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"We are heading towards our 98th annual CMSA Convention held May 10th-15th at the Resort at Squaw Creek in Olympic Valley, **California. The setting couldn't be** any more beautiful to get together with friends and colleagues to discuss hot topics in the industry or to just catch up on personal gossip with long-time friends.

The CMSA staff will be presenting its usual great line up of events starting with the Golf Classic and Vendors reception, Informative General Sessions, Friday night Mardi Gras-themed dinner and games, the always-special awards luncheon, closing with the **entertaining Chairman's Ball on Saturday night.**

Our theme this year is *Swifter, Higher, Stronger* translated from the Olympic Motto, *Citius, Altius, Fortius*. **Aptly, this year's program** will focus on striving to meet our goals and creating ways to succeed in the challenging industry.

I look forward to seeing you in Squaw Creek!"

"With 195 acres of hillsides, the picturesque Resort at Squaw Creek in Olympic Valley will be one of the highest sites ever to host our annual assembly. The State of California and as well as our Association is the strongest it has been in years! Appropriately **enough, the theme for this year's** convention is *Citius, Altius, Fortius* — Swifter, Higher, Stronger.

Squaw Creek promises to be as breathtaking and awe-inspiring as any site that has ever hosted our event. The spirit of the 1960 Winter Olympic Games will permeate throughout to create inspiration, friendship, and solidarity!

You will have the opportunity to visit some of the best vendors in the world as well as to socialize and celebrate with the best movers in the industry. Of course, the best part is getting to catch up with old friends and make new ones.

Make plans today to join us in what is sure to be a memorable and rewarding getaway. I'll see you there!"

"If you have never been to a CMSA convention I guarantee you will be happy you joined us at Squaw Creek! Please join me and my family and friends for several days of relaxation, valuable information, fresh air, and good times. The networking, relationships, and friends that you will come away with will last a lifetime.

We have a great program planned with our general sessions. This year, Board Members Jesse Chabot and Thomas McCarthy will **be chairing our first 'Young Professionals' meeting for those of you under 40. I really wanted to attend but they said I didn't look under 40, go figure!**

With our technology constantly being updated, we look forward to young professionals leading our industry through the years to come.

Please register now. I look forward to seeing you at Squaw Creek."



CHAIRMAN'S CORNER
by Patrick Longo

I don't know about you but I really have a difficult time getting back in the swing of things after the long holiday season. I am now just turning the corner and looking forward to a solid 2016.

People tend to forget the big picture while managing their everyday business practices. I believe in always looking at each job as leading towards a bigger opportunity. Remember we are in the Service Industry also known as the yes business. Always say yes until we absolutely have to say *no*. You never know where that initial lead will take you especially during the non-peak season. Small concessions today may mean a lifetime client.

This month, it was nice to be back on the Chapter Visit tour. Steve and I headed up north to Modesto, Monterey, and Santa Maria hitting the Mid Valley, Monterey, and Central Coast Chapter meetings. We were greeted by all CMSA members with high energy, enthusiasm, and terrific dedication to the association.

It was my first trip to the infamous town of Modesto (MOTOWN) where we had a chance to visit with the Casey family at their moving company in Ceres. Many thanks to Senior Chairman Jay and to former chairman Jim and wife Kathy for showing us around their proud town and business. Afterwards, we headed up to beautiful Monterey where we met up with Executive Board member Alan Freese at his company, Miller Moving & Storage. Then we made our way across the street to Mark Scarr, after which was our stop at former Chairman Vince Cardinale's place.

At our final destination we had the opportunity to see former chairman Mark Andersen in Santa Maria. He and Nanci showed us around their facility before we left to the chapter meeting.

Thank you to everyone for their hospitality! I really appreciated seeing everyone.

Before I conclude, I would like to throw a shout out to the Central Valley Chapter. I was invited to participate in their Chapter meeting and Poker Tourney Scholarship fundraising event. It was a great night all around.

I want to say terrific job to Chapter President Mia Longoria, Jeanette Homan, and the rest of the

(CHAIRMAN'S CORNER Continued on page 4)



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PRESIDENT'S COMMENTS
by Steve Weitekamp

I was recently asked by the American Moving and Storage Association (AMSA) to participate in a breakout panel discussion at their upcoming convention. The issue being reviewed is App-based movers and their effect on the industry. Just to clarify, when considering App-based movers we are referring to mobile applications that are not directly linked to a brick-and-mortar business but hope to benefit from *disruptive innovation*. A business buzzword, *disruptive innovation* is a change based on new technology or thinking that creates a new market and value network and eventually disturbs an existing market and value network, displacing established market leaders and alliances. Many want to develop the next app or service that disrupts a long-established industry and controls the flow of trade without the investment in the physical assets (no skin in the game) still required to perform the service.

Over the last year or so we have received calls from movers contemplating working with App developers either to build a site or be a service provider. App designers also call looking to either develop or legitimize already existing programs (frequently after coming under initial scrutiny of industry competitors or regulators). I get it, build an App and get rich without doing any real work, it sounds pretty good.

It is easy to understand why someone who is not engaged with the operation of a brick-and-mortar moving and storage business might not see the issues with the *Uberization* of our industry. At first blush, it might seem positive since it combines mobile technology with potentially dynamic pricing and a supposedly available supply of, firstly, capable and safe labor, and, secondly, of road safe and properly equipped trucks to create a timely and more efficient user experience. After all, it seems to have worked with the taxi business where the perception of many, taxi operators notwithstanding, is that it has created a more attractive option to the long-standing, licensed, ride-hailing service.

(PRESIDENT'S COMMENTS Continued on page 4)



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(CHAIRMAN'S CORNER Continued from page 2)

crew up there for putting on a wonderful event. You should be very proud of your accomplishment.

I am looking forward to my remaining chapter visits to North Bay, Northern Region, and Sacramento in February, which will be my last as your Chairman.

Remember to register for our 98th Annual CMSA Convention in beautiful Resort at Squaw Creek in Olympic Valley CA May 10-15.

Keep making a difference!

(PRESIDENT'S COMMENTS Continued from page 3)

What could be wrong with that? Let's look at just two of many potential issues as they say the devil is definitely in the details (see paragraph 3, sentence 2). How does the App developer ensure that their partners, the people who are doing the actual moving, deliver labor that can provide a capable moving service and ensure consumer safety? Who is the responsible party for incidents related to cargo claims and or accidents?

