fuel Rate Adjustment for the next cycle, effective May 15, 2013. The letter acknowledges the efforts AMSA, IAM and CMSA played in this decision, which is far less onerous than the original proposal. We have recently received notice that SDDC is planning the long-awaited "TSP Open Season" in early 2013. CMSA and our Military Affairs Committee will be working with other groups and the SDDC in regards to proposed rule modifications and their impact on both TSPs and Service Providers.

A recent change to San Francisco parking regulations will also impact movers. The authority to issue parking permits in the city of San Francisco has switched from the San Francisco Police Department (SFPD) to the San Francisco Municipal Transportation Agency (SFMTA). With the change comes a new protocol, which our members who are operators in this market believe needs modification. CMSA is working on gathering the con-

*(President's Comments cont. on page 5)*



*(Chairman's Corner cont. from page 2)*

CMSA, for the members of CMSA and finally for the benefit of all professionally permitted movers here in California. I still have so much to look forward to as your Chairman as I continue my travels throughout the state, visiting your chapters this winter.

I wanted to share with you something I read this past year, something which made complete sense as I read it. Steve Jobs said, "Do what you love." When Steve Jobs was asked to give advice to young entrepreneurs, he said, "I think you should get a job as a busboy until you find something you're passionate about. Have the courage to follow your heart." Jobs advised Stanford students in 2005, "You've got to find what you love. If you haven't found it yet, keep

looking. Don't settle. You cannot create world-changing innovations unless you are truly passionate about moving society forward."

I wish each and every one of you a blessed holiday season — one filled with warm blessing and cheer. It is a time to reflect on the goodness we've obtained through our businesses, our employees and our business partners with whom we depend to support our individual companies. We have much to be grateful for and even more to look forward to as we move into the new year. We should take some time to remember those who are less fortunate, those who struggle with unemployment, illness or even hunger. The holidays are a time to accept the blessings, but also to help bless others in various ways.

Happy Holidays CMSA from your Chairman!

## The 2013 CMSA Vocational Scholarship application is available on the CMSA website!

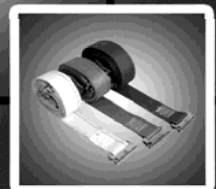
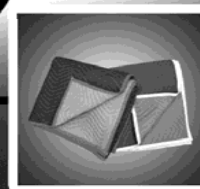
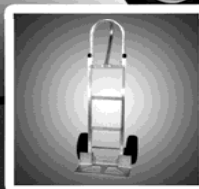
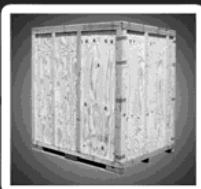
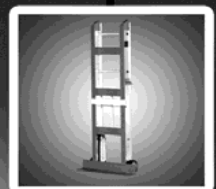
All applications and required documents must be turned in by February 15, 2013.



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*(President's Comments cont. from page 3)*

cerns of our impacted members and scheduling a meeting with program administrators to hopefully work collaboratively to find solutions that benefit all parties.

I would like to express sincere gratitude on behalf of my staff and myself for the calls and notes of condolence in response to the unexpected passing of retired CMSA Manager Pat Andrews. Members' reactions to the sad news reinforces our belief that the CMSA is so much more than a loose association of companies operating in a common industry.

With the holidays upon us and the new year just weeks away, CMSA staff, my family and I wish you a joyous holiday season and the very best in 2013!



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**(CMSA Convention cont. from page 1)**

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The resort provides the perfect backdrop for a great time at the CMSA convention! Attendees can take advantage of the special group rate of \$175 per night (plus tax). For those wanting to extend their stay before or after the convention, the hotel is offering rooms at the group rate three days prior to and three days after the convention dates based on availability. To make reservations, call (800) 879-2929 and request the California Moving and Storage Association group rate, or go to [www.thecmsa.org](http://www.thecmsa.org) and find the reservation link on our Convention Calendar web page.

**(CMSA Convention cont. on page 7)**



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**(CMSA Convention cont. from page 6)**

This year's golf tournament will be held on Thursday, May 16th, at the Glen Annie Golf Club, a championship golf course located in the rolling foothills of Santa Barbara. This challenging golf layout is enhanced by breathtaking panoramic views of the Pacific Ocean and Channel Islands. The golf tournament entry fee is \$125 per person and includes green fees, cart, range and a box lunch. Be sure to sign up early and reserve your spot!

Our special Friday night off-site event will be held at the Cabrillo Pavilion Arts Center, a 1920s Spanish-style landmark venue with beach access. Patio seating provides spectacular views of the ocean and sandy shores. You'll enjoy a casual evening with a delicious catered BBQ dinner, entertainment from

well-known strolling magician Mark Collier and soft music playing in the background. There will be a shuttle service to and from the venue.

