

The Communicator

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

CMSA Prepares for 'OPERATION O.A.S.I.S.' At the 2017 Convention

CMSA will be executing "Operation O.A.S.I.S." (Optimizing Association Solidarity & Inspiring Success) at the 2017 CMSA Convention in Rancho Mirage. Held May 2–7, 2017 at The Mission Hills Golf Resort & Spa, this Convention will be focused on building strong professional networks and striving for business success. In today's economy, movers will benefit by participating in industry news and events to learn creative strategies to grow their businesses. Full of exciting speakers and discussions, this year's program will inspire movers to use creative business strategies to succeed in the intrastate moving, interstate moving and international shipping markets!

Members attending the Convention will be heading to Rancho Mirage, an oasis for relaxation and plentiful recreational activities. Minutes away from numerous shopping centers, museums, casinos and water parks, Mission Hills is a great destination for professionals and their families to enjoy the greater Palm Springs area attractions. In addition to many off-site activities, guests can relax by the pool, play golf at the Pete Dye or Gary Player courses, book a spa day or visit the animal habitats located around the hotel property.

This year's Convention schedule is jam-packed with various speakers, panels, networking events and fun activities. One of



(2017 CONVENTION continued on page 5)



CHAIRMAN'S CORNER

By Robert Fraser

In celebration of this holiday season, I'd like to share my interpretation of "A Visit From St. Nicholas" written by Clement Clark Moore in 1822. I wrote this many years ago for a network marketing group speech and have had fun with it every year since then. Best wishes to you and your family for a very Merry Christmas and a Happy New Year!

T'was the week before Christmas and all through the house not a creature was stirring, not even a mouse. All the contents were packed with the greatest of care, in hopes that our movers soon would be there. The children were awaiting on the edge of their beds, while visions of their new house danced in their heads. And Mama with her tape-

gun, and I with mine, had just finished packing and everything looked fine.

When out in the driveway there arose such a clatter, I sprang to the front door to see what was the matter. I flung the door open in such a flash, I hit my face and opened a gash. The sun on the breast of the new morning dew, gave the luster of mid-day on the arriving crew. When, what to my wondering eyes should appear, but a huge moving van and some movers very near.

With a driver in the lead, so lively and polite, I knew in a moment we selected just right. More rapid than eagles, his movers they came, and he whistled and shouted and called them by name: "Now Johnny! Now Don! Now Carey! Now Paul! Let's wrap 'em, let's load 'em, let's move 'em, let's haul! From inside the house to inside our truck, let's move these fine people and wish them 'Good Luck'!"

(CHAIRMAN'S CORNER continued on page 4)

RENTALS



MOVING EQUIPMENT



WE DELIVER!

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



PRESIDENT'S COMMENTS

By Steve Weitekamp

What is the value of an association? More to the point, what is the value of the California Moving and Storage Association (CMSA)? There are many answers and individual members would weigh each answer differently. Today, I'm thinking of one that, at first pass, many might not place at the top of their list of benefits: fellowship. A common definition of fellowship is "friendly association, especially with people who share one's interests." Sometimes there is nothing better than just sharing some time with someone who has been where you are, the kind of interaction that still can't be fully captured by social media.

In the last week, two events bring the value of fellowship front and center in my thoughts. The first was the call to a family member of a retired member and long-time friend who recently passed. I shared some

of the times that we had spent together in the moving and storage industry and the value of the comradery only made possible by our engagement in the CMSA. But for our working together for the betterment of our industry, we would have just been competitors with the perspective that the other stood in the way of our own professional goals. The reality of our friendship, made possible by CMSA, was that we were both better, personally and professionally, from a relationship fostered by the Association fellowship. The second event was the Northern Region Chapter Crab Feed, an annual fundraising event in the San Francisco Bay area. The dinner exemplifies fellowship as movers and associate members from the area and beyond gathered for a fun-filled evening and some delicious crab. It was a terrific event with members young and old, from companies having operated for several generations to those just starting out, enjoying the opportunity to get together to celebrate some holiday cheer and hopefully forge some new friendships.

(PRESIDENT'S COMMENTS continued on page 4)



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

(CHAIRMAN'S CORNER continued from page 2)

As dry leaves that before the wild hurricane fly, they blew into the house, smiling as they went by. So right to work they went this fine moving crew, with all of their teeth and good attitudes too!

They were dressed fine, from their heads to their feet, they were not slobs, they were all very neat. And then in a twinkling as I looked around, I noticed no moons and good manners abound.

The driver, his eyes...oh how they twinkled, his cheeks were rosy with nary a wrinkle! His droll little mouth was drawn up like a bow, and the beard of his chin was as white as the snow. He looked like Santa, the thought



crossed my mind, but I knew he was a mover...the best of his kind!

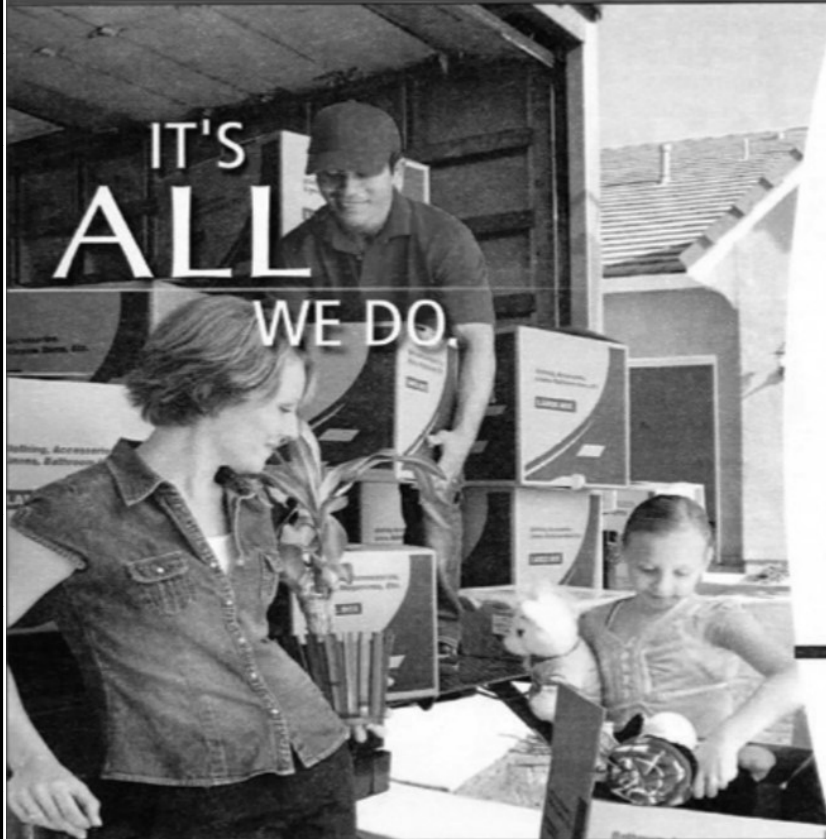
The truck was now loaded with the utmost of care, they went to the new house and we met them there. They spoke not a word but went straight to work, with the gash in my face I felt like a jerk; For I thought movers bad and not to be trusted, they delivered on time and nothing was busted. After the truck was empty and all was in place we exchanged 'thank-you's' all face to face.