We could speak to social and economic issues related to disruption of long-standing industries that provide steady employment and support of local communities. It is easy to understand that without the burden of physical assets that undercutting the

fixed costs of a conventional business is hardly a challenge. Some argue that an on-demand work model means unpredictability and lower total compensation in an insecure environment for the worker.

Let's assume, for sake of argument, that none of that is concerning to the App developer. The simplest argument against an App-based moving model for intrastate work (local or long distance moving) in California is that it is very challenging to do while remaining in compliance with existing law. For California Public Utilities Commission (CPUC) regulated moving, brokers and sub-contractors must follow the same regulations and permitting as traditional household goods carriers, as detailed in the code below.

(PRESIDENT'S COMMENTS Continued on page 16)



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SWIFTER, HIGHER, STRONGER CMSA 2016 Convention

CMSA members will be channeling the Olympic spirit with the motto Swifter, Higher, Stronger by attending the 98th Annual CMSA Convention in Olympic Valley, California! Held at the Resort at Squaw Creek, this year's Convention will be overflowing with valuable information for the summer season ahead. This year's theme will review recent complex industry issues with which CMSA members must hurdle over and will receive industry tips on how to make a smooth cross at the finish line for a successful year.

Kicking off the Convention is the CMSA's Executive Committee meeting on Tuesday afternoon. In the evening, the invitation-only Movers and Shakers Reception and Dinner will be held in honor of this year's CMSA leadership: all Board members, Chapter Presidents and Commit-

tee members. The Movers and Shakers Reception will be sponsored by Dewitt Co./Royal Hawaiian Movers, and the dinner will be sponsored by TransGuard General Insurance Company of America.


The Insurance Committee, Government Affairs Committee, Membership Committee and Military Affairs Committee meetings will convene on Wednesday morning. After a brief lunch break, the Association's outgoing Board of Directors and incoming Board of Directors will also convene their meetings. As always, attendees are welcome and encouraged to sit in during all committee meetings to learn about industry news and issues.

For members just arriving at the Resort that day, the Convention registration desk will be available

(CONVENTION Continued on page 6)



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(CONVENTION Continued from page 5)

just outside the Grand Sierra Ballroom for registration packets and event tickets pickup. Early exhibitor set up will be from 3-5 p.m. in the Grand Sierra Ballroom

On Thursday morning, golf enthusiasts can tee off at the Old Greenwood Golf Course in Truckee, CA for the Convention Golf Tournament. The golf tournament, sponsored by Pioneer, will start with its modified shotgun at 10:30 a.m. with a \$10,000 hole-in-one prize sponsored by TransGuard General Insurance Co. of America. **The hotel's** Grand Sierra Ballroom will be open 8 a.m. through 4 p.m. for exhibitors to set up their booths for the Thursday night Exhibitors Welcome Reception. At 4 p.m., join us for our Young Professionals meeting **and the Associate Member's Meeting at 5 p.m.**

The highly anticipated Exhibitors Welcome Reception, sponsored by New Haven Moving Equipment, is another highlight of the CMSA Convention. The event allows moving company management to

connect with the Association's Associate members for potential services and products in the market. The event will have an ongoing photo slideshow of **past CMSA events as well as hors d'oeuvres and beverages served throughout the night.**

The Squaw Creek Breakfast, sponsored by CardConnect, will start the day's activities in the Grand Sierra Ballroom. Following breakfast, the Friday General Business Session master of ceremonies and 2011-2012 CMSA Chairman Dennis Doody of Blue Chip Moving & Storage, Inc. will conduct the yearly roll call to welcome this **year's attendees.** Then, the 2016 Convention keynote speaker, Darren Kavinoky, will grace the stage to give a presentation on how to overcome personal and professional challenges.

Darren Kavinoky is living proof that massive change can happen in a moment, and personifies triumph over adversity. Because of his decades of experience dealing with extreme forms of misbehav-

(CONVENTION Continued on page 7)



Darren Kavinoky

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(CONVENTION Continued from page 6)



ior, both with his clients and his own, Darren knows that change can happen in an instant, and that the past does not have to affect the future.

After two decades of unsuccessfully battling with his demons, Darren has gone on to achieve previously unthinkable levels of success. The bankrupt attorney who once swept floors in a furniture store to make ends meet has since created several multi-million dollar businesses, including a law firm that employs more than 30 people and created and **hosts the Investigation Discovery channel's** Television Show, *Deadly Sins*. He has completed seven

Ironman triathlons and continues to make physical and psychological change part of his everyday life.

Darren knows firsthand that seemingly miraculous transformations are possible, and he delights in powerfully delivering that message to others in his keynote speech *Be The Billboard*.

Next up will be American Moving & Storage Association (AMSA) President & CEO Scott Michael who will discuss the national moving trends and what CMSA members can expect in business for the 2016 summer season. The 2015–2016 CMSA Chairman Pat Longo of **Andy's Transfer & Storage** will take the stage next to share his experiences from the past year visiting chapters with CMSA President Steve Weitekamp and a few anecdotes of lessons he learned while involved in industry issues. Following, CMSA President Steve Weitekamp **will review the Association's progress** including meetings with the CPUC regarding further actions against illegal operators.

The Olympic Valley Luncheon, sponsored by Paul Hanson Partners Specialty Insurance, will follow the morning general business session. Our luncheon speaker will be Chuck Cole, of Advocation

(CONVENTION Continued on page 8)



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(CONVENTION Continued from page 7)

Inc., to share his perspective on the current California Political Climate. Also speaking will be Lt. Brian Goldhammer of the California Highway Patrol who will talk about the 2016 BIT Program and other items of interest related to commercial vehicle enforcement.

After lunch, the Military Affairs Breakout Session will start with the International Association of Movers (IAM) Senior Vice President, Chuck White, giving an update on the current policies of the DP3 program and what moving companies can expect to see **in the upcoming summer season.** Following White's presentation, several military move specialists will discuss capacity and customer issues that lie ahead. Convention delegates will have the opportunity to ask panelists questions after their discussion on all aspects of the military move market.

