

# ***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

## **No Solutions in Obama's 2014 Infrastructure Budget, ATA Says**

ARLINGTON, Va. — President Barack Obama's budget announced Wednesday fails to provide adequate detail and direction for how the country should pay for its infrastructure needs, American Trucking Associations leaders said hours after the budget had been released.

"The backbone of our economy is the asphalt, steel and concrete of our roads and bridges," ATA President and CEO Bill Graves said, "and proposals to fund those roads should be equally concrete. For five years, we've waited for President Obama to clearly state how we should pay for these critical needs and, I'm sad to say, we continue to get lip service about the

importance of roads and bridges with no real road map to real funding solutions."

The White House said that the budget "invests in repairing our existing infrastructure and building the infrastructure of tomorrow, including high-speed rail, high-tech schools and power grids that are resilient to future extreme conditions. These investments will both lay the foundation for long-term economic growth and put workers back on the job now."

More specifically, the budget provides \$50 billion for upfront infrastructure investments,

*(Infrastructure Budget cont. on page 6)*

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## Chairman's Corner

By: Rick Hosea

As I prepared to write my last column, I began reflecting on the past year as Chairman. There is a great deal of good news to share with our members, we should clearly feel good about the direction we are headed in for many years to come. I have enjoyed my time serving our Association the past 12 months, traveling around the state to visit our chapters, national association conventions and chapter fundraisers, which benefit both our scholarship and the Special Olympics programs. I have felt welcome by all at each chapter meeting; some of you I met for the first time.

I thought I would look back on my time and recap some of the highlights as your Chairman. I was proud to work with our then-Chairman Dennis Doody as we worked to secure Steve Weitekamp as our president for an additional 5 years. Dennis led the charge to develop a well-

structured contract extending our CMSA leadership through 2017. I then worked with Dennis Doody of Blue Chip Moving & Storage, Inc., Steve Weitekamp of CMSA, Chris Higdon of California Moving Systems, and Chuck Cole of Avocation, Inc. (CMSA Legislative Consultant) to move forward our AB 2118 bill through the legislative processes as it made its way through each committee meeting and onto the Governor's desk where it became law. In August, your CMSA Executive Board came together in San Diego at my request to lay out a plan of action and set forth goals for our Association. I am pleased to report that we have increased membership over the past 12 months, which was a priority for our entire Board. Both Steve and I traveled back to Maryland to attend PAI-MA and IAM conventions, which were held consecutively and well-attended by many.

In March, Steve Weitekamp, CMSA Legal Counsel Mark Hegarty and I met with Brigadier General Jack Hagan, Director of the Safety and Enforcement Division at the CPUC, in San Francisco in order to discuss many agenda items benefiting both permitted movers and Cal-

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

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## **President's Comments**

By: Steve Weitekamp

Spring is an active time for your Association and, more than likely, your local chapter as well. In addition to its regular workload, our office is preparing for the upcoming CMSA Convention in Santa Barbara (May 14 to 19 at the Fess Parker's Double-

Tree Resort). This event is on pace to be one of our largest and will continue the CMSA's mission of showcasing important information in a format that is both educational and entertaining. We are already sold out of hotel rooms at two locations and are working to ensure that all who wish to attend this important event find a room at a good value; so if you haven't committed yet, **call our office today** and be a part of your Convention.

At the local chapters, fundraisers and meetings are in full swing. Each event has a significant amount of promotion which occasionally leads someone, who isn't following closely, to conclude that all Chapter "A" does is: play golf, bocce, bowl or barbecue. While this couldn't be further from the truth, what is true is that CMSA chapter fundraisers are far and away the primary engine that drives our industry-envied scholarship program as well as our generous contributions to the Special Olympics. Due to the extensive efforts and generosity of the organizers, sponsors and participants in our chapter events, CMSA has awarded an industry-leading \$688,000 in educational and vocational scholarships to young people within our Association and will award another \$53,000 at our upcoming Convention in May. We will also present our annual \$5,000 contribution to the Special Olympics at the same time. Additionally, these fundraising events are another great opportunity for members to network with their fellow industry professionals.