They sprang to their truck and as they drove out of sight they yelled "Merry Christmas and to all a Good Night!" So one last word and bit of advice, Call licensed movers and don't think twice!

(PRESIDENT'S COMMENTS continued from page 3)

To attain the benefit of fellowship, you only have to attend a CMSA meeting or event. Reach out to others and you will start to reap its rewards.

On behalf of the CMSA team (Renee, Gale and Brianna), my family and I, we wish you a joyous holiday season and health and happiness in the new year!



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



A Member of the IAT INSURANCE GROUP

www.transguard.com

(2017 CONVENTION continued from page 1)

our speakers, the 2017 CMSA Convention keynote speaker, is known as the salesmen's salesman. Making his debut on the television-hit reality show "Shark Tank", the keynote speaker has made his success in customer service and sales, turning his one idea into a multi-million-dollar business. Reaching success at a young age, he has a wide range of sales and marketing know-how that would benefit new and seasoned moving professionals alike. Stay tuned for the February *Communicator* issue for an in-depth article on him and his achievements.

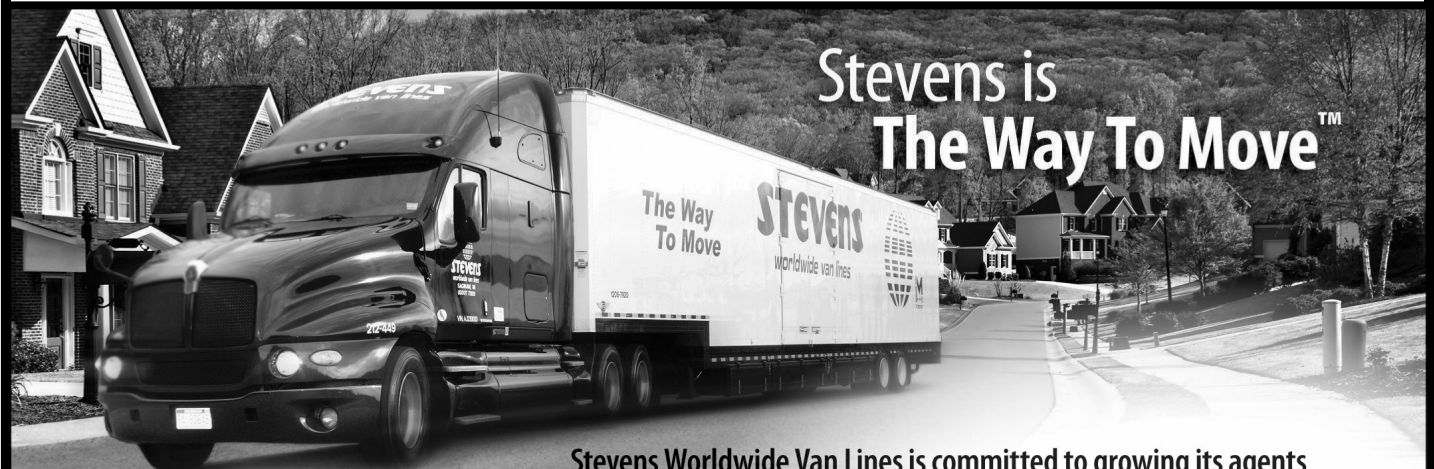
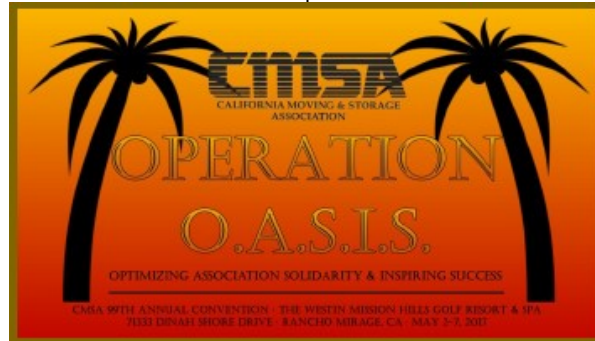
This year's Convention program also brings back the fan favorite events: Exhibitors Welcome Reception, Legislative and Awards luncheons, Military Breakout Session and a Van Line Panel discussion on 2017 industry forecasts. New this year,

there will be a legal panel discussion with industry attorneys about legal issues CMSA members should know about for their businesses.

Golfers will be able to participate in the CMSA golf tournament at the Mission Hills' Gary Player golf course. Stretching over 7,062 yards of luscious green terrain, this course is designed for golfers of any skill level with breathtaking views of the nearby San Jacinto Mountains.

CMSA is also holding another young professional group meeting to organize young moving professionals to network and exchange ideas on growing their businesses. Members under 40 years of age (or young at heart) are encouraged to attend this meeting and engage with other young leaders to build strong ties with other industry colleagues. If members wish to join this group, write "YES"

(2017 CONVENTION continued on page 6)



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

- Dedicated Agency Development Team
- Stevens Sales Edge lead program
- Stevens Realty Partnership Program
- Financial and corporate stability

- Unlimited hauling potential
- Co-op advertising and marketing support
- Online shop for all agent material needs

- International growth opportunities
- Agent payments made at time of billing
- Outstanding military business opportunities

To learn more about becoming a Stevens agent, contact Paul Ellsworth at: paul.ellsworth@stevensworldwide.com
317.777.1014



Proud supporter of the National Breast Cancer Foundation, Inc.®

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

USDOT 72029

www.stevensworldwide.com

(2017 CONVENTION continued from page 5)

in the Young Professional Group interest box on the full convention registration form or contact the CMSA directly.

In celebration of May 5, CMSA will hold a Cinco De Mayo celebration on Friday night. Mexican decor, sombreros and hearty Mexican food awaits attendees as a DJ turns out music throughout the night. In addition, there will be a series of chapter-hosted games and a photo booth available during the festivities.

The Saturday awards luncheon will spotlight the achievements of the chapter presidents, chapter fundraising goals and scholarship winners. CMSA will recognize all the hard work made by chapter members and industry colleagues who organized meetings and raised funds to sustain the scholarship fund.

The Saturday night Chairman's Reception/Ball rings in the new Association year by introducing 2017–2018 CMSA Chairman-Elect John Lance of NMS Moving Systems Inc. to attendees and has current CMSA Chairman Robert Fraser pass the ceremonial gavel to Chairman-Elect Lance.

This year's Convention is one that shouldn't be missed! Register today by calling CMSA at (562) 865-2900 or email the enclosed registration forms in this issue to CMSA at information@thecmsa.org. Members who pay for their full registrations by Thursday, March 2, 2017, will be entered in a drawing for a chance to win a \$50 prize!