Convention registration forms are included in this edition of *The Communicator*. For a con-

vention schedule, please see page 10. Visit the CMSA website at [www.thecmsa.org](http://www.thecmsa.org) to access convention forms and information. If you have any questions, feel free to contact the CMSA office at (800) 672-1415 (within CA) or (562) 865-2900.

Register by the early registration deadline of March 25, 2013 and be eligible to win a \$50 Visa gift card. Individual event ticket purchases are ineligible. Only full registra-

tions paid by March 25, 2013 will be entered in the drawing.

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## Face to Face with Prostitution

Truck drivers are often exposed to human trafficking without ever knowing it. Prostitution is rampant throughout our country. What many people don't know is that many of these women and children are actually slaves forced into performing sexual acts by their pimp or trafficker while receiving little to no money. Victims receive plenty of beatings and threats in order to continue.

Mark Brown, assistant director of Central Tech Truck Driver Training, answered a few questions for Truckers Against Trafficking about what he's seen during his 31 years in the trucking industry.

Q: When you were driving a truck, were you aware that there was such a thing as human trafficking taking place?

A: No.

Q: Can you tell us some things you saw or heard that confirmed to you that this crime is taking place?

A: I have seen prostitution at major truck stops and rest areas.

Q: Could you describe a time when you saw prostitution face to face, but in hindsight would identify it as a human trafficking situation?

A: I was at a truck stop when a young woman approached and made me an offer. After I turned her down, she said, "You see that Cadillac over there?" I looked up and saw it. She said, "If I don't make my quota, they're gonna beat the hell out of me."

Q: When you recently shared with a class of graduating truckers about human trafficking, what was their reaction?

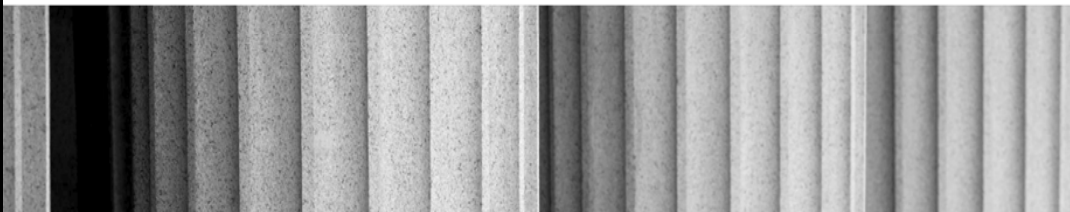
A: They were overwhelmed; they were stunned and disgusted.

*(Human Trafficking continued on page 10)*

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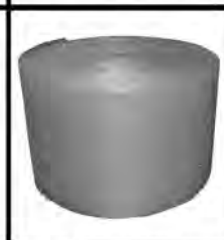
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# CMSA 95th Annual Convention Schedule

## TUESDAY, MAY 14

- 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, MAY 15

- 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 Meetings
- 3:00 p.m. - 6:00 p.m. Early Exhibitor Set-Up

## THURSDAY, MAY 16

- 7:00 a.m. - 8:30 p.m. Registration Desk Open
- 9:00 a.m. - Shotgun Golf Tournament\*
- 10:00 a.m. - 4:00 p.m. Exhibitors Set-Up
- 5:00 p.m. - 6:00 p.m. Associate Member Committee Meeting

*(Convention Schedule cont. in right column)*

- 6:30 p.m. - 10:00 p.m. Exhibitors Welcome Reception

## FRIDAY, MAY 17

- 7:30 a.m. - 12:00 p.m. Registration Desk Open
- 8:00 a.m. - 9:00 a.m. Santa Barbara Breakfast
- 9:00 a.m. - 12:15 p.m. General Business Session
- 12:30 p.m. - 2:00 p.m. Blue Pacific Luncheon
- 2:00 p.m. - 4:00 p.m. Military Breakout Session
- 6:00 p.m. - 9:00 p.m. Cabrillo Pavilion Arts Center Dinner

## SATURDAY, MAY 18

- 8:00 a.m. - 12:00 p.m. Registration Desk Open
- 8:00 a.m. - 9:00 a.m. American Riviera Breakfast
- 9:00 a.m. - 12:15 p.m. General Business Session
- 12:30 p.m. - 2:00 p.m. Paradise Awards Luncheon
- 12:30 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

\* Transportation will not be provided. Give CMSA advanced notice if you need assistance in finding a carpool.

## ***(Human Trafficking continued from page 8)***

Q: What are some of the main points you emphasized to them and want them to remember when you shared [your information] about human trafficking?

