

# 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

## U.S. Economy Remains A Concern as State Economy Continues to Improve

The California Chamber of Commerce Economic Advisory Council concluded that the U.S. economy will be in the 2 percent-plus growth mode for a while, which represents a slowdown from the approximately 3 percent-plus long-term growth rate that the United States has experienced since World War II. Moving forward, real world gross domestic product (GDP) is likely to grow at around 2.5 percent for several years, which is down from its long-term growth rate as well.

World growth has been decelerating in 2012 because of the euro crisis and the significant reduction in the speed of economic growth of formerly fast-growing Asian and Latin American economies.

The economic weakness worldwide triggered export declines from California to Europe and China during the first half of this year. However, California exports were still positive in the first half because of relative export strength to Mexico, Canada, Japan and Korea.

The main notions about the current situation coming out of the discussions of the council's distinguished economists are the following.

### U.S. Situation

The U.S. economy disappointed again in the third quarter of 2012, but it did not slip back into another recession. Real consumer spending in-

creased 2 percent in the third quarter and was up from 1.5 percent the quarter before. Meanwhile, nonresidential fixed investment decreased 1.3 percent, while equipment and software was virtually flat. Exports declined by 1.6 percent in the third quarter. Residential fixed investment, however, increased 14.4 percent and government spending rose .71 percent, which was driven by sharp increases in defense spending.

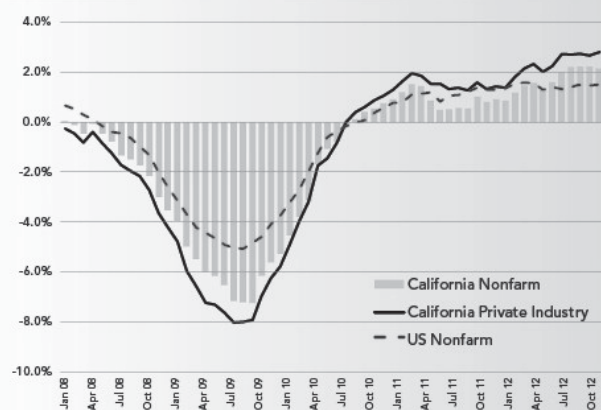
Recent trends in U.S. job data exhibited job growth, but it was not strong. Just 171,000 payrolls were added in October this year, and the unemployment rate stayed at 7.9 percent, unchanged from September 2012.

Since the beginning of this year, employment growth has averaged 157,000 jobs per month, a little more than the average monthly gain of 153,000 in 2011. In October, employment rose in professional and business services (+51,000), health care (+31,000), retail trade (+36,000), leisure and hospitality (+28,000) and construction (+17,000). Manufacturing showed little change and mining lost 9,000 jobs. Private sector employment growth, which excludes government, was 184,000 jobs for the month.

With respect to monetary policy, the Fed announced on September 13 that it would rev up the economy with its controversial

*(State Economy continued on page 6)*

Annual California Job Growth (October 2012)



Sources: Employment Development Department, KruegerEconomics



## Chairman's Corner

By: Rick Hosea

Two weeks before Christmas, I hit the road to attend CMSA meetings with a couple of our central chapters. I have enjoyed meeting many CMSA members during our statewide chapter visits. These men and women have given so much of themselves during the past year for one reason. They (like many in our industry) want to make sure there is a level playing field for us all. They want to protect the relocating public by removing the opportunities for illegal movers to prey on the unsuspecting public, which often results in unfavorable results for the rest of us. These meetings have also allowed me the opportunities to observe the way each Chapter President interacts with their chapter members. Each one has exhibited outstanding leadership skills. These chapter leaders (along with our strong CMSA management) have allowed us to be the benchmark for other state organizations in the United

States. When I began my journey as your Chairman last April, I looked forward to bringing my experience and passion to the position, but I now realize that I have gotten so much back in return. Clearly, this is and will always be a two-way street; nobody can ever look back without feeling some sense of gratitude for the changing experience that comes with being the CMSA Chairman.

I look forward to the opportunities which lie before us in 2013, with the tax implications of the "fiscal cliff" now behind us, the time is right for California businesses to break through to new horizons. We can do this by developing and executing strong business plans, and empowering informed teams to support our visions. As leaders, it is imperative to share our plans with our entire team in order to achieve the goals we have set for our organizations. Lastly, we need to emphasize that employees (no matter their roles) must embody the highest level of customer service possible. If we adopt these business strategies and manage our companies with well-defined plans, we can look forward to the positive results in 2013.

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



**Companies Ltd. LLC**

### WEEKLY CONSOLIDATIONS

from Port Agent Santa Fe Springs, CA to Door:

**HAWAII, ALASKA, & GUAM**

[www.DewittMove.com](http://www.DewittMove.com)

- **CALL:** (877) 857-9870
- **E-MAIL:** [Info@DewittMove.com](mailto:Info@DewittMove.com)
- **BOOK ONLINE** by using the "Corporate Client Consolidation Form"

**HAWAII: \$4.99 PER CUBIC FOOT** (min. 100 cuft)

*\*Rate includes fuel surcharge and delivery services up to 50 miles from the port*



**ALASKA: \$ 5.99 PER CUBIC FOOT** (min. 100 cuft)

*\*Rate includes fuel surcharge and delivery services up to 50 miles from the port of Anchorage, AK*



**GUAM: \$7.50 PER CUBIC FOOT** (min. 100 cuft)

*\*Rate includes customs, fuel surcharge, and normal delivery services anywhere in Guam*



# BEST AVAILABLE RATES

# **ARROW**

**TRUCK SALES**

## **"GET THE ARROW EDGE"**



### **Experience you can count on!**

### **North America's #1 Used Truck Dealer!**

Our business for the past 61 years has depended upon our expertise in inspecting and reconditioning used equipment. We have a national account program just for the moving industry which includes:

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

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

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

### **But price isn't everything!**

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

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

**CALL US BEFORE  
YOUR NEXT TRUCK PURCHASE!**

**Central & Northern CA  
PREET KAUR**

**Southern CA  
TOM BRANCATO**

**Southern, CA  
JAIME MORGUTIA**

**888-646-2776**



## **President's Comments**

By: Steve Weitekamp

Happy New Year! Hopefully, like me, you are looking forward optimistically to a 2013 that will be professionally and personally rewarding. The end of the year is a time of gift-giving and resolutions. If your home is anything like

mine, I'm sure that the holiday wish lists, and probably some of the gifts, included hand-held electronics such as smartphones and tablets. Today's portable devices provide greater computing power and access to information to the average preteen than was available to a team of NASA engineers when we first landed a man on the moon. What they do with it may be a different story altogether.

