

CTA/Lawson Lawsuit: 2014 Truck & Bus Regulation Amendments Affected

California Air Resources Board, Truck Stop

In 2014, to void the flexibility options provided in the 2014 amendments to the Truck and Bus regulation (regulation), John R. Lawson Rock and Oil of Fresno (Lawson)

and the California Trucking Association (CTA) sued the California Air Resources Board (CARB) in Fresno County Superior court.

In 2016, that court ruled in favor of Lawson and CTA, ordering CARB to set aside the regulation's 2014 amendments.

CARB appealed that decision to the 5th District court of Appeals.

On January 31, 2018, the appellate court issued its decision upholding parts of the lower court's ruling, including the court's direction to set aside the regulation's 2014 amendments.

If vehicles in your fleet are using one or more of the flexibility options that CARB added or amended in 2014, you will be affected by the court's decision.

What flexibility options are affected by the court's decision?

Low Use Exemption: Less than 1,000 miles allowed in California per year only. The Low Use mileage limit of 5,000 miles will no longer be available under the court's order. To the degree possible, we will account for the period that the flexibilities were in effect in 2018, but there will be no extension of those flexibilities into 2019.

NOx Exempt Area Extension: 100 percent of fleet required to have particulate matter (PM) filters installed by January 1, 2016 and more limited area of operation.



For those operating in a NOx Exempt area and wishing to continue operating there, but who do not have a PM filter installed, we recommend you install one now because that option was voided by the court's order. In addition, the court's order changed the

areas of operation defined as NOx Exempt Areas, so you should make any necessary adjustments as soon as possible.

To the degree possible, we will account for the period that the flexibilities were in effect in 2018, but there will be no extension of those flexibilities into 2019.

The regulation provides a manufacturer delay extension that relieves the owner from immediate compliance with applicable upgrade requirements if the retrofit PM filter or the engine/vehicle originally equipped with a PM filter is purchased at least four months prior to the initial compliance deadline and has not been received due to a manufacturer delay. To receive the extension, you must report to CARB in January that there is a manufacturer delay.

(CTA/LAWSON continued on page 5)



CHAIRMAN'S CORNER

by Alan Freese

Good day to all. As your 2018-2019 Chairman, I have chosen St. Jude Children's Research Hospital for my Chairman's Choice Charity. Many times as movers, we find ourselves moaning and

groaning about predicaments we find ourselves in. I can tell you that many of the predicaments we face as movers pale in comparison to the challenges these kids and their families face with devastating medical challenges. It's tough enough to be a kid in today's society, let alone being a kid with these types of challenges. I have started a go fund me page for this charity, here's the link: <https://www.gofundme.com/cmsa-chairmans-choice?teamInvite>. I am inviting all CMSA members and friends to make this a big deal. I have set a lofty goal of \$25,000. I know this might sound like a lot, BUT I know for a fact that the CMSA is comprised

of many of the classiest people and businesses on the planet. I want to stress the impact St. Jude has on these kids and families. I encourage you to check out their website at www.stjude.org. They have many locations across the United States, serving thousands of kids and families each year. I'm fortunate that my family has never had to utilize their services. My daughter Shelby did fundraising for them her freshman year at Chico State; it was then that I realized how much they do for so many. I will be reminding each and every one of you every month from now until March to donate what you can. I want to thank all of you ahead of time on this for your generosity.

Back to business, I went to the Northern California Chapter President orientation on July 19th at Chipman Relocation & Logistics in Sacramento. Many thanks to John Chipman Jr. and Ed Melton for hosting this for us at least the last six or seven years.

A lot on the plate right now with BEARHFTI, they sure seem like they are going to aggressively take action on many levels. This is great news to the many that

(CHAIRMAN'S CORNER continued on page 4)





PRESIDENT'S COMMENTS

By Steve Weitekamp

July 2018 came and went without any major calamity on the California intrastate regulatory front. After over 90 years of regulation, licensing and enforcement by the California Public Utilities Commission (CPUC),

Household Movers were transferred to a new agency. As a result of Governor Jerry Brown's CPUC reorganization plan and Senator Jerry Hill's SB 19, the entire regulatory program was moved to the Department of Consumer Affairs – Bureau of Electronic & Appliance Repair, Home Furnishings & Thermal Insulation (DCA – BEARHFTI) effective July 1, 2018. At the same time, the code of regulation moved from the Public Utilities Code to the Business and Professions Code. Because of the hard-fought efforts of your Association and our lobbying and legal team, the entire process and its positive outcome appear to be a non-event

for the legal move. Knowing what we accomplished makes it (putting it very politely) hard to understand how a legal mover wouldn't be a member of CMSA. I would tell any non-member, please don't tell me that you don't go to meetings or read newsletters, our efforts on just this one issue just saved you thousands of dollars (minimum of \$5,000).