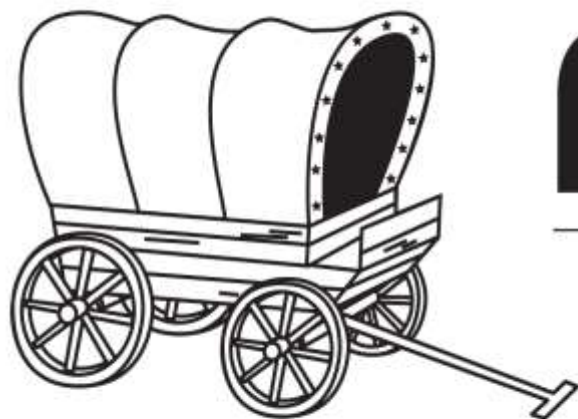
After a day of professional talks and industry discussions, **relax and enjoy Friday night's** on-site Mardi Gras event with dinner, music, and games sponsored by Kentucky Trailer, The Pasha Group/ Gateways International, Redwood Moving & Storage, Arpin Van Lines Inc., Atlas Van Lines Inc., National Van Lines Inc., North American Van

Lines, Stevens Worldwide Van Lines Inc., Uni-Group and Wheaton | Bekins.

The Alpine Sunrise Breakfast, sponsored by Lambert Transfer & Storage, kicks off the Saturday morning of the Convention. After breakfast, the Saturday General Business Session will start off with Master of Ceremonies, CMSA Board Member Jesse Chabot. First on the agenda will be Terry Head, President of the International Association of Movers, who will present the state of the international relocation market and the global migration trends of 2015.

Next, the Van Line panel moderator will introduce **this year's panelists to discuss industry trends, capacity improvements they implemented in their companies, and what their expectations are for interstate moves this year.** The audience will have an opportunity to ask any burning questions they may have regarding the interstate industry at the end of the discussion. Following the Van Line panel, Adam Lowy of Move for Hunger will comment about how much impact CMSA members have had on the organization since Move for Hunger and CMSA joined forces last year. Then, Sean Edgar, Director of Clean Fleets.net will share the latest news from the

(CONVENTION Continued on page 12)



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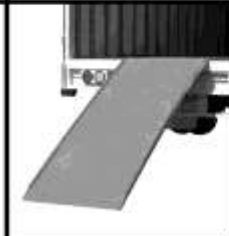
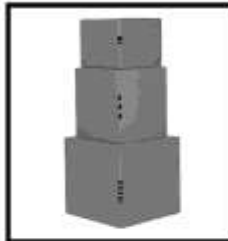
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GAS, TAXES, AND ROADS

by Scott Lay, *The Nooner*

There's an interesting debate in Sacramento right now about how to pay for needed highway repairs. It's universally agreed upon that our roads are not in great shape. Anyone who has driven to Reno from Sacramento knows when they cross into The Silver State, not by the "Welcome to Nevada" sign, but rather by the condition of the highway. Sure, there are some high-profile projects – widening of the 405 in LA and the addition of carpool lanes to I-80 in Sacramento. However, regular maintenance and projects on lower-profile roadways has declined.

There are two taxes applied to gasoline in California. One is the state excise tax of \$0.395 per gallon. That relates obviously to the quantity of gallons sold in the state. The second is the state/local sales tax, which ranges roughly from 7%-10%, depending on the locality. That tax revenue correlates with both the volume of gallons and the price of gasoline. Two major factors are affecting this. First, cars have become far more fuel efficient, particularly hybrids and all-electric vehicles. My car is a Nissan Leaf, so I haven't paid any gas taxes (I also rarely drive). That means that far less in gasoline excise tax is being collected than in the era where everybody was driving Hummers. Side note: where did all those Hummers go?

Secondly, the price of gas in California has nearly been cut in half over the last three years. What that means is the sales taxes on gas have dropped significantly—a drop of nearly 18 cents per gallon. Now, that money wasn't earmarked (unlike the excise tax) for road repairs, but has strained state and local government.

Thus, there needs to be a rethinking of how we pay for road maintenance in this era of increasing efficiency and lower gas prices to tackle a big infrastructure challenge. Some argue for switching to a "pay per mile" tax to capture the actual use of the roads. Of course, that's hard to administer. Either you make drivers check in annually to a state-administered facility, or you take them for their word. Either is a headache for either drivers or the state. Others would like a large bond that would be repaid by the state General Fund for up to 30 years, and others argue that the state has a surplus and is creating a large rainy day fund that could be used for road repairs without creating future obligations on taxpayers of the state.

Governor Jerry Brown has called for a \$65 tax on all vehicles, as well as an increase in the excise tax, trying to address both the issue of increased efficiency and lower price of gas. This would require a two-thirds vote as an increase in taxes, something that appears to be unanimously opposed by Republicans.

It'll be an interesting debate to watch this year.

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TOP 10 THINGS YOU WILL NEED TO KNOW ABOUT THE 2016 BIT PROGRAM

by Charlie Robertson, Peterson Trucks



1. The name and concept have changed — *Assembly Bill 529 (Lowehtal 10/3/2013) Biennial Inspection of Terminals (BIT) Program* is now called *The Basic Inspection of Terminals BASIC's (Federal CSA program)* accounts for these measurable items:
 - Unsafe driving, hours of service, driver fitness, controlled substance, vehicle maintenance, hazardous materials, crash indicators, citations.
2. You now have a *USDOT number*
 - CHP has been entering your MCP info in CHP system into the Fed system, creating a USDOT number. To review or change info use MCS-150 form. Correct information is important because your scoring levels are based on your peer groups.
 - Intrastate-only carriers do not have to display USDOT number – CA# still given priority.
3. Terminal inspections are now based on *performance* not time
 - Terminals are selected based on your basic scores at or above federal alert levels. You are no longer responsible to schedule and pay BIT fees to CHP.
 - CHP, beginning January 1, 2016, may inspect any terminal at any time it chooses. If a **terminal has received a "satisfactory" rating in a previous inspection**, then CHP may wait six years to next inspect that terminal. If a **terminal that receives "unsatisfactory" rating or falls below the threshold established by the priority system in CHP's regulations**, then CHP must re-inspect within 120 days.
 - Prioritization of inspections for terminals never before inspected & hazmat carriers.
4. Fees are paid annually to the *DMV (MCP)* by total *power fleet size*
 - DMV is much better at collecting and applying fees than the CHP.
 - Fees are paid annually based off your MCP.
5. Commercial trucks over 10,000 pounds are now included in 90 day inspections
 - If a truck is used for commerce and is greater than 10,000 pounds you need to conduct 90 day inspection checks. CVC 34500 (j) and 34505.5.
6. Focus is on non-compliant motor carriers
 - Basic score performance-based interventions (taken from roadside inspections, crash, and citations).
 - Keeping focus on carriers not in compliance, other than checking up on those who are.
7. Eliminated the four month lease provision for BIT responsibility
 - Often, lease agreements will go so far as to indicate the authorized carrier is *not* responsible for the vehicles it operates. This is contrary to the language in the federal regulations and will also be contrary to the language and intent of the state regulations adopted in this rulemaking action.
8. **It's real time tracking** – proactive vs. reactive
 - You can see your scores, information, inspections online under the SMS <https://ai.fmcsa.dot.gov/sms/> (make sure to have your US DOT PIN Number).
 - If you need a US DOT PIN Number <http://safer.fmcsa.dot.gov/>
9. You must now have the drivers job application as part of the driver file
10. Hours of service will be a focus at roadside inspections for any units that fall under **"commercial motor vehicles over 10,000 pounds"**