We know that change in our businesses and in the world around us will continue at an ever more rapid pace. Do we embrace this fact as many a motivational speaker has suggested? Probably not. But the reality is that if we aspire to remain relevant to the marketplace, we must commit to lifelong learning. Learning can be rewarding, but it can also be challenging. Our consolation is that over time, choosing not to continue on the path of adaptation is even more difficult. How are you engaging with a marketplace that would frequently prefer to not just conduct an Internet search for a product or service, but also complete the transaction? Have you taken steps to address a potential market demographic or even employee group that prefers a text to a call? How does your business look on the Web?

The year ahead will bring changes in how we do business. We know that one result of our recent legislative success with AB 2118 will be the legal electronic transmittal of data between carrier and shipper effective July 1, 2013. Do you fully understand what this change would mean to your business and how you would implement this opportunity? The upcoming CMSA Convention is the perfect occasion to speak with exhibiting Associate members about this and other issues impacting your business today.

I am pleased to report that thanks to the generosity of our members, we have received almost \$6,000 in donations for the Patricia Andrews

*(President's Comments cont. on page 4)*

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

After a brief time away with my family this holiday season, I've returned with the energy to take on the challenges we are certain to face with the expected implementation of AB2 118. We have been patiently awaiting the return of the new CPUC Consumer Protection and Safety Division (CPSD) Director, Brigadier General Emory "Jack" Hagan. This week, I was informed that he has returned to work. Steve will be

meeting him in order to forge a strong relationship on CMSA's behalf. Steve will share the details of this meeting when he reports back to us in the next couple of weeks. Our CMSA Board of Directors (along with CMSA's management team) will continue to keep members informed and up-to-date with all current industry trends and regulations as we move further into the New Year.

I would like to wish everyone my very best for 2013.

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

Memorial Scholarship Fund in commemoration of her service to the CMSA. This will allow the Association to award a memorial scholarship for the next few CMSA Conventions.

Now is the time to register for CMSA's 95<sup>th</sup> Annual Convention May 14 to 19 at the Fess Parker's Doubletree Resort in beautiful Santa Barbara. As always, we will have a program that benefits you and your business as well as social events and free time that allow for appreciation of the spectacular California coast. Resolve to make 2013 an even more successful year for you and your business!

**Sign Up Today to Receive the Early Registration Rate!**



# YOU make us EXPERTS

You ask, we deliver. With your suggestions we build solutions that impact the future of your business.

When we ask for feedback, we mean it. At Daycos, the majority of our products have been created as a result of client ideas and suggestions. We're traditionally known as a third-party invoicing company specializing in DoD household goods invoicing, but we've grown to provide billing service for household good shipments and are constantly developing new products and services to meet the needs of your company.



[www.daycos.com](http://www.daycos.com) | [blog.daycos.com](http://blog.daycos.com) | 800.366.1440



**GETTING YOUR INTERNATIONAL HOUSEHOLD  
GOODS SHIPMENTS ON TIME, INTACT AND  
ON BUDGET FOR OVER 25 YEARS**

NEDRAC, Inc. - We are a fully licensed and bonded U.S. freight forwarder and customs broker with over 20 years experience in the business of moving international household goods shipments.

EMAIL [removals@nedrac.com](mailto:removals@nedrac.com) TODAY to learn about the NEDRAC difference.

NEDRAC, INC.  
77621 Enfield Lane, Ste. 3 Palm Desert, CA 92211  
Tel: (760) 345-9621 • Fax: (760) 345-9641

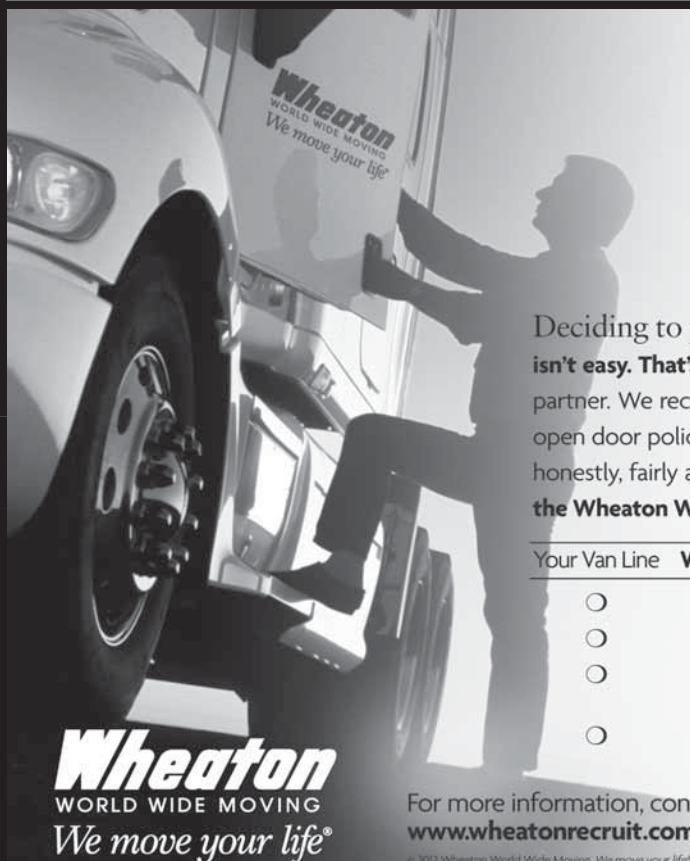
**NEDRAC**  
inc.  
[www.nedrac.com](http://www.nedrac.com)

## New Haven Moving Equipment Corp. Loaned Equipment to Sandy Hook Elementary

After the unspeakable tragedy at Sandy Hook Elementary in Newton, Conn., the New Haven Moving Equipment Corp's Connecticut office received a call to help.

Roger Levine, President of New Haven did not hesitate. At no charge, he loaned the school thousands of E-crates, 4-wheel dollies and library carts to facilitate the relocation of the school to a new venue. William B. Meyer, a Connecticut-based United Van Lines agent, dedicated their trailers and people as well. Levine and his executive team of Denise Santa Barbara and Neil Nepiarsky loaded trailers Sunday night for Monday morning delivery to the school.

Levine is one of J. Paul Levine's sons, who manage the New Haven companies. J. Paul Levine was an active member of the CMSA for more than 50 years. Levine said, "Dad taught us to care for those in need, and I did everything I could to help."



# change

never felt so good.