As I have mentioned during recent chapter visits, 2013 is the year of implementation when it comes to our engagement with the California Public Utilities Commission (CPUC). Chairman Hosea mentioned that we recently met with CPUC SED Director Brigadier General Jack Hagan and were pleased to receive agreement on the establishment of a CMSA/CPUC working group to prepare for the

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



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

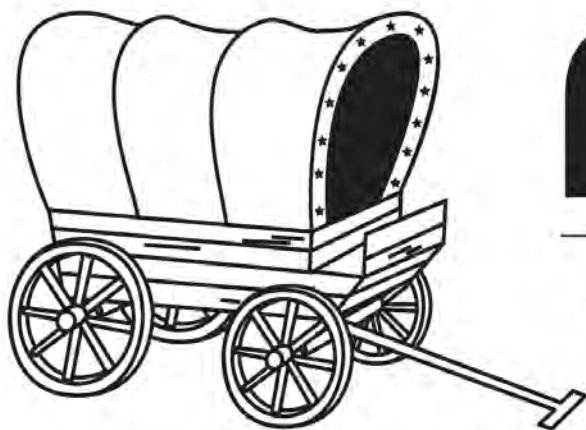
ifornia citizens alike. We were able to set up a working group made up of both PUC enforcement personnel and CMSA members led by Steve Weitekamp. We are set to meet in Los Angeles on April 22, and as needed after that. The purpose of this meeting will be to agree on a platform for improvement toward the implementation of AB 2118 electronic acceptance and other enforcement-related practices, which will help to put pressure on unpermitted operators who choose to ignore our regulated industry. CMSA is going to become part of the solution by working hand in hand with the CPUC to send a message that together we are unified in exposing and shutting down illegal movers in our state.

I would like to ask that you join us at our CMSA Convention in May to learn more about our efforts to become a voice for all permitted movers alike. We will have many speakers and lots of new information to help you prepare for this year's moving season. From the very start, I have always maintained that we are much stronger in numbers. Having a strong membership will help our message resonate throughout

California and to be part of the solution for fair and equitable business environment.

Finally, this is not goodbye. Instead, I will do all I can to remain active on the Board, as I soon become your Senior Chairman, and in my chapter as we continue to gain traction to grow our Association to benefit our members. I want to thank you all for your support and involvement over the past year; I have received so much out of this experience as your Chairman. I look forward to welcoming our Chairman-Elect PJ Welch. I am confident that he will continue to work hard to bring us all the value we expect from CMSA. I want to extend much gratitude for those who have served on my Board; these folks are a committed group of men and women who give so much of themselves to ensure CMSA continues to be the strongest state association in the United States. Lastly, I would like to extend a big thanks to our entire CMSA staff; they have been instrumental to me from day one with their endless support throughout my term as Chairman.

See you in Santa Barbara!



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

July 1 electronic document deadline. Additionally, the General agreed with our request for quarterly meetings between CMSA and CPUC staff. Chairman Hosea, CMSA Legal Counsel Mark Hegarty and I also had the opportunity to meet with newly appointed acting SED Deputy Director Raffy Stepanian as well as speak with SED enforcement supervisors Brian Kahrs and Adrienne Johnson. We are hopeful that our engagement with the management team at the CPUC will result in greater understanding of the issues and challenges of the permitted carrier, and the development of a cooperative spirit that will benefit regulators, permitted carriers and the moving public.

I look forward to seeing you at the upcoming CMSA Convention in Santa Barbara! Our Chairman's Reception and Dinner is just one of the terrific events planned, and a great occasion to celebrate CMSA leadership, thanking outgoing Chairman Rick Hosea for all that he has accomplished and looking forward to another great year under the stewardship of incoming Chairman PJ Welch. If you haven't registered yet, it isn't too late, but don't wait. We have already sold out in two hotels. Please **call our office** to get information on hotel availability.