(CONVENTION Continued from page 8)

California Air Resources Board (CARB) and what the future holds for commercial vehicles in California.

The Convention continues on with its Gold Medal Luncheon, sponsored by Champion Risk & Insurance Services, L.P. and Vanliner Insurance Company. A highlighted event at the Convention, it is a time for the Association to recognize its leadership in helping to raise funds for its Scholarship Fund, the Special Olympics, and **the new Chairman's choice charity, The Alzheimer's Association.** Chapter Presidents will be recognized for their efforts during the year and will receive an award for their dedication to the CMSA. This year, \$5,000 donations will be given to the Northern California **Special Olympics and the Alzheimer's Association of Orange County** and \$55,000 in scholarships will be awarded to college and vocational students. Scholarship recipients will have a chance to attend the event and say a few words to thank the membership and describe their education aspirations.



The Saturday night Chairman's Reception Dinner and Ball, which is sponsored by CDS Moving Equipment Inc., is the final highlight of the 2016 Convention. Attendees will first be introduced to the 2016–2017 CMSA officers and their significant others as well as the 2016–2017 CMSA Chairman Robert Fraser of Redwood Moving & Storage, who will be escorted by former CMSA Chairmen.

Senior Chairman Pat Longo of Andy's Transfer & Storage will receive the honorary CMSA lifetime membership and pass the gavel to Chairman-elect Robert Fraser. Delegates will dance throughout the night in celebration of the newly installed CMSA Chairman.

Join us in "Swifter, Higher, Stronger" at the 98th Annual CMSA Convention in Olympic Valley! Full registrations that are paid by March 10th will be entered in a \$50 cash raffle! Register today by calling the CMSA office at (562) 865-2900 or visit the Convention kiosk on the CMSA website at <http://bit.ly/cmsa2016conv>.

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TRUCKERS TAKE GOVERNMENT TO COURT OVER ELECTRONIC LOGBOOK MANDATE

Owner-Operator Independent Drivers Association



(Grain Valley, Mo., Dec. 15, 2015) – The Owner-Operator Independent Drivers Association filed a lawsuit over a new regulation announced by the Federal Motor Carrier Safety Administration requiring electronic logbooks, known as ELDs.

“This rule has the potential to have the single largest, most negative impact on the industry than anything else done by FMCSA,” said Jim Johnston, OOIDA President and CEO. “We intend to fight it with everything we have available.”

FMCSA announced the final rule last week that mandates the use of electronic logbooks for all interstate commerce in trucks that are model year 2000

and newer. Commercial truck drivers are restricted to a limited number of working and driving hours under current regulations. The FMCSA is mandating that truck drivers use ELDs to track their record of duty status and compliance with HOS regulations even though such devices can only track movement of a vehicle and approximate location.

OOIDA has previously challenged a similar mandate in the courts. In August 2011, the U.S. Court of Appeals for the 7th Circuit vacated a proposed electronic logbook rule based on the argument of harassment of drivers.

The Petition for Review that OOIDA has filed this time does not outline the arguments that will be used to challenge the final rule. Arguments will be provided in subsequent filings and during oral arguments in front of the court.

“This regulation is absolutely the most outrageous intrusion into the rights of professional truckers imaginable and will do nothing at all to improve highway safety. In fact, we firmly believe it will do exactly the opposite by placing even more pressure and stress on drivers than they already deal with,” Johnston said.



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SACRAMENTO CHAPTER FUNDRAISER BOWLING TOURNAMENT



1st Place Crown Worldwide Moving West Sacramento— Jorge, Alicia, Patrick, John, Joey, Matthew (not pictured)



2nd Place Colonial Van and Storage Sacramento— Dave, Les, Kevin, Roy, Leon, Jerry (not pictured)

This year's CMSA Sacramento Chapter bowling tournament was held on January 25th at Strikes Bowling in Rocklin California. We netted \$3,000 and completely sold out all our slots! 1st place went to Crown Worldwide Moving West Sacramento with a combined score of 1586 and 2nd place went to Colonial Van and Storage Sacramento with a combined score of 1564.

A special thanks to Andy Smith, with CDS Moving Equipment, who was instrumental in handling all of the reservations and was the key point of contact for putting together the teams. We also want to thank CDS for providing the trophies and the pizza.

Stay Connected with CMSA!



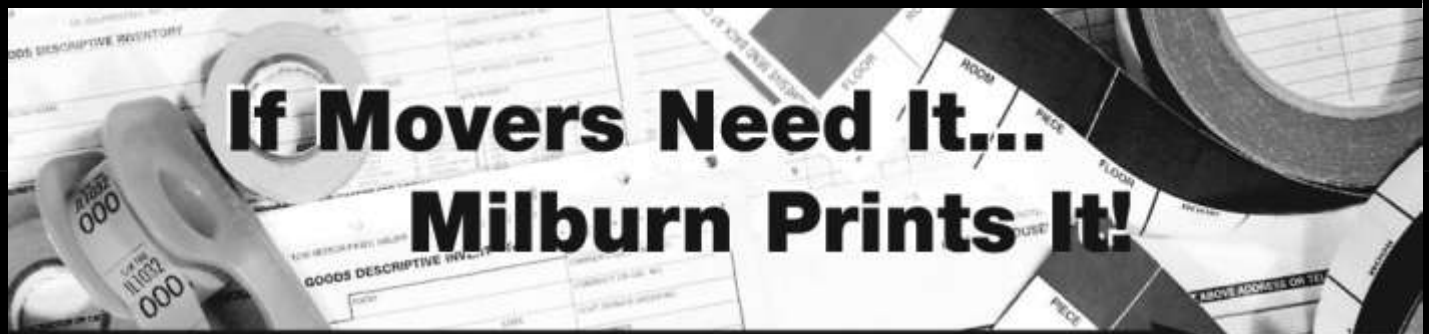
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(PRESIDENT'S COMMENTS Continued from page 4)