Deciding to partner with a new van line is a tough decision – after all, change isn't easy. That's where we come in. At Wheaton, you're not just a number, you're a partner. We recognize that all of our agents are an integral part of our success. Our open door policy aligns company and customer values, ensuring everyone is treated honestly, fairly and professionally. **Bottom line? We deliver on our promises – that's the Wheaton Way.** Compare your current van line with Wheaton:

Your Van Line	Wheaton
<input type="radio"/>	<input checked="" type="checkbox"/> No long-term debt
<input type="radio"/>	<input checked="" type="checkbox"/> Views agents as true partners
<input type="radio"/>	<input checked="" type="checkbox"/> Policies based on what's best for the system, not just a select few
<input type="radio"/>	<input checked="" type="checkbox"/> Stable, experienced leadership with decades of industry tenure

For more information, contact Fred McBroom at **800.932.7799, ext. 768**, or visit us online at [www.wheatonrecruit.com](http://www.wheatonrecruit.com).

© 2012 Wheaton World Wide Moving. We move your life® is a registered trademark of Wheaton World Wide Moving. USDOT 70719 MC 87113

(**State Economy** continued from page 1)

QE3 (quantitative easing) program. The program will entail buying \$40 billion in mortgage-backed securities each month for an unspecified duration. In tandem with its Operation Twist, the Fed will add \$85 billion each month in long-term bonds to its balance sheet, which could reach \$4 trillion by the end of this year, according to some estimates.

By keeping rates low and increasing the money supply, the Fed hopes to boost the stock market and fuel more spending and more hiring. Meanwhile, banks are sitting on \$1.6 trillion in reserves, while credit standards remain tight. While the ultimate impact may not be great, the Fed's policy of two previous rounds of quantitative easing may already have propelled increases in construction and home prices. The council worries that the expansion in the money supply could set up the U.S. economy for inflation in the future if the economy starts to grow faster.

In light of the signs of continued sustainable but subpar growth in the private sector and some anecdotal evidence of postponed hiring and investment plans due to the fiscal cliff danger, the economic advisers predict that GDP

growth will be around 2 percent-plus this year, while the nation's unemployment rate could drop just below 8 percent by the presidential elections this November. Looking forward, economic growth and job gains are likely to continue to be slow in 2013.

### **California Economy Subpar But Better than Nation**

On the surface, it looks like California is maintaining a moderate momentum. In September, the state added 262,000 jobs on a year-over-year basis. This was the second-fastest year-over-year absolute nonfarm job growth in the nation behind Texas. On a seasonally adjusted basis, California added 8,500 jobs for a total gain of 508,600 jobs since the recovery began in February 2010. The California unemployment rate was still a high 9.7 percent, however, down from 10.4 percent in August this year and down from 11.5 percent a year ago.

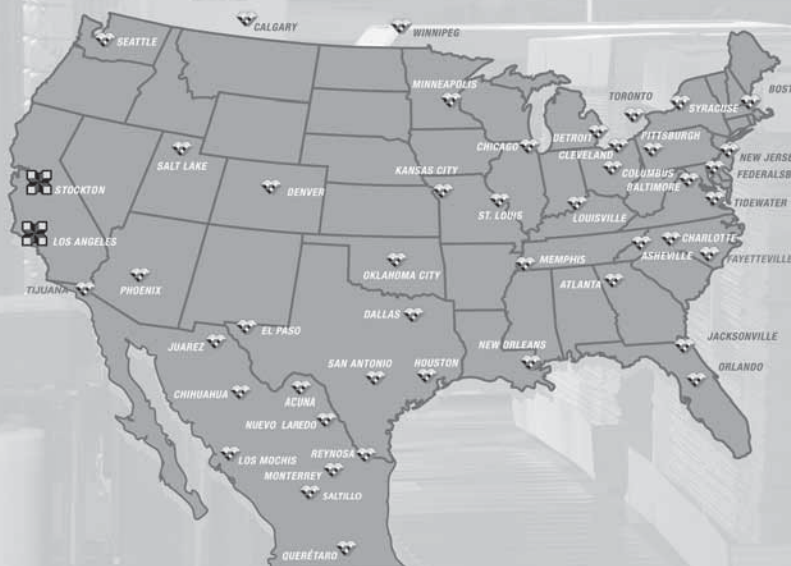
The improved job picture was broad-based in terms of industries and regions. Ten major industry sectors added jobs on a year-over-year basis in September. Six categories (trade, transportation and utilities; information; financial

(**State Economy** continued on page 7)



**Golden State  
Container**

We are *Architects* of Packaging Solutions



The nation's leading supplier to the Moving and Storage industry. Our full line of van equipment and products, ongoing innovation and unmatched network of locations provides the solution movers need. The "standard equipment at best value" is just another reason to work with **Golden State Container!**

At **Golden State Container** we offer the experience and expertise to significantly lower the total cost of packaging.

**Daily deliveries in every major market  
in North America**

**P: 800.288.5100**

**F: 800.288.0525**

For the location nearest you visit us at  
**[www.goldenstatecontainer.com](http://www.goldenstatecontainer.com)**

Golden State Container uses the Victory Packaging name in all locations outside California. We can only be contacted in California under the name Golden State Container.

*(State Economy continued from page 6)*

activities; professional and business services; educational and health services; and leisure and hospitality) added jobs over the course of the month, gaining 28,300 jobs. Leisure and hospitality posted the largest increase over the course of the month, adding 10,700 jobs. Five categories (mining and logging; construction; manufacturing; other services; and government) reported job declines over the month. Government posted the largest monthly decrease in September, down 6,400 jobs.

The California economic recovery continued to broaden also on a regional basis.

### High Unemployment

Looking forward, the CalChamber's economic advisers continue to be concerned about California's high unemployment rate. If there is no fiscal cliff accident, the state's overall job growth will continue to plug along aided by relatively good income and taxable sales growth. Also, new home construction will turn the corner and will contribute to the state's economic activity in 2013, albeit not with the same vigor as in previous economic recoveries.

A California-specific risk is represented by the passing of Proposition 30, which will result in the highest top marginal income tax rate on record in California. The small sales tax increase poses another risk. The top tax rates could curb so-called angel investor activities.

Business angels or informal investors are affluent individuals who provide capital for business start-ups, usually in exchange for convertible debt or ownership equity. A small but increasing number of angel investors organize themselves into angel groups or angel networks to share research and pool their investment capital.

The increase in the top bracket income tax rate could reduce financial support of new enterprises by California's affluent, who are one of the most entrepreneurial groups in the nation. Also, the sales tax increase is regressive and will hurt the less affluent.

