

The Communicator

THE CALIFORNIA MOVING & STORAGE ASSOCIATION



CMSA's 96th Annual Convention Theme is "The New Digital Frontier"

The 96th Annual Convention will be held from April 29–May 4, 2014, in scenic Monterey, Calif. This year's convention will allow you to explore "The New Digital Frontier."

There is new information to share with our recent legislative success related to the electronic transmittal of California Public Utilities Commission (CPUC) MAX 4 documents. This year, exhibitors will be presenting electronic forms, truck monitoring systems and evolving web-based tools for you to keep track of shipments as well as to promote your business to customers online!

Jim Mathis, a professional speaker, strategist and best-selling author, will be our 2014 Convention keynote speaker in Monterey! Speaking on his "Reinvention Nation" concept, Mathis has helped many companies reinvent themselves in their existing markets. His past clients include

(2014 Convention cont. on page 6)





Chairman's Corner

By: PJ Welch

One of the greatest benefits, if not the greatest benefit, of being the Chairman of the CMSA is getting out of the office, visiting both Mover and Associate members at their offices and warehouses and attending CMSA chapter meetings. During November, CMSA President Steve Weitekamp and I attended the Mid Valley's dinner meeting organized by Chapter President Mike McGrath, Monterey Bay's dinner meeting organized by Chapter President Carl Freese and Central Coast's dinner meeting organized by Chapter President Megan Andersen. Being a chapter president is a huge responsibility and I would like to thank Megan, Carl and Mike (and every other chapter president who is organizing meetings this year) for finding outstanding locations and organizing great meetings.

As Steve and I travel to the different chapter functions, we were welcomed by many CMSA members who gave us tours of their ware-

houses and local operations. As the economy begins to improve, most, if not all movers, had seen significant increases in peak season volume and most were looking forward to the winter season to begin working in new markets. On our first stop at Casey Moving Systems, we parked close to a flatbed tow truck loaded with a portable storage container while a 53-foot flat floor trailer was parked on the other side of the street. At Cardinale Moving and Storage, Vince Cardinale explained the ins and outs of the portable storage business while a warehouseman made Christmas tree stands. And at both Miller Moving and Storage and Andersen Van and Storage we discussed all parts of the military moving market, including the shift to containerized domestic shipments, non-temporary storage (and the inspectors sent to our warehouses), and contracts for local moving and small shipments.

I am quickly learning that being the Chairman of the CMSA is a position that I will gain more from than I could ever give. After visiting many movers who had grown their businesses during the recent downturn, I found myself thinking about the many ways that I could improve and expand my local operation. One of our

(Chairman's Corner cont. on page 4)

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Link: [link] noun

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A connecting element; a tie or bond.



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President's Comments

By: Steve Weitekamp

2013 was a year that seemed to pass more quickly than most. A brief review of my columns over the past 11 months is evidence that we have addressed numerous issues this year. CMSA has had significant success on several issues and still there

are other items that seem to never resolve. The year was strong from an economic perspective with many members reporting a strong business year that extended beyond the traditional moving season. As the year comes to a close, it is appropriate to stop and reflect on what has transpired.

Issues addressed in my column in 2013 included:

- Our legislative and regulatory efforts that resulted in the California Public Utilities Commission (CPUC) approval of the use of electronic documents for MAX 4 regulated shipments
- California Air Resources Board (CARB) regulations and their impact on vocational trucking
- The value of pride and passion for our industry and our Association
- Notification of CPUC issues with MAX 4 revision and CMSA's activity to correct the record
- A successful 2013 Convention.
- Industry's most successful scholarship program
- Strong member support of our Special Olympics relationship
- Updates on SDDC's Open Season
- A successful summer moving season as well as van line capacity issues
- Warehouse lien compliance
- The National Council of Moving Associations
- Social media and online reviews
- Customer service
- The California Department of General Services and our efforts related to contracts for household and office moving for state employees and departments
- Bank fraud warning

(President's Comments cont. on page 4)

(Chairman's Corner cont. from page 2)

greatest challenges is to develop a company that generates revenue in many different markets. All of the companies that I visited are successful because they have developed business in markets that are new to the moving industry or are not related to the industry in any way. These movers have continued to invest in their companies during the most difficult times. The investments made have added more services for their customers, increased revenue and added value for the company owners and employees.

As I prepare for my next round of chapter visits, I would like to thank all CMSA members who

have attended chapter meetings and those who have invited Steve and me into their facilities. I hope that every member is having a strong winter season and has had a great year. I have been asked many times about the CMSA: Who makes up the membership and what are the goals of the Association? The first thought and simplest answer that I give is that the CMSA is an association of the hardest working people I have ever met, providing the highest level of services to their customers while taking care of their families, their employees and the families of their employees. I am proud to be a member of the CMSA and truly honored to serve as Chairman. I wish everyone a safe and happy holiday season.

(President's Comments cont. from page 3)

- CARB and potential modifications to exemptions
- CMSA potential Bylaw revisions

I would hope that it would come as no surprise that the year began and ended with information related to the CARB On-Road Diesel Engine regulations. As I write this column, CMSA is lobbying CARB staffers for further enhance-

ments of the recently proposed exemptions to the rule and monitoring potential litigation that could impact the regulation.