*PUBLIC UTILITIES CODE SECTION Chapter 7-
The "Household Goods Carriers Act."*

5102.(a) The use of the public highways for the transportation of used household goods and personal effects for compensation is a business affected with a public interest. 5109. "Household goods carrier" includes every corporation or person, their lessees, trustee, receivers, or trustees appointed by any court whatsoever, engaged in the permitted or unpermitted transportation for compensation or hire as a business by means of a motor vehicle or motor vehicles being used in the transportation of used household goods and personal effects over any public highway in this state. A broker, as defined in Section 5110.7, shall be considered a household goods carrier. 5131. No household

goods carrier shall engage in such business for compensation by motor vehicle over any public highway in this State, except in accordance with the provisions of this chapter which is enacted under the power of the State to regulate the use of public highways.

As an engaged citizen, sans law degree, it seems very clear to me that the section of California law stated above does not have any of the qualifiers that some might use to justify illegal activity. Arguments include "it's only a single sofa," or "it represents less than 10% of our business." The Public Utilities Code makes no distinction on quantity of items moved or percentage of business performed to require compliance with existing law. It is also clear that both the booker (see App producer) and service provider (see independent partner of App producer) are required to be active CPUC permitted carriers and to follow all the rules and regulations stipulated in the Household Goods Carriers Act and the 110 pages of the Maximum Rate Tariff 4 (MAX 4).

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CMSA 98th ANNUAL CONVENTION SCHEDULE

TUESDAY, MAY 10

3:00 p.m. – 5:00 p.m.	Executive Committee Mtg
6:00 p.m. – 10:00 p.m.	Movers & Shakers Reception/Dinner for Board, Committee Members & Chapter Presidents (By Invitation Only)

WEDNESDAY, MAY 11

8:00 a.m. – 6:00 p.m.	Registration Desk Open
8:00 a.m. – 9:00 a.m.	Insurance Committee Mtg
9:00 a.m. – 10:00 a.m.	Government Affairs Committee Mtg
10:00 a.m. – 11:00 a.m.	Membership Committee Mtg
11:00 a.m. – 12:00 p.m.	Military Affairs Committee Mtg
1:30 p.m. – 5:00 p.m.	Board of Directors Mtgs
3:00 p.m. – 5:00 p.m.	Early Exhibitor Setup

THURSDAY, MAY 12

7:00 a.m. – 8:30 p.m.	Registration Desk Open
10:30 a.m.	Golf Tournament
8:00 a.m. – 4:00 p.m.	Exhibitors Setup

THURSDAY, MAY 12 (continued)

4:30 p.m. – 6:00 p.m.	Young Professionals Mtg
5:00 p.m. – 6:00 p.m.	Associate Member Committee Mtg
6:30 p.m. – 9:00 p.m.	Exhibitors Welcome Reception

FRIDAY, MAY 13

7:30 a.m. – 12:00 p.m.	Registration Desk Open
8:00 a.m. – 9:00 a.m.	Squaw Creek Breakfast
9:00 a.m. – 12:00 p.m.	General Business Session
12:30 p.m. – 2:00 p.m.	Olympic Valley Luncheon
2:00 p.m. – 4:00 p.m.	Military Breakout Session
6:00 p.m. – 9:00 p.m.	Mardi Gras Theme Dinner

SATURDAY, MAY 14

8:00 a.m. – 12:00 p.m.	Registration Desk Open
8:00 a.m. – 9:00 a.m.	Alpine Sunrise Breakfast
9:00 a.m. – 12:00 p.m.	General Business Session
12:30 p.m. – 2:00 p.m.	Gold Medal 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/Ball

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MARYMOUNT SCHOOL HONORS DISTINGUISHED ALUMNUS CASEY MCCANN

by Molly Seguel, Director of Admission for Marymount School of Santa Barbara



Every fall the Marymount School of Santa Barbara community gathers to celebrate the special place grandparents hold in **grandchildren's lives at a** pre-Thanksgiving Grandparents and Special Friends Day. The school also honors a distinguished Marymount alumnus or alumna and invites them to

come back to the school to speak to the crowd. **This year's Marymount Distinguished Alumni Award** went to Casey McCann.

Casey McCann attended Marymount from 1983-1993. **He was the recipient of the Marymount 'M' upon graduation, the School's highest award, and was also recognized as the school's top male athlete.** After Marymount, McCann went to Cate School, where he earned the Ellis Cup for outstanding citizenship and public service and gradu-

ated cum laude. He now works in his family business, Hazelwood Allied Van Lines and McCann Mini Storage in Santa Barbara.

Currently a Trustee at Cate School and a member of the California Moving and Storage Association Board of Directors, McCann is active with **St. Jude's Children Hospital in Memphis and is a Charter Member of Move For Hunger**, providing extensive services to the Santa Barbara Foodbank.

McCann's connections to Marymount are furthered by the fact that he is the son of a former Marymount teacher, Janet McCann, and married to a current middle school history teacher, Melissa McCann.

"Marymount instilled in me a way of thinking, certainly reinforced by my parents, but an outlook that I've carried with me throughout my life," he said. **"And it's based on three simple principles: 1. Be positive, 2. Be interested in learning, in each others' perspectives, in each others' feelings, and 3. Be kind."**



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CALENDAR OF EVENTS

Tues., February 16	North Bay Chapter Mtg	Sun., April 10	Greater Los Angeles Day at the Races
Tues., February 16	O.C./Beach Cities Chapter Bowling Tournament	Wed., April 20	San Diego Chapter Mtg
Wed., February 17	Northern Region Chapter Meeting	Wed., April 21	First Annual Twin Counties Shoot Off
Thurs., February 18	Sacramento Chapter Mtg	Sat., April 23	North Bay Chapter Bocce Tournament
Sun., February 28	Ventura/S. Barbara Bowling Tournament	2016 CMSA Convention May 10-15 Resort at Squaw Creek Olympic Valley, CA	
Wed., March 9	San Diego Chapter Golf Tournament		
Thurs., March 17	Sacramento Chapter Golf Tournament	Fri., Oct. 7	Monterey Bay Chapter Golf & Bocce Tourn.