## Calendar of Events



**95th Annual CMSA Convention**  
**Fess Parker's DoubleTree Resort**  
**Santa Barbara, CA**  
**May 14-19**

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**Monterey Bay Chapter**  
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**(Infrastructure Budget cont. from page 1)**

including \$40 billion for "Fix it First" projects, to invest immediately in repairing highways, bridges, transit systems and airports nationwide; and \$10 billion for competitive programs to encourage innovation in completing high-value infrastructure projects.

The White House further said that the 2014 budget:

- Fully funds the authorized funding levels provided in the Moving Ahead for Progress in the 21st Century Act (MAP-21) for surface transportation programs.
- Reserves funding after the expiration of MAP-21 in 2015 for a robust, long-term reauthorization of surface transportation programs, including a 25 percent increase from current funding level.

"A safe and efficient network of highways is critical not just to my business, but to all businesses in this country," said ATA Chairman Mike Card, president of Combined Transport, Central Point, Ore. "Trucking is willing to step

up and pay more to ensure this country has the world-class highways it deserves, but until the president and congressional leaders advance a plan with real funding solutions, I worry about the continued deterioration of one of our nation's most critical competitive advantages."

ATA is and continues to be a strong, vocal advocate for increasing funding for roads, highways and bridges, but also for identifying efficient and effective sources of real revenue to do so, Graves said.

"Accounting gimmicks and budget tricks only get you so far," Graves said, "sooner or later you need to take a hard look at the situation and decide that we're either going to invest in these things or we're not and if we are, that we need to generate more revenue than we do now. It's time to show us the money and where you intend to get it from. Simply letting states borrow more is no substitute for increased federal investment."

Source: *The Trucker* newspaper



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## Two Men and A Truck Kick-Off Donation Drive Benefiting WEAVE

SACRAMENTO — Two Men and A Truck, a local home and business moving company, is beginning to collect donations for its annual Movers For Moms® donation drive benefiting WEAVE. The company has partnered up with local schools and organizations to achieve a goal of collecting 10,000 clothing and household items that will make Mother's Day special for moms living in shelters.

The company has donated more than 8,000 items to WEAVE, a charitable organization which is the primary provider of crisis intervention services for survivors of domestic violence and sexual assault in Sacramento. This year, with the help of community partners, Two Men and A Truck hopes to collect 10,000 items for the shelter.

Two Men and A Truck has organized the donation drive since 2009 and, with the help of



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THE FISH radio station in 2012, saw substantial growth in the amount of donations that were given. In addition to maintaining their partnership with THE FISH, the company is joining efforts with the Sacramento Association of Realtors

Charitable Foundation for the first time this year. The SAR Charitable Foundation will help to collect donations from realtors and other members involved with SAR in the weeks preceding May 12, Mother's Day.

Two local schools have also agreed to help collect items for Movers For Moms®

including La Petite Academy in Rancho Cordova and Sacramento Country Day School in Sacramento. Two Men and A Truck will drop off boxes to each of these schools in March and will return to the schools in May to collect boxes filled with creature comfort items for WEAVE.

*(Two Men and A Truck cont. on page 8)*

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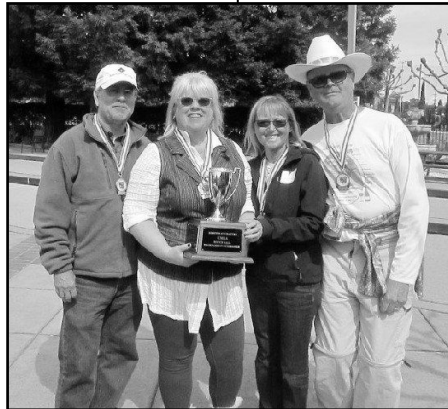
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# North Bay Chapter Hosts Bocce Ball Tournament

The North Bay Chapter hosted its 2013 Bocce Ball Tournament on Saturday, April 6, at the Marin Bocce Federation in San Rafael.

There were more than 40 chapter members who signed up to play and who came to support their favorite bocce ball team.

Thank you to the event sponsors: **CDS Moving Equipment, Schultz Bros. Van & Storage, Inc., Paul Hanson Partners Specialty Insurance** and **J & S Paper**.