A: These victims are being threatened so severely with their [lives] and many times with the life of someone they know to prevent

them from escaping or asking for help. Human trafficking is a problem, and they can help play a part in stopping this crime.

If you would like more information about Truckers Against Trafficking, please visit their website at [www.truckersagainstrafficking.com](http://www.truckersagainstrafficking.com).



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Office of the Commander

Mr. Steve Weitekamp  
President, California Moving & Storage Association  
Director, National Council of Movers Association  
10900 E. 183<sup>rd</sup> Street, Suite 300  
Cerritos, California 90703

Dear Mr. Weitekamp:

This is in response to your 12 July 2012 correspondence commenting on our plans to revise the baseline for the Surface Deployment Distribution Command Fuel Surcharge Policy, TR-12. Considering industry comments and concerns at both the 14 August 2012 fuel surcharge meeting and the 26 September 2012 National Defense Transportation Association Surface Committee meeting, as well as an in-depth analysis conducted by my staff, I have decided to maintain the current percentage of line-haul formula for Personal Property shipments. The percentage of line-haul increment factor will increase from \$.10 to \$.13. The baseline will remain at \$2.50 for all shipments. These changes will become effective on 15 May 2013.

Expect publishing of the policy in the federal register no later than 1 December 2012. My staff will continue to conduct data analysis of industry best practices as we develop and shape the policy for the near future. I appreciate your feedback and continued support of the Defense Personal Property Program.

Sincerely,

Thomas J. Richardson  
Major General, U.S. Army  
Commanding

# How to Respond to the Cal/OSHA Targeted Inspection and Consultation Fund (TICF)

By: Matt Schiefferly, *Paul Hanson Partners  
Specialty Insurance*

California companies with an experience modification rate higher than 125 percent may have received a notice from Cal/OSHA about their Targeted Inspection and Consultation Fund (TICF) Assessment. The notice also requires that the employer contact Cal/OSHA regarding a consultative appointment.

At first, this letter seems daunting. Why would I want to invite Cal/OSHA to my business and provide them information? What fines will I receive once they find something that is below the Cal/OSHA standard?

The TICF program was started with the workers' compensation reform of 1993, and the idea was to provide a service to companies that have sub-average loss results as indicated by a higher-than 125 percent experience modification rate. The program is funded by those same companies through an assessment, and a department of consultation was formed at Cal/OSHA to help companies by providing them a

service separate from the enforcement division.

If you receive the notice from Cal/OSHA, don't panic. Cal/OSHA is not going to come to your facility and start handing out fines for violations. A Cal/OSHA consultant will come to your facility to review your safety programs as well as your documented training, education and machinery safeguards. They will provide advice on improving safety and will help with additional educational materials. If by chance violations or infractions are found, they will provide you with a list of infractions, and in most cases, help with a solution and then give you adequate time to comply. It is only if you fail to respond or don't comply that Cal/OSHA enforcement is notified. No fines are given unless you refuse to comply or don't respond.

When you receive a notice from the consultation group for having an experience modification rate over 125 percent, you need to respond. Failure to respond will result in the enforcement division being notified. It is much better to have

*(Cal/OSHA Assessment cont. on page 13)*

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**(Cal/OSHA Assessment cont. from page 12)**

a meeting with the consultative branch of Cal/OSHA than to have a full inspection by the enforcement division. Enforcement hands out fines; consultation hands out advice. During the time you are working with the Cal/OSHA TICF program, you will not receive an inspection from the enforcement division. The program allows for amnesty from enforcement inspections until your work with the consultative branch is complete.

If you would prefer not to meet with Cal/OSHA, another course of action is to write a letter to consultation services outlining the improvements you have made to address frequency and severity you were experiencing. Include newly implemented safety programs, documented training, new machinery, guards installed and any work completed by your insurance company's loss control department. At the end of the letter, inform them that you are working with your insurance carrier to reduce exposures, and

that if the consultation group still needs to make a visit, they should call you to schedule an appointment. Enforcement may not view this approach as actually working with consultation and therefore may proceed with an inspection of your facility, safety programs and documented safety efforts. This option has been somewhat successful with many California employers, especially those that are smaller business with few employees.

Over the years, Paul Hanson Partners has had dozens of clients participate in the TCIF program. No customer has received a fine or been subjected to the enforcement division as a result of the TCIF program. Additionally, many of our customers were pleasantly surprised by the advice and cooperation they received from Cal/OSHA, and it's believed that the consultants want to help you operate a safe business and have your employees' safety as their primary goal. However, failure to respond will result in additional fines and a possible shutdown of your business.