2017 CMSA ANNUAL CONVENTION **May 2 – 7, 2017**

Visit the CMSA website at www.cmsa.org and go to the Convention Calendar or go directly to the CMSA Convention Kiosk Webpage at:
<http://bit.ly/2017ConventionKiosk>

Westin Mission Hills Golf Resort & Spa
CMSA ROOM RATE: \$195 Per Night + Tax*
Call 877-253-0041 and reference the
"CMSA 2017 Annual Convention Block."

You may also book your room online at:
<http://bit.ly/CMSA-RoomBlock>

*Hotel rate is for single or double occupancy and subject to the prevailing state and local taxes (currently 13.065%).

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



FOR MORE INFORMATION

1-800-852-1968 www.paulhanson.com Lic. #OB64567



Program Administrator

Monterey Bay Chapter Holds Golf & Bocce Tournament

The Monterey Bay Chapter held its 14th Annual Golf and Bocce Tournament Fund-raiser, benefiting the CMSA Scholarship Fund and CMSA charities on Friday, October 7, 2016, in Monterey.

Twenty-eight golfers enjoyed a gorgeous, warm and sun-filled day on the beautiful Del Monte Golf Course. Del Monte is the oldest golf course in continuous operation west of the Mississippi and is a Pebble Beach Company property.

A \$100 cash prize putting contest was sponsored by Mark Hildreth of New Haven Moving Equipment Corp. Congratulations to winner Mel Green of Cardinale Moving & Storage, who then donated his winnings back to the CMSA charities. Way to go, Mel!

Congratulations to the first-place golf team winners for the low-net: Mike Pluta, Ricky Souza, Nick Colona and Phil White. The second-place winning team was Steve

Weitekamp, Duffy & Annmarie Aceret, and Mel Green.

Later that evening, more than 90 adults and 3 children attended the bocce tournament, which included an Italian-style buffet dinner and a silent auction at the luxurious Hyatt Regency Monterey Hotel and Spa. There were more than 30 terrific silent

auctions items that sold for great values. We also had many great raffle prizes.

The night concluded with an exciting final bocce game. Congratulations to the 2016



2016 Bocce Winners

(GOLF & BOCCE TOURNAMENT continued on page 8)



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 provide the solutions movers need. The "standard equipment at best value" is just another reason to work with **Victory Packaging!**

At Victory Packaging we offer the experience and expertise to significantly lower the total cost of packaging.

Formally known as Golden State Container in California, we are pleased to be able to continue our dedicated customer service under one name, **Victory Packaging**, across North America.



**Victory
Packaging**

We are *Architects* of Packaging Solutions



Formerly known as Golden State Container



**CONTACT
VICTORY PACKAGING
TO LEARN MORE:**



Northern CA 800.817.5581

Southern CA 800.288.5100

www.VictoryPackaging.com



Send Us an Email

moversales@victorypackaging.com

(GOLF & BOCCE TOURNAMENT continued from page 7)

Champions: Mel Green, Rick Soeder, and Lynn and Kim Wright. You get bragging rights for the year plus first-place trophies and first-place medals as 2016 Monterey Bay Bocce Champions.

Congratulations to Sal Cardinale, Sally Cardinale, and Dorey and Vince Cardinale as the runner-up bocce team.

A great time was had by the very enthusiastic crowd. A very special CMSA Monterey Bay **thank you** goes out to our event sponsors **CDS Moving Equipment, Pioneer Packaging and Paul Hanson Partners Specialty Insurance**, and a big thank you to Dina Gifford of **Relocation Angels** for the water bottles and golf bag towels provided for all golfers.

And thank you to all of our CMSA associate members for supporting our event with your attendance and for the many great raffle prizes.

Please mark your calendars and save the date for next year: Friday, October 6, 2017. We hope to see even more of you in attendance next year for our 15th annual event in beautiful Monterey!



APPLY TODAY!!!

2017 CMSA College & Vocational Scholarship Applications Are Still Available!

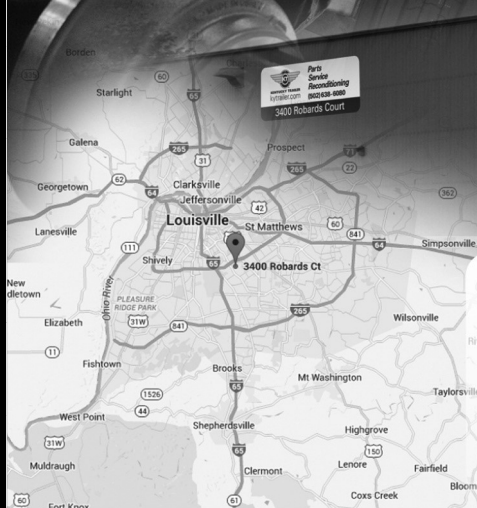
Get an application today at www.thecmsa.org/html/community/scholarships.htm
or call CMSA at (562) 865-2900.

Deadline to turn in application:
Wednesday, February 8, 2017
by noon



KENTUCKY TRAILER
A Servant Leader Company

Announcing NEW Service Center Location on Robards Court, Louisville, KY



Locations

NEW Location

► **Louisville**
3400 Robards Court
Louisville, KY 40218
(866) 638-6080

► **Los Angeles/Fontana**
10151 Calabash Avenue
Fontana, CA 92335
(909) 823-0100

kytrailer.com



99th Annual CMSA Convention Schedule

TUESDAY, MAY 2

3:00 p.m. – 5:00 p.m. Executive Committee Meeting

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

WEDNESDAY, MAY 3

8:30 a.m. – 6:00 p.m. Registration Desk Open

9:00 a.m. – 9:30 a.m. Insurance Committee Meeting

9:30 a.m. – 10:30 a.m. Government Affairs Committee Meeting

10:30 a.m. – 11:00 a.m. Membership Committee Meeting

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

9:00 a.m. – 5:00 p.m. Board of Directors Meetings

3:00 p.m. – 5:00 p.m. Early Exhibitor Setup

THURSDAY, MAY 4

8:30 a.m. – 8:30 p.m. Registration Desk Open

8:30 a.m. Golf Tournament

8:00 a.m. – 4:00 p.m. Exhibitors Setup

4:00 p.m. – 5:00 p.m. Young Professionals Meeting

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

6:30 p.m. – 9:00 p.m. Exhibitors Welcome Reception

FRIDAY, MAY 5

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

8:00 a.m. – 9:00 a.m. Mission Hills Breakfast

9:00 a.m. – 12:00 p.m. General Business Session

12:30 p.m. – 2:00 p.m. Rancho Mirage Luncheon

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

6:00 p.m. – 9:00 p.m. Cinco De Mayo Celebration

SATURDAY, MAY 6

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

8:00 a.m. – 9:00 a.m. Desert Sunrise Breakfast

9:00 a.m. – 12:00 p.m. General Business Session

12:30 p.m. – 2:00 p.m. Oasis 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

**Buy your Registration Tickets Today
to Lock In the Early-Bird Rate!**



Expert support, innovative solutions, unmatched quality, and a family feeling that is at the heart of our company and our people--that is what sets New Haven apart. Since 1911, we have been committed to building long term relationships with our customers and helping their businesses grow.