*First-Place Winners!*

Ball Geniuses was the winning team of the tournament. The Paul Hanson Partners team included Sheryl Marshall, Scott Marshall, Jim Rizza and Sue Rizza. The second-place winner was the Saucy Balls team: CMSA President Steve Weitekamp, Carmen Weitekamp, CMSA Chairman Rick Hosea and Claret Hosea.

Thanks to the chapter members, the North Bay Chapter raised \$3,743 for the CMSA Scholarship Fund and the Special Olympics.

*(Two Men and A Truck cont. from page 7)*

The company encourages local businesses and organizations, as well as individuals, to participate in the donation drive by collecting items to be given to WEAVE. The types of items that are being collected include women's and children's new or gently used clothing, personal hy-

giene products such as deodorant, lotion, and shampoo, towels and wash cloths, books and magazines, and gift cards to general stores. For those interested in donating items, bring donations to Two Men and A Truck's office at 8167 Belvedere Ave., Suite D in Sacramento during regular business hours or on Saturdays.

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# New Member Spotlight

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# New Member Spotlight



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## Workers' Comp: Analyze Costs/Benefits of Offering Modified Duties

*I have an employee who is out because of a workers' compensation injury. If he brings in a note from his doctor with work restrictions, do I have to offer light duty or modify the work schedule? If I offer modified work, can an employee refuse the work because he does not like the job?*

An employer is not required to modify a work schedule or provide light duty to an employee on workers' compensation; neither is the employee obligated to accept modified work.

There may, however, be cost benefits and consequences to an employer for not offering modified work and for an employee in not accepting that work.

### Controlling Future Premiums

Employers offer modified work while an employee is on workers' compensation to keep the company's workers' compensation experience rating low, which helps to keep down future premium increases.

By paying the employee directly, the carrier will not be paying out temporary disability payments and adding to the experience on the claim. Modified work may be offered as long as the employee is not totally disabled and the work offered is currently within the employee's work restrictions.

An employer is not required to modify the existing job, create a similar job or even provide a job that the employee likes. If modified work is

offered and the employee refuses to do the work, the employee runs the risk of being denied temporary disability payments by the workers' compensation insurance carrier.

If an employer offers modified work for the employee with a workers' compensation injury, the employer is required to pay the employee at least 85 percent of the employee's regular pay. This pay requirement also operates as an incentive to the employee to accept modified work in that temporary workers' compensation disability

benefits are about 60 percent of the regular pay rate.

### Opportunity to Get Tasks Done

Many employees would rather be doing something instead of sitting at home doing nothing. The modified work also provides an opportunity for the employer to get other productive tasks done, including work in the office, painting, clean-

ing, inventory, restocking, etc.

As long as the job meets the medical provider's work restrictions, the choice of where the employee works and what he/she does is up to the employer.

Reasons an employer may choose not to offer modified work are:

- Work cannot be modified to meet the employee's restrictions;
- Fear that the employee may reinjure himself/herself if working; and

*(Workers' Compensation cont. on page 13)*





(Workers' Compensation cont. from page 12)

- Feeling that the employee would be in the way or have a bad attitude if made to do something other than his/her regular job.

### See How It Goes

Rather than assume the worst, an employer may want to try modified work and see how it goes.

Having the employee working during workers' compensation may be better for the employee in terms of pay and for the employer in terms of keeping future workers' compensation premiums lower. Before making a decision about modified work, an employer should review this issue on a cost/benefit basis to determine what is best for the company.

Source: California Chamber of Commerce, *Alert*

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## Members Try their Luck at the LA Chapter's Day at the Races

By: Patrick Longo, Andy's Transfer & Storage

On Sunday, March 24, the Greater Los Angeles Chapter held its annual Day at the Races at Santa Anita Park. It was a perfect day at the track. More than 100 people attended the event this year and raised a record amount for the Scholarship Fund: about \$4,000.

In honor of the CMSA fundraiser, the Santa Anita Park named its first race after the California Moving & Storage Association.