Year-end is also a time to share our gratitude for the people and events that make our lives worthwhile. In a busy world, we need to remember that we have much to be grateful for. My list includes: faith, family, country, work, coworkers, colleagues and friends. On behalf of my staff, family and I, we wish you a terrific holiday season and all the best in the year ahead!



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Atlas Transfer Awarded Allied Agent of the Year

Atlas Transfer & Storage of San Diego was recognized as the Allied Van Lines Agent of the Year at the 2013 Allied Van Lines Agent Con-

vention held in New Orleans. Co-owners Tom and Linda Oakley, along with Travis Oakley, the Director of Operations, accepted the award at the convention. Atlas Transfer & Storage, an agent with Allied Van Lines since 1947, was previously awarded the Allied Van Lines Agent of the Year in 1989 and "Super Agent" of the Year in 1993. Since its establishment in 1925, service excellence has been at the core of this family-owned and operated business.



From left to right, Bill Lyon of SIRVA, Travis Oakley of Atlas Transfer, Tom Oakley of Atlas Transfer, Pat Riddle of SIRVA and Wes Lucas of SIRVA are celebrating Atlas Transfer's Agent of the Year award.

The Allied Van Lines Agent of the Year award recognizes those agents that continually provide outstanding customer service and ex-

perience growth in all aspects of their household goods moving business. Qualifying agents must generate at least \$2 million in revenue in both booking and hauling and meet high standards for quality and customer service. When the list of ten finalists was compiled and compared, Atlas Transfer & Storage ranked first in booking and hauling growth, and had the highest quality,

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(2014 Convention cont. from page 1)

U.S. Department of Justice, Blue Cross Insurance and the American Red Cross. He has been able to coach business executives about customer service, enhancing personal productivity, leadership and sales improvements. Don't miss this special presentation before the busy summer season!

Industry and motivational speakers, a van line discussion panel, a military breakout session, and an awards and donations ceremony are a few of the notable convention events scheduled this year. Attendees get an insider's look on ways to improve their business and stay informed about current industry trends. Members can also see the fruits of their chapter fundraising efforts as scholarships are handed out to college-bound students and an annual donation is made to the Special Olympics.

Besides the educational opportunities, there will also be opportunities for socializing and networking between CMSA members. The Convention Golf Tournament will be held at the famous Del Monte Golf Course, the oldest golf course west of the Mississippi and just a few grassy steps away from the Hyatt Regency Monterey.

The golf course features wide fairways lined with mature oak, pine and cypress trees, this Pebble Beach—property golf course is perfect for golfers of all skill levels. Reserve a foursome at the golf tournament and take your clients out for the morning! It will be an event that they won't forget.

In addition, the highly anticipated Thursday night Exhibitors Welcome Reception allows movers to review and learn about new products and services offered by the state's best suppliers: CMSA Associate members. Then on Friday night, delegates can relax and enjoy a fun off-site ocean-view barbecue dinner at the Del Monte Beach House. For more event information, please see the tentative Convention schedule on page 12.

Attendees can take advantage of the discounted CMSA room rate at the Hyatt Regency Monterey Hotel & Spa — a luxury hotel property that is surrounded by 22 acres of beautiful Monterey pines. The property is nearby the award-winning Monterey Bay Aquarium, local wineries, Fisherman's Wharf, Cannery Row, Carmel-by-the-Sea and the breathtaking Big Sur coastline!

(2014 Convention cont. on page 7)

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(2014 Convention cont. from page 6)

Make this convention a productive yet relaxing trip by enjoying the following hotel amenities:

- Spacious guestrooms with elegant, natural furnishings that compliment outdoor beauty of Monterey
- Heated outdoor pools
- 24-hour gym, full-service racquet club and YogaAway option
- Biking and jogging/walking trails
- Variety of spa services
- 24-hour automated business center conveniently located in the main lobby
- Pet-friendly (Call hotel for details.)

Have a stress-free stay at the resort while learning about upcoming industry trends at the 96th Annual CMSA convention! Attendees can access the special group rate of \$199 per night (plus tax). For those wanting to extend their stay before or after the convention, the hotel is offer-

ing rooms at the group rate three days prior to and three days after the convention dates based on availability. Don't wait to make your reservations! The hotel is expected to sell out again this year, so make sure to send in your Convention forms by the early registration deadline! Please call (888) 421-1442 to make your reservations in Monterey and request the California Moving and Storage Association group rate. You can also make your reservations online by visiting www.thecmsa.org and find the reservation link on our Convention Calendar webpage.

Convention registration forms are included in this edition of *The Communicator*. For additional copies of the forms, visit the CMSA website at www.thecmsa.org.

Submit your registration forms and payment by the early registration deadline of February 28, 2014, and you will be entered in a drawing to win \$50 cash! Remember: Only full registrations paid by February 28, 2014, will be entered in the drawing. Individual event ticket purchases are ineligible.

(2014 Convention cont. on page 8)



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Inquiries are always kept confidential.

Golden Eagle Moving Services' Driver and Mover Honored at United Van Lines Convention

Two employees of Golden Eagle Moving Services received awards at the United Van Lines convention in Boca Raton, Fla. Perry J. Hand was awarded Van Operator of the Year and Arthur Sabree was awarded the United Customer Hero Award.