Our vast selection of Corrugated, Packaging, E-Crates®, Ramps, Dollies, Moving Pads available--for sale, rent & fast delivery

We are proud to be a vital part of the California moving community. Visit us online or at one of our two California locations

Los Angeles
(800) 421-8700

San Leandro
(800) 624-7950



www.newhaven-usa.com



Think About How You Buy When You Sell

By Maura Schreier-Fleming,
Sales Trainer and Consultant

Think about how you buy the next time you sell. I recently became a buyer to make two major home renovation projects. You want to make the best buying decision when you're spending tens of thousands of dollars. Here's where a few salespeople went wrong with their sales strategy.

Too much personal information.

I'm looking for a contractor, not a new best friend. I don't want to hear too much personal information. I certainly don't need to know it to make a buying decision. I can understand a contractor asking for a telephone number and clarifying whether it's a mobile or landline. I don't want to hear a joke his sister told him about rednecks having only cellphones.

You may think that sharing personal in-

formation helps you establish a relationship with your prospect. It doesn't. Personal stories can strengthen relationships when they are told at an appropriate time. When you share too much personal information too quickly and too early in the sales process, it breaks all sociocultural norms of behavior. You appear awkward and needy. That is not what you need to establish your credibility.

What does the customer expect?

I've had to deal with unreliable contractors in every previous major home project that was unsatisfactory. Their unreliability ranged from saying when they would arrive in the morning and being hours off to saying they would fix inferior work and then not doing it. I want to be sure that the contractor I hire this time is reliable.

Two contractors told me they would get me a bid in a few days. The first thing they did wrong was use the word "few." How

(SALES STRATEGY continued on page 13)



BUDGET COVERAGE

WON'T GIVE YOU THE BEST FIT

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

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

A.M. BEST RATING OF
A EXCELLENT


VANLINER.
INSURANCE COMPANY

UNIQUELY QUALIFIED. CONSISTENTLY BEST.

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

(SALES STRATEGY continued from page 12)

many days are few to you? For some people, a few days are two days. For other people, a few days might be five days. I thought a few days would be two days. Using words that aren't quantified make what you say open to interpretation. Your prospect might build up expectations you can't meet if you use them.

What happened to me? I didn't have a bid after two days. I was disappointed and it made me think the contractors were unreliable.

What do your prospects expect from you? I'll bet it ranges from competence, proof of performance and reliability. Everything you say and do counts to contribute to their judgment of your ability to meet their expectations. Make sure what you say matches what your customers expect because you have promises to keep.

Show me what I don't know.

One of the contractors listened to me and what I asked him for without asking me a

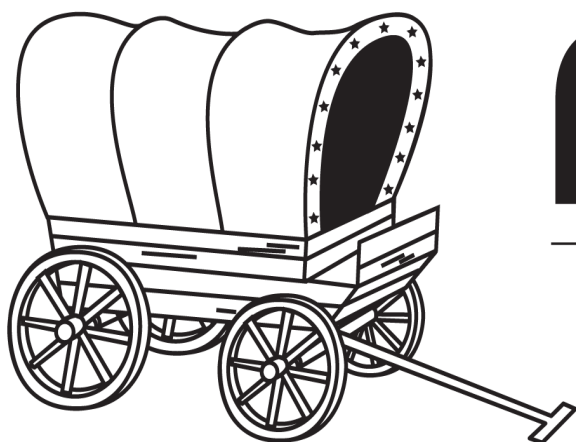
question. He came back with a bid that was exactly what I asked for. What's wrong with that? He never learned why I wanted the things I wanted.

Another contractor asked me questions about why I was requesting certain components. Then, he made suggestions that would give a different, but better result for me.

Your job is to help your customers make the best buying decisions for them. They often don't know what they don't know. Your job is to help them buy.

Think about how you buy. Your buying experiences just might make you a better salesperson.

Maura Schreier-Fleming works with business and sales professionals on skills and strategies so they can sell more and be more productive at work. Have her speak at your next sales meeting or conference. She can be reached at <http://www.bestatselling.com> or 972.380.0200.



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

Atlas Transfer & Storage Co. Wins Allied's 2016 Agent of the Year Award

POWAY — Allied Van Lines Inc., one of the world's largest moving companies, is pleased to announce Atlas Transfer & Storage Co. of Poway, California, has been awarded the prestigious 2016 Agent of the Year award.

This award is given annually to the Allied agent that provides outstanding customer service and experiences growth in all aspects of their household goods moving business. Qualifying agents must have excellent quality and customer satisfaction scores along with a superior safety record. They must also demonstrate a significant increase in both hauling and booking volume year over year. This year's winner held the first spot in year-over-year booking, hauling



Tom Oakley and Linda Oakley of Atlas Transfer & Storage Co.

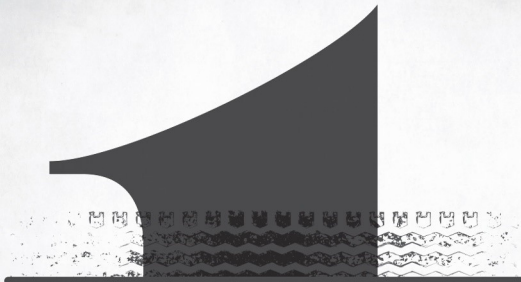
and summer growth; overall quality score; lowest claims frequency and severity; and best safety score.

"We are overjoyed at this latest recognition for our team. There is no question that we have an absolute commitment to exceeding customer expectations," said Tom Oakley, president of Atlas Transfer & Storage Co. "Our motivation was and continues to be delivering a

high-quality move experience with the help of our talented team at Atlas Transfer & Storage and the support of the Allied network. We are thrilled to be recognized for our efforts with this prestigious award."

"Atlas achieved first place in every category because of their dedication and focus

(AGENT OF THE YEAR continued on page 15)



If they're only looking out for #1,

who's looking out for you?



Don't settle for a partner who doesn't see you as a top priority. Discover what it's like to collaborate with a company whose passion is to be the best in the industry. And, most important, truly values its relationships with every agent.

Learn more—call Gregg Boreani at 800-932-7799, ext. 771, or visit joinwheatonbekins.com.

Wheaton
WORLD WIDE MOVING
We move your life®

BEKINS®
THIS IS MOVING.

PARTNER COMPANIES

©2016 Wheaton World Wide Moving We move your life® is a registered trademark of Wheaton World Wide Moving USDOT 70719 MC 87113

Bekins® is a registered trademark of Bekins Van Lines, Inc. USDOT 2256609 MC 770031

(AGENT OF THE YEAR continued from page 14)

on customer quality and satisfaction. They never missed a step in delivering what the customer wanted and it shows in their scores," said Lesli Bertoli, vice president and general manager of Allied Van Lines. "We congratulate Tom and the entire team for demonstrating their commitment to providing the highest level of excellence to the cus-

tomers in so many ways."

Atlas Transfer & Storage Co. is a three-time winner of this award and also earned several other awards in the Military, Operations and Quality divisions. An agent with Allied Van Lines since 1948, they specialize in local, long-distance and international moves for consumers, corporate clients and military/government personnel.