### Housing Recovery Signs

The California housing recovery began this spring. New housing production was up on an annual running basis (adding up the last 12 months) by 25.3 percent in September from the

*(State Economy continued on page 8)*

**After 105 years, we know  
what it takes to  
keep moving  
forward.**



Stevens Worldwide Van Lines is committed to growing its agents and assist them in achieving their goals.

- Dedicated Agency Development Team
- Financial and corporate stability
- Call Center
- Timely and competitive compensation
- Unlimited hauling potential
- Integrated online system access
- Co-op advertising and marketing materials
- International forwarding division
- Access to becoming a military agent

To learn more about becoming a Stevens agent, contact Morrie Stevens, Jr.  
agents@stevensworldwide.com | 800.678.3836, ext. 359



The way to move  
**STEVENS**  
worldwide van lines



agents.stevensworldwide.com  
USDOT 72029

*(State Economy continued from page 7)*

year before. This was driven by a sharp rise in multi-family construction, which grew 38.2 percent during the same time period.

Multi-family construction growth will continue to lead the state's housing market next year as more and more public builders rediscover the urban infill market. However, new housing development action will also result in more ownership housing construction next year as the housing market recovers. Many builders have underestimated the strength of demand for their product this spring and are running out of finished lots.

The state's home resale market is growing again with heightened activity in the Bay Area. The new trend is that with economic growth, higher resale activity is spreading to all corners of the state. Major positives are historically high housing affordability and surprisingly low inventory-to-sales ratios in the state's multiple listings systems. Both suggest that the worst of the California housing crisis is over. In some urban areas, we already see good home price appreciation and the emergence of a housing shortage, particularly in rental markets.

Looking forward, the good trajectory in economic fundamentals plus the higher quality of jobs in coastal areas should continue to support solid home price appreciation in the urban areas of Southern California and the San Francisco Bay Area this year and in 2013. Home price growth in the interior housing markets of California will resume also. This will be supported by the fact that even in the California interior markets, unsold inventory is quite low.

### **Southern California Economy**

The counties in the five-county Los Angeles metro area have seen growth so far this year, but the pattern of growth has varied, with Orange County leading the way. Unemployment rates have leveled out in recent months after showing some improvement in the last half of 2012. Job gains have been as good as or better than for the nation as a whole so far this year. The housing market is showing renewed life with good sales numbers and an increase in home prices, as more higher-priced homes are being bought, fewer distressed properties figure into the mix and high foreclosure discounts become history.

*(State Economy continued on page 11)*

## ***The CMSA Sponsored Workers Compensation Program***



**Stable & Consistent  
Financially Strong  
Competitive Rates**

FOR MORE INFORMATION

1-800-852-1968 [www.paulhanson.com](http://www.paulhanson.com) Lic. #OB64567



MOVER'S  
  
CHOICE

Program Administrator

AUTO LIABILITY • AUTO PHYSICAL DAMAGE • CARGO LEGAL LIABILITY • WAREHOUSE LEGAL LIABILITY  
PROPERTY • COMMERCIAL GENERAL LIABILITY • CRIME • SURETY BONDS • UMBRELLA  
INTERNATIONAL CARGO • INDEPENDENT CONTRACTOR WORK INJURY PROGRAM

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

## > bobtail trucks

packing tape  
rubber bands  
panel carts  
floor runners  
shrink wrap

## > library carts

masonite carts  
appliance trucks  
fire extinguishers  
tape dispensers  
shoulder dollies  
pallet vaults

## > walkboards

padlocks

## > e-crates

ladders  
lift levers  
curb ramps  
camera carts  
movers tape  
wheel chocks

## > 4 wheeled dollies

burlap moleskins  
corrugated paper

## > furniture pads

security seals

## > bubble pack

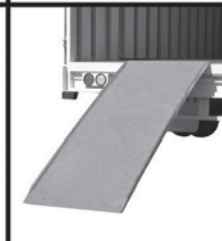
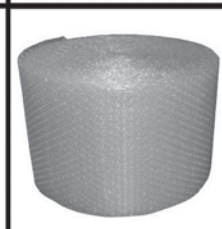
kraft paper  
steel strapping  
rubber tarp ties  
tubular webbing  
sisal twine

## > carton dollies

furniture skates  
finish repair kits  
carton sealing tape  
office machine carts

## > corrugated cartons

auto split ramps  
carpet runners  
boards



Los Angeles  
800-421-8700

San Leandro  
800-624-7950

[www.newhaven-usa.com](http://www.newhaven-usa.com)

# **CALIFORNIA MOVING & STORAGE ASSOCIATION**

## **2012-2013 CMSA Board of Directors**

### **CHAIRMAN**

Rick Hosea  
Crown Worldwide Moving & Storage

### **VICE CHAIRMAN**

P.J. Welch  
Cardinal Van & Storage Co.

### **SEC/TREASURER & DIR OF MID VALLEY**

Jay Casey  
Casey Moving Systems

### **SENIOR CHAIRMAN**

Dennis Doody  
Blue Chip Moving & Storage, Inc

### **TWO-YEAR DIRECTOR AT-LARGE, NORTH**

Vince Cardinale  
Cardinale Moving & Storage, Inc.

### **TWO-YEAR DIRECTOR AT-LARGE, SOUTH**

Ken Armstrong  
Ridgecrest Moving & Storage

### **ONE-YEAR DIRECTOR AT-LARGE, NORTH**

Maribeth Wolf  
Golden Gate Moving & Storage Co.

### **ONE-YEAR DIRECTOR AT-LARGE, SOUTH**

Tim McCarthy  
McCarthy Transfer & Storage, Inc.

### **DIRECTOR OF CENTRAL COAST**

Mark Andersen  
Andersen Van & Storage

### **DIRECTOR OF CENTRAL VALLEY**

Ben Geissel  
Galbraith Van & Storage Co., Inc.

### **DIRECTOR OF GREATER LOS ANGELES**

Patrick Longo  
Andy's Transfer & Storage

### **DIRECTOR OF MONTEREY BAY**

Alan Fresse  
Miller Moving & Storage

### **DIRECTOR OF NORTH BAY**

Robert Fraser  
Redwood Moving & Storage

### **DIRECTOR OF NORTHERN REGION**

Sharon Hildreth  
Chipman Relocations

### **DIRECTOR OF O.C./BEACH CITIES**

William Arvidson  
Sav On Moving & Storage

### **DIRECTOR OF SACRAMENTO**

Mark Larson  
Mother Lode Van & Storage, Inc.