During the 12-month qualifying period, Hand drove more than 58,000 miles, maintained an impressive claims rating and had a perfect safety rating. He also had an outstanding customer service rating. Hand lives in Crestline, Calif., and has driven for Golden Eagle Moving Services for two years, but has been in the industry for 30 years. He says that the best part of his job is interacting with customers and putting smiles on their faces.

Sabree has worked at Golden Eagle for

more than 20 years. His peers nominated him because he immediately puts customers at ease by showing he is focused on always providing a pleasant moving experience and taking special care when packing and moving their belongings. He inspires his fellow crew members to do the same.

The Customer Hero Award was inspired by its first recipients, Ronald Ruiz and Ruth Portillo, who were recognized in 2011 for their devotion to their customers. The award honors front-line service providers, such as packers, loaders and helpers for their commitment to quality customer service. This year's recipient was chosen by a panel of associates who regularly work directly with customers based on nominations from the agency family.

(2014 Convention cont. from page 7)

If you have any questions, please call the CMSA office at (800) 672-1415 (within CA) or

(562) 865-2900. Hope you will brave "The New Digital Frontier" this year with CMSA in beautiful Monterey!



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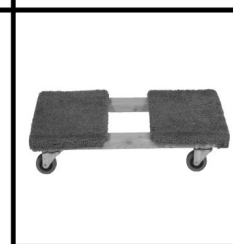
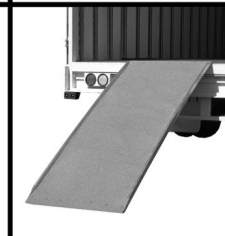
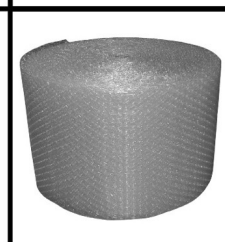
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FACTS ABOUT

Truck and Bus Regulation Compliance Requirements Summary

Fleets have flexibility to comply

On December 12, 2008, the California Air Resources Board approved the Truck and Bus regulation to significantly reduce particulate matter, or PM, and oxides of nitrogen emissions from existing diesel vehicles operating in California. This fact sheet describes the regulatory requirements consistent with the amendments considered by the Board in December 2010.

What vehicles are affected by the truck and bus regulation?

The regulation applies to nearly all diesel fueled trucks and buses with a gross vehicle weight rating (GVWR) greater than 14,000 pounds that are privately or federally owned and for privately and publicly owned school buses. Other public fleets, solid waste collection trucks and transit buses are already subject to other regulations and are not part of the truck and bus regulation. Trucks that transport marine containers must comply with the drayage truck regulation.

What are the compliance requirements for heavier trucks and buses?

| Engine Model Year Schedule for Heavier Trucks | |
|---|---|
| Engine Year | Requirement from January 1 |
| Pre-1994 | No requirements until 2015, then 2010 engine |
| 1994-1995 | No requirements until 2016, then 2010 engine |
| 1996-1999 | PM filter from 2012 to 2020, then 2010 engine |
| 2000-2004 | PM filter from 2013 to 2021, then 2010 engine |
| 2005-2006 | PM filter from 2014 to 2022, then 2010 engine |
| 2007-2009 | No requirements until 2023, then 2010 engine |
| 2010 | Meets final requirements |

Heavier trucks and buses with a GVWR greater than 26,000 pounds would have two primary ways to comply. Fleets could comply with the compliance schedule by engine model year or could use a phase-in option that is more flexible.

Starting January 1, 2012, heavier trucks would be required to meet the engine model year schedule shown to the left. Fleets that comply with the schedule would install the best available PM filter on 1996 model year and

newer engines and would replace the vehicle 8 years later. Trucks with 1995 model year and older engines would be replaced starting 2015. Replacements with a 2010 model year or newer engines meet the final requirements, but fleets could also replace with used trucks that would have a future compliance date on the schedule. For example, a replacement with a 2007 model year engine complies until 2023. By 2023 all trucks and buses must have 2010 model year engines with few exceptions. No reporting would be required if complying with this schedule.

| Phase-In Option for Heavier Trucks | |
|------------------------------------|--------------------------|
| Compliance Date | Vehicles with PM Filters |
| January 1, 2012 | 30% |
| January 1, 2013 | 60% |
| January 1, 2014 | 90% |
| January 1, 2015 | 90% |
| January 1, 2016 | 100% |

In addition, there would be a phase-in option that allows fleets to decide which vehicles to retrofit or replace, regardless of engine model year. Fleets must report information about all of their heavier trucks starting January 31, 2012, to use this option.

Fleets could comply by demonstrating they have met the percentage requirement each year as shown in the table. For example, by 2012 the fleet would need to have PM filters on 30 percent of the heavier trucks and buses in the fleet. This option counts 2007 model year and newer engines originally equipped with PM filters toward compliance and would reduce the overall

number of retrofit PM filters needed. Any engine with a PM filter regardless of model year would be compliant until at least 2020. Beginning January 1, 2020, all heavier trucks and buses would need to meet the requirements specified in the Compliance Schedule for Heavier Trucks.

Are there any credits or exemptions fleets can use?

