

# 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

## 2014–2015 Chairman Jay Casey Installed at CMSA Convention in Monterey



*2013–2014 CMSA Chairman PJ Welch hands the ceremonial gavel to 2014–2015 CMSA Chairman Jay Casey during the Chairman's Ball/Dinner at the Hyatt Regency Monterey Hotel & Spa.*

CMSA's 96th Annual Convention was held at the Hyatt Regency Monterey Hotel & Spa from April 29 to May 4. More than 300 moving and storage specialists gathered in Monterey to make this a successful event.

Our Convention began on Tuesday with the Executive Committee meeting convening in the afternoon and the Movers and Shakers Reception/Dinner at night. The Movers and Shakers Reception/Dinner was an appreciation dinner for all CMSA Board members, Committee members, Chapter Presidents and special guests for their support of the Association throughout the year. The reception was sponsored by Gate-

ways International Inc. and the dinner was sponsored by **TransGuard Insurance Company of America**.

On Wednesday morning, the Insurance, Government Affairs, Membership and Military Affairs Committees convened to discuss industry business items and concerns. The outgoing 2013–2014 Welch Board of Directors and the incoming 2014–2015 Casey Board of Directors convened in the afternoon. Outgoing Chairman **PJ Welch** thanked his directors for their hard work during the year by creating a 2014 CMSA

*(2014 Convention cont. on page 6)*



## Chairman's Corner

By: Jay Casey

It was great seeing everyone at the Convention this year. Our 96<sup>th</sup> annual Convention was a huge success! I am going to take this opportunity to thank our wonderful CMSA staff for putting everything together. I

would also like to extend a special thanks to PJ Welch for his involvement and leadership over the years — his direction and vision has benefited us all.

As the 2014–2015 Chairman of the Board, it is my privilege to serve the CMSA. Along with our outstanding Board members and staff, our Association represents a network of dedicated individuals working together to improve our industry. I am excited to be a part of this team. I hope to continue, as my predecessors have, by keeping the momentum going and sharing positive ideas.

From the Association's perspective, 2013 was a great year that saw many changes not

only at the chapter level but statewide. As we continue through 2014, the CMSA remains well-positioned to provide information and representation to our members — large or small. I would like to point out that committee meetings are open to all CMSA member, and I encourage everyone to attend any and/or all of these meetings. We are always open to positive feedback and input. Remember, this is your Association. We are a sleeping giant and the more participation we have, the more impact we have on our communities. Our voice will be much louder when we are on the steps of the state capitol or talking with our friends at the CPUC in San Francisco.

Our theme this year was "The New Digital Frontier." Look around. Change is happening and we need to stay in the front of the line. I believe that we need to embrace technology. We need to take advantage of innovation and look at evolving technology as a friend, not an enemy. We need to look at alternative services because diversification is not a maybe — it is a must.

I am honored to be your Chairman. This position is something that I will take very seriously.

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



# ARROW TRUCK SALES

**When it comes to  
service and selection...**

**Arrow delivers!**



## **All Makes and Models!**

- **Sleeper Tractors**
- **Moving Vans**
- **Daycabs**
- **Straight Trucks**
- **Single Axles**
- **Pack Vans**

**Call us before your next purchase.**

**888.646.2776**

**SOUTHERN CA**  
**TOM BRANCATO**

**CENTRAL & NORTHERN CA**  
**PREET KAUR**



## **President's Comments**

By: Steve Weitekamp

This issue of *The Communicator* reviews some of the highlights and shares many photographs of our recent Convention. Our time in Monterey was a success with a high-quality program and numerous opportunities for networking at fun-filled

events. To top it off the weather couldn't have been more beautiful. The culmination of our Convention was the passing of the gavel from Chairman PJ Welch to Chairman Jay Casey. We thank Chairman Welch for his service and look forward to the year ahead with Chairman Casey. Make plans to join us next year April 28 to May 3 in San Diego.

Summer is upon us. Hopefully, you have positioned your business to take advantage of capacity opportunities that CMSA expects to materialize as a result of the impact of challenging California regulations. The California Air Resources Board (CARB) Diesel Truck regulations has many carriers concerned about doing business in our state. The rules continue to modify, to the confusion of many. However, in brief, if your equipment is not California-specific and operates more than 20,000 miles per year, you have few options this year. The financial hardship extension will most likely not be finalized for implementation until the end of 2014. CMSA will continue to provide information in *The Communicator*, upcoming Convention and chapter meetings as it becomes available.

Since our last publication, the CARB Board of Directors met to review possible modifications to the existing On-Road Diesel Engine Regulation. This round of modifications addressed issues discussed and presented at the CARB listening sessions in late 2013, where CMSA and several members addressed regulation and implementation concerns. CARB appears to have listened to our concerns related to the financial impact on low-use operators and our message related to vocational trucking. (Think: Industries, like moving, have operations that include significant work time when the truck is not running). Our message was that vocational trucking is a larger group than just construction-related trucking. We believe that the modified

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

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

work truck extension will provide compliance flexibilities to California movers. CleanFleets.net has an article in this issue that reviews the CARB program in further detail.

In May, CMSA participated, for the first time, in the National Defense Transportation Association (NDTA) conference where we presented the current CARB program to attendees representing the military, government agencies and movers who service military business. In addition to reviewing the program, our mission was to ensure that all present understood that CMSA members stand ready with capacity to service this impor-

tant line of business.

One of the core values of the Association is the belief that we can do good while doing well. Our recent convention saw the awarding of \$56,000 in scholarships and \$5,000 donation to the Special Olympics. Our board of directors also established a relationship with the Move for Hunger program. Forty-seven CMSA member companies are already participating in this worthwhile program and I know that others will join in the near future. In this busy time, make sure your crews understand the importance of safe operation of vehicles and equipment both for themselves and the public.

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

I look forward to working with our talented and energetic board of directors and staff in the year

ahead. I am sure that together, we will continue to offer a fresh perspective and new ideas to help maintain our active Association.

## **Calendar of Events**

**Friday, October 3  
Monterey Bay Chapter  
Golf & Bocce Tournament**

**2015 CMSA Convention  
April 28—May 3  
Paradise Point Resort & Spa  
San Diego, CA**



CA License #0H18156

### **DISCOVER THE MANY BENEFITS OF WORKING WITH CHAMPION RISK.**

With decades of experience advising our clients in the moving and storage industry, Champion Risk is proud to be **CMSA's endorsed employee benefits consultant.**

But there's more to Champion Risk than health and wellness. Turn to us for all your business insurance needs.

- Property
- General Liability
- Warehouse Legal
- Motor Truck Cargo
- Auto
- Crime

- Surety Bonds
- Umbrella
- Workers Compensation
- International Cargo
- Independent contractor coverage
- Captive Programs

**Champion Risk**  
& Insurance Services, L.P.



*An Affiliate of Wood Gutmann & Bogart Insurance Brokers*

Phone: 858-369-7900 | Web: [championrisk.net](http://championrisk.net)



# CMSA Announces Move for Hunger as New Endorsed Program

CMSA is pleased to announce that we have partnered with the nonprofit organization, Move For Hunger. With more than 6,000,000 Californians struggling with hunger, there has never been a more important time for us to get involved. By teaming up, our members will be able to participate in feeding hungry Californians all year round. The program is a natural fit for movers of our association, and we are excited to begin giving back!