### **DIRECTOR OF SAN DIEGO**

Nat Prassel  
Atlas Transfer & Storage Co.

### **DIRECTOR OF TWIN COUNTIES**

Jesse Chabot  
Golden West Moving Systems, Inc.

### **DIRECTOR OF VENTURA/ SANTA BARBARA**

John Lance  
NMS Moving Systems, Inc.

### **CHAIRMAN OF ASSOCIATE MEMBERS COMMITTEE**

Jeff Nadeau  
DEWITT Co. Ltd. LLC/Royal Hawaiian Movers

**(State Economy continued from page 8)**

Los Angeles County lagged behind neighboring counties in recovery from the Great Recession over the last two years, but it has finally gathered momentum in 2012. The monthly seasonally adjusted unemployment rate fell by 2.3 percentage points to 10.2 percent in September 2012 from the year before. The overall rate of nonfarm job growth also picked up on a year-over-year basis in September this year, while a number of industries experienced an increase in activity and more robust job growth.

Orange County has led the region in the economic recovery from the Great Recession over the last two years, and has an unemployment rate that stood at 7.1 percent in September. The overall rate of job growth picked up slightly during the first few months of this year, with an average year-to-year growth rate of 1.8 percent.

The Inland Empire (Riverside and San Bernardino counties) has struggled in its recovery from the Great Recession over the past two years, and has a volatile unemployment rate that stood at 11.6 percent in September. The overall rate of nonfarm job growth picked up in September to 1.5 percent annually.

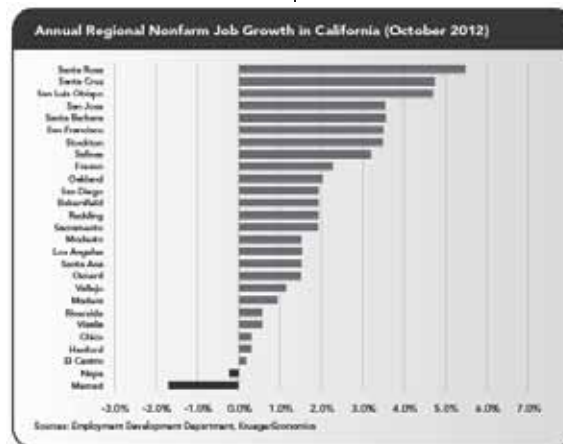
**Interest Rates and U.S. Dollar**

Low Interest rates continue to offset input cost increases and support recent agricultural real estate appreciation. Moderate U.S. eco-

nomical growth and low U.S. interest rates will keep the U.S. dollar relatively weak, although stronger than 2011.

The U.S. dollar has recently appreciated, as investors seek a “safe haven” from the growing European financial turmoil. However, it is not expected to return to historical values until U.S. economic growth and interest rates rise significantly. Accordingly, U.S. agricultural and food products will remain relatively competitive this year for most importers.

**Summation**



The outlook remains mildly positive as global economic growth is expected to continue to run at 2.5 percent to 3 percent. While California export growth will slow, it will continue to grow.

Furthermore, the construction industry will finally become a contributor to economic growth in the Golden State. California housing prices are already rising at a good pace and will continue to do so next year. Water and electricity concerns have abated. Declining government will be a drag on the economy, but this will be offset by strengthening and sustainable business activity in the private sector. An encouraging sign is that the economic recovery is spreading to the California interior.

Source: California Chamber of Commerce, *Alert*

## Arpin Van Lines Announces 2012 Driver Safety Award Winners

Arpin Van Lines has named the winners of its Annual 2012 Driver Safety Awards.

“We wish to both recognize and congratulate our top drivers,” said David Arpin, president and CEO of Arpin Van Lines. “These are the professionals who have set the standards for safety in our industry.”

The CMSA member winners are:

- Leopaldo Camacho, Daly Movers – Garden Grove, Calif.
- James Gorton, Cunningham M&S – San Francisco, Calif.
- Jose (Art) Lopez, Daly Movers – Garden Grove, Calif.

Congratulations to the winners!

# New Member Spotlight



## Lee's Moving

*We're family-owned & -operated, local & long distance moves — full service moving company — free estimates — senior discounts.*

*We take pride in helping make the customers move as hassle-free as possible and being on time with quality service.*



## CR Moving Services

*CR Moving Services is owned and operated in Sacramento by Paul (father) and Ryan Fichtner (son). The company was formed in May 2009 as a senior relocation and move management company. After becoming licensed in February 2011, we began offering full-service moves throughout the state of CA.*

*(New Member Spotlight continued on page 13)*

## Your single source for specialized insurance programs.

*Any way you slice it, we have a program uniquely designed for you.*

- Moving & Storage
- Record Storage & Information Management
- Logistics & Special Products
- Office & Industrial Operations
- Self Storage
- Independent Contractors
- Freight Forwarding

Since 1973 **TRANSGUARD** has offered complete coverage at competitive rates, and a level of service that has no rival.



**800-252-6725**

[www.transguard.com](http://www.transguard.com)

*Founded on Service. Built on Trust. Leading into the Future.*



# New Member Spotlight



## Two Men and A Truck (San Diego)

*Two Men and a Truck® is a full-service moving franchise dedicated to providing excellent customer service. We opened the San Diego store in September 2012, and we are excited to be the first Two Men and a Truck® franchise in Southern California. We perform local and long-distance moves for home and business customers.*



## 123 Moving and Storage

*123 Moving and Storage is a family-owned and operated moving and storage company in Santa Monica, California. Our goal was to make household and commercial moving and storage a simple and easy experience for our customers. We now offer several options for any type of moving or storage service: local, long distance, international, commercial, personalized storage.*

**Contact Kentucky Trailer...**  
**For all your Trailer and Truck Body**  
**Service, Reconditioning &**  
**Aftermarket Parts**



### Locations:

- ▶ **Louisville**  
355 Farmington Avenue  
Louisville, KY 40209  
**866-638-6080**
- ▶ **Los Angeles/Fontana**  
10151 Calabash Avenue  
Fontana, CA 92335  
**909-823-0100**
- ▶ **Detroit/New Hudson**  
(OPENING SOON)



**A Servant Leader Company**

**kytrailer.com**

## Calendar of Events

Wed., January 23	Northern Region Vendor Expo	Wed., March 13	San Diego Chapter Golf Tournament
Tues., February 12	Greater Los Angeles Chapter Meeting	Thurs., March 21	Sacramento Chapter Golf Tournament
Tues., February 12	Ventura/Santa Barbara Chapter Meeting	Sun., March 24	Greater Los Angeles Day at the Races
Tues., February 19	North Bay Chapter Meeting	Wed., March 27	Twin Counties Golf Tournament
Wed., February 20	Northern Region Chapter Meeting	Tues., April 9	Greater Los Angeles Chapter Meeting
Thurs., February 21	Sacramento Chapter Meeting	May 14-19	95th Annual CMSA Convention

**The 2013 CMSA College & Vocational Scholarship applications and required documents are due Friday, February 15, 2013 at noon!**



**BUDGET COVERAGE**

WON'T GIVE YOU THE BEST FIT

You can always shop around for cheaper insurance rates but you usually get what you pay for. The lowest price often gets you minimal service. At Vanliner you get high quality service, tailor-made for the moving and storage industry. You get what you pay for and more. Our seamless coverage includes loss prevention tools, competitive rates, unique coverage options and years of financial stability. It's easy to see how we earned our A.M. Best Rating of A Excellent. You'll see the quality and why we're worth every penny.