Thanks to the Lambert family, owners of CMSA member company Rene's Van & Storage Co., famous horse trainer Doug O'Neill stopped by to speak with attendees on strategies/tips for winning at the track.

Thank you all who attended, especially our sponsors: **New Haven Moving Equipment, CDS Moving Equipment, Gateways International, Box Brothers, DEWITT Companies/ Royal Hawaiian Movers and Champion Risk & Insurance Services.**

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# One Year After Acquisition, Van Line Continues to Flourish

## Partnership Strengthens Wheaton World Wide Moving & Bekins Van Lines, Inc.

INDIANAPOLIS, Ind. – After a year as the new fourth-largest household goods carrier in the country, Wheaton World Wide Moving | Bekins Van Lines is hitting its stride in time for the summer busy season. The combined company produced record revenue for 2012 and is on track to do the same for 2013.

In April 2012, Wheaton Van Lines, Inc., owner of Wheaton World Wide Moving, purchased the assets of Bekins Van Lines, LLC. The new company, called Bekins Van Lines, Inc., is a brand new van line, fully owned and operated by Wheaton Van Lines, Inc. The company now operates two brands – Wheaton World Wide Moving and Bekins Van Lines, Inc.

“The acquisition has met and exceeded our

best expectations,” said Mark Kirschner, the van line’s CEO. “I’m not sure you can entirely plan for all of the nuances that go along with a complicated asset acquisition of this kind. But the Bekins agents and the existing Wheaton agents, along with our corporate staff, have come through with flying colors and continued to make this company a tremendous success.”

As evidence of the company’s expansion, the van line – headquartered in Indianapolis – is completing a 10,000-square-foot expansion designed to accommodate the increase in corporate employees necessary to run both van lines from Indianapolis. Bekins was formerly headquartered near Chicago. The addition should be complete by June 2013.

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# U.S. Agency Revises Form I-9 For Use of Verifying Eligibility to Work

The U.S. Citizenship and Immigration Services (USCIS) published a revised Form I-9 for use in verifying employment eligibility on March 8. All employers are required to complete a Form I-9 for each employee.

## Revisions, Effective Dates

The USCIS stated that the revisions to the form include:

- A new field;
- Reformatting to reduce errors; and
- Clearer, expanded, user-friendly instructions for both employees and employers. The Department of Homeland Security published a notice in the Federal Register informing employers of the new Form I-9.

According to the USCIS, effective March 8, 2013:

- Employers should begin using the newly revised Form I-9 (Rev. 03/08/13N) for all

new hires and reverifications.

- Employers may continue to use previously accepted revisions (Rev.02/02/09N and Rev. 08/07/09Y) until May 7, 2013.
- After May 7, 2013, employers must use only Form I-9 (Rev. 03/08/13N).

According to the USCIS, employers should not complete a new Form I-9 for current employees if a properly completed Form I-9 is already on file.

## Handbook Updated

The USCIS has updated the *Handbook for Employers: Guidance for Completing Form I-9* (M-274) to correspond to the new form. According to the USCIS, helpful new images have been added to illustrate how employees and employers can complete Sections 1-3 of the new form. The revised handbook is available at [www.uscis.gov](http://www.uscis.gov).

Source: California Chamber of Commerce, *Alert*

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# CMSA Members Return to Rancho Bernardo Inn for San Diego Chapter Golf Tournament

By: Thomas McCarthy, McCarthy Transfer & Storage, Inc.

On March 13, 2013, the San Diego Chapter hosted its 21st Annual Scholarship Fundraising Golf Tournament at the Rancho Bernardo Inn. The event was one of the best attended with 124 golfers and had an outpouring of support from all our Association's vendors with **Pasha Gateways International** as the event's Premier Sponsor. Without the support of all our movers and vendors (who sponsored holes, sponsored meals, sponsored different parts of the tournament), we would not be able to donate at the level that we will be donating at the 2013 Convention.

There was a putting contest that came down

to a shoot-off, there were steel drums playing and free Bloody Marys at check-in. We could not have asked for a more beautiful day.