As you are aware, many people throw out a good deal of "stuff" during the moving process. Unfortunately, some of this "stuff" is food that could be delivered to a family in need rather than thrown away. Move for Hunger asks you to begin asking your customers to donate this unopened, non-perishable food during their moves. You should then deliver this food on a monthly basis to your local food bank or pantry, where it will be distributed to families in need.

On the CMSA Move for Hunger webpage, there is a program application and a marketing packet available for members to download. Please visit the CMSA Move for Hunger program webpage at <http://www.thecmsa.org/html/community/MoveforHunger.htm> for more information.

## Top Three Associations in Enrolled Movers

|                        |    |
|------------------------|----|
| Southwest Movers (SMA) | 46 |
| California (CMSA)      | 45 |
| Illinois (IMAWA)       | 38 |

## Top Three Associations in Event Pounds

|                     |         |
|---------------------|---------|
| Pennsylvania (PMSA) | 712,691 |
| California (CMSA)   | 486,651 |
| New Jersey (NJWMA)  | 248,758 |

## Top Three Associations in Regular Pounds

|                    |        |
|--------------------|--------|
| New Jersey (NJWMA) | 27,234 |
| Illinois (IMAWA)   | 26,406 |
| California (CMSA)  | 19,578 |

Data Source: Move for Hunger



**After 109 years,  
we know what it takes  
to keep moving forward.**

**Stevens Worldwide Van Lines is  
committed to growing its agents and assisting  
them in building their local and interstate business.**

- Dedicated Agency Development Team
- Lead generation and appointment setting
- Real Estate partnership programs
- Financial and corporate stability
- Unlimited hauling potential
- Co-op advertising and marketing support
- International capabilities
- Agent payments made at time of billing
- Outstanding military business opportunities

**To learn more about becoming a Stevens agent,  
contact Morrie Stevens, Jr. [agents@stevensworldwide.com](mailto:agents@stevensworldwide.com)  
800.678.3836, ext. 359**



Proud supporter of the National Breast Cancer Foundation, Inc.\*

**STEVENS®**  
worldwide van lines  
The Way to Move. The Way to Care.



USDOT 72029  
**[agents.stevensworldwide.com](http://agents.stevensworldwide.com)**

*(2014 Convention cont. from page 1)*

scholarship award in their honor and giving them all cigars as gifts. Incoming Chairman **Jay Casey** convened his first meeting with his board to outline goals and to review the committee lists for the coming year.

On Thursday morning, Convention golfers walked next door to the Del Monte Golf Course for the Convention Golf Tournament. Sponsored by **Pioneer**, the golf tournament had more than 80 golfers participating. Members enjoyed beautiful Monterey weather while socializing with old and new colleagues. **TransGuard Insurance Company of America** gave members the opportunity to win big at the tournament by sponsoring a \$10,000 hole-in-one contest on the fourth hole.

In the evening, delegates attended the Exhibitors Welcome Reception,

sponsored by **New Haven Moving Equipment Corp.** Movers browsed all the booths to see

what this year's exhibitors had to offer in products and services for the industry. As networking and socializing commenced, delegates enjoyed a wide selection of hors d'oeuvres and refreshments and a historical photo slideshow running in the background.

The Monterey Sunrise Breakfast, sponsored by **Marathon Solutions Inc.**, was held on Friday morning. After breakfast, master of ceremonies **Alan Freese** of **Miller Moving & Storage** thanked all the delegates for attending the general business session and introduced CMSA Secretary/Treasurer **Robert Fraser** of **Redwood Moving & Storage** to start the proceedings with an invocation that included mentioning of American troops overseas and reviewing the CMSA

*(2014 Convention cont. on page 7)*



*Master of Ceremonies  
Alan Freese (right)*



*CMSA Secretary/Treasurer  
Robert Fraser*

## The CMSA Sponsored Workers Compensation Program

**Stable & Consistent  
Financially Strong  
Competitive Rates**

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



Program Administrator

FOR MORE INFORMATION

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

(2014 Convention cont. from page 6)



Keynote Speaker Jim Mathis

members who passed in the previous 12 months. **Freese** then conducted the annual roll call of delegates and introduced the 2014 Convention keynote speaker **Jim**

**Mathis.**

**Jim Mathis of Reinvention Nation** began his presentation with letting attendees know that he is all about provocation, not inspiration. "I'm here to make you itch and scratch," **Mathis** said. He said that provocation will cause people to change for the better. Without provocation, it would be difficult to make the necessary changes to evolve in this economy. "The economy isn't down; it's different," **Mathis** said. The economy is what it is and we cannot hope to change it, but we can modify our business strategies to adapt to the existing market environment and thrive where other businesses re-

fused to change their business practices.

**Mathis** also discussed how marketing to existing customers is one of the best methods for increasing your bottom line. "Expand to your base customers ... Go find more people like them," **Mathis** preached. He explains that these are people who like what you do and they have continued to use your services because of how you execute their needs. To make them happy, businesses should cater to them and to explore other services that will retain them as loyal customers. These customers would refer your business to other like-minded customers and the customer base will continue to grow. "Get them more of what they love," he said.

Following **Mathis** was longtime CMSA CARB expert **Sean Edgar of CleanFleets.net** to speak about current developments of CARB regulations. This year, **Edgar** explained the new



Sean Edgar

(2014 Convention cont. on page 8)



# partnerships

for the long haul

We recognize that partnering with a new van line is a tough decision. Change isn't easy — we understand. That's where we come in.

At Wheaton | Bekins, you're not just an agency number. We view our agents as partners and as an integral part of our success. We maintain an open door policy, aligning our company and customer philosophies. Like you, we believe in treating everyone honestly, fairly and professionally. We strive for total customer satisfaction, growth and financial stability. We deliver on our promises — that's the Wheaton | Bekins way.

With Wheaton | Bekins, we're interested in partnerships for the long haul.

**It's simple. Compare us to your current van line.**

**Wheaton**  
WORLD WIDE MOVING  
We move your life®

**BEKINS**

PARTNER COMPANIES

© 2013 Wheaton World Wide Moving. "We move your life" and "change never felt so good" are registered trademarks of Wheaton World Wide Moving. USDOT 70719 MC 87113  
© 2013 Bekins Van Lines is a registered trademark of Bekins Van Lines. USDOT 3256609 MC 770031

| Your Van Line            | Wheaton   Bekins                    |   |
|--------------------------|-------------------------------------|---|
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Policies based on what's best for the system, not just a select few |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | No excessive fees   |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Technology solutions that are cost-effective and simple to use      |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Strong agent marketing support and call center                      |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Van line's main objective is to support its agents, not vice versa  |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Easy-to-understand settlement sheets                                |
| <input type="checkbox"/> | <input checked="" type="checkbox"/> | Easy and open access to all van line personnel                      |

To learn more about a long-term partnership, call Mike Harvey at 800.932.7799, ext. 771, or visit us online at [www.joinwheatonbekins.com](http://www.joinwheatonbekins.com).

*Inquiries are always kept confidential.*

*(2014 Convention cont. from page 7)*

relief exemptions and extensions that are available to moving companies, including the 5,000-mile exemption, work truck extension and hardship delay. He also warned attendees that roadside inspections are continuing and fines are being given out on a regular basis. Moving companies should make use of the relief amendments in the law as soon as they can.