Want to learn more? For additional information, including the name of the Vanliner representative in your area, please call our marketing department at **1-800-325-3619**, or visit us on line at [www.vanliner.com](http://www.vanliner.com)

A.M. BEST RATING OF  
A EXCELLENT

  
**VANLINER.**  
INSURANCE COMPANY

UNIQUELY QUALIFIED. CONSISTENTLY BEST.

COMMERCIAL AUTO	WORKERS' COMPENSATION	MOVERS' AND WAREHOUSEMEN'S LIABILITY	UMBRELLA LIABILITY	INDEPENDENT OWNER OPERATOR PROGRAMS
GENERAL LIABILITY	COMMERCIAL PROPERTY	BENEFITS PROGRAMS	SPECIALTY COVERAGES	

## Greater LA and OC/Beach Cities Chapters Held Holiday Party and Toy Drive

By: Terry Pettigrew-Rolapp of Beverly Hills Transfer & Storage

On December 18th, the Orange County and Los Angeles Chapters of CMSA came together at Clearman's North Woods Inn for their annual joint meeting. The event was extremely well-attended, in no small part due to the generous bar hosted by **DEWITT/Royal Hawaiian** and **New Haven Moving Equipment**. Drinks were redeemed using festive miniature skateboards. Perhaps this was in homage to the evening's greater purpose – collecting a massive heap of toys which were donated for use as

Christmas gifts at the Children's Hospital of Los Angeles.

Though we took a moment to honor the recent passing of Patricia Andrews (and many members contributed to the scholarship fund that has been established in her name), the evening's greater tone was one of celebration.

Perhaps the most memorable part of the evening was the fact that all the donated presents managed to fit into Patrick and Jill Longo's minivan for delivery to the hospital. Some said it was a Christmas miracle akin to the magic of Santa's sack. Others just saw movers doing what movers do best.



## *Hot Savings!* **SPECIAL PRICING** **On INVENTORY TAPES**

The  
Premier  
Printer  
for the  
Moving  
Industry

*Call now for more information!*

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



**MILBURN**  
PRINTING

Complete Online Catalog  
**[www.milburnprinting.com](http://www.milburnprinting.com)**  
makes ordering easy!  
**1-800-999-6690**

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

# Northern Region Sells Out for Holiday Crab Feed



The Northern Region Crab Feed was held on December 7, 2012, and was a resounding success! A full house ate their fill of cracked crab, salad, pasta and garlic bread. Thanks to **CDS Moving Equipment** everyone received a complimentary drink!

Thank you to all who donated wonderful raffle prizes and to Anderson Bros. Movers who donated a 42-inch LCD television.

Special thanks go to our sponsors who do-

nated for our scholarships. They were **DEWITT Cos./Royal Hawaiian Movers, Box Bros., Permit Pullers, Ship Smart, J&S Paper, Paul Hansen Partners Specialty Insurance and Golden State Container.**

For CMSA members who are interested in attending the Northern Region Vendor Expo on January 23, please email Karl Anderson of

Anderson Bros. Movers as soon as possible at [anderkarl111@gmail.com](mailto:anderkarl111@gmail.com).



## 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.



**MARK RABY**  
CHAMPION RISK &  
INSURANCE SERVICES, L.P.  
CA LIC #OH18156

800-829-0807 X311

[MRABY@CHAMPIONRISK.NET](mailto:MRABY@CHAMPIONRISK.NET)

[WWW.CHAMPIONRISK.NET](http://WWW.CHAMPIONRISK.NET)

## What to Do When Non-English Conversations Spark Complaint

*We have many nationalities of employees at work. While we try to ensure that employees respect diversity, recently a new employee complained that she thought she was being talked about and/or excluded from conversations because employees were speaking in a language that she did not understand. To eliminate this problem, can we require that all employees speak English?*

In California, there is a law that prevents most employers from requiring only English be spoken at work unless it is a business necessity. Government Code Section 12951 applies to employers with five or more employees with the exception of a nonprofit religious association or corporation not organized for profit.

An English-only rule is permitted only when it is absolutely necessary for the safe and efficient operation of the business and there is no other

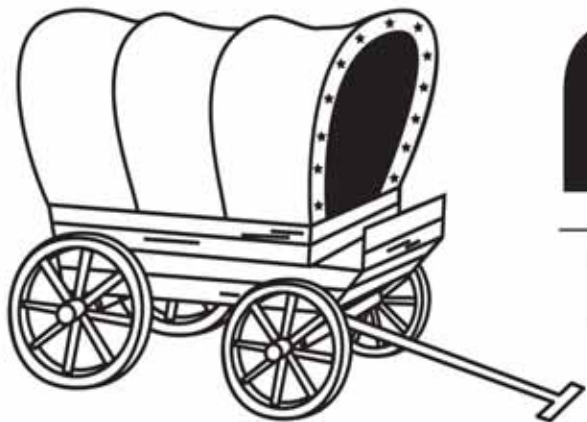
alternative, such as where dangerous equipment is being used and clear communication about that equipment is essential to employee safety.

### **Discrimination Possibility**

The situation you describe is generally not one of business necessity to require English only. It may be that the employees are more comfortable speaking in their native language, a language other than English. There may also be a more subtle form of discrimination on the basis of race or nationality, which may be the reason the employee feels excluded from conversations.