Keep Your Wheels Rolling

Experience a Significant Increase in Repeat, Referral, & Word-of-Mouth Business



www.moversville.com

AMERICAN AUCTIONEERS

LIQUIDATORS - APPRAISERS - AUCTIONEERS

Highest dollar realized
Largest buyer base
Sold by the vault or piece
Experienced Auctioneers

800-838-7653



If Movers Need It... Milburn Prints It!

It's simple, one call to us and your job is done.

- Our Knowledgeable Staff is always ready with ***Real Answers*** to Your Questions!
- ***Decades of Experience*** Servicing the Moving & Storage Industry
- Membership in ***all Moving & Storage Associations***
- 24 Hour Ordering at ***www.milburnprinting.com***
 - Inventory Tape • Container & Baggage Seals
 - All California Forms: Combination Agreement for Moving Service and Bill of Lading, Estimated Cost of Services, Change Order for Service, Important Notice To Shippers, Shipper's Consent to Use of Electronic Documents and Electronic Signatures
 - Interstate Bill of Lading, Estimate, Order for Service and Consumer Booklets

800.999.6690
www.milburnprinting.com

MILBURN
PRINTING

FMCSA Establishes National Drug and Alcohol Testing Clearinghouse

The U.S. Department of Transportation's (DOT) Federal Motor Carrier Safety Administration (FMCSA) announced a final rule that establishes a national drug and alcohol clearinghouse for commercial truck and bus drivers. The clearinghouse database will serve as a central repository containing records of violations of FMCSA's drug and alcohol testing program by commercial driver's license (CDL) holders.

"An overwhelming majority of the nation's freight travels by truck, and millions of passengers reach their destinations by bus, so creating a central, comprehensive and searchable database of commercial motor vehicle drivers who violate federal drug and alcohol testing requirements has been a departmental priority," said U.S. Transportation Secretary Anthony Foxx. "This system will be a new technological tool that will make our roads safer."

Once the clearinghouse is established,

motor carrier employers will be required to query the system for information concerning current or prospective employees who have unresolved violations of the federal drug and alcohol testing regulations that prohibit them from operating a commercial motor vehicle (CMV). It also requires employers and medical review officers to report drug and alcohol testing program violations.

The drug and alcohol clearinghouse final rule annual net benefits are an estimated \$42 million, with crash reductions resulting from annual and pre-employment queries by FMCSA-regulated motor carriers.

"This is a major safety win for the general public and the entire commercial motor vehicle industry," said FMCSA Administrator Scott Darling. "The clearinghouse will allow carriers across the country to identify current and prospective drivers who have tested positive for drugs or alcohol, and employ

(FMCSA ESTABLISHES FINAL RULE continued on page 17)

MAKING THE COMPLICATED SIMPLE.



Complete Billing Services

- Department of Defense
- Department of State (DOS)
- Non-Temporary Storage
- National Account
- Agent
- GSA



Expert billing and invoicing. Simplified.

For over 35 years, Daycos has been simplifying the complexity of government, agent, and national account invoicing. With custom software and trained invoicing experts, you can be certain of the accuracy of Daycos' billing, invoicing, and post-audit services. After all, it's our specialty.

800.366.1440 | Norfolk, NE | www.daycos.com | blog.daycos.com

(FMCSA ESTABLISHES FINAL RULE continued from page 16)

those who drive drug- and alcohol-free. Drivers who test positive for drugs or alcohol will no longer be able to conceal those test results from employers and continue to drive while posing a safety risk to the driving public."

The final rule requires motor carriers, medical review officers, third-party administrators and substance abuse professionals to report information about drivers who:

- Test positive for drugs or alcohol;
- Refuse drug and alcohol testing; and
- Undergo the return-to-duty drug and alcohol rehabilitation process.

Additionally, motor carriers will be required to annually search the clearinghouse for current employees, and during the pre-employment process for prospective employees, to determine whether a driver violated drug or alcohol testing requirements with a different employer that would prohibit them from operating a CMV.

Federal safety regulations require employers to conduct pre-employment drug testing and random drug and alcohol testing. Motor carriers are prohibited from allowing employees to perform safety-sensitive functions, which include operating a CMV, if the employee tests positive on a DOT drug or alcohol test.

In accordance with the Privacy Act of 1974 (5 U.S.C. § 552a), a driver must grant consent before an employer can request access to that driver's clearinghouse record and before FMCSA can release the driver's clearinghouse record to an employer. After registering with the clearinghouse, a driver can review his or her information at no cost. Congress directed FMCSA to establish a national drug and alcohol clearinghouse as mandated by the Moving Ahead for Progress in the 21st Century Act (MAP-21).

The national drug and alcohol clearinghouse final rule goes into effect in January 2020.

MoversSuite

EWS



MAKE THE MOVE TOWARDS...

By Movers. For Movers.
Affordable. Cloud Based. Hassle-free.

Increased visibility for improved performance and decision making.

Standardized processes for consistency and accountability organization-wide.

Online accessibility means no expensive upfront hardware costs, automatic backups, and available from anywhere, all the time.

U.S based product support
for one-on-one help every step of the way.



Learn why MoversSuite is the software choice for Movers on the move.



WWW.EWSGROUP.COM



970-256-1616

How to Shop Online Safely Over the Holidays

For millions of Americans, getting the best holiday shopping deals and discounts have become as much a part of Thanksgiving as turkey, football or pumpkin pie. Increasingly, that shopping takes place online, which provides a lot of conveniences but also raises the specter of scams, fraud or identity theft. Just as consumers have migrated towards online shopping, credit card thieves have started shifting their efforts online as well. During the holidays, deeply discounted products look appealing and shoppers make quick purchasing decisions without always taking into consideration the online purchasing risks that can be present. Many Americans have had their online accounts hacked and

personal information compromised because of stolen credentials or weak logins. As hackers get more resourceful, usernames and passwords — which have been the fundamental account security mechanism —

are no longer a sufficient solution to secure accounts. Luckily, there is a simple way to secure your online accounts and better protect yourself against online crime: strong authentication.

Enabling strong authentication, sometimes called multi-factor or two-factor authentication, goes beyond just a username and password and is a useful way to lock down your login. It's encouraged to enable strong authentication on your sensitive online accounts such as



(SHOPPING ONLINE SAFELY continued on page 19)



ULTRAPAK PACKAGING, LLC

**5400 RIVERSIDE DRIVE SUITE 204
MACON, GA 31210
478-238-6551- OFFICE
478-972-4705- CELL**

**customerservice.ultrapak@gmail.com
pdavis.ultrapak@gmail.com**

The UltraPak Pad is a high quality product with better cushioning to provide more protection for furniture and other items. Contact us to find our distributor.



(SHOPPING ONLINE SAFELY continued from page 18)

your email, banking and social media accounts today. Taking advantage of the strong authentication — such as a unique one-time code through an app on your mobile device, biometrics or security keys — that are offered by the majority of popular websites and services can go a long way in protecting your personal information online.