Starting January 1, 2012, fleets that report and use the phase-in option for heavier trucks, could take advantage of credits to delay requirements for other heavier trucks in the fleet until 2017 for the following:

- PM filters installed before July 2011
- Early purchase of cleaner engines before 2012 (originally equipped with PM filters)
- Reducing the number of trucks since 2006
- Adding fuel-efficient hybrids or alternative fueled engines to the fleet

All fleets could make any vehicle equipped with a PM filter prior to 2014 compliant until 2020, or could make all heavier vehicles in the fleet exempt from meeting the replacement requirements until 2023 if all heavier trucks in the fleet are equipped with PM filters prior to 2014. Fleets would need to report by January 31, 2014 to take advantage. Vehicles operated less than 1000 miles per year can also be exempt from the general requirements but must be reported in the compliance year.

What are the requirements for lighter trucks and buses?

Lighter trucks and buses with a GVWR of 14,001 to 26,000 pounds would not have compliance

Engine Model Year Schedule for Lighter Trucks

| Engine Year | Replacement Date |
|----------------|------------------|
| 1995 and older | January 1, 2015 |
| 1996 | January 1, 2016 |
| 1997 | January 1, 2017 |
| 1998 | January 1, 2018 |
| 1999 | January 1, 2019 |
| 2003 and older | January 1, 2020 |
| 2004-2006 | January 1, 2021 |
| 2007-2009 | January 1, 2023 |

requirements until 2015. The Engine Model Year Schedule for Lighter Trucks table lists the compliance dates that would apply by engine model year for lighter trucks. Starting January 1, 2015, lighter trucks with engines that are 20 years or older would need to be replaced with newer trucks. Starting January 1, 2020, all remaining trucks and buses would need to be replaced so that they would all have 2010 model year engines or equivalent emissions by 2023. No reporting would be required.

Fleets would also have the option to install a PM filter retrofit on a lighter truck by 2014 to make the truck exempt from replacement until January 1, 2020, and any

lighter truck equipped with a PM filter retrofit prior to July 2011 would receive credit toward the compliance requirements for a heavier truck or bus in the same fleet.

Are there any other provisions for exemptions or delays?

The regulation has special provisions that delay some or all of the compliance requirements, but fleets must report to take advantage of them. By April 29, 2011, fleets would need to report to qualify for lower use and specialty agricultural truck exemptions until 2017 or 2023 and must report hour meter readings for sweepers with auxiliary Tier 0 engines. Fleets would need to report by January 31, 2012 to take advantage of delays until 2014 for small fleets with one to three vehicles, log trucks, lower use construction trucks, and vehicles operating in parts of the state with less polluted air.

What are the requirements for school buses?

School buses with a GVWR more than 14,000 pounds would need to meet PM filter requirements from 2012 to 2014. School bus fleets would need to demonstrate that 33 percent of their buses have PM filters by 2012, 66 percent by 2013 and 100 percent by 2014. If an engine cannot be equipped with a PM filter it will need to be replaced by January 1, 2018. Pre-1977 model year school buses must be replaced by 2012. No reporting is required, but fleets must keep records.

If I decide to sell my vehicle, do I have to notify the buyer of the requirements of this regulation?

Yes. Any person selling a vehicle subject to the Truck and Bus Regulation must provide a specific disclosure statement in writing to the buyer on the bill of sale, sales contract addendum, or invoice. See Regulatory Advisory 416 at www.arb.ca.gov/enf/advs/advs416.pdf.

For more information

Other fact sheets and additional information are available at: www.arb.ca.gov/dieseltruck or by calling ARB's diesel hotline at (866) 6DIESEL (866-634-3735). To obtain this document in an alternative format or language, please contact (866) 634-3735. TTY/TDD/ Speech to Speech users may dial 711 for the California Relay Service.

CMSA 96th Annual Convention Schedule

TUESDAY, APRIL 29

4:00 p.m. - 5:00 p.m. Executive Committee Meeting

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

WEDNESDAY, APRIL 30

8:00 a.m. - 6:00 p.m. Registration Desk Open

8:00 a.m. - 9:00 a.m. Insurance Committee Meeting

9:00 a.m. - 10:00 a.m. Government Affairs Committee Meeting

10:00 a.m. - 11:00 a.m. Membership Committee Meeting

11:00 a.m. - 12:00 p.m. Military Affairs Committee Meeting

1:30 p.m. - 5:00 p.m. Board of Directors Meetings

3:00 p.m. - 5:00 p.m. Early Exhibitor Set-Up

THURSDAY, MAY 1

7:00 a.m. - 8:30 p.m. Registration Desk Open

8:30 a.m. - Shotgun Golf Tournament

8:00 a.m. - 4:00 p.m. Exhibitors Set-Up

(Schedule continued in second column.)