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## Calendar of Events

Tues., December 18	Greater LA-OC/BC Joint Chapter Meeting	Tues., February 19	North Bay Chapter Meeting
Tues., January 8	Twin Counties Chapter Meeting	Wed., February 20	Northern Region Chapter Meeting
Tues., January 15	Mid Valley Chapter Meeting	Thurs., February 21	Sacramento Chapter Meeting
Wed., January 16	Monterey Bay Chapter Meeting	<b>Wed., March 13</b>	<b>San Diego Chapter Golf Tournament</b>
Wed., January 16	San Diego Chapter Meeting	<b>Thurs., March 21</b>	<b>Sacramento Chapter Golf Tournament</b>
Thurs., January 17	Central Coast Chapter Meeting	<b>Sun., March 24</b>	<b>Greater Los Angeles Day at the Races</b>
Wed., January 23	Northern Region Chapter Meeting	Tues., April 9	Greater Los Angeles Chapter Meeting
Tues., February 12	Greater Los Angeles Chapter Meeting	<b>May 14-19</b>	<b>95th Annual CMSA Convention</b>



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GENERAL LIABILITY	COMMERCIAL PROPERTY	BENEFITS PROGRAMS	SPECIALTY COVERAGES	

## Rady Children's Hospital Patients Receive Gifts from San Diego Chapter Toy Drive

On November 14, the San Diego Chapter had its monthly meeting; the theme was based on the holidays and "Giving Back."

In addition to the Scholarship Fund and Special Olympics, the Chapter had a Toy Drive for Rady Children's Hospital as well as a Skype presentation by Adam Lowy from Move for Hunger.

First, the Skype presentation went really well: Lowy told members how Move for Hunger got started, answered many questions and left members with a better understanding of how it works plus how easy it is to do.

Part two of the meeting was the Toy Drive. San Diego Chapter President Thomas

McCarthy was blown away by the response of the Chapter as there were so many toys! Had there been a Christmas tree, Thomas McCarthy said that members would not have been able to see it behind the pile.

On November 15, CMSA President Steve Weitekamp, Tim McCarthy and Thomas McCarthy took all the toys to Rady Chil-

dren's Hospital to donate them. Alexandra Zammit from Rady Children's Hospital was wait-

*(SD Chapter Toy Drive cont. on page 16)*



*Unloading the SUV, CMSA President Steve Weitekamp (left), San Diego Chapter President Thomas McCarthy (middle) and Tim McCarthy (right) are dropping off toys for the children's hospital.*

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**(SD Chapter Toy Drive cont. from page 15)**

ing as they pulled up to the Hospital with large plastic bins (speed packs) to put all the toys in. Zammit was very excited that there was so much to donate and that the Chapter would be making many children happy. She gave Weitekamp and the McCarthys a quick tour of the Hospital while listing off many of the great things that the Hospital does, such as: last year, it saw more than 300 emergency care visits each day; it's the region's only designated pediatric trauma center; it's one of the few Level I pediatric trauma centers in the world; and last year, it cared for 155,613 children.

The San Diego Chapter looks to continue this outreach in the years to come. The toy

drive did not diminish the Scholarship Fundraising that the chapter does. Members still donated the funds that would normally go toward raffle tickets to the Scholarship Fund. In this

meeting, chapter members were able to learn about Move for Hunger, hold a very successful Toy Drive and raise money for the Scholarship Fund.

While the San Diego Chapter takes December off, its next meeting will be on January 16, when Charles "Chuck" White from the International Association of Movers, based in Washington, D.C., will fly out to give another dynamic presentation about all the changes the Military continues to make plus touch on international forward-

ing. Last year, more than 80 people attended the meeting, so please RSVP early if you'd like to attend.



*Steve Weitekamp, Thomas McCarthy and Alexandra Zammit of Rady Children's Hospital stand behind the toy-filled containers.*

## CHAMPION RISK

MOVING & STORAGE PROGRAM

### CMSA ENDORSED EMPLOYEE BENEFITS PROGRAM

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



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## Holiday Safety Driving Tips

It's a numbers game, plain and simple. During the holidays, there's a drastic increase in the number of vehicles on the road. The more vehicles there are on the road, the greater the chances of a collision. People make trips to visit families and friends in places they may not be familiar driving, the weather begins to change, and nights — a time when incidents tend to increase — become longer. With so many extra cars and potential hazards on the road, the California Office of Traffic Safety wants to remind Californians of a few tips that can save lives, reduce stress and ensure that the holidays are happy and healthy for all.