In early July, we met with BEARHFTI staff to kick off the program. As expected, they had many questions about our industry and the regulatory system that they had just inherited.

On August 2, the BEARHFTI advisory council met and heard that the plan to change the name of the agency to something that might be easier for consumers to understand was progressing. When we can report the new name, I think movers will appreciate the change. After the meeting, we again met with a motivated BEARHFTI staff in their offices to discuss their first month of administering the program (see enforcement statistics below). CMSA is encouraged to report that the staff seems focused

(PRESIDENT'S COMMENTS continued on page 5)



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(CHAIRMAN'S CORNER continued from page 2)

have endured less-than-average results in the past. From enforcement to restoration compliance and many other hot topics, they are truly engaged, and we are very thankful for that. If you have any concerns or ideas, please channel through Steve to make sure your concerns are addressed.

In the not-so-distant future, I will be heading out to the chapters for the Chairman/President visits. I'm truly looking forward to doing this, not just to get out of work, but to be able to take in and appreciate what other movers do and how they do it. The moving business is very diverse, and I'm always intrigued by different ways and methods used to get to the same result.

As we are now in the first week of August, soon Labor Day weekend will be here, and life will go back to regular speed for most. It used to be that Labor Day triggered kids back to school, now kids in our area are back in school second week of August – go figure. Steve and I will be traveling next month to the Fall PPF at Scott AFB. I'm sure there will be many hot buttons discussed during this event. Just as BEARHFTI has

brought movers hope in California, Col. Ralph Lounsborough is bringing hope to the movers nationwide. It will be interesting to hear what his views of this past peak season are and what he feels can be done to build on. I'm a strong believer that there is a need to create an Agency Advisory Panel made up of local agents from various areas of the United States. We all can agree that local agent concerns, needs and frustrations can be very different than TSP's. Until local agents are given that ability to "have a seat at the table," it will be an uphill battle. Let's hope for the best as Col. Lounsborough is very open-minded and driven to fix problems. Until next month, let's be safe and sane (and don't forget to go to the link and donate to St. Jude). Cheers, Alan

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(CTA/LAWSON continued from page 1)

Alternatively, if your vehicle(s) still comply with the selected option under the court's order, then you may claim flexibility options your vehicle(s) are eligible to use in 2019. We will continue to work with fleets to optimize their compliance path.

If you are not on the listserve to receive

information and updates regarding the Truck and Bus regulation, you can sign up by providing your email address at https://public.govdelivery.com/accounts/CARB/subscriber/new?topic_id=onrdies. We are currently sending targeted notices out to fleets specifically affected by this based on their reporting history.

(PRESIDENT'S COMMENTS continued from page 3)

on improving the program to ensure that the moving public and the regulated industry are better served.

As you will see from the statistics that follow, the Bureau has made a dramatic enforcement change from the CPUC and taken action against interstate moves that are held hostage in California (something I will review in greater detail in an upcoming issue).

Home Movers Stats from 7/1 – 7/29: **43 Complaints**

- 11 interstate moves (overcharges, unlicensed, etc.)
- 7 hold hostage complaints – (Quest and Unified both have two or more)
- 7 loss or damage to household goods

- 5 miscellaneous (person living in moving van, business identity theft, non-jurisdictional)
- 3 refunds
- 3 complaints re: unlicensed activity
- 3 complaints pending analysis
- 1 overcharge and damage
- 1 restoration
- 1 refusal to file a claim for damages, even though the customer purchased insurance coverage.

CMSA transferred 460 referrals to the bureau for unlicensed activity. These referrals had originally been reported to the PUC. CMSA has reported 5 referrals for unlicensed activity directly to the bureau.

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New Ruling in California for Off-the-Clock Work

On July 26, 2018, California's Supreme Court ruled that employers must pay workers for the time they spend completing off-the-clock tasks, such as locking up after work.