5:00 p.m. - 6:00 p.m. Associate Member Committee Meeting

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

FRIDAY, MAY 2

7:30 a.m. - 12:00 p.m. Registration Desk Open

8:00 a.m. - 9:00 a.m. Monterey Sunrise Breakfast

9:00 a.m. - 12:15 p.m. General Business Session

12:30 p.m. - 2:00 p.m. Cannery Row Luncheon

2:00 p.m. - 4:00 p.m. Military Breakout Session

6:00 p.m. - 9:00 p.m. Monterey Beach Party Dinner

SATURDAY, MAY 3

8:00 a.m. - 12:00 p.m. Registration Desk Open

8:00 a.m. - 9:00 a.m. Presidio Breakfast

9:00 a.m. - 12:15 p.m. General Business Session

12:30 p.m. - 2:00 p.m. Big Sur Awards Luncheon

12:30 p.m. - 3:00 p.m. Booth Tear-Down

6:00 p.m. - 7:00 p.m. Chairman's Reception

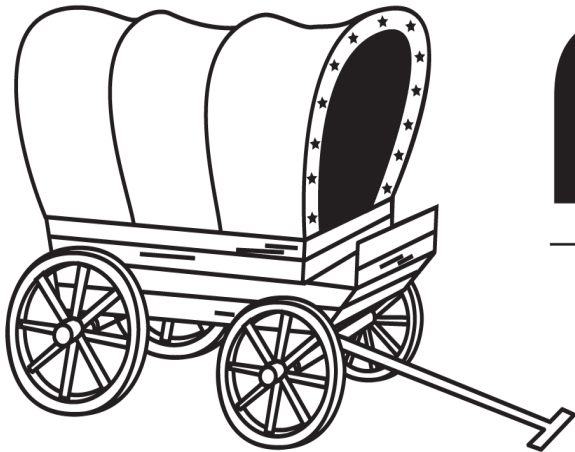
7:00 p.m. - 11:00 p.m. Chairman's Dinner/Dancing



Members are now able to register for the 2014 CMSA Convention!

**April 29-May 4
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- ❖ Household goods freight forwarding

Hazelwood Allied Gives Back at Classic Car Show

Hazelwood Allied Moving & Storage donated its services to the Special Olympics Santa Barbara for the 2013 Coast Village Classic Car Show in Montecito. Hazelwood Allied coordinated with event staff to organize the registered classic cars and trucks in the parking areas for the show. The company also transported the organization's show equipment and assisted with the setup and breakdown of the booths.

"The Coast Village Classic Car Show has been a much anticipated event for car enthusiasts and the entire community. The show was very exciting indeed, and Hazelwood Allied Moving and Storage is honored to be a part of this," said Casey McCann, the company president. "And most importantly, we were glad to support an event that provides Special Olympic athletes with an opportunity to experience the life-changing joy and power of sports."

All proceeds from the car show directly benefited Special Olympics Santa Barbara's sports training and competition programs.

RHM Named No. 1 in 'Hawaii's Best' Readers' Poll

In 2013, CMSA member Royal Hawaiian Movers was named No. 1 for moving services, according to the Honolulu Star-Advertiser's annual "Hawaii's Best" readers' poll. Hawaii's people voted Royal Hawaiian Movers first place in "Moving Service". This is the second consecutive year Royal Hawaiian Movers has been named with this honor and they continue to work hard to provide the best service.

As part of the family-owned and family-operated, DEWITT Companies Ltd. LLC/ Royal Hawaiian Movers share a common goal of superior customer service and its sister companies Royal Alaskan Movers, DEWITT Moving & Storage of Guam and Approved Freight Forwarders. DEWITT Companies is deeply honored by the recognition of Royal Hawaiian Movers by the people of Hawaii and proud to offer the best moving service in the eyes of its community.



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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.

Dependable Auto Shippers Invest \$7 Million in Fleet Expansion, Adds 24 Additional Trucks

(DALLAS) Dependable Auto Shippers (DAS), one of the largest privately owned vehicle transport companies in the U.S. since 1954, announced it has made a \$7 million investment to expand and upgrade its truck fleet with the purchase of 24 additional trucks. The new trucks are part of an ongoing strategy to replace aged units and contemporize the fleet throughout the next two years, while continuing to grow the company's reach and leadership within the auto transport industry.

"By adding these trucks, DAS is taking another step toward the modernization of our company-owned fleet," said John Roehll, executive vice president and partner of DAS. "We pride ourselves on running a fleet with high-

performance equipment and believe these new trucks will allow us to continue offering the highest level of customer service and transport capacity."

The 24 new units represent the first phase in a plan to replace all trucks in the company's fleet. Unique within the privately owned vehicle transport industry, DAS owns and maintains its own truck fleet including these new vehicle transports, which are combined units with power and trailer built together.

The increased efficiency brought by the new trucks combined with recent changes in environmental laws help DAS decrease its environmental footprint. The new trucks will be assigned to DAS' top drivers.

The 2014 CMSA College & Vocational Scholarship applications and required documents are due Friday, February 14, 2014 at noon!

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AMSA's 2014 National Conference Set for San Diego

CMSA members are invited to join AMSA in San Diego for the 95th Annual Education Conference & Expo, Feb. 9-12, at the Manchester Grand Hyatt. The conference you've come to expect is better than ever with daily general sessions, dynamic speakers, top-notch industry education, and three in-depth summits on military moving, international business and working with independent contractors.

They'll kick off Sunday evening with a welcome reception aboard the historic USS Midway aircraft carrier. Monday's keynote address will be delivered by columnist, author and

small business owner Gene Marks and Tuesday's featured speaker is FMCSA Administrator Anne Ferro. Plus, you can network with more than 100 industry suppliers and enjoy exciting special events, including the ProMover Classic golf tournament at Torrey Pines; AMPAC's Pinewood Derby; silent and live auctions; and

AMSA's prestigious industry awards presentation and dinner.