All employers are required to have a policy against harassment/discrimination which informs employees that they have the right to be free of harassment/discrimination at work. That policy should be clearly communicated to employees

*(Employee Complaints cont. on page 18)*



# PIONEER



NOR CAL - LIVERMORE • 800-472-2546  
SO CAL - SANTA ANA • 714-540-9751



- MOVING BOXES • PACKING SUPPLIES • TRUCK SUPPLIES • JANITORIAL SUPPLIES •
- RENTAL PROGRAMS • TRUCK/VAN & WAREHOUSE EQUIPMENT •
- CUSTOM WOODEN CONTAINERS •

Livermore, CA ★ Lathrop, CA ★ Santa Ana, CA ★ Seattle, WA ★ Denver, CO ★ Phoenix, AZ ★ Chicago, IL  
(800) 472-2546 (800) 472-2546 (714) 540-9751 (253) 872-9693 (800) 275-1467 (602) 528-4140 (630) 227-1500

**FOR ALL YOUR MOVING AND PACKING NEEDS**

**(Employee Complaints cont. from page 17)**

and enforced to ensure that all employees feel like they are not being discriminated against or harassed because of their nationality or race.

Often when employees do not understand what is being said, they assume that other employees are talking badly about them and do not want them to know what is being said. They also may feel like they are being treated differently because they are excluded.

**Investigate Complaint**

In this situation, the employer needs to investigate the complaint to determine if harassment or discrimination has occurred and then take corrective action.

In an investigation, the employer should talk to all parties involved and any witnesses. Although it may not have been the intent of the employees to harass or discriminate against the new employee, it is important to let those employees know that the new employee feels excluded.

Often, employees are not aware that other employees may feel that they are being left out. If the conversation was personal and had nothing

to do with the new employee, the employees should be told that breaks and meal periods, not work time, should be used for personal talk.

**Diversity Training**

If an employer finds there has been discrimination, the employer must take measures to ensure that the discriminatory conduct stops. Employees must be told that they may not exclude other employees or treat them with disrespect. Providing diversity training for employees will heighten the awareness of all employees to these issues.

Employers should also ensure that all new employees are introduced to other employees and made to feel welcome. Developing a buddy system or mentor for a new employee will help him/her not to feel isolated, provide someone to talk to and help with the adjustment to a work environment.

Although each situation may vary, it is important that employers are not only aware of the communications that are occurring at work, but are mindful of potential discrimination issues.

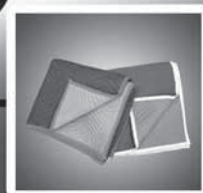
Source: California Chamber of Commerce, *Alert*



**MOVING  
EQUIPMENT, INC.**

**PACKING MATERIAL AND SUPPLIES  
FOR THE PROFESSIONAL MOVER**

- **Equipment Rental**
- **Equipment Sales**
- **Packing Material Sales**
- **Retail Box Store Products**
- **Free Local Delivery**
- **Vaults and Lift Vans**
- **Competitive Pricing**
- **Superior Service**



**LOS ANGELES  
800-225-3659**

**S.F. BAY AREA  
800-323-6559**

**SACRAMENTO  
800-439-3934**

**LAS VEGAS  
888-323-6559**

**CHICAGO  
888-795-0199**

# CLASSIFIED ADVERTISING

## **SAN FRANCISCO MOVING & STORAGE SEEKS NEW OWNER**

This is an excellent opportunity for an established operator to take over or expand. The deal includes everything a moving company has to offer: trucks, equipment, approx. 170 storage vaults and a facility that was designed to be a moving company! The clean warehouse offers separate secured offices, three high vault storage, kitchen, locker room, dock high door and easy tractor trailer access. We are selling the assets and the revenue at below market in order to secure the right tenant. The facility is shared by my two office trailers plus a small footprint in the yard and warehouse. There is an option to share the property or we can move if you want the whole place. This is a turnkey offer. We just do not have time to run the moving company any more. Four trucks, vaults, pads, dollies and everything else plus the revenue of around \$80k per year for \$59K with a long-term lease. Put your name on the side of the trucks, change the sign in the front and you are good to go! If you'd like to learn more, then give me a call at 415-720-0970 or email david@roadshowservices.com.

**CHARGES:** 1-5 lines \$15; \$2 each additional line. CMSA box number \$5; Special heading/set up extra. Call Brianna Wahlstrom at (562) 865-2900 to place your advertisement.

## **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.

*It pays to advertise  
In The Communicator!*

## **FOR SALE**

Accu-Weigh Scale. Model AF-6060, Capacity - 6000LBX-1LB, Serial #5LJ0683. Best offer. (949) 380-1224.

## **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 inquiries 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.

# Vans™

## "THE SYSTEM THAT CARRIES THE LOAD"

Leveraging The Latest in Technology,  
VanS Automates Every Aspect of your Business



Contact Management  
Van Line Interface  
Move Management  
Driver/Sales Processing  
Operations

Interfaces to:  
Compusource Accounting  
Rating  
Record Storage  
Commercial Warehousing  
Report Writers

714-522-8300 CALIFORNIA 770-564-0060 GEORGIA  
Website: [www.compusource.com](http://www.compusource.com)

WEB-ENABLED • SUPERIOR SERVICE • RELIABILITY • DOCUMENT MANAGEMENT

 **compusource**

# 2013 CMSA Convention News

## Keynote Speaker: Colette Carlson



Colette Carlson is a funny, human behavior expert and founder of Speak Your Truth, Inc., a professional development company focused on delivering business communication programs to maximize relationships, revenue and results. As a

highly sought after speaker, Colette's clients include Accenture, Microsoft, New York Life, Cisco and PepsiCo. She serves as one of the leadership faculty for Executive Women International and writes a monthly column, "Tactfully Speaking," published in Business Management Daily. Colette's work has been featured in *SUC-*

*CESS*, *Working Mother* and *Personal Development* magazines, as well as motivational movies, "Pass It On" and "Riches: 7 Secrets of Wealth You Were Never Told."

Colette is someone who learned her message the hard way. She started out as a big fat liar. Literally. Only by telling the truth on herself was she able to break through her fears, lose more than 50 lbs. and take healthy risks. After applying the strategies she now teaches, Colette went from administrative assistant to No. 1 sales producer with legends Tom Hopkins and Brian Tracy, to national sales trainer. In the midst of raising her two daughters, she went back to night school to earn her master's degree in Human Behavior, which certainly helps now that they're teenagers! Laugh out loud with Colette as you step into the Truth Booth to create positive long-lasting change.





Royal Hawaiian Movers

**WE MAKE MOVING FUN!**

**HAWAIIAN ISLANDS MOVING SOLUTION:**

We specialize in offering per cubic foot rates for service from your facility in California to your customers in Hawaii.

We are located on all 4 major Hawaiian islands.