The Lock Down Your Login campaign aimed to encourage all Americans to protect themselves online with strong authentication. At LockDownYourLogin.com, consumers will find specific advice on how to turn on strong authentication on a variety of websites and services they use each day.

Additionally, the Department of Homeland Security's Stop.Think.Connect. campaign has a number of tips and resources to

help consumers protect themselves when shopping online. In addition to using strong authentication whenever possible, consumers should:

- Never provide banking or credit card information over an unsecured public WiFi network.
- Shop only at credible, reputable websites and look for URLs that start with "https", which are more secure than "http" sites.

Remember, if it sounds too good to be true, it probably is. Hackers and thieves often use "can't miss" deals to lure unsuspecting customers and collect credit card or financial information.

CLASSIFIED ADVERTISING

CHARGES: 1-5 lines \$15; \$2 each additional line. CMSA box number \$5. Special heading/setup extra.
Email Renee Hifumi at rhifumi@thecmsa.org to place your advertisement.

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.

EMPLOYMENT OPPORTUNITY

Rebel Van Lines is looking to hire an experienced O & I Salesperson and Modular Furniture Salesperson. Please email resume to: nan@rebelvanlines.com.

EMPLOYMENT OPPORTUNITY

A San Diego Moving & Storage Co. is looking to hire an experienced and aggressive Commercial O & I Salesperson for San Diego, Riverside and Orange County areas. Email resume to: gbell@republicmoving.com

EMPLOYMENT OPPORTUNITY

S&M Moving Systems in Santa Fe Springs is interviewing for the following positions: National Account Sales, COD Sales, Warehouse Manager and Warehouseman. Sales Training available for persons with industry experience wanting to take that next step. Please email resume to pamelawest@smmoving.com or call 562-567-2100

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.

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.

ADVERTISING OPPORTUNITY



Need to place a *Communicator* ad?
Call CMSA at 562-865-2900 for info.

EMPLOYMENT OPPORTUNITY

Circle Moving is looking to hire an experienced residential salesperson for Los Angeles and Orange County area. Email resume to circlemoving@circlemoving.com

EMPLOYMENT OPPORTUNITY

Santa Clarita based agent for Stevens Worldwide Van line looking for driven sales person to perform in-home estimates, close sales, and generate new business through various networking opportunities. Please email resume to wmsads@yahoo.com or call 888.928.4424

FOR SALE

35 Used Storage Vaults.
Standard/excellent condition/\$95 ea.
Mercury.movers@verizon.net
760-375-5666/760-499-9383

SUBHAULING OPPORTUNITY

Top rated 24 year L.A. and Ventura County office and HHG mover is looking to contract with QUALITY licensed and insured SUBHAULERS. Mostly local moving. Top compensation and top rates in the area. For more info email abcmoving99@gmail.com – ABC Moving Systems

VAULTS FOR SALE

Just completed a successful auction and have 100 Vaults for sale in Santa Fe Springs. Please contact Pamela West at 562-567-2100 or email to pamelawest@smmoving.com

CALENDAR OF EVENTS

Mon., December 12 San Diego Chapter
Toy Collection

Tue., December 13 Ventura/Santa Barbara
Chapter Meeting

Thu., December 22 Sacramento Chapter
Holiday Meeting

Tue., January 10 Twin Counties Chapter
Meeting

Wed., January 11 San Diego Chapter
Meeting

Thu., January 12 Central Valley Chapter
Meeting & Poker
Tournament

Wed., February 8 CMSA College
at noon & Vocational
Scholarship Deadline

Thu., March 2 Early Registration
Deadline for 2016
Convention

Thu., March 9 San Diego Chapter
Golf Tournament

**2017 CMSA Convention
May 2-7
The Westin Mission Hills
Golf Resort & Spa
Rancho Mirage, CA**

Fri., October 6 Monterey Bay Chapter
Golf & Bocce
Tournament

**2018 CMSA Convention
April 17-22
Hyatt Regency Sacramento
Sacramento, CA**



DEWITT
MOVE WORLDWIDE
A DEWITT COMPANY

YOUR ONE STOP CONNECTION
to Hawaii, Alaska & Guam



OFFERING WEEKLY CONSOLIDATIONS



Royal Hawaiian Movers
A DEWITT COMPANY

HAWAII

We offer twice weekly service to all islands. Our rates include fuel surcharges and delivery services up to 50 miles from the port of **Oahu, Maui, Hilo or Kona.**



ROYAL ALASKAN MOVERS
A DEWITT COMPANY

ALASKA

Our all in rate includes fuel surcharges and delivery services up to 50 miles from the port of **Anchorage, AK.**



DeWitt Guam
A DEWITT COMPANY

GUAM

We are the Guam experts. Our all in rates include fuel surcharges and delivery services anywhere in **Guam.**

CONTACT US FOR A QUOTE TODAY

www.DeWittMove.com
info@DeWittMove.com | 858.560.1621



You're Invited to the California Moving & Storage Association's 99th Annual Convention!

Meet your California colleagues in Rancho Mirage, Calif., May 2 – 7, 2017,
and learn about issues affecting both the California & National Moving Industry.

Visit the CMSA website at www.cmsa.org and go to the Convention Calendar
or go directly to the CMSA Convention Kiosk Webpage at:
<http://bit.ly/2017ConventionKiosk>

Check out the convention room rate at the Westin Mission Hills Golf Resort & Spa!

CMSA ROOM RATE: \$195 Per Night + Tax*
Call toll-free 877-253-0041 and reference the "CMSA 2017 Annual Convention Block."
You may also book your room online at: <http://bit.ly/CMSA-RoomBlock>

The Westin Mission Hills Golf Resort & Spa is located at 71333 Dinah Shore Drive, Rancho Mirage, CA 92270. 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 13.065%).

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

Enjoy a perfect escape in Rancho Mirage with championship golf courses, picturesque mountain views and a secluded location. Lounge by the pool or unwind at the spa during your desert convention. Don't forget to sign up for CMSA's Annual Golf Tournament being held at the Gary Player Golf Course on Thursday, May 4, 2017.

Convention Registration Fee - \$475

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

CMSA CONVENTION SPONSOR/ADVERTISING/DOOR PRIZE FORM

EVENTS AVAILABLE FOR SPONSORSHIP

- | | | |
|---|-------|---------------------------------|
| 1. Tues. | May 2 | Movers & Shakers Reception * |
| 2. Tues. | May 2 | Movers & Shakers Dinner ♦* |
| 3. Thurs. | May 4 | Golf Tournament ♦ |
| 4. Thurs. | May 4 | Exhibitors Reception ♦ |
| 5. Fri. | May 5 | Mission Hills Breakfast |
| 6. Fri. | May 5 | Rancho Mirage Luncheon ♦ |
| 7. Fri. | May 5 | Friday Night Dinner Event |
| <i>(Unlimited sponsorships available for this event.)</i> | | |
| 8. Sat. | May 6 | Desert Sunrise Breakfast |
| 9. Sat. | May 6 | Oasis Awards Luncheon ♦ |
| 10. Sat. | May 6 | Chairman's Reception & Dinner ♦ |

Sponsors

DEWITT CO./Royal Hawaiian Movers
 TransGuard Insurance Co. of America
 Champion Risk & Ins Svs/Vanliner Ins.
 New Haven Moving Equipment
 CardConnect
 Paul Hanson Partners
 Kentucky Trailer,
 The Pasha Group/
 Gateways International
 & Van Line Companies
 Lambert Enterprises
 AVAILABLE
 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. vegetarian, gluten-free, vegan, 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 3.5")	\$175	(Sold) Program Back Cover Ad	\$550
_____ Full-Page Ad (4.5" x 7.5")	\$325	_____ Flyer Insert*	\$400
(Sold) Program Inside Cover Ad	\$450	Total Amount	\$ _____

Sponsors receive 20% off Convention Advertising! Ads are printed in black and white.