The Manchester Grand Hyatt is on the edge of the Gaslamp Quarter and steps away from the Embarcadero boardwalk along San Diego Bay, home to the Navy Pier and Seaport Village.

"AMSA does an outstanding job bringing industry leaders together," says Dan Lammers, vice president of Ace Relocation Systems and 2014 AMSA conference chairman. "The networking and learning opportunities aid in developing creative solutions for

leading my business into the future. I can't wait to show you my hometown."

Registration is \$825 for AMSA members; \$1,450 for non-members. The special room rate of \$210 is available until January 10. Visit www.promover.org/conference for more information and to register. See you in San Diego!



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Calendar of Events

| | | | |
|---------------------|---|---|---|
| Wed., December 11 | Greater LA-OC/BC Joint Chapter Meeting | Wed., March 5 | Twin Counties Chapter Golf & Bocce Tournament |
| Tues., December 17 | North Bay Chapter Meeting | Wed., March 19 | San Diego Chapter Golf Tournament |
| Thurs., December 19 | Sacramento Chapter Meeting | Sun., March 30 | Greater LA Chapter Day at the Races |
| Wed., January 8 | San Diego Chapter Meeting | Wed., April 9 | Greater Los Angeles Chapter Meeting |
| Tues., February 4 | Ventura/S. Barbara Chapter Meeting | 96th Annual CMSA Convention April 29 - May 4, 2014 Hyatt Regency Monterey Hotel & Spa Monterey, California | |
| Wed., February 5 | Greater Los Angeles Chapter Meeting | | |
| Wed., February 19 | Northern Region Chapter Meeting | Fri., October 3 | Monterey Bay Chapter Golf & Bocce Tournament |
| Tues., February 25 | Mid Valley Chapter Spaghetti Dinner | | |

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Northern Region Chapter Golf Tournament Held at the Blackhawk Country Club

The CMSA Northern Region Chapter Golf Tournament was held at the Blackhawk Country Club in Danville. A special thanks goes to Robert Bowen at Crown Worldwide for helping the chapter register its tournament at the premier professional course.

Seventy-three players supported the chapter by attending the event. The golfers had a range of scores from 57 to 112. That last score was Northern Region Chapter Board Member Karl Anderson's from Anderson Bros.!

A huge thank you goes to all the golf tournament sponsors. They truly are what made the

fundraiser a success. Thank you to **RL Liquidators, Box Bros., Ship Smart, DEWITT Companies, Paul Hanson Partners Insurance, Enterprise Commercial Trucks, J & S Paper, Cummings Moving Company, Bay Area Crating Services, Golden State Container, Royal Hawaiian Movers, TransGuard Insurance, Crown Worldwide Moving & Storage, Anderson Bros. Movers and New Haven Moving Equipment.**

Thank you to all the members who brought raffle prizes! They helped the chapter raise more funds for the CMSA Scholarship Fund.

CMSA & Move for Hunger Movers in San Diego Lent Trucks and Support for Local Food Drives

During the November 9 Fill-A-Truck food drives, many Californians will have a meal this holiday season due to the support of: Priority Moving, McCarthy Transfer & Storage, Republic

Moving & Storage, Eckert's Moving & Storage and Coleman American Moving Services.

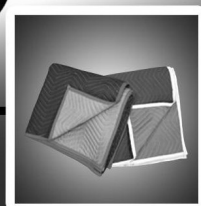
All together, the food drives collected more than 13,000 pounds of food!



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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.

DISPATCHER WANTED

Position open for experienced Dispatcher with Major Van Line Agent on the Central Coast. Knowledge of intrastate, interstate and international as well as all military regulations regarding SIT and NTS. Responsible for keeping all vehicles maintained and compliant with California and van line regulations. Insuring all vehicles are registered properly. Knowledge of log rules and regulations. Experience with computers and knowledge of Word and Excel. Must be able to manage and schedule personnel. Safety training as well as training all employees for dispatched positions. Deal with driver breakdowns. All candidates MUST pass a background check. CDL preferred, but not required. Long standing company offers competitive salary, health insurance, vacation and 401K. Excellent job for someone looking for long-term employment on California's beautiful central coast. Send resumes and letters of inquiries to: CMSA, Box J1014, 10900 E. 183rd St., #300, Cerritos, CA 90703.

EMPLOYMENT OPPORTUNITY

Santa Clarita-based company looking to hire Class A owner operator with CARB-compliant vehicle for local and OTR shipments. Must have clean record, experience and able to pass major van line standards. Send resumes and letters of inquiries to: CMSA, Box J0142, 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.

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.

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

Experienced Sales Estimator — Growing Santa Clarita company now hiring for an aggressive residential and O&I salesperson. Send resumes and letters of inquiries to: CMSA, Box J014, 10900 E. 183rd St., #300, Cerritos, CA 90703.

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Renee Smith Brianna Gale

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





You're Invited to the California Moving & Storage Association's 96th Annual Convention!

Meet your California colleagues in Monterey, Calif., April 29–May 4, 2014 and learn about issues affecting both the California & National Moving Industry. Check out the convention room rate:

CMSA ROOM RATE: \$199 Per Night*

**Call toll-free 888-421-1442 and request the group rate for
"California Moving & Storage."**

The rate is for the Hyatt Regency Monterey Hotel & Spa, 1 Old Golf Course Road, Monterey, CA 93940. The above rate also applies three (3) days before and after the CMSA official convention dates based on availability if you decide to extend your stay.