CLASSIFIED ADVERTISING

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

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

Ernie's Van & Storage (Atlas Van Lines agent) in Rocklin, CA is looking to hire a qualified & experienced HHG/NAC salesperson. For more information, please contact msowell@evsmoving.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

EMPLOYMENT OPPORTUNITY

Foster Van Lines is searching for an aggressive & experienced HHG salesperson for the San Francisco & Oakland market. Please send resume to jobs@fostervanlines.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.

FOR SALE

40' low bed single axle - \$1,200. 28' Hi Lo trailer goes from loading dock to curb height - B.O. Kennedy Van & Storage (415) 826-5605.

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.

IT PAYS TO ADVERTISE!

EMPLOYMENT OPPORTUNITY

North Bay Moving (NorthAmerican agent) is looking to hire an experienced (at least one year) residential household goods sales person for the San Francisco bay area & Sonoma & Marin counties. Please email your resume to: info@northbaymoving.com

EMPLOYMENT OPPORTUNITY

Rebel Van Lines is looking to hire Class A & B drivers. To apply, please email nan@rebelvanlines.com or call 800-421-5045.

EMPLOYMENT OPPORTUNITY

We are looking for a Household Goods International Forwarding Manager to ideally reside at our Corporate office in Phoenix, AZ, though this is negotiable. IATA license, dangerous goods certification and HHGFAA membership required. For more information or to forward resume email : marysloane@smmoving.com.

CMSA THROUGH THE YEARS

Historical Photo

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



CMSA Convention Lake Tahoe 1998. Left to right: Former Chairmen Frank Rolapp '93-'94, Bill Colwell '96-'97, Joe Hammer '95-'96



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You're Invited to the California Moving & Storage Association's 98th Annual Convention!

Meet your California colleagues in Olympic Valley, Calif., May 10–15, 2016,
and learn about issues affecting both the California & National Moving Industry.
Check out the convention room rate!

CMSA ROOM RATE: \$194 Per Night + Tax*

**Call toll-free 800-403-4434 and request the group rate for
"California Moving & Storage Association."**

The rate is for Resort at Squaw Creek, 400 Squaw Creek Road, Olympic Valley, CA 96146. The above rate also applies three (3) days before and after the CMSA official convention dates based on availability if you decide to extend your stay.

*Hotel rate is for single or double occupancy and subject to the prevailing state and local taxes (currently 10% and 0.065%).

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

The resort and the surrounding Squaw Valley area offers many activities, which include: year-round outdoor swimming pools, access to miles of hiking and biking trails, boating, rafting and paddle-boarding on nearby Lake Tahoe and the Truckee River, horseback riding, tennis and more! Don't forget to sign up for CMSA's Annual Golf Tournament being held at Old Greenwood Golf Course on Thursday, May 12, 2016.

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 10 | Movers & Shakers Reception * |
| 2. Tues. | May 10 | Movers & Shakers Dinner ♦* |
| 3. Thurs. | May 12 | Golf Tournament ♦ |
| 4. Thurs. | May 12 | Exhibitors Reception ♦ |
| 5. Fri. | May 13 | Squaw Creek Breakfast |
| 6. Fri. | May 13 | Olympic Valley Luncheon ♦ |
| 7. Fri. | May 13 | Friday Night Dinner Event
<i>(Unlimited sponsorships available
for this event.)</i> |
| 8. Sat. | May 14 | Alpine Sunrise Breakfast |
| 9. Sat. | May 14 | Gold Medal Awards Luncheon ♦ |
| 10. Sat. | May 14 | Chairman's Reception & Dinner ♦ |

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* 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
_____ 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 98th Annual Convention Registration Form

## May 10-15, 2016

**EARLY REGISTRATION DEADLINE: MARCH 10, 2016**  
**FULL registrations paid by March 10, 2016 are eligible for the**  
**drawing to win \$50 CASH on May 14, 2016!**



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 \_\_\_\_\_

Spouse/Guest \_\_\_\_\_ Badge First Name \_\_\_\_\_

Other \_\_\_\_\_ Badge First Name \_\_\_\_\_

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

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

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

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

|                                  | <b><u>Before</u></b><br><b><u>March 10</u></b> | <b><u>After</u></b><br><b><u>March 10</u></b> |
|----------------------------------|------------------------------------------------|-----------------------------------------------|
| CMSA MEMBER or SPOUSE (each)     | \$475.00                                       | \$575.00                                      |
| CHILDREN'S PRICE (up to 12 yrs.) | \$325.00                                       | \$350.00                                      |
| NON-MEMBERS (each)               | \$625.00                                       | \$725.00                                      |

Sponsors & Exhibitors—Please use appropriate forms to ensure proper handling of complimentary registrants.

Special Food Requests (e.g. 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 \_\_\_\_\_

Please mail this form with payment, to **CMSA**, 10900 E. 183rd St., Suite 300, Cerritos, CA 90703.

**\*\*CANCELLATIONS:** *Cancellations made before **April 10, 2016** will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). After **April 10, 2016**, we will be unable to make refunds. Substitutions will be accepted, but we need to know one week in advance.*

**ROOM RESERVATIONS:** Call Resort at Squaw Creek at (800) 403-4434 to make reservations and ask for the group rate for **California Moving and Storage Association**. A reservation link can also be found online by visiting [www.thecmsa.org](http://www.thecmsa.org) and clicking on the Convention Calendar webpage. Reservations must be made by **April 10, 2016** to guarantee the special group room rate. All major credit cards are accepted for deposit.

## **2016 CONVENTION EVENTS**

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

**Thursday, MAY 12**

### **YOUNG PROFESSIONALS GROUP MEETING**

A new group started to engage young members and groom them for leadership roles within CMSA! A fun scavenger hunt event planned to get people acquainted and then social time at the resort bar.