*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 \_\_\_\_\_

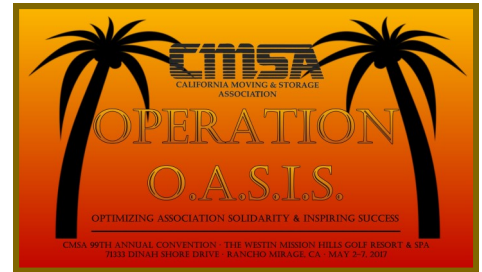
Door Prize(s) \_\_\_\_\_

**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.**

# CMSA 99th Annual Convention Registration Form

## May 2-7, 2017

**EARLY REGISTRATION DEADLINE: MARCH 2, 2017**  
**FULL registrations paid by March 2, 2017 are eligible for the**  
**drawing to win \$50 CASH on May 6, 2017!**



First CMSA Convention? (Y/N) \_\_\_\_\_

Interested in joining the CMSA Young Professionals Group? (Y/N) \_\_\_\_\_

Register the following company's representatives.

CMSA Member \_\_\_\_\_ Badge First Name \_\_\_\_\_

Guest \_\_\_\_\_ Badge First Name \_\_\_\_\_

Guest \_\_\_\_\_ Badge First Name \_\_\_\_\_

Company \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_\_ Email \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

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

### **REGISTRATION FEE:** (See reverse side)

|                                  | <b><u>Before</u></b><br><b><u>March 2</u></b> | <b><u>After</u></b><br><b><u>March 2</u></b> |
|----------------------------------|-----------------------------------------------|----------------------------------------------|
| CMSA MEMBER or GUEST (13+ yrs.)  | \$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. vegetarian, gluten-free, vegan, 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 \_\_\_\_\_

**\*\*CANCELLATIONS:** Cancellations made before **April 2, 2017** will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). After **April 2, 2017**, we will be unable to make refunds. Substitutions will be accepted, but we need to know one week in advance.

**ROOM RESERVATIONS:** Call The Westin Mission Hills Golf Resort & Spa at (877) 253-0041 to make reservations and reference the **CMSA Annual Convention Block** to receive the special group rate. A reservation link can also be found online by visiting [www.thecmsa.org](http://www.thecmsa.org) and clicking on the Convention Calendar webpage. Reservations must be made by 5 p.m. on **April 2, 2017** to guarantee the special group room rate. All major credit cards are accepted for deposit

RETURN COMPLETED FORM TO: CMSA, 10900 E. 183RD ST., STE 300, CERRITOS, CA 90703  
OR FAX TO: (562) 865-2944

## **2017 CONVENTION EVENTS**

**ALL GENERAL SESSIONS AND PANEL DISCUSSIONS ARE FREE TO ATTEND**

**Thursday, MAY 4**

**YOUNG PROFESSIONALS GROUP MEETING**

A new group started to engage young members and groom them for leadership roles within CMSA!

**EXHIBITORS WELCOME RECEPTION**

Food, Beverage, Latest in Industry Products and Service Technologies

**Friday, MAY 5**

**MISSION HILLS BREAKFAST**

**CMSA GENERAL SESSION**—Free Admission

**RANCHO MIRAGE LUNCHEON**

**MILITARY BREAKOUT SESSION**—Free Admission

**CINCO DE MAYO DINNER EVENT**

**Saturday, MAY 6**

**DESERT SUNRISE BREAKFAST**

**CMSA GENERAL SESSION**—Free Admission

**VAN LINE PANEL DISCUSSION**—Free Admission

**OASIS AWARDS LUNCHEON**

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



# Exhibitor Registration Form

99th CMSA Annual Convention

EXHIBIT DATES: May 4–6, 2017

**IMPORTANT!:** Steele Tradeshow Services (STS) will be the official exhibit services contractor, and will be in contact with you after you register. STS can assist you with shipping materials and handling special requests.

## STEP 1: RESPONSIBLE PARTY INFORMATION

1. \_\_\_\_\_  
Full Name of Attendee Responsible for Booth

\_\_\_\_\_

First Name to Appear on Badge

\_\_\_\_\_

Company Name to Appear on Exhibitor ID Sign

\_\_\_\_\_

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, an 8x10 pipe & drape display booth, a six-foot skirted table, two chairs, wastebasket and exhibitor ID sign.

Booth Registration

Before April 2, 2017 @ \$1,200 \$ \_\_\_\_\_

After April 2, 2017 @ \$1,500 \$ \_\_\_\_\_

Booth Electricity—\$125 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!**

Refunds for any cancellations done before April 2, 2017 will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). No refunds will be made after April 2, 2017.