Outgoing Chairman **Welch** was next to speak to delegates about his journey with CMSA President **Steve Weitekamp** across the state visiting moving companies and speaking at chapter meetings. He presented a photo slideshow to the audience of moving companies, Associate member companies and other events he attended that allowed him to appreciate the business and to gain an under-

standing of how other companies reinvent themselves to adapt to the current economy.

Next, **CMSA President Steve Weitekamp** discussed what the Association has done in the past year for its members. He talked about a moving forms presentation he developed to give moving companies a better understanding of how to properly fill out these forms for full compliance of the MAX 4 Tariff. He also discussed the Association's hand in helping movers gain access to extensions and exemptions for CARB regulations. Weitekamp thanked his staff, the Associate members, Chairman Welch and CMSA Counsel Mark Hegarty for their support this year.

**Weitekamp** then asked the newly elected and re-elected Board members to come to the front to be sworn into office for



*2013-2014 CMSA Chairman PJ Welch (above) and CMSA President Steve Weitekamp (below)*



*(2014 Convention cont. on page 10)*



Vanliner is there for you with immediate, outstanding service if a loss occurs. But did you know that Vanliner has made loss prevention a top priority since day one? Our consultants know what it takes to reduce your exposure and protect your employees and the public from increased risk of loss. With our loss prevention tools, competitive rates, unique coverage options, years of financial stability, and industry-specific expertise, it's easy to see how we earned our A.M. Best Rating of A Excellent.

Let the pros at Vanliner secure and protect your business

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

A.M. BEST RATING OF  
A EXCELLENT

**VANLINER.**  
INSURANCE COMPANY

UNIQUELY QUALIFIED. CONSISTENTLY BEST.

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



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

## > bobtail trucks

packing tape  
rubber bands  
panel carts  
floor runners  
shrink wrap

## > library carts

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

## > walkboards

padlocks

## > e-crates

ladders  
lift levers  
curb ramps  
camera carts  
movers tape  
wheel chocks

## > 4 wheeled dollies

burlap moleskins  
corrugated paper

## > furniture pads

security seals

## > bubble pack

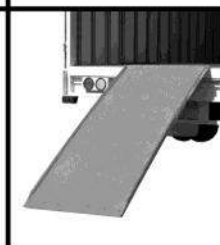
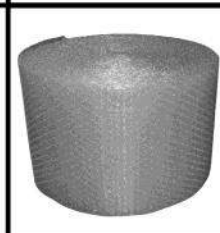
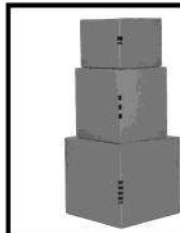
kraft paper  
steel strapping  
rubber tarp ties  
tubular webbing  
sisal twine

## > carton dollies

furniture skates  
finish repair kits  
carton sealing tape  
office machine carts

## > corrugated cartons

auto split ramps  
carpet runners  
boards



Los Angeles  
800-421-8700

San Leandro  
800-624-7950

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

*(2014 Convention cont. from page 8)*

their two-year terms. This year, the re-elected and newly elected Board members include: new CMSA Secretary/Treasurer **Robert Fraser** of **Redwood Moving & Storage**, **Ken Armstrong** of **Ridgecrest Moving & Storage**, **William Arvidson** of **Sav On Moving & Storage**, **Vince**

**Cardinale** of **Cardinale Moving & Storage Inc.**, **Jesse Chabot** of **Golden West Moving Systems Inc.**, **John Lance** of **NMS Moving Systems Inc.**, **Mark Larson** of **Mother Lode Van & Storage Inc.**, **Thomas McCarthy** of **McCarthy Transfer & Storage Inc.**, **Brad Metzner** of **Jack & Jeff Transfer Co.**, **Terry Pettigrew-Rolapp** of **Beverly Hills Transfer & Storage** and the new Associate Board Representative **Mark Hildreth** of **New Haven Moving Equipment Corp.** Board members that are continuing on for another year include: **CMSA Senior Chairman PJ Welch** of **Cardinal Van & Storage Co.**, **CMSA Chairman Jay Casey** of **Casey Moving Systems**, **CMSA Vice Chairman Patrick Longo** of **Andy's Transfer & Storage**, **Mark Andersen** of **Andersen Van & Storage**, **Karl Anderson** of **Anderson Bros. Movers**, **Sally Bolger** of **Grace Moving Company**, **Alan Freese** of **Miller Moving & Storage**, **Tim McCarthy** of **McCarthy Transfer & Storage Inc.** and **Maribeth Wolf** of **Golden Gate Mov-**

**ing & Storage Co.**

**ing & Storage Co.**

Master of ceremonies and Outgoing Chairman **Welch** started the afternoon's Friday Canyery Row Luncheon, sponsored by **Paul Hanson Partners Specialty Insurance**, by introducing the head table to attendees. **Chuck Cole**, president of **Advocation Inc.**, was the first speaker of the luncheon to review the cur-

rent tumultuous environment of the state legislature, including some illegal dealings involving some local representatives. **Cole** also introduced California Public Utilities Commission (CPUC) Legislative Liaison **Nick Zanjani** to discuss the CPUC's focus on industry matters during the year.

Following lunch, **Welch** invited attendees to the Military Affairs Breakout Session for an update on the DP3 program and other DOD initiatives that are taking place by **International Association of Movers (IAM)** President **Terry Head** and **American Moving & Storage Association (AMSA)** Vice President of Military & Government Affairs **Scott Michael**.

The Military Breakout Session moderator, **Tim McCarthy** of **McCarthy Transfer & Storage Inc.**, introduced **Head** and **Michael** to provide a summary of current policies and proposed rules that the military is considering. Then, **McCarthy** introduced delegates to this year's military specialists: **Dennis Doody** of **Blue Chip Moving & Storage Inc.**, **Bruce**

**ing & Storage Co.**



*CMSA President Steve Weitekamp (on stage) and the 2014-2015 CMSA Board of Directors*



*Chuck Cole*



*Nick Zanjani*



*Terry Head*



*Scott Michael*

*(2014 Convention cont. on page 11)*

(2014 Convention cont. from page 10)

**Boyarko of Boyarko Law, Tim Helenthal of National Van Lines Inc., Steve Vockell of Suddath, Rick Mason of Total Military Management and Scott Michael of AMSA.** Attendees visited with each military expert in 15-minute round-table discussions regarding specific military topics, such as Open Season, DP3 program, containerization and shuttle authorization. Refreshments served during the Military Break-out Session were sponsored by **Albert Moving, National Van Lines Inc., Suddath and Total Military Management.**

In the evening, attendees winded down from the day's industry shop talk and mingled at the off-site dinner at the Del Monte Beach House. Beachcomber Kelley was turning out popular songs while attendees enjoyed a barbecue dinner and toasting of s'mores on the group bonfire. The dinner was sponsored by **Kentucky Trailer, Casey Moving Systems, American Red Ball World Wide Movers, Arpin Van Lines Inc., Atlas Van Lines Inc., National Van Lines Inc., North American Van Lines, Stevens Worldwide Van Lines Inc., UniGroup Inc. and Wheaton | Bekins.** Shuttle transportation to the beach house and back to the hotel was sponsored by **DEWITT Co./Royal Hawaiian Movers.**

Saturday morning began with the Presidio Breakfast, sponsored by **MoversSuite by EWS.** Master of ceremonies **Thomas McCarthy of McCarthy Transfer & Storage** began the general business session by introducing **Terry Petti-**

**grew-Rolapp**, the digital technology panel moderator, and asked all panelists to step onto the stage for their digital presentations. Each panelist showed a slideshow or demonstration of where the moving industry is heading and what products and services are available on the market today. The panelists were **Mark Milian of Compumove, Ron Shea of Compusource, Amanda Setzer of Milburn Printing, Brian Ferguson and Joe Bippen of MobileMover, Allan Lamar of MoversSuite by EWS and Lynn Peterson of TechMate International.**



Master of Ceremonies  
Thomas McCarthy



Digital Panel Moderator Terry Pettigrew-Rolapp (left)  
and the digital technology panelists



Terry Head

Next, master of ceremonies **McCarthy** introduced **Terry Head of IAM** to address the current trends in international shipping. Head discussed how the economy's flat growth is the new "normal." Factors such as increasing government taxes and cuts in government spending have caused the economic growth to again flatline last year, which also affects the housing market. **Head** also explained that the United States, United Kingdom, Singapore, China and Switzerland are rated the top five popular relocation destinations.