The long-awaited decision is a result of a six-year legal battle between Starbucks and Douglas Troester, a California worker who sued Starbucks for not paying him for his closing tasks. In their ruling, the Court highlighted distinctions between the state and federal laws, advised employers to restructure work, utilize technological advances to track time, or make other changes to prevent employees from performing off-the-clock work.

The Fair Labor Standards Act, a federal

law, generally allows companies to avoid compensating employees for time spent on duties the law describes as trivial or too difficult to track. In its majority opinion, the California Supreme Court said the federal rule

does not apply in the state when it comes to certain off-the-clock tasks performed by employees.

The decision marks a win for labor advocates who say requiring hourly workers to spend minutes doing unpaid tasks amounts to wage theft.

However, business

groups say the ruling will encourage frivolous lawsuits and cost companies money.

Troester argued that during his 17-month tenure, he worked 12 hours and 50 minutes of off-the-clock work. At \$8.00 an



(NEW RULING continued on page 7)

A background image for the Milburn Printing advertisement. It shows various moving and storage forms, including 'GOODS DESCRIPTIVE INVENTORY' and 'BILL OF LADING'. There is also a roll of tape and a pair of scissors. The text 'If Movers Need It... Milburn Prints It!' is overlaid on the image.

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hour, that amounts to roughly a little over \$100.00. Associate Justice Goodwin Liu wrote, "That is enough to pay a utility bill, buy a week of groceries, or cover a month of bus fares. What Starbucks calls 'de minimis' is not de minimis at all to many ordinary people who work for hourly wages."

With this ruling, we expect this will open the door to additional lawsuits by employees in similar situations as Troester, which will also test the boundaries of the ruling to determine how much time spent doing work off the clock is enough to get paid. The Court did not specifically detail what they considered to be trivial or not. Associate Justice Leandra Kruger wrote separately to say that there may be some periods of time that are, "so brief, irregular of occurrence, or difficult to accurately measure or estimate, that requiring an employer to account for them would not be reasonable." She cited as examples: glitch that delays logging in to a computer to start a shift or having to read and acknowledge an email or text message about a schedule change. In reviewing the

facts of this case, the Court did deem that the compensation that was not paid to the defendant was significant enough to rule in his favor.

It is estimated that this case alone could cost Starbucks close to seven figures, and that all California employers with hourly workers could find themselves in legal and financial jeopardy. Starbucks has appealed the decision and the case is now in the 9th Circuit US Court of Appeals.

Source: Candace Emmer, MA -
HR Consultant, **ABD | Shared HR**

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SEO (Search Engine Optimization) and Online Domination – A Primer

We have all been there. Working extremely hard on a daily basis, fighting the fights to keep our workers' comp insurance paid, our trucks on the road, trained movers in the field. Then you decide to frustrate yourself and

type "[your city] movers" into Google and once again, you see your top competitors coming up - but not you! To top it off, their websites stink and you know they aren't even a very good moving operation! Yet their ugly trucks are always on the road, you see them everywhere. Urghh! Well, the current reality is that for the companies that

dominate search results, their phone constantly rings, and *they* book the moves, and

as the search volume continues to grow, so do their riches. Or as we like to say...

We have moving company clients throughout the United

States and our agency helps them increase their online presence thru search. The term for this is SEO which is short for search engine optimization. This is a specialty that has drastically changed over time, become much more difficult and challenging but also with much higher rewards than ever. In this

(SEO continued on page 12)