### **EXHIBITORS WELCOME RECEPTION**

Food, Beverage, Latest in Industry Products and Service Technologies

**Friday, MAY 13**

### **SQUAW CREEK BREAKFAST**

**CMSA GENERAL SESSION**—Free Admission

### **OLYMPIC VALLEY LUNCHEON**

**MILITARY DISCUSSION PANEL**—Free Admission

### **MARDI GRAS THEME DINNER EVENT**

Dinner, music, party games, prizes and a Mardi Gras costume contest for those who want to participate!

**Saturday, MAY 14**

### **ALPINE SUNRISE BREAKFAST**

**CMSA GENERAL SESSION**—Free Admission

**VAN LINE PANEL DISCUSSION**—Free Admission

### **GOLD MEDAL LUNCHEON**

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



# Exhibitor Registration Form

**98th CMSA Annual Convention**  
**EXHIBIT DATES: May 12–14, 2016**

**IMPORTANT!:** Global Experience Specialists (GES) will be the official exhibit services contractor. All work performed in the Exhibit Area is under union jurisdiction and under safety jurisdiction. GES Show Rules & Regulations provided upon request.

## STEP 1: RESPONSIBLE PARTY INFORMATION

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

\_\_\_\_\_  
First Name to Appear on Badge

\_\_\_\_\_  
Company Name to Appear on 11" X 17" Booth 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. A six-foot draped table, two chairs and wastebasket is provided.

Booth Registration  
Before March 10, 2016 @ \$1,200 \$ \_\_\_\_\_  
After March 10, 2016 @ \$1,500 \$ \_\_\_\_\_

Booth Electricity—\$100 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 10, 2016 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 10, 2016.

## STEP 4: CHOOSE YOUR BOOTH

Priority will be given according to seniority and date registration form was received. See booth diagram for choices.

RESERVE BOOTH # (s) \_\_\_\_\_ FOR MY EXHIBIT.

In case your first choice is taken, please list alternate booth #s.

2nd Choice (s) \_\_\_\_\_ 3rd Choice (s): \_\_\_\_\_

Companies you don't want to be next to: \_\_\_\_\_

## STEP 5: SELECT METHOD OF PAYMENT

☐ Check Enclosed ☐ Charge to Credit Card

CREDIT CARD INFORMATION:

☐ VISA ☐ MasterCard ☐ Discover Card

\_\_\_\_\_  
Name on Credit Card

\_\_\_\_\_  
Credit Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

\_\_\_\_\_  
Billing Address \_\_\_\_\_ Billing Zip Code \_\_\_\_\_

\_\_\_\_\_  
3-Digit Code on Back of Card \_\_\_\_\_

\_\_\_\_\_  
Authorized Signature \_\_\_\_\_ Date \_\_\_\_\_

## STEP 6: RESPONSIBILITY AGREEMENT

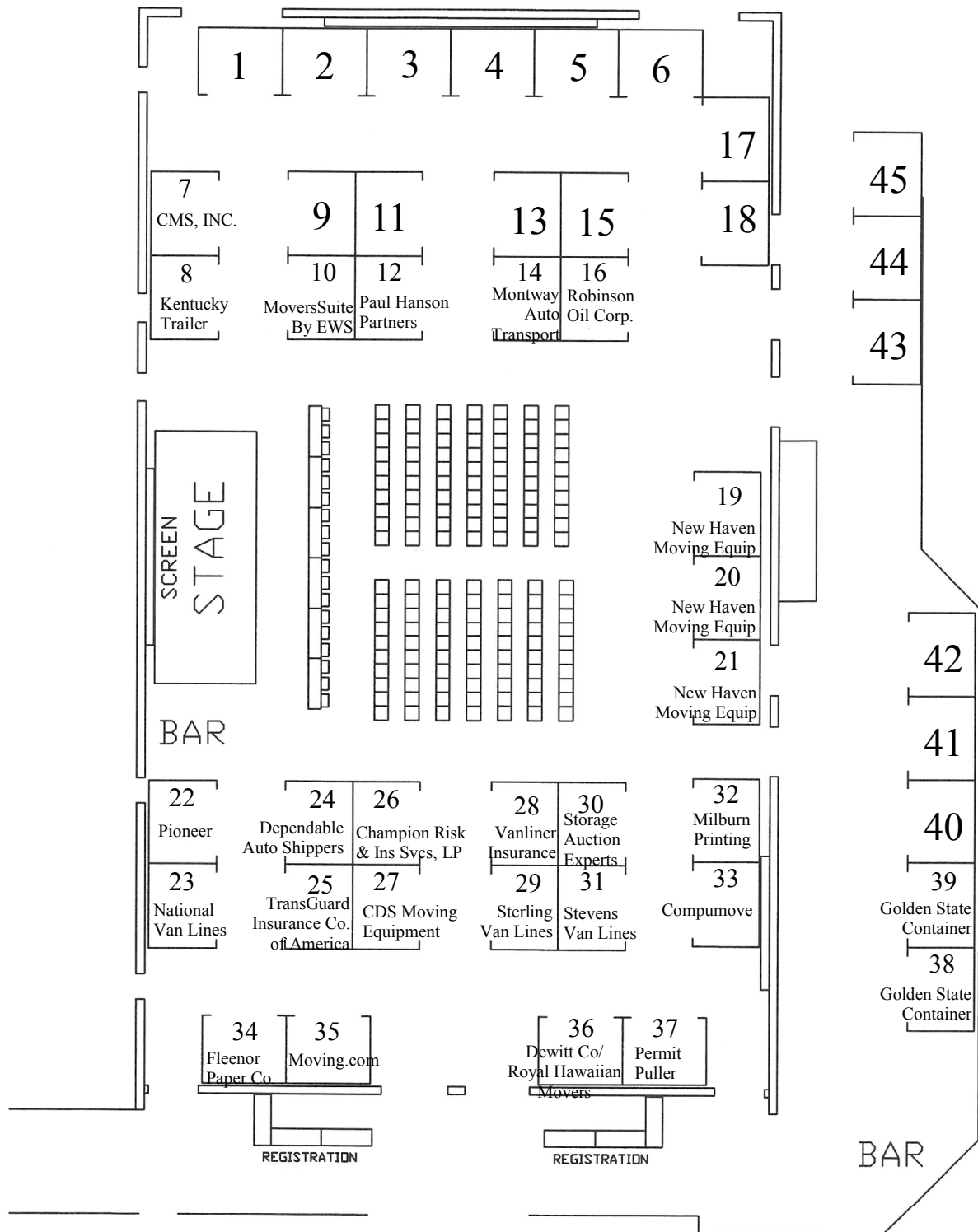
**By registering to be an Exhibitor at the CMSA Convention, you are agreeing to the terms below:**

Exhibitor shall be fully responsible to pay for any and all damages to property owned by Hotel, 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 Hotel, 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 Hotel or any part thereof. The Exhibitor understands that the Hotel 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 12—14, 2016**

*Early set-up available after 3pm on Wed., May 11, 2016.*

# RESORT AT SQUAW CREEK GRAND SIERRA BALLROOM



CALIFORNIA MOVING  
AND STORAGE ASSOCIATION  
2016

As of 2-12-2016.