### Always Wear Your Seat Belt, and Wear It Properly!

November is a Click It or Ticket Awareness Month and for good reason:

- The National Highway Traffic Safety Administration estimated that in 2010, 55 percent of the fatalities that occurred over the

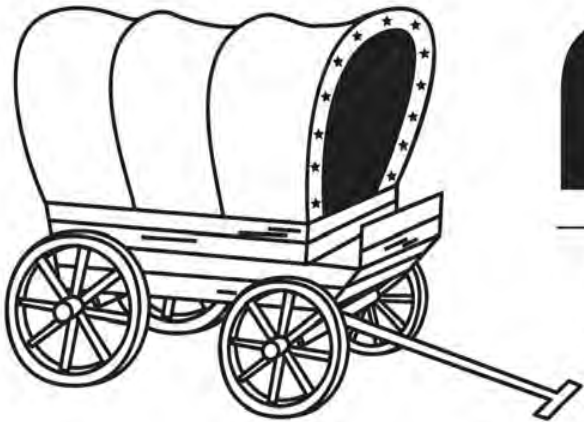
Thanksgiving holiday were drivers who were not wearing their seat belts.

- The chances of survival in a crash double whenever you use your seat belt — NHTSA estimates that the lives of 1,243 Californians were saved in 2011 by buckling properly.
- Properly buckling up not only has the potential to save your life and the lives of your loved ones, it can save your wallet as well: the minimum cost of a seat belt violation is \$159, and a first-time offense for improperly restraining a child is a minimum of \$475, with subsequent violations costing a minimum of \$1,055.

### Never Drive While Distracted!

- Eighty percent of all crashes stem from driver inattention, with cellphones being the largest source of distraction. Reduce the

*(Holiday Driving Tips cont. on page 18)*



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**FOR ALL YOUR MOVING AND PACKING NEEDS**

*(Holiday Driving Tips cont. from page 17)*

temptation to respond to calls and texts by silencing your phone and letting people know when you'll be driving so they can avoid trying to contact you. If you must respond, pull over! It could save your life.

- Going to visit friends or family that you haven't seen in a while? Look at the map and review directions before you leave, or set the volume on your GPS to an adequate level so that you can hear it without having to watch it. Taking your eyes off the road for even a few seconds can be deadly.
- Eat your meals and do your makeup before you leave the house.



- Again, give yourself extra time!

### **Always Follow at a Safe Distance and Speed By:**

- Driving with the flow of traffic. If you're moving at a slower speed, drive in a lane to the right of faster traffic if one is available. Driving faster than the flow of traffic, and weaving in and out of lanes greatly increases the risk of a crash.
- Following at a safe distance. Tailgating severely limits the time available to react to an incident. It can also distract other drivers by making them nervous and shifting their focus on to you, putting you both at greater risk for a crash.

*(Holiday Driving Tips cont. on page 19)*

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**(Holiday Driving Tips cont. from page 18)**

- Planning ahead and give yourself extra time! Picking someone up at the airport? Trying to get to a gathering on time? Make sure to leave early and anticipate traffic. Not only will this eliminate the need to speed, it will help your stress level during the holiday season.

**Always Plan Ahead!**

- If you're going to drink, designate a sober driver or make arrangements to stay overnight. A DUI can cost more than \$10,000 between fines, fees, classes and lawyers, and can stay on your record for years. Killing someone because you chose to drive drunk can land



you in jail and haunt you for the rest of your life.

- If you're going to be at an evening gathering, make sure you take care to prevent drowsy driving. Driving while tired can affect decision-making and reaction time, so be sure to get enough sleep, and if you can help it, try not to make the drive alone.

If you're traveling on the roads this holiday season, planning ahead, reducing distractions, and buckling up can save your life and help prevent injury to you, your loved ones and others on the road. For more tips

on safe driving, visit the California Office of Traffic Safety at [www.ots.ca.gov/](http://www.ots.ca.gov/) or the National Highway Traffic Safety Administration at [www.nhtsa.gov/](http://www.nhtsa.gov/).

## **CLASSIFIED ADVERTISING**

**CHARGES:** 1-5 lines \$15; \$2 each additional line. CMSA box number \$5; Special heading/set up extra. Replies to ads noting box numbers to be sent to: CMSA Communicator, 10900 E. 183rd St., #300, Cerritos, CA 90703. Call Brianna Wahlstrom at (562) 865-2900 to place your advertisement.

### **MOVING & STORAGE COMPANY FOR SALE**

4 good trucks; all moving equipment: dollies, walk boards, straps, etc. 175 storage vaults plus floating storage, 50% full, good revenue. \$69,000. Seriously for sale, all offers considered. Also available for below market lease, is an excellent warehouse specifically designed to be a moving company with 3 high storage, sprinkler and security systems, 9,000 s.f. warehouse, 5,000 s.f. rear yard, 1,000 s.f. front yard for customers and employee parking. It is available in whole or as a shared facility. Property is located in the industrial area of San Francisco with easy tractor access and a rear loading dock. We are on Third Street with access to all public transportation, stores, restaurants, etc. This is a perfect turnkey operation for an expanding company or as a terminal location. Contact David at (415) 720-0970 or at [david@saagan.com](mailto:david@saagan.com).