## 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: \_\_\_\_\_

Saturday Booth Raffle Drawing? \_\_\_\_ Yes \_\_\_\_ No

## 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:**

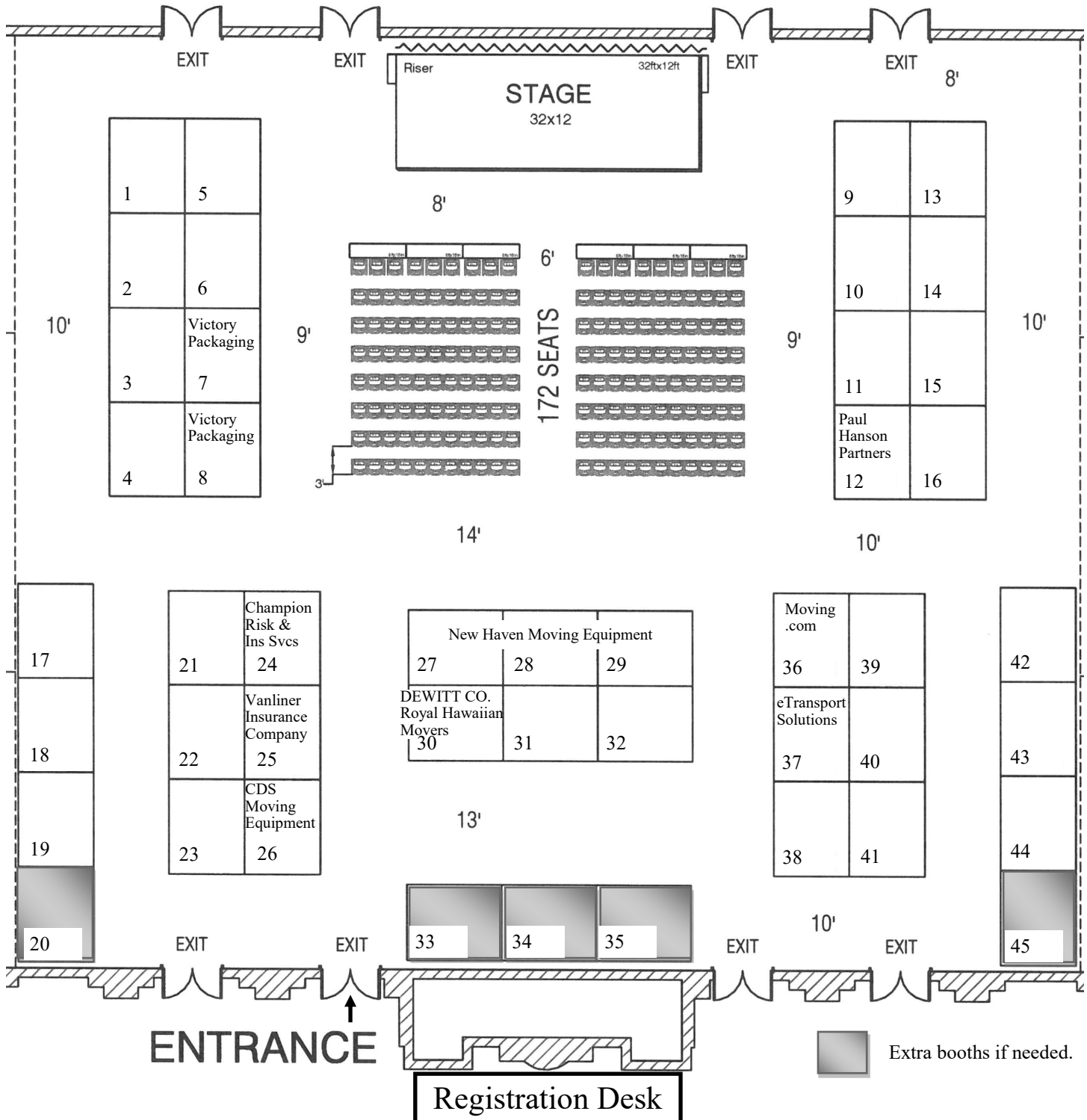
Exhibitor shall be fully responsible to pay for any and all damages to property owned by The Westin Mission Hills, its owners or managers which results from any act of omission of Exhibitor. Exhibitor agrees to defend, indemnify and hold harmless the California Moving & Storage Association, The Westin Mission Hills, its owners, managers, officers or directors, agents, employees, subsidiaries and affiliates from any damages or charges resulting from or arising from or out of the Exhibitor's use of the property. Exhibitor's liability shall include all losses, costs, damages or expenses arising from or out of or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitor, its agents, employees, and business invitees which arise from or out of Exhibitor's occupancy and/or use of the exhibition premises, The Westin Mission Hills or any part thereof. The Exhibitor understands that The Westin Mission Hills does not maintain insurance covering the Exhibitor's property and that it is the sole responsibility of the Exhibitor to obtain such insurance.

**Exhibit Dates: May 4–6, 2017**

Early set-up available after 3pm on Wed., May 3, 2017.

# California Moving & Storage Association

99th Annual Convention—Booth Diagram  
The Westin Mission Hills Golf Resort & Spa  
71333 Dinah Shore Drive  
Rancho Mirage, CA  
Exhibit Dates: May 4-6, 2017



# CMSA ANNUAL GOLF TOURNAMENT REGISTRATION FORM

Gary Player Golf Course  
70705 Ramon Rd  
Rancho Mirage, CA 92270  
(760) 770-2908

THURSDAY, May 4, 2017  
8:30 AM SHOTGUN START  
(Golfers should arrive at course by 8:00 a.m.)



## Acceptable Golf Attire:

Men—Collared shirt; slacks or shorts

Women—Collared shirt; shorts, skirts, or slacks.

## Unacceptable Golf Attire:

T-shirt, tank top, athletic shorts, swim wear,  
cut-offs or denim. Metal spiked shoes.

**Failure to comply with proper dress attire will result in loss of playing privileges.**

**SPONSORED BY: CHAMPION RISK & INSURANCE SERVICES, L.P.  
and VANLINER INSURANCE COMPANY**

**Entry fee -- \$130.00 per person / Includes: green fee, shared cart, range balls & box lunch w/ soft drink.**

## 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**

Sponsored by: **TRANSGUARD INSURANCE CO. OF AMERICA**

**\*Refunds are subject to a \$20 processing fee. No refunds for cancellations after April 13, 2017.\***

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: \_\_\_\_\_

Billing Address & ZIP Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Email Address: \_\_\_\_\_

**GOLF CLUB RENTAL FEES ARE PAID DIRECTLY TO THE PRO SHOP—NOT CMSA.**

**If you would like to reserve a set of golf clubs, please provide a count below so that the pro shop will be sure to have enough on hand and ready for you to pick up. Callaway Club rentals are available at the pro shop at a rate of \$55 per set and include six golf balls per set.**

**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.**



**2017 CMSA CONVENTION - INDIVIDUAL EVENT TICKET FEES:**

|               |                                    | <u>Adult</u> | <u>Child</u> |
|---------------|------------------------------------|--------------|--------------|
| Thurs., May 4 | Exhibitors Welcome Reception       | \$150.00     | \$100.00     |
|               | Golf Tournament Registration       | \$130.00     | \$130.00     |
|               | (USE GOLF FORM)                    |              |              |
| Fri., May 5   | Mission Hills Breakfast            | \$35.00      | \$25.00      |
|               | Rancho Mirage Luncheon             | \$60.00      | \$42.00      |
|               | Cinco de Mayo On-Site Dinner       | \$100.00     | \$50.00      |
| Sat., May 6   | Desert Sunrise Breakfast           | \$35.00      | \$25.00      |
|               | Oasis Awards Luncheon              | \$60.00      | \$42.00      |
|               | Chairman's Reception & Dinner/Ball | \$150.00     | \$100.00     |

**Additional Ticket(s) Order Form:**

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

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

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

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

Tickets will be included in your registration packet. Cancellations made before April 2, 2017 will be subject to administrative fees plus any incurred costs (not to exceed 50% of the fees paid). After April 2, 2017, no refunds will be given.

Contact Name \_\_\_\_\_ Company \_\_\_\_\_  
Phone \_\_\_\_\_ Email \_\_\_\_\_

(    ) Visa      (    ) DISCOVER    (    ) MC    (    ) Check Enclosed    Amount \$ \_\_\_\_\_

Name on Card (if different) \_\_\_\_\_

Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_ Three-Digit Code on Back of Card \_\_\_\_\_

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

Return completed order form and payment to: CMSA, 10900 E. 183<sup>rd</sup> St., Ste. 300, Cerritos, CA 90703  
or fax to: (562) 865-2944. For questions, call Renee Hifumi at (562) 865-2900.