There was a silent auction with some great items available for bidding. Once again, the San



Diego Chapter partnered with TaylorMade Golf to be able to raffle off several different golf clubs. There were many awards given out from best scoring team to longest drive to (my favorite) the most honest team.

Plans are already in the works for 2014, but I would personally like to thank all those who helped make this tournament so much fun.

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# Special Olympics Southern California Hosts Annual Summer Games

Be inspired by athletic courage, strength and sportsmanship like never before at Special Olympics Southern California's

44<sup>th</sup> Annual Summer Games on June 8 and 9 at California State University, Long Beach. Featuring more than 1,100 athletes from San Luis Obispo County to San

Diego County, these athletes have been training and competing locally to prepare for the Games, which is the largest Southern California competition of the year. The athletes will compete in six sports – aquatics, athletics (track & field), basketball,

bocce, golf and gymnastics.

More than 6,000 people, including sports and entertainment celebrities,



will attend the Games to cheer on the athletes. The Games, which begin on Saturday at 9:45 a.m., with the Opening Ceremony and lighting of the torch by an athlete and Law Enforcement officer, are open to the public and admission is free. Competition runs from 12 p.m. - 4 p.m. on Saturday and 9 a.m. - 3 p.m. on Sunday. The games conclude with a Closing Ceremony at 3 p.m. on

(*Summer Games cont. on page 19*)

## THANK YOU

to the CMSA members who donated their services to the Special Olympics Southern California's headquarters move:

**123 Moving & Storage**  
Santa Monica, CA

**Rebel Van Lines**  
Compton, CA

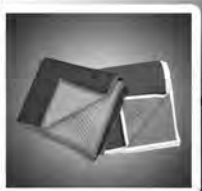
**Golden West Moving Systems, Inc.**  
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800-439-3934

**LAS VEGAS**  
888-323-6559

**CHICAGO**  
888-795-0199

# CLASSIFIED ADVERTISING

**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.

## SALES OPPORTUNITY

Large, reputable Southern California moving company in business for nearly 90 years seeks enthusiastic professionals for COD and/or O&I sales positions. All experience levels and home addresses considered. Send resumes and letters of inquiries to: CMSA, Box J3, 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).

## EQUIPMENT FOR SALE

2000 48' x 102" Utility Dry Van with 5,000 lb. rail lift. Reconditioned lift with new pump, motor & cables. Good tires & brakes. Ready to work. \$14,000. Email [rwilliams@cds-usa.com](mailto:rwilliams@cds-usa.com) for photos or more info.

*It pays to advertise  
in The Communicator!*

## EMPLOYMENT OPPORTUNITY

Northern California company needs Office Manager experienced in moving & storage industry, record storage with O'Neil software a plus. Send resume to: Owner, P.O. Box 994002, Redding, CA 96099.

## EMPLOYMENT OPPORTUNITY

Immediate opening for Top Quality COD salesperson at Golden Eagle Moving Services in Upland, CA. Reply by email only to [mark@goldeneaglemoving.com](mailto:mark@goldeneaglemoving.com).

## EMPLOYMENT OPPORTUNITY

Northern California moving company in business for over 20 years seeks enthusiastic professionals for COD and/or O&I sales positions in San Jose and Sacramento. Previous Sales experience required. Send resumes and letters of inquiries to: [cchilds@siliconvalleymoving.com](mailto:cchilds@siliconvalleymoving.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.

## 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.

## **(Summer Games cont. from page 18)**

Sunday.

"Summer Games is unlike any other sporting event," said Bill Shumard, President and CEO of Special Olympics Southern California. "Our athletes train year-round, just like any other athlete, but competing means more than just winning a medal to them. It's about building friendships, improving their health and being proud of their abilities."

Summer Games will feature more than just competition. On Saturday at 11:30 a.m., John

Naber, five-time Olympic swimming medalist, will share words of wisdom at the Rafer Johnson Breakfast with Champions. Tickets are \$60 and can be purchased online at [www.sosc.org/bwc](http://www.sosc.org/bwc).

On Sunday, the winner of SOSC's Dream House Raffle will be selected as well.