*Hotel rate is for single or double occupancy and subject to the prevailing state and local taxes (currently 10% and \$1.15) or applicable service, or hotel fees in effect at the time of check-in.

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

The Monterey area also offers many nearby activities and sites to explore during your free time such as the Monterey Bay Aquarium, Fisherman's Wharf, Cannery Row, wineries, beaches, shopping and more! Don't forget to sign up for CMSA's Annual Golf Tournament being held Thursday, May 1, 2014.

Convention Registration Fee - \$475

Check our website for Convention and Exhibitor Registration at: www.thecmsa.org

2014 CMSA CONVENTION - INDIVIDUAL EVENT TICKET FEES:

| | | <u>Adult</u> | <u>Child</u> |
|---------------|---|--------------|--------------|
| Thurs., May 1 | Exhibitors Welcome Reception | \$150.00 | \$100.00 |
| | Golf Tournament Registration (USE GOLF FORM) | \$115.00 | \$115.00 |
| Fri., May 2 | Monterey Sunrise Breakfast | \$35.00 | \$25.00 |
| | Cannery Row Luncheon | \$60.00 | \$42.00 |
| | Monterey Beach Party (Off-Site Dinner) | \$100.00 | \$50.00 |
| Sat., May 3 | Presidio Breakfast | \$35.00 | \$25.00 |
| | Big Sur Luncheon | \$60.00 | \$42.00 |
| | Chairman's Reception & Dinner/Ball | \$150.00 | \$100.00 |

Additional Ticket(s) Order Form:

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

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

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

Tickets will be included in your registration packet. Cancellations made before March 28, 2014 will be subject to administrative fees plus any incurred costs (not to exceed 50% of the fees paid). After March 28, 2014, 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. 183rd St., Ste. 300, Cerritos, CA 90703
or fax to: (562) 865-2944. For questions, call Renee Hifumi at (562) 865-2900.

CMSA 96th Annual Convention Registration Form

April 29 - May 4, 2014



EARLY REGISTRATION DEADLINE: FEBRUARY 28, 2014

Register by February 28, 2014 and be eligible for the drawing to win \$50 CASH!*

*Individual event ticket purchases are ineligible. Only full registrations paid by February 28, 2014 will be entered in drawing to be held on May 1, 2014.

Early Registration Deadline: February 28, 2014

Register the following company's representatives.

Check here if this is your first CMSA Convention: _____

Mr. _____ Badge First Name _____

Mrs./Ms. _____ Badge First Name _____

Other _____ Badge First Name _____

Company _____ Phone () _____ Email _____

Address _____ City _____ State _____ Zip _____

Date of Arrival _____ Date of Departure _____

REGISTRATION FEE: (See reverse side)

| | Before Feb. 28 | After Feb. 28 |
|----------------------------------|---------------------------|--------------------------|
| 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 **March 28, 2014**, will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). After **March 28, 2014**, we will be unable to make refunds. Substitutions will be accepted, but we need to know one week in advance.

ROOM RESERVATIONS: Call Hyatt Regency Monterey Hotel & Spa directly at 1-888-421-1442 to make reservations and ask for the group rate for **California Moving and Storage Association**. A reservation link can also be found online by visiting www.thecmsa.org and clicking on the Convention Calendar webpage. Reservations must be made by **March 30, 2014**, to guarantee the special group room rate. All major credit cards are accepted for deposit.

FULL REGISTRATION FEE (\$475.00) INCLUDES:

Thursday, MAY 1

EXHIBITORS WELCOME RECEPTION

Food, Beverage, Latest in Industry Products and Service Technologies

Friday, MAY 2

MONTEREY SUNRISE BREAKFAST

CMSA GENERAL SESSION

CANNERY ROW LUNCHEON

MILITARY DISCUSSION PANEL

MONTEREY BEACH PARTY

Off-Site Dinner at the Del Monte Beach House

Saturday, MAY 3

PRESIDIO BREAKFAST

CMSA GENERAL SESSION

VAN LINE PANEL DISCUSSION

BIG SUR AWARDS LUNCHEON

CHAIRMAN'S RECEPTION & DINNER/BALL

Exhibitor Registration Form

96th CMSA Annual Convention

EXHIBIT DATES: MAY 1-3, 2014

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 28, 2014 @ \$1,200 \$ _____
After March 28, 2014 @ \$1,500

Booth Electricity—\$85 per booth \$ _____

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 Hyatt Regency Monterey Hotel, and the Hotel'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 Hotel 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 March 28, 2014 will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). No refunds will be made after March 28, 2014.

Exhibit Dates: May 1-3, 2014

Early set-up available after 3pm on Wed., April 30, 2014.