### **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](mailto:recruiting@aqmsnationalmoving.com).

*It pays to advertise  
In The Communicator!*

### **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.

### **EXPERIENCED WAREHOUSE MANAGER**

Hiring a warehouse manager with 3 plus years of experience in household goods relocation/warehouse management. It is preferred that applicants have a class "A" license and a forklift certification. Please email resumes to [recruiting@aqmsnationalmoving.com](mailto:recruiting@aqmsnationalmoving.com).

# Former CMSA Manager Patricia “Pat” Andrews

## 1943 - 2012

Born on June 14, 1943, former CMSA Manager Patricia “Pat” Andrews suffered a major stroke the day after Thanksgiving and passed away on December 4.

Pat served as the Association’s Manager for 21 years. Pat was a confident, charismatic and graceful woman who many CMSA members loved working with. She was always the go-to person in the CMSA office and was a force to be reckoned with even after her retirement in 2009.

After her retirement, Pat has continued to be a part of the CMSA small office family. She enjoyed visiting with CMSA staff, and the office continued to celebrate her birthday with an annual pilgrimage to the Fish Market Restaurant, where she enjoyed her favorite Copper River Salmon.

Many CMSA members have commented how pleased they were that Pat continued to work the annual conventions in her retirement. CMSA members who attended the conventions remember her outgoing personality and no-nonsense attitude. Her friendship and infectious laughter will be missed by many.

Currently, there is no information regarding a service or memorial. CMSA President Steve Weitekamp has spoken with Pat’s niece and let her know how much affection CMSA and its members had for Pat.

If you have any thoughts or stories that you would like to share about Pat, please send them to [information@thecmsa.org](mailto:information@thecmsa.org) and Weitekamp will make sure that Pat’s sister and niece are included.



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







## **You're Invited to the California Moving & Storage Association's 95<sup>th</sup> Annual Convention!**

Meet your California colleagues at Fess Parker's DoubleTree Resort in Santa Barbara, Calif., May 14–19, 2013 and learn about issues affecting both the California & National Moving Industry.

**CMSA ROOM RATE: \$175 PER NIGHT\***

**Call toll-free 1-800-879-2929 and request the group rate for  
California Moving & Storage Association.**

The Resort is located at 633 East Cabrillo Boulevard, Santa Barbara, CA 93103. For those wanting to extend their stay and enjoy Santa Barbara even longer, the discounted room rate also applies three (3) days before and after the convention dates based on availability!

\*Hotel rate is for single or double occupancy and subject to state and local taxes, fees and assessments, currently 12.10%.

We have an informative and fun-filled schedule of events planned for the Convention.

The Santa Barbara area also offers many nearby activities and sites to explore during your free time such as the Santa Barbara Zoo, Stearns Wharf, wineries, beaches, shopping and more! Don't forget to sign up for CMSA's Annual Golf Tournament being held Thursday, May 16, 2013 at the Glen Annie Golf Club.

**Convention Registration Fee - \$475**

Check our website for Convention and Exhibitor Registration at: [www.thecmsa.org](http://www.thecmsa.org)

**2013 CMSA CONVENTION - INDIVIDUAL EVENT TICKET FEES:**

		<u>Adult</u>	<u>Child</u>
Thurs., May 16	Exhibitors Welcome Reception	\$150.00	\$100.00
	Golf Tournament Registration (USE GOLF FORM)	\$125.00	\$125.00
Fri., May 17	Santa Barbara Breakfast	\$35.00	\$25.00
	Blue Pacific Luncheon	\$60.00	\$42.00
	Cabrillo Pavilion Arts Center (Off-Site Dinner)	\$100.00	\$50.00
Sat., May 18	American Riviera Breakfast	\$35.00	\$25.00
	Paradise 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 April 23, 2013 will be subject to administrative fees plus any incurred costs (not to exceed 50% of the fees paid). After April 23, 2013, 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.



## Convention Registration Form

WIN A  
\$50 VISA  
GIFT CARD  
(See details.)



### EARLY REGISTRATION DEADLINE: MARCH 25, 2013

Register by March 25, 2013 and be eligible for the drawing to win a \$50 VISA GIFT CARD!\*

\*Individual event ticket purchases are ineligible. Only full registrations paid by March 25, 2013 will be entered in drawing to be held on May 18, 2013.