Call us for details:

HONOLULU: 432-9502 • KAUAI: 332-7400

MAUI: 873-0777 • BIG ISLAND: 934-7411

[www.royalhawaiianmovers.com](http://www.royalhawaiianmovers.com)



BBB  
MEMBER  
HAWAII

DOT # 227698, MC 165352 & FF 003549, PUC #85-C  
Member of: American Moving & Storage Assn. (A.M.S.A.),  
International Association of Movers (I.A.M.),  
California Moving & Storage Association (C.M.S.A.).



MasterCard  
VISA



## **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

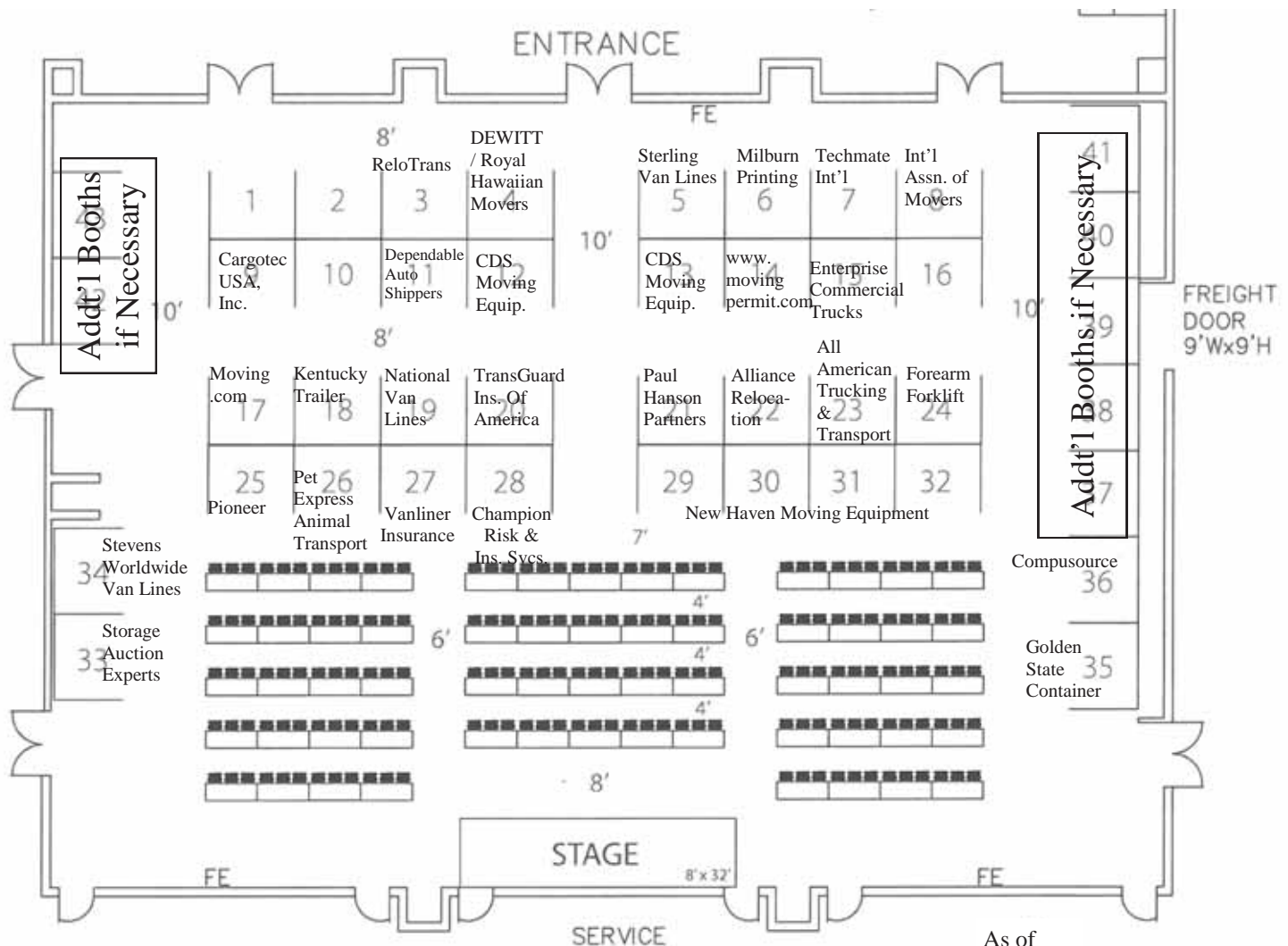
## 95th Annual Convention

### Booth Diagram

#### Fess Parker's Doubletree Resort

#### Santa Barbara, CA

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



As of  
1/11/13

# 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 ♦

### Sponsors

Gateways International, Inc.  
 TransGuard Insurance Co. of America  
 Pioneer  
 New Haven Moving Equipment  
 Trans Advantage  
 Paul Hanson Partners  
 DEWITT Co./Royal Hawaiian Movers  
 AVAILABLE  
 Champion Risk & Ins Svs/Vanliner Ins.  
 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.

~~~~~  
☒ 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.**



## NEW ITEMS

### Heavy Duty Mirror Boxes – 200# Double Wall Full Flap Top & Bottom – Perfect for UPS Shipping

|           |                |             |
|-----------|----------------|-------------|
| .MHD-2418 | 24" X 6" X 18" | \$3.56 each |
| .MHD-3024 | 30" X 6" X 24" | \$4.69 each |
| .MHD-3630 | 36" X 6" X 30" | \$6.13 each |
| .MHD-4433 | 44" X 6" X 33" | \$7.50 each |

### Plasma Box Shippers – 350# Double Wall Full Flap Top & Bottom

PLASMA-48    48 ¾" X 10 ½" X 38 3/8"    \$12.00 each

*Use a .MHD-4433 inside to make a Double Wall Shipper with 2" of cushioning in between.*

PLASMA-56    56" X 8 ¾" X 37 ½"    \$13.00 each

*Use a .M2UL to create a Double Wall box shipper*

*Heavy Duty mirrors and Plasma boxes telescope together.*

### Heavy Duty Shippers – 350# Double Wall

.HDS-24    24" X 24" X 24"    \$5.56 each

HDS-32    32" X 22" X 24"    \$5.96 each

**To take advantage of these special offers,  
call our CDS branch nearest you and mention this fax flyer.**

**RANCHO DOMINGUEZ, CA 800-225-3659 • HAYWARD, CA 800-323-6559  
SACRAMENTO, CA 800-439-3934 • LAS VEGAS, NV 888-323-6559  
CHICAGO, IL 888-795-0199**