Following **Head**, the van line panel moderator **Brian Larson of Mother Lode Van & Storage Inc.** stepped on stage and introduced this year's panelists as they found their seats onstage. The panelists were **Katrina Blackwell of American Red Ball World Wide Movers, Matthew Dolan of Arpin Van Lines Inc., Jeff Schimmel of Atlas Van Lines Inc., Tim Helenthal of National Van Lines Inc., Dan**

(2014 Convention cont. on page 12)

*(2014 Convention cont. from page 11)*

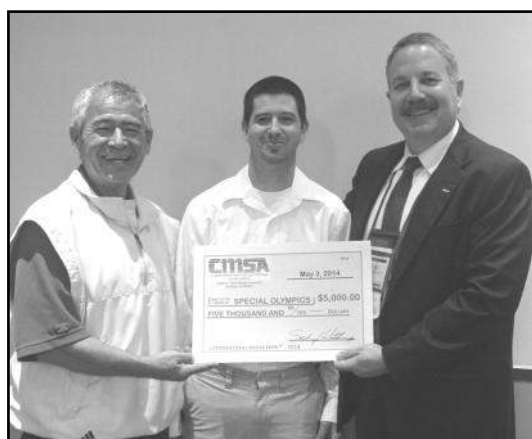
**Robertson of North American Van Lines, Morrie Stevens Jr. of Stevens Worldwide Van Lines Inc., Pat Larch of UniGroup Inc. and Stephen Burns of Wheaton | Bekins.** The panelists shared their thoughts on hot industry topics, including but not limited to: 2013 industry trends, strategies behind consolidation, containerization of small shipments, internet marketing and national health-care laws.

In the afternoon, delegates attended the Big Sur Awards Luncheon, sponsored by **Champion Risk & Insurance Services L.P. and Vanliner Insurance Company.** Master of ceremonies and CMSA Secretary/Treasurer **Robert Fra-ser of Redwood Moving & Storage** introduced the head table to the delegates and invited Special Olympics athlete Shane Baker and Special Olympics coach Frank Jarman to the stage to speak about the organization. Too shy to speak in front of the crowd, Baker motioned for Jarman to speak on his behalf. Jarman thanked delegates for inviting him and Baker to the luncheon and for the generous \$5,000 donation to the Northern California Special Olympics. CMSA President **Weitekamp** announced this year's college and vocational scholarship recipients, which includes the renewal of the Patricia Andrews Memorial Scholarship and an extra \$2,000 scholarship generously donated by the 2013–2014 CMSA Welch Board of Directors. College-

bound students who attended the luncheon walked on stage to thank the membership for their award and spoke about their goals for the future.



*Van Line Panel Moderator Brian Larson (left) and van line panelists*



*Special Olympics Coach Frank Jarman (left), Special Olympics Athlete Shane Baker (middle) and CMSA President Steve Weitekamp (right)*



*Senior Chairman PJ Welch, San Diego Chapter President RaeDeane VanMeter and CMSA President Steve Weitekamp*

During the luncheon, the 12 CMSA Chapter Presidents were also recognized and awarded certificates for their leadership and support of the Association. San Diego Chapter President **RaeDeane VanMeter of Republic Van & Storage** was

awarded the Chapter of the Year award on the chapter's behalf. **VanMeter** thanked the Mover members and the Associate members who came to the meetings and helped out at the annual chapter golf tournament. The San Diego Chapter donated \$20,000 to the Scholarship Fund and \$500 to the Special Olympics this year.

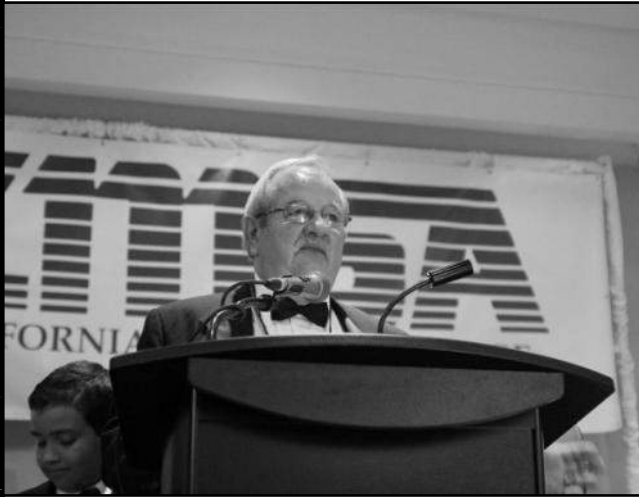
CMSA President **Weitekamp** also recognized and presented plaques to retiring Board members **Rick Hosea of Crown Worldwide Moving & Storage, Nat Prassel of Atlas Transfer & Storage Co., Ben Geissel of Galbraith Van & Storage Co., Sharon Hildreth of Chipman Relocations and Jeff Nadeau of DEWITT Co./Royal Hawaiian Movers.** Plaques were also given to retiring industry executives **Richard Curry of Gateways International Inc. and Dan Robertson of North American Van Lines** for their service.

Ending the Convention on a high note is the

*(2014 Convention cont. on page 13)*



*Procession of Former CMSA Chairmen*



*Former CMSA Chairman James Casey (right) and younger James Casey (left)*



*CMSA Chairman Jay Casey*

*(2014 Convention cont. from page 12)*

Chairman's Reception and Dinner/Ball, sponsored by **CDS Moving Equipment Inc.** Master of ceremonies and CMSA Vice Chairman **Patrick Longo** of **Andy's Transfer & Storage** announced **Jay Casey** as the incoming CMSA Chairman. **Casey** was escorted into the ballroom by former CMSA Chairmen while attendees clapped and waved their napkins. CMSA President **Weitekamp** then presented Outgoing Chairman **Welch** his honorary lifetime membership and Chairman's gift for his duty and service to the Association. **Welch** thanked **Weitekamp**, CMSA staff and his family for their support during his many travels across the state.

**Longo** then asked **Jay Casey's** father and 1998–1999 CMSA Chairman **James Casey** to say a few words about the Association's new Chairman. **James Casey** spoke about how this year's theme "The New Digital Frontier" fits perfectly with his son's advocacy for new technology. At the company, **Jay Casey** has always gravitated toward new digital technologies and tries to incorporate it into the family business. Proud of his son's achievement, he introduces the membership to his son and new CMSA Chairman.