California Moving & Storage Association

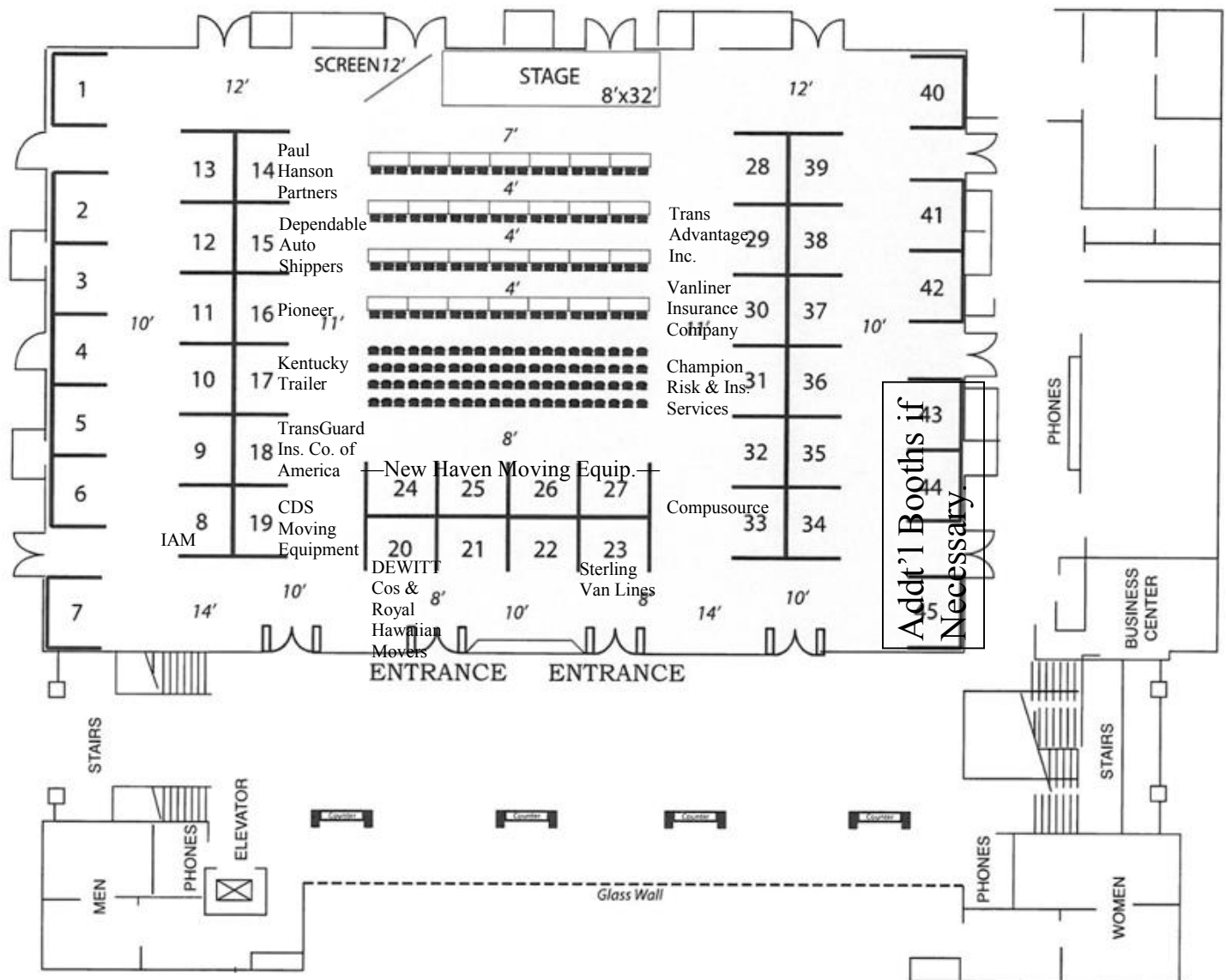
96th Annual Convention

Booth Diagram

Hyatt Regency Monterey Hotel

Monterey, CA

Exhibit Dates: May 1-3, 2014



CMSA ANNUAL GOLF TOURNAMENT REGISTRATION FORM

DEL MONTE GOLF COURSE
1300 Sylvan Road
Monterey, CA 93940
(831) 373-2700

THURSDAY, MAY 1, 2014
8:30 AM SHOTGUN START
(Golfers should arrive at course by 8:00 am.)



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

Entry fee -- \$115.00 per person / Includes: green fees & cart. Lunch is not included.

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 (#14) – 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 11, 2014.

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: _____

Club rentals available at the pro shop for \$65 per set. If you plan to rent clubs, please provide count below so that the pro shop will be sure to have enough on hand and ready for you to pick up.

Enter # of Rental Sets: ____ Men's RH ____ Men's LH ____ Women's RH ____ Women's LH

**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. Apr 29 Movers & Shakers Reception *
2. Tues. Apr 29 Movers & Shakers Dinner ♦*
3. Thurs. May 1 Golf Tournament ♦
4. Thurs. May 1 Exhibitors Reception ♦
5. Fri. May 2 Monterey Sunrise Breakfast
6. Fri. May 2 Cannery Row Luncheon ♦
7. Fri. May 2 Transportation to Off-Site Event
8. Sat. May 3 Presidio Breakfast
9. Sat. May 3 Big Sur Awards Luncheon ♦
10. Sat. May 3 Chairman's Reception/Dinner ♦

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 Pioneer
 New Haven Moving Equipment
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 Paul Hanson Partners
 AVAILABLE
 AVAILABLE
 Champion Risk & Ins Svcs/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.**