# Global Experience Specialists (GES)

## Show Rules & Regulations

### Exhibit Labor

All work involved in the erection, touch-up painting, dismantling, and repair of all exhibits may fall under union jurisdiction. This work is to include wall coverings, floor coverings, pipe and drape, painting, hanging of signs and/or decorative materials from the ceiling, placement of all signs, and the erection of platforms used for exhibit purposes.

This does not apply to the unpacking and placement of merchandise.

Full-time employees of exhibiting companies may set their own exhibits provided that one person can accomplish the task in less than one-half (1/2) hour without the use of tools.

If the exhibit preparation, installation, or dismantling requires more than one-half (1/2) hour, exhibitors must use personnel supplied by the Official Services Contractor. However, please note that when union labor is required, exhibitors may provide company personnel to work along with union installer in Southern California on a one-to-one basis. Any full-time company personnel involved should be prepared to produce some type of company identification when engaged in these activities.

### Freight Handling

All work involved in the loading and unloading of all trucks, trailers and common and contract carriers, as well as the handling of empty crates and the operation of material handling equipment, is under union jurisdiction. The union also has the jurisdiction of the unloading, uncrating, un-skidding, leveling, as well as the reverse process.

Full-time employees of exhibiting companies may 'hand carry' material provided that it is limited to only what one person in one trip can carry and they do not use material handling equipment. When exhibitors do choose to 'hand carry' material, they may not be permitted access to the loading dock/freight door areas. Global Experience Specialists, Inc. will not be responsible for any material we do not handle.

### Electrical

CMSA shall arrange for electrical services with Paradise Point's exclusive electrical services contractor.

All plugs over 120 volts will be plugged in by electrical union personnel. Exhibitors may plug in their own plugs of 120 volts to their ordered outlets.

All exhibitors are expected to comply with any union requirements in effect and as outlined in the "SHOW SITE WORK RULES" section of the Exhibitor kit.

### Gratuities

Our work rules prohibit the SOLICITATION OR ACCEPTANCE of tips in cash, product or gifts in kind by any employee (union or non-union). Our employees are paid appropriate wages denoting professional status, therefore tipping of any kind is not allowed.

### Always Honest Hotline

GES requires the highest standards of integrity from all employees. Please call our confidential Always Honest hotline at 866.225.8230 to report fraudulent or unethical behavior.

| Union        | Responsibilities                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|--------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Electricians | Responsibility for assembly, installation and dismantle of anything that uses electricity as a source of power. This includes electrical wiring, hook-ups, interconnections, etc.                                                                                                                                                                                                                                                                                                                                        |
| Teamsters    | Responsibility of receiving and handling all exhibit materials and empty crates at the docks. It is their responsibility to manage docks and schedule vehicles for the smooth and efficient move-in and move-out of the exhibition.                                                                                                                                                                                                                                                                                      |
| Decorators   | Handle the hanging of all non-electrical signs, drape and cloth installation and tacked fabric panels. Handle the uncrating of exhibits and display materials, installation and dismantle of exhibits including cabinets, fixtures, shelving units, furniture, etc., laying of floor tile and carpet and re-crating of exhibits and machinery. They also handle the installation and dismantling of scaffolding, bleachers and the ganging of chairs. They handle the rigging, hanging and removal of all hanging signs. |
| Plumbers     | Handle all plumbing works such as compressed air, water drains or natural gas.                                                                                                                                                                                                                                                                                                                                                                                                                                           |

# CMSA ANNUAL GOLF TOURNAMENT REGISTRATION FORM

## OLD GREENWOOD GOLF COURSE

12915 FAIRWAY DRIVE  
TRUCKEE, CA 96161  
(530) 550-7010

THURSDAY, MAY 12, 2016

10:30 AM SHOTGUN

(Golfers should arrive at course by 10:00 a.m.)



**SPONSORED BY: PIONEER • CO-CHAIRS – LEN GOLLNICK & GARY BLOWER**

**Entry fee -- \$135.00 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 \$15 processing fee. No refunds for cancellations after April 10, 2016.\***

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.**

**Reserve a set of golf clubs by providing a count below so that the pro shop will be sure to have enough on hand. Only those that reserve a set will be guaranteed a set!!! Club rentals are available at the pro shop for \$50 per set**

**No. of Sets: \_\_\_\_ Circle your choice: 1) Male/Female 2) Titleist/Cobra 3) Right Handed/Left Handed**

**Please mail this form, with payment to: CMSA, 10900 E. 183rd St., Suite 300, Cerritos, CA 90703  
or fax to: (562) 865-2944.**



**2016 CMSA CONVENTION - INDIVIDUAL EVENT TICKET FEES:**

|                |                                                 | <u>Adult</u> | <u>Child</u> |
|----------------|-------------------------------------------------|--------------|--------------|
| Thurs., May 12 | Exhibitors Welcome Reception                    | \$150.00     | \$100.00     |
|                | Golf Tournament Registration<br>(USE GOLF FORM) | \$120.00     | \$120.00     |
| Fri., May 13   | Squaw Creek Breakfast                           | \$35.00      | \$25.00      |
|                | Olympic Valley Luncheon                         | \$60.00      | \$42.00      |
|                | On-Site Dinner                                  | \$100.00     | \$50.00      |
| Sat., May 14   | Alpine Sunrise Breakfast                        | \$35.00      | \$25.00      |
|                | Gold Medal 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 10, 2016 will be subject to administrative fees plus any incurred costs (not to exceed 50% of the fees paid). After April 10, 2016, 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.