**Jay Casey** thanked his parents for their support for his new role in CMSA and for everything that they do for the family business. He also thanked his UniGroup colleagues for attending the event in his honor. **Jay Casey** thanked CMSA Chairman **Welch** for his leadership and for previous CMSA Chairmen and Association leaders who have shaped the organization to what it is today. He believes that the Association has done great things and that we need to keep the momentum going. Delegates celebrated the new Chairman's installation by dancing to the Steve Ezzo Band.

Thank you to all attendees who made this Convention week one to remember! We ask you to join us next year for the 97<sup>th</sup> Annual CMSA Convention April 28–May 3 at Paradise Point Resort & Spa in sunny San Diego, Calif.

**2015 CMSA Convention**  
**April 28–May 3**  
**Paradise Point Resort & Spa in San Diego**



## Retiring CMSA Board Members

*With Senior Chairman Welch (left), the following retiring Board members are:*



*Nat Prassel of  
Oakley Relocations*



*Ben Geissel of  
Galbraith Van  
& Storage Co.*



*Jeff Nadeau of DEWITT  
Co./Royal Hawaiian  
Movers*



*CMSA President Weite-  
kamp (left) and 2012-2013  
CMSA Chairman Rick Ho-  
sea of Crown Worldwide  
Moving & Storage*

**Note: Retiring Board Member Sharon Hildreth is not pictured.**

## CMSA Chapter Presidents

*With CMSA Chairman PJ Welch on the left, the following Chapter Presidents are:*



*Terry Pettigrew-  
Rolapp of Beverly  
Hills Transfer  
& Storage*



*Michael McGrath  
of McGrath Moving &  
Storage*



*Carl Freese of  
Miller Moving  
& Storage*



*Vidal Serna of  
Schultz Bros. Van  
& Storage*



*Karl Anderson of  
Anderson Bros.  
Movers*



*Tom Smith of La  
Habra Relocations*



*Ryan Fichtner of  
CR Moving  
Services*



*RaeDeane Van-  
Meter of Republic  
Moving & Storage*



*Mark Layton of Ap-  
ple Valley Transfer  
& Storage*



*Robert Smith of  
Worldwide Moving  
& Storage (CMSA  
Board member  
John Lance of NMS  
Moving Systems  
receiving award on  
his behalf.)*

**Note: Chapter Presidents Brad Metzner and Megan Andersen are not pictured.**

## Retiring CMSA Associate Members



*Pictured on the left, Dan Robert-  
son of North American Van Lines  
(left) with CMSA President  
Steve Weitekamp. Pictured on the  
right, Richard Curry of Gateways  
International (left) with CMSA  
President Steve Weitekamp.*



**Thank You for  
Your Service!**

**CMSA WOULD LIKE TO GIVE  
A SPECIAL THANK YOU TO OUR  
CONVENTION SPONSORS**

**ALBERT MOVING**

**AMERICAN RED BALL  
WORLD WIDE MOVERS**

**ARPIN VAN LINES**

**ATLAS VAN LINES**

**CASEY MOVING SYSTEMS**

**CDS MOVING EQUIPMENT**

**CHAMPION RISK &  
INSURANCE SERVICES**

**DEWITT CO./ROYAL  
HAWAIIAN MOVERS**

**GATEWAYS INTERNATIONAL**

**KENTUCKY TRAILER**

**MARATHON SOLUTIONS**

**MOVERSSUITE BY EWS**

**NATIONAL VAN LINES**

**NEW HAVEN MOVING  
EQUIPMENT CORP.**

**NORTH AMERICAN  
VAN LINES**

**PAUL HANSON PARTNERS  
SPECIALTY INSURANCE**

**PIONEER**

**STEVENS WORLDWIDE  
VAN LINES**

**SUDDATH**

**TOTAL MILITARY  
MANAGEMENT**

**TRANSGUARD INSURANCE  
COMPANY OF AMERICA**

**UNIGROUP**

**VANLINER INSURANCE  
COMPANY**

**WHEATON | BEKINS**

**CMSA  
Legal Counsel  
Mark Hegarty**

Thank you for your continued legal guidance for industry business!

**CMSA  
Monterey Bay  
Chapter**

Thank you for providing complimentary water to attendees!

**Macy Movers**

Thank you for giving complimentary shipping services to the CMSA for its Convention materials!

**Tim McCarthy**

Thank you for being the Convention photographer!

**Fred Wallace**

Thank you for the registration desk flowers!

# CONVENTION PHOTOS



# CONVENTION PHOTOS





# 2014 CMSA Convention Golf Tournament

## at the Del Monte Golf Course in Monterey



Rick Curry, Tony Waugh,  
Steve Weitekamp and  
Terry Head



Mark Hegarty, Josh  
Packer, Jack Van Wey  
and Brad Metzner



Mark Doyle, Paul Greg-  
ory, Don Mergaert and  
Tim Helenthal



Steven Strubbe, Eric Car-  
den, Thomas McCarthy  
and Ron Scheenstra



Joe Hammer, Mariann  
Prassel, Ann Marie  
Aceret and Duffy Aceret



Bob London, Colten Will-  
werth, Glenn Willwerth  
and Jim Stracuzzi



John Rochex, Edward  
Wong, Al Almeida and  
Todd Helms



Gary Blower, Mark An-  
dersen and Mel Green



Caleb Mixon, Bob Ritter,  
Steve Vockell and Jamie  
McDaniel



Mark Macy, Doug King  
and PJ Welch



Matt Filer, Mark Filer and  
Steve Dooley



Rick Bruns, John Kay,  
Don Hill and Larry Lam-  
mers

*(Convention Golf Tournament cont. on page 19)*



**(Convention Golf Tournament cont. from page 18)**



Tim Kessler, Nick Pedisich, Robert Fraser and Morrie Stevens Jr.



Rick Sandoval, Josie Lemin, Jane Carole Bunting and Dave Basye



Doug Welton, David Cabral, DJ Welton and Andy Smith



Dave Baloun, Pat Fuller, Mark Raby and Kevin Boyer



Peter Mazzetti Jr., Jason Clark, Jim Weiant and Len Gollnick



Benjamin Zbikowski, Justin Umthum and Patrick Longo



Dick Casas, Brad Messer, Bruce Meyers and Jake Moreno



Dennis Paulley, Art Murray, Mark Davenport and Art Harvey



Pictured to the left are Dennis Doody, Jay Casey, Josie Lemin, Matt Connell and Ron Mallonee.

**THANK YOU  
Golfers!**



## Mid Valley Chapter Hosts Spaghetti Dinner

The Mid Valley Chapter held a spaghetti dinner fundraiser on February 25, 2014, at the Tuolumne River Lodge in Modesto. More than 200 members and supporters attended the event.

Mid Valley Chapter members were awesome in helping to make this event a great success. The Chapter would also like to thank **Arrow Truck Sales**, Boyett Petroleum, **CDS Moving Equipment**, **DEWITT Companies**, **Golden State Container**, **Paul Hanson Partners**, **Pioneer Packaging**, **Robinson Oil**, **Storage Auction Experts**, **Vanliner Insurance** and **Wheaton | Bekins** for their contributions. Whether you donated a prize,

made a cash donation, bought a placemat ad, sold tickets or just came and ate with us, **we could not have done it without you**. Many of you did all of the above, plus set up and cleaned up. As always, our vendors were working alongside of us — many of them were in that all-of-the-above category.