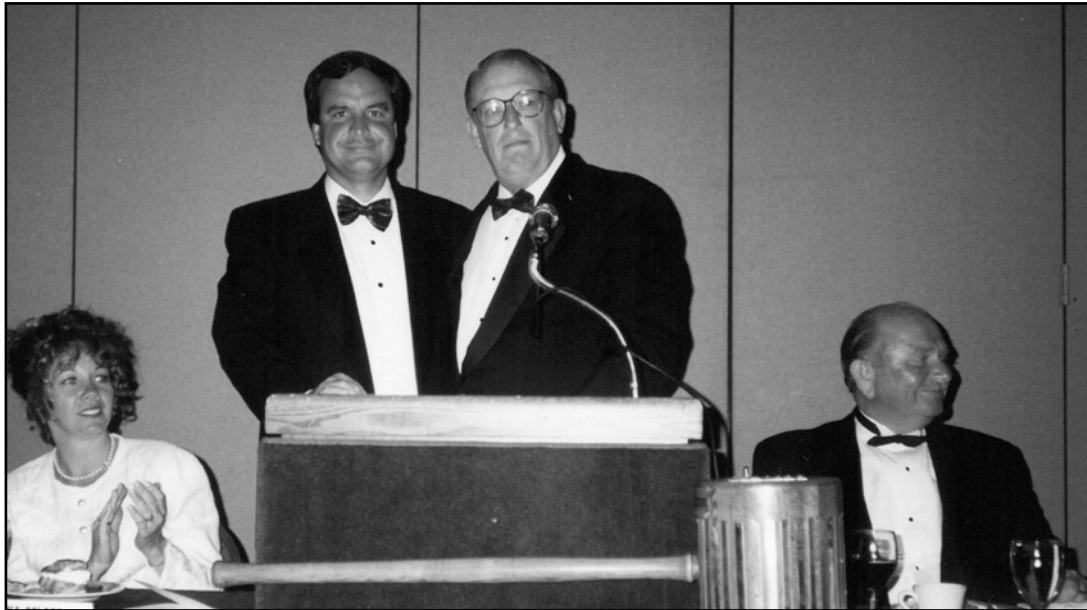
Athletes and spectators can unwind after their competitions by visiting Expo Park on Saturday and Sunday. Expo Park will feature live entertainment, sponsor-run booths with interactive games,

a souvenir store, community and law enforcement exhibits, and more fun. For more information, please visit [www.sosc.org/](http://www.sosc.org/)



# HISTORICAL PHOTO

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



*Standing at the podium during the Chairman's Ball, 1993-1994 CMSA Chairman Frank Rolapp (left) and former CMSA President Doug Hill (right) share the spotlight at the 1994 CMSA Convention at the then-Fess Parker's Red Lion Resort. Anna Rolapp and 1994-1995 CMSA Chairman Chester Turney are seated at the head table.*



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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)