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

1. Name \_\_\_\_\_ Badge First Name \_\_\_\_\_  
2. Name \_\_\_\_\_ Badge First Name \_\_\_\_\_  
3. Name \_\_\_\_\_ Badge First Name \_\_\_\_\_  
Company \_\_\_\_\_ Phone ( ) \_\_\_\_\_ Email \_\_\_\_\_  
Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Date of Arrival \_\_\_\_\_ Date of Departure \_\_\_\_\_

### REGISTRATION FEE: (See reverse side)

	Before Mar. 25	After Mar. 25
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 \$ \_\_\_\_\_

Name on Card \_\_\_\_\_ Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

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

Three-Digit CVV Number \_\_\_\_\_

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

**\*\*CANCELLATIONS:** Cancellations made before **April 23, 2013** will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). After **April 23, 2013**, we will be unable to make refunds. Substitutions will be accepted, but we need to know one week in advance.

**ROOM RESERVATIONS:** Call Fess Parker's DoubleTree Resort directly at 1-800-879-2929 to make reservations and ask for the **California Moving and Storage Association** group rate. A reservation link can also be found online by visiting [www.thecmsa.org](http://www.thecmsa.org) and clicking on the Convention Calendar web page. Reservations must be made by **April 23, 2013** to guarantee the special group room rate. All major credit cards are accepted for deposit.

## **FULL REGISTRATION FEE (\$475.00) INCLUDES:**

**Thursday, MAY 16**

**EXHIBITORS WELCOME RECEPTION**

Food, Beverage, Latest in Industry Products and Services

**Friday, MAY 17**

**SANTA BARBARA BREAKFAST**

**CMSA GENERAL SESSION**

**BLUE PACIFIC LUNCHEON**

**MILITARY PANEL DISCUSSION**

**A NIGHT ON THE BEACH**

Dinner & Entertainment at the Cabrillo Pavilion Arts Center —  
A 1920s Landmark Beachfront Venue

**Saturday, MAY 18**

**AMERICAN RIVIERA BREAKFAST**

**CMSA GENERAL SESSION**

**VAN LINE PANEL DISCUSSION**

**PARADISE AWARDS LUNCHEON**

**CHAIRMAN'S RECEPTION & DINNER/BALL**



# Exhibitor Registration Form

95th CMSA Annual Convention

EXHIBIT DATES: MAY 16-18, 2013

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: \_\_\_\_\_

**CMSA reserves the right to reject registration from exhibitors deemed inappropriate by the CMSA President and/or the CMSA Board of Directors.**

## 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. A six-foot draped table, two chairs and wastebasket is provided.

Booth Registration  
Before March 25, 2013 @ \$1,200 \$ \_\_\_\_\_  
After March 25, 2013 @ \$1,300 \$ \_\_\_\_\_

Booth Electricity—\$85 per booth \$ \_\_\_\_\_

Non-Member additional \$700 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 Fess Parker's Doubletree Resort, Hilton Hotels Corporation, and the Resort's Owner, and their respective owners, managers, subsidiaries, affiliates, 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 the Resort Parties 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 April 23, 2013 will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). No refunds will be made after April 23, 2013.

**Exhibit Dates: May 16-18, 2013**

Early set-up available after 3pm on Wed., May 15, 2013.