A special thanks goes to Vickie Thompson of Pool's Moving & Storage, and her sisters Valrie Thompson and Vivian Thompson, for donating and preparing the meat sauce for the dinner.

The Chapter donated \$7,000 to the CMSA Scholarship Fund and \$500 to the Special Olympics.



# CMSA Convention Exhibitors



**ALL AMERICAN TRUCKING  
& TRANSPORT**  
Justin Baron, Sara Baron  
and Elliot Schaffer



**ALLIANCE RELOCATION  
SERVICES**  
Kathy Walsh and Jim Walsh



**AMERICAN ALLIANCE DRUG  
TESTING (AADT)**  
Betty Plowman and Sean Edgar of  
CleanFleets.net



**AMERICAN AUCTIONEERS**  
Ron Scheenstra and  
Kathy Scheenstra



**CDS MOVING EQUIPMENT**  
Mitch Snelson, Steve Dooley and  
Andy Smith



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



**COMPUMOVE**  
Mark Millian



**COMPUSOURCE**  
Ron Shea and Ralph NeSmith



**CUSTOM MOVERS SERVICES**  
Guy Lambert

*(Exhibitors cont. on page 21)*

**(Exhibitors cont. from page 20)**



**DAYCOS**  
Sue Fuchtmann



**DEPENDABLE AUTO SHIPPERS**  
Bob London



**DEWITT CO./ROYAL HAWAIIAN MOVERS**  
John Lindstrom, Jeff Nadeau, Megan Dickman and Edward Wong



**ENTERPRISE COMMERCIAL TRUCKS**  
Brett Klynn and Philip Taube



**GOLDEN STATE CONTAINER**  
Rick Bruns, Michael Michelucci, Justyn Pak, Scott Saunders, Gary Ward



**INTERNATIONAL ASSOCIATION OF MOVERS**  
Terry Head and Janet Seely



**KENTUCKY TRAILER**  
Doug King



**MARATHON SOLUTIONS**  
Allison Bogart and Adam Kenne



**MILBURN PRINTING**  
Amanda Setzer



**MOBILEMOVER**  
Joe Bippen and Brian Ferguson



**MOVERS SUITE BY EWS**  
Mollie Lamar and Allan Lamar



**MOVING.COM**  
Josh Packer, Jason Clark and Steven Strubbe

**(Exhibitors cont. on page 22)**

**(Exhibitors cont. from page 21)**



**MOVINGCOMPANY  
REVIEWS.COM**  
Czarina Carden



**NATIONAL VAN LINES**  
Mark Doyle, Paul Gregory  
and Tim Helenthal



**NEW HAVEN MOVING  
EQUIPMENT CORP.**  
Mark Hildreth, Glen Teeters,  
Rob Longo and Larry Levine



**PAUL HANSON PARTNERS**  
Nick Pedisich, Lisa Paul,  
Sheryl Marshall and Casey Myers



**PERMIT PULLER**  
Dave Backman



**PINNACLE PAYROLL  
SOLUTIONS**  
Mark Harrison



**PIONEER**  
Gary Blower, Jeff Blower  
and Len Gollnick



**R.L. LIQUIDATORS**  
Ryan Babineau  
and Delanie Babineau



**ROBINSON OIL CORPORATION**  
Debi Biggers



**SHIPHAWK**  
Erik Oftebro, Aaron Freeman  
and Ryan Biancone



**STERLING VAN LINES**  
Julie Clitheroe and Jay Clitheroe



**STEVENS WORLDWIDE  
VAN LINES**  
Morrie Stevens Jr.

**(Exhibitors cont. on page 23)**



(Exhibitors cont. from page 22)



**TECHMATE INTERNATIONAL**  
Lynn Peterson



**TRANS ADVANTAGE**  
Tim Siner



**TRANSGUARD INSURANCE  
COMPANY OF AMERICA**  
Grover Perrigue, Carole Boettcher  
and Scott Crumbley



**UNIFORM READY**  
Colleen Warden



**VANLINER INSURANCE  
COMPANY**  
Debra Emery and Debbie Spanley



**CBS MOVING  
EQUIPMENT, INC.**

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

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



**LOS ANGELES**  
800-225-3659

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

**SACRAMENTO**  
800-439-3934

**LAS VEGAS**  
888-323-6559

**CHICAGO**  
888-795-0199





## 2014 CMSA Scholarship Recipients

Out of the many scholarship applications received by the CMSA office this year, these following students were granted this year's scholarship awards. We hope that the \$56,000 in scholarships granted this year will help these students with their academic goals. A special thank you goes to the CMSA Chapters for hosting their annual fundraisers to keep the CMSA Scholarship Fund going throughout the years.



Joseph  
Aceret



Cherie  
Andersen



Rachel  
Bradford



Jennifer  
Faddis



Shelby  
Freese



Andrew  
Furnidge



Kayla  
Gering



Brandon  
Goodman



Neocles  
Higdon



Ashley  
Jones



Natalie  
Madrigal



Brianna  
Metzner



Eric  
Meyer



Michael  
Mora



Kimberlee  
Morales



Stephanie  
Norman



Emily  
Pacheco



Halle  
Ralls



Sergio  
Reyes-Alejo



Gabrielle  
Schnaid



Kelsey  
Smith



Brittany  
Snelson



Kendall  
Stein



Jamie  
Stracuzzi



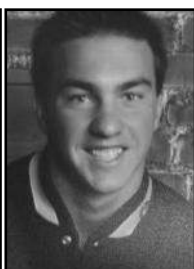
Katrina  
Stueber



Sandra  
Trumbla



Erik  
Vanderheiden



Zachary  
Zamecki

## Written Agreement Required for Employees Who Get Paid Commission

*I have employees who get paid commission. Am I required to have a written agreement or employment contract with those employees?*

California Labor Code Section 2751 requires employers to provide commission agreements in writing specifying the method by which commissions are both computed and paid.

### Agreement Details

The agreement must be signed by both the employer and the employee, and employees must receive a copy of the signed agreement. If the agreement expires and the employee continues working for the employer, the terms of the expired contract are presumed to remain in effect until a new agreement is in place. Be sure to specify that the new agree-

ment supersedes prior agreements.

It is important to be very specific in the agreement as to how the commission is earned, whether it is earned at one time or as specific events occur, and what happens when the employee leaves before conditions precedent to earning the complete commission.

It also is important to address, in consult with legal counsel, how commissions may (or may not) be affected when an employee is on a protected leave of absence, such as pregnancy disability leave or family medical leave.



### Business Requirements

Each business will be different, so it is important to prepare the agreement with your particular business requirements in mind.

*(Written Agreement cont. on page 26)*



IT'S  
**ALL**  
WE DO.

TransGuard Insurance is the trusted name in moving and storage. For over 40 years we focused on the needs of the industry; we have done everything there is to do in the business and have solved every problem there is to solve.

With over 40 years of experience, we offer unparalleled knowledge and service.

Contact Moving & Storage Programs  
800.252.6725



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

**(Written Agreement cont. from page 25)**

While the law requires you to have a written commission agreement, there is no legal requirement to have a written employment contract or agreement. The definition of “commissions” and the use of employment con-

tracts or agreements can cause confusion.

Consult with legal counsel to determine the appropriate written agreements for your employees.