**THE BEST PLACE TO HIDE A DEAD BODY
IS PAGE 2 OF Google SEARCH RESULTS**



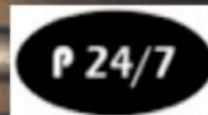
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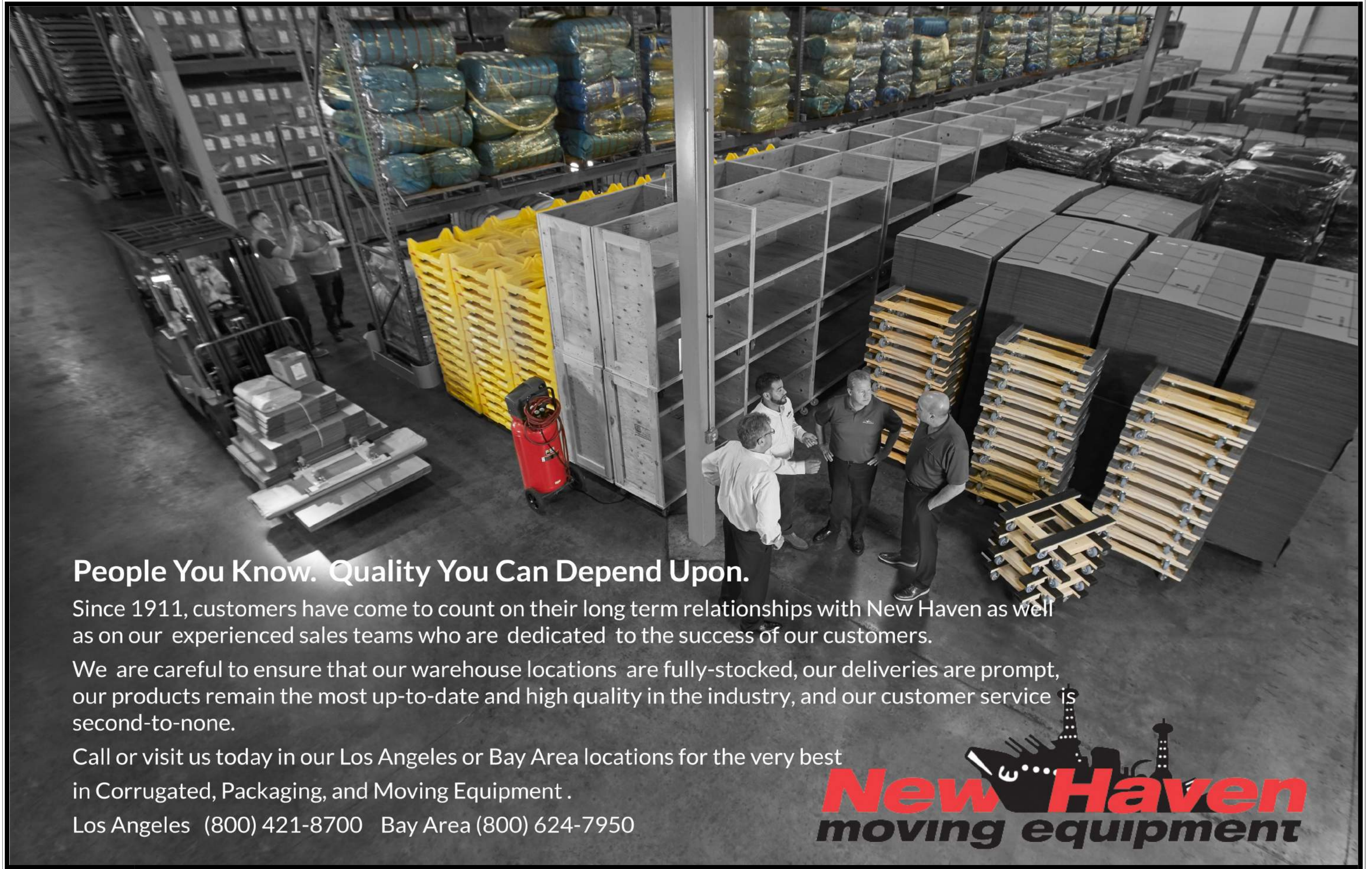


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short article we don't have the space to teach you all our skills, tips and tricks, but we can help you understand some basics and share things you can do that should make a difference.

There are three distinct steps to dominating online with SEO. They are cumulative and work together, and the better you are at all three, the more you will dominate.

1. Show up in the search results in top positions for as many keywords as possible.
2. Have well written and optimized search page results that encourage people to click.
3. Once the searcher comes to your website, get them to email, call your company, or fill out a "request an estimate" form.

Most moving companies focus only on coming up first in search results (#1 above), but trust me, the other two are just as important. In the end, the singular goal of all our SEO efforts is to get an online, potential moving customer to call, email or fill out a form. Over time, that is how we measure our success.

Google is the only search engine you need to worry about. It gets over 90% of the search volume on the internet. There are 40,000 searches per second on Google which adds to 3.5 billion searches per day, and that is growing! A single search uses 1,000 computers in 0.2 seconds to retrieve an answer and almost 20% of all search queries have never been asked before. Also, when you search in Google you aren't even searching live, you are actually searching Google's index of the internet – Google's huge database.