## 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**

**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.

# 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.

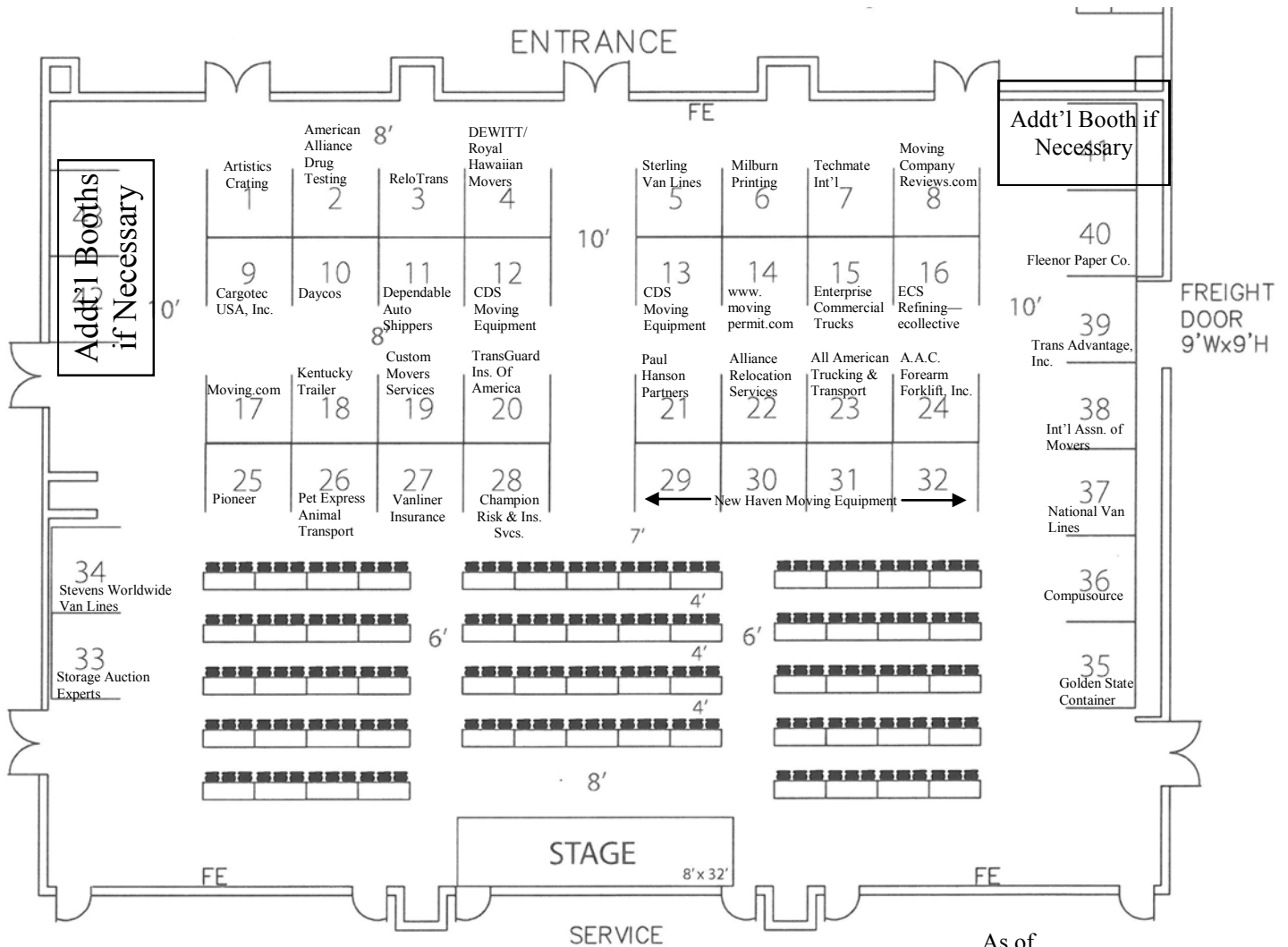
Refunds for any cancellations done before April 23, 2013 will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). No refunds will be made after April 23, 2013.

**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  
3/27/13

# 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.  
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Trans Advantage  
Paul Hanson Partners  
DEWITT Co./Royal Hawaiian Movers  
ECS Refining  
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.*

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	(Sold)	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.

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 \_\_\_\_\_

~~~~~  
☒ 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.**





**MOVING  
EQUIPMENT**

# **EZ TRUCK PACK**

**Heavy Duty Corrugated Container**



- Household Shipments - LTL Domestic and Overseas
- I.D 86"L x 44.25"W x 84"H
- O.D 89"L x 47"W x 89.5" H
- Solid Wood Pallet
- Heat Treated
- Usable Cube 186
- Tare Weight 171 lbs.
- Weight Capacity 1000 lbs.
- Body HD Triple Wall
- Top & Bottom Trays, HD Double Wall

**\$135.00**



PART# EZ-TP

Included - 2 18" V-Boards, Self Adhesive Document Holder and Instructional Sheet.  
EZ TRUCK PACK is Reusable! How Many Can You Get in Your Agency Network?

**ASK FOR QUANTITY PRICING ON 6 PACKS!**

The Right Product, for the Right Time.

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