Source: California Chamber of Commerce, *Alert*

## Mover's Summary of CARB Truck & Bus Regulation Changes

By: Sean Edgar, CleanFleets.net

The California Air Resources Board (CARB) has directed its staff to implement amendments to the Truck and Bus Regulation that was originally passed in 2008. The purpose of this summary is to give CMSA members accurate information about the changes that the Board directed at its late April 2014 meeting.

Our understanding of what the Board approved is:

- A revised Small Fleet Compliance Option and possible additional grant funds for fleets of one to three trucks;

- A revised low-mileage exemption for trucks traveling less than 5,000 miles each year;
- A new “work truck” definition that can allow a phase-in approach for certain trucks between now and 2018;
- Additional credits for fleets that took early action by buying 2008 or newer trucks or installing diesel particulate filters on pre-2007 emissions trucks;
- Rural area extensions to allow phase-in compliance from now to 2020 for trucks traveling only in the cleaner air zones of

**(Mover's CARB cont. on page 27)**



**Golden State  
Container**

We are *Architects* of Packaging Solutions



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

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

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

**P: 800.288.5100**

**F: 800.288.0525**

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

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



(**Mover's CARB** cont. from page 26)

the state; and

- A future process that may allow fleets that cannot comply due to loan denial up to two years of additional time to comply.

All of these items above will be described in new rule language that will take several months for the CARB staff to finalize after legal review and comment by the public.

What the Board DID NOT APPROVE is:

- A blanket two-year delay for all regulated fleets (this was misreported in the Los Angeles Times and several trade publications);
- Any stay in enforcement of the regulation;
- A green light for van lines or other motor carriers to dispatch or hire non-compliant trucks; nor

- Additional time for fleets that ordered new trucks or diesel filters under the December 2013 "Good Faith Effort."

This means that fleet owners that were granted until July 1, 2014, to take action are ex-

pected to deliver on their promise. It also means that motor carriers need to stay the course on demanding current CARB Certificates of Reported Compliance, especially from truck owners that have a July 1, 2014, deadline under the Good Faith Effort.

Registration & Documentation: Only truck owners who register can

get any form of relief and

all motor carriers can only dispatch vehicles legally when specific documents are obtained. CleanFleets has already assisted hundreds of agents and drivers of household goods trucks and can be reached at (916) 520-6040 with questions relating to how these changes affect your fleet.



**Hot Savings!**

# **SPECIAL PRICING** **ON INVENTORY TAPES**

The  
**Premier  
Printer**  
for the  
**Moving  
Industry**

**Call now for more information!**

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



**MILBURN**  
PRINTING

Complete Online Catalog  
**www.milburnprinting.com**  
makes ordering easy!

**1-800-999-6690**

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

## San Diego Chapter Succeeds in Golf Tournament

On March 19, 2014, the San Diego Chapter hosted its 22nd Annual Scholarship Fundraising Golf Tournament at the Rancho Bernardo Inn. With more than 100 golfers in attendance and beautiful weather, it was a great day for all. Attendees were treated to a free Bloody Mary bar at check-in and enjoyed the sounds of steel drums while competing in the putting contest.

The success of this tournament in raising money for the CMSA Scholarship Fund is due in large part to the support of all the sponsors. **Pa-sha/Gateways International** was the event's premier sponsor, special thanks to Rick Curry and his crew. **Republic Moving & Storage**,

**Golden State Container**, Ace Repair, **New Haven Moving Equipment Corp.**, **DEWITT** and many more movers and vendors contributed to help us reach our fundraising goals.

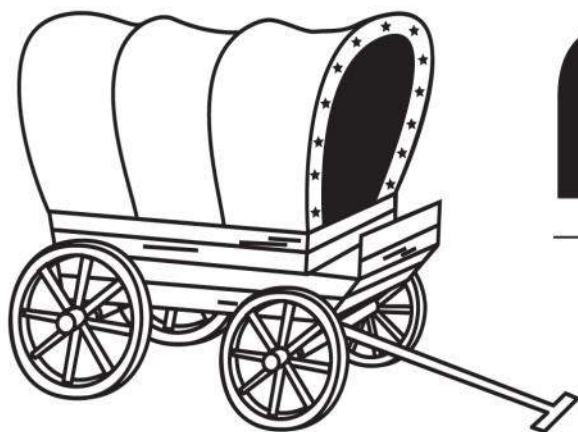
The Golf Tournament Chairman Thomas McCarthy of McCarthy Transfer & Storage wanted to thank all the volunteers who helped organize and run the tournament. Chapter President RaeDeane VanMeter brought her colleagues from Republic Moving & Storage to help with everything from check-in to handing out raffle prizes at the end of the day. Congratulations to all the winners of the TaylorMade golf clubs.

## PHP Mover's Choice Announces 20th Anniversary

Napa, Calif. — Paul Hanson Partners Mover's Choice program has been a trusted insurance provider for more than 20 years. As they celebrate two decades of success, they have invited their clients and friends to join the fun.

Mover's Choice is running a *Cheers* celebratory contest for the moving industry with a case of champagne being given away to clients, supporters and friends quarterly throughout 2014.

Most recently, Nanette Vaudreuil of Rebel Van Lines was the luck winner!



# PIONEER



NOR CAL - LIVERMORE • 800-472-2546

SO CAL - SANTA ANA • 714-540-9751



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

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

**FOR ALL YOUR MOVING AND PACKING NEEDS**



# **CALIFORNIA MOVING & STORAGE ASSOCIATION**

## **2014–2015 CMSA Board of Directors**

### **SENIOR CHAIRMAN**

PJ Welch  
Cardinal Van & Storage Co.

### **CHAIRMAN**

Jay Casey  
Casey Moving Systems

### **VICE CHAIRMAN**

Patrick Longo  
Andy's Transfer & Storage

### **SEC./TREASURER & DIR. OF NORTH BAY**

Robert Fraser  
Redwood Moving & Storage

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

Vince Cardinale  
Cardinale Moving & Storage Inc.

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

Ken Armstrong  
Ridgecrest Moving & Storage

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

Maribeth Wolf  
Golden Gate Moving & Storage Co.

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

Tim McCarthy  
McCarthy Transfer & Storage Inc.

### **DIRECTOR OF CENTRAL COAST**

Mark Andersen  
Andersen Van & Storage

### **DIRECTOR OF CENTRAL VALLEY**

Brad Metzner  
Jack & Jeff Transfer Co.

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

Terry Pettigrew-Rolapp  
Beverly Hills Transfer & Storage

### **DIRECTOR OF MID VALLEY**

Sally Bolger  
Grace Moving Company LLC

### **DIRECTOR OF MONTEREY BAY**

Alan Freese  
Miller Moving & Storage

### **DIRECTOR OF NORTHERN REGION**

Karl Anderson  
Anderson Bros. Movers

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

William Arvidson  
Sav On Moving & Storage

### **DIRECTOR OF SACRAMENTO/SAN JOAQUIN**

Mark Larson  
Mother Lode Van & Storage Inc.

### **DIRECTOR OF SAN DIEGO/IMPERIAL**

Thomas McCarthy  
McCarthy Transfer & Storage Inc.

### **DIRECTOR OF TWIN COUNTIES**

Jesse Chabot  
Golden West Moving Systems Inc.

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

John Lance  
NMS Moving Systems Inc.

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

Mark Hildreth  
New Haven Moving Equipment Corp.