# California Moving & Storage Association

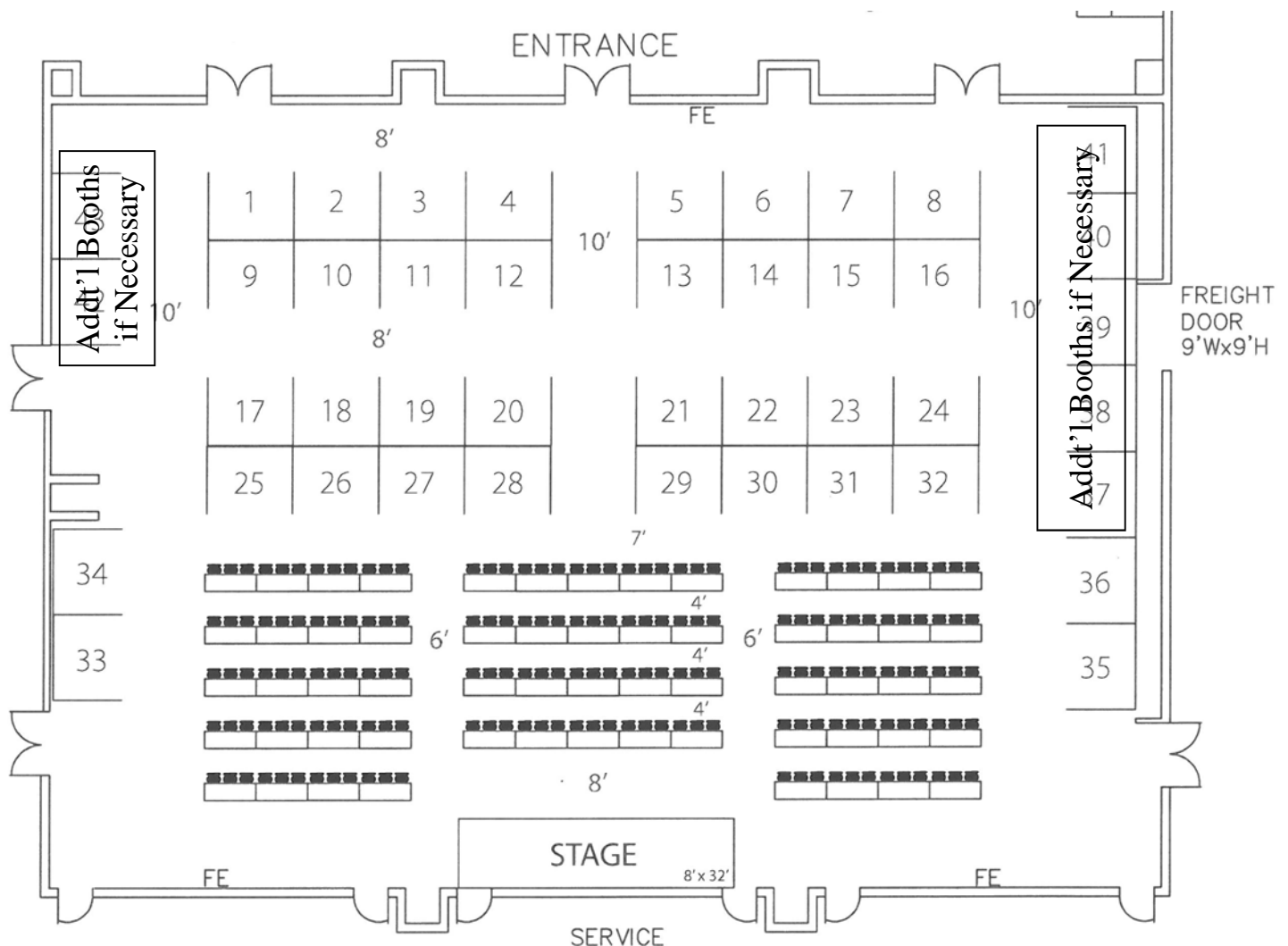
## 95th Annual Convention

### Booth Diagram

#### Fess Parker's Doubletree Resort

#### Santa Barbara, CA

#### Exhibit Dates: May 16-18, 2013



# CMSA ANNUAL GOLF TOURNAMENT REGISTRATION FORM

GLEN ANNIE GOLF CLUB  
405 GLEN ANNIE ROAD  
SANTA BARBARA, CA 93117  
(805) 968-6400

THURSDAY, MAY 16, 2013  
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 -- \$125.00 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 (#9) – Sponsored by TRANSGUARD INSURANCE CO. OF AMERICA.**

**GOLF RULES:** Shirts with collars and appropriate shorts or bottoms are required. Presentable blue jeans are allowed. Soft spike or spikeless golf shoes are required.

**\*Refunds are subject to a \$15 processing fee. No refunds for cancellations after April 15, 2013.\***

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 CONVENTION SPONSOR/ADVERTISING/DOOR PRIZE FORM

## EVENTS AVAILABLE FOR SPONSORSHIP

1. Tues. May 14 Movers & Shakers Reception \*
2. Tues. May 14 Movers & Shakers Dinner ♦\*
3. Thurs. May 16 Golf Tournament ♦
4. Thurs. May 16 Exhibitors Reception ♦
5. Fri. May 17 Santa Barbara Breakfast
6. Fri. May 17 Blue Pacific Luncheon ♦
7. Fri. May 17 Transportation to Off-Site Event
8. Sat. May 18 American Riviera Breakfast
9. Sat. May 18 Paradise Luncheon ♦
10. Sat. May 18 Chairman's Reception/Dinner ♦

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 CDS Moving Equipment

\* Invitation Only Event / ♦ Sponsorship of Major Event (includes 2 Free Registrations) - \$2,600 /  
 All Other Sponsorships (includes 1 Free Registration) - \$1,600

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")	\$175	_____ Program Back Cover Ad	\$550
_____ Full-Page Ad (4.5" x 7.5")	\$325	_____ Flyer Insert*	\$400
_____ Program Inside Cover Ad	\$450	Total Amount	\$ _____

***Sponsors receive 20% off Convention Advertising!***

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

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☒ 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.**