## Annual Summer Campaign Launched to Prevent Heat-Related Illnesses

WASHINGTON — The U.S. Department of Labor's Occupational Safety and Health Administration (OSHA) has announced the launch of its annual Campaign to Prevent Heat Illness in Outdoor Workers. For the fourth consecutive year, OSHA's campaign aims to raise awareness and educate workers and employers about the dangers of working in hot weather and provide resources and guidance to address these hazards. Workers at particular risk are those in outdoor industries, such as agriculture, construction, landscaping and transportation.

"Heat-related illnesses can be fatal, and employers are responsible for keeping workers safe," said U.S. Secretary of Labor Thomas E. Perez. "Employers can take a few easy steps to save lives, including scheduling frequent water breaks, providing shade and allowing ample time to rest."

Thousands of employees become sick each year and many die from working in the heat. In 2012, there were 31 heat-related worker deaths

and 4,120 heat-related worker illnesses. Labor-intensive activities in hot weather can raise body temperatures beyond the level that normally can be cooled by sweating. Heat illness initially may manifest as heat rash or heat cramps, but can quickly escalate to heat exhaustion and then heat stroke if simple preventative measures are not followed. Heat illness disproportionately affects those who have not built up a tolerance to heat (acclimatization), and it is especially dangerous for new and temporary workers.

"Acclimatization is a physical change that the body undergoes to build tolerance to heat, and it is a critical part of preventing heat illnesses and fatalities," said Dr. David Michaels, assistant secretary of labor for occupational safety and health. "Over the past three years, lack of acclimatization was the cause in 74 percent of heat-related citations issued. Employers have a responsibility to provide workplaces that are safe from recognized hazards, including outdoor

*(Heat-Related Illness cont. on page 31)*



**BURIED IN  
PAPERWORK?  
WE CAN HELP.**



Complete  
Billing Services



For 30 years, Daycos has been simplifying the complexity of government, agent and commercial account invoicing. Clients hold tight to the accuracy of Daycos billing, invoicing and post-audit services. With custom software and trained invoicing experts, we're your lifeline to success.

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

**(Heat-Related Illness cont. from page 30)**

heat.”

Last year, OSHA issued 11 heat-related citations. In some of these cases, the employer and staffing agency were cited because they involved temporary workers.

In preparation of the summer season, OSHA has developed heat illness educational materials in English and Spanish, as well as a curriculum to be used for workplace training, also available in English and Spanish. Additionally a webpage provides information and resources on heat illness — including how to prevent it and what to do in case of an emergency — for work-

ers and employers. The page is available at: <http://www.osha.gov/SLTC/heatillness/index.html>.

In developing its inaugural national campaign in 2011, federal OSHA worked closely with the California Occupational Safety and Health Administration and adapted materials from that state's successful campaign. Additionally, OSHA is partnering with the National Oceanic and Atmospheric Administration (NOAA) to incorporate worker safety precautions when heat alerts are issued across the nation. NOAA also will include pertinent worker safety information on its heat watch webpage at <http://www.noaawatch.gov/themes/heat.php>.

## **CLASSIFIED ADVERTISING**

**CHARGES:** 1-5 lines \$15; \$2 each additional line. CMSA box number \$5; Non-member charge: \$30 additional. Special heading/set up extra. Replies to ads noting box numbers to be sent to: CMSA Communicator, 10900 E. 183rd St., #300, Cerritos, CA 90703. Call Brianna Wahlstrom at (562) 865-2900 to place your advertisement.

### **BUSINESS FOR SALE**

Moving company serving south Santa Clara county for over 25 years up for sale. Owner is retiring and company has a proven history of annual sales of over \$1 million. Trucks, trailers, forklifts and warehouse with 480 vaults. Option to lease or buy 20,000 square-foot, 3-vault-high warehouse with office. Great opportunity! Contact: [movingcompanyforsale1989@gmail.com](mailto:movingcompanyforsale1989@gmail.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**

Miller M&S, Salinas CA, is seeking an experienced Warehouse Manager familiar with local, long distance and international moving. We service both commercial and military entities. Forklift operation, inventory management and claims analysis a plus. Must enroll in random DOT Drug Alcohol program and pass background check. Salary DOE. Please send resumes and inquiries to: [alan.f@midmovingstorage.com](mailto:alan.f@midmovingstorage.com).

### **EMPLOYMENT OPPORTUNITY**

Berger Transfer & Storage in Fullerton, CA, is looking for an experienced, progressive residential and O & I salesperson for the Inland Empire. Competitive compensation, benefits and profit-sharing plan. Send resumes and inquiries to: [GregM@bergerallied.com](mailto:GregM@bergerallied.com).

### **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.

### **EMPLOYMENT OPPORTUNITY**

Well-established Southern California Van Line is looking to add experienced Class A drivers, local and long distance. Must be able to pass drug test, pass background check and have a clean DMV record. Please send resume to [nan@rebelvanlines.com](mailto:nan@rebelvanlines.com).

*It pays to advertise  
in The Communicator!*

### **EMPLOYMENT OPPORTUNITY**

NC Moving and Storage Solutions is a certified woman-owned minority transportation company located in Hayward, California. We are looking for an energetic salesperson who is familiar with local, long distance and international moving. Please contact Bev Klein at 510.297.4826 or [bklein@ncmss.com](mailto:bklein@ncmss.com).

### **EMPLOYMENT OPPORTUNITY**

Rebel Van Lines is looking to hire an experienced and aggressive residential Household Goods Salesperson/Estimator for Los Angeles and Orange County areas. Email resume to: [nan@rebelvanlines.com](mailto:nan@rebelvanlines.com).

**CMSA**

Call the CMSA office at (562) 865-2900 to publish your classified ad today!

### **EMPLOYMENT OPPORTUNITY**

San Diego Van & Storage Co. is now hiring for an aggressive residential and O & I salesperson. Competitive compensation, full benefits and profit-sharing plan. Send resumes and inquiries to: [jobs@sandiegovan.com](mailto:jobs@sandiegovan.com).

### **EXPERIENCED SALES ESTIMATOR & SURVEYOR**

Looking to hire an experienced local and interstate HHG salesperson. We have locations in Sacramento and San Jose. Please email cover letter and resume to [jobs@pacificstorage.com](mailto:jobs@pacificstorage.com).



**Visit us in San Diego for the 2015 Convention!**



*Royal Hawaiian Movers*

**DEWITT**  
MOVING & STORAGE  
GUAM

**APPROVED**  
FREIGHT FORWARDERS  
— Servicing Hawaii & Guam —

**Royal Alaskan Movers**



**Link: [link] noun**

A relationship between two things or situations, especially where one thing affects the other.  
A connecting element; a tie or bond.



**LET US BE YOUR LINK  
TO THE PACIFIC AND BEYOND**

9089 Clairemont Mesa Blvd. #301 | San Diego, CA 92123 | Toll-Free (877) 857-9870 | [www.dewittmove.com](http://www.dewittmove.com)



# MOVER SUPPLY LOCATOR

**Need Packing Material?  
Need Moving Equipment?**

**NEW APP** to locate what you need on  
the road!



Bringing you the "Interstate Household Driver" to the door of  
professional suppliers with wholesale pricing!  
Packing Material and Equipment at your finger tips.

**DOWNLOAD THE APP. IT'S FREE!**



Available on the  
**App Store**

SCAN or SEARCH:  
"Mover Supply Locator"



GET IT ON  
**Google play**