Google speaks machine language. It can't see images or colors or any of the graphical elements or cool designs that people have on their websites. It only reads and indexes the code *behind* the site. That is why the ugliest, oldest site can rank much higher than your gorgeous, expensive, well designed site. Here is what part of a website page looks like to Google's eyes.

```
width: 1em !important;
margin: 0 .07em !important;
vertical-align: -0.1em !important;
background: none !important;
padding: 0 !important;
}
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</style>
<!-- <link rel="stylesheet" id="ce_responsive-css" href="https://at1peachmovers.com/wp-content/plugins/simp
media/all" /> -->
<!-- <link rel="stylesheet" id="dashicons-css" href="https://at1peachmovers.com/wp-includes/css/dashicons.m
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dataLayer.push({"pagePostType":"frontpage","pagePostType2":"single-page","pagePostAuthor":"Orlando Lynch"});
</script>
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new Date().getTime(),event:'gtm.js'});var f=d.getElementsByTagName(s)[0],
j=d.createElement(s),dl=l!='dataLayer'?'&l='+l:'';j.async=true;j.src=
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})(window,document,script,'dataLayer','GTM-TD7628');
</script>
<!-- End Google Tag Manager -->
<!-- End Google Tag Manager for WordPress by DuracellToni --><link rel="icon" type="image/png" href="https://at1peachmovers.com/wp-content/themes/at1peachmovers/images/favicon.png" />
</head>
<body class="home page-template page-template-page-fullwidth page-template-page-fullwidth-php page page-id-5
">
<script><iframe src="https://www.googletagmanager.com/ns.html?id=GTM-TD7628"
height="0" width="0" style="display:none;visibility:hidden"></script>
<!-- End Google Tag Manager (noscript) -->
<a class="number-41" href="tel:7704479121"><span class="icon icon-phone"></span> 770.447.9121</a>
<div id="page" class="hfeed site">
<a class="skip-link screen-reader-text" href="#content">Skip to content</a>
<header id="masthead" class="site-header" role="banner">
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Content is King, Queen and the entire chess set. In the SEO world, moving companies are known online as SAB's – service area businesses. That means you serve customers in many areas from one location (your warehouse/office). Google is smart, but they aren't mind readers. So, to let Google know you serve all those areas 5, 10, 20, 50+ miles from your warehouse/office you must write and publish city pages on your website, one for each area/city you serve. When done well, these are *extremely* effective for tons of high-intent, targeted traffic and hundreds of valuable keywords. Beyond that, blog posts are essential and will help you build continual traffic. Blog posts bolster the strength of your entire site. Do, or have someone do, keyword research prior to writing your posts. The biggest mistake movers make here is to write blog posts about things that no one is searching for. A great site for helping you with blog post keyword ideas is Answer The Public <https://answerthepublic.com/>. Blog posts should be optimized to bolster your site for your main high volume, high competition keywords and then for all the "long-tail" keywords with lower volume but high search intent.

There are more than 200 individual ranking factors in Google's decision for which pages show up in search results. There are

(SEO - continued from page 12)

two factors that are very heavily weighted - trust and authority. This is Google's version of street credibility. Think of it like this, there are generally tens of thousands of pages that are competing for positions for every search query, so how can Google decide which is better? If your website has more cumulative authority and trust, everything you write will be rewarded with more keywords and higher search positions. You are granted authority when you become the "expert" like a PhD at a University might be an expert on a subject. The trust comes mostly from other website backlinks (or votes) to your website. If there are 2 PhD's (authorities) but one went to Harvard (trusted) and the other went to a mail-order college (not-trusted), Google knows the difference and will push the rankings to the more trusted source. It takes time and effort to build your online trust and authority, but it is so worth it. Think of Wikipedia – the most trusted and authoritative site on the internet. Every article they write instantly comes up in the very top of search results.

So, what can you do? Well, unless you are uber tech-savvy and have tons of time and resources, a good suggestion would be to hire a good company to do your SEO (step #1, and #2 above). But, *you can still* do some things to affect #3 above. First, add video to your site in the top of your home page. This is easier to do than you think (for a great example look at <https://twomenandatruck.com/>). Second, get rid of all stock photos as quickly as possible and replace them with real photos of your trucks, your crews and actual customers. Third, delete most of what is on your home page and simplify it. Fourth, add real reviews from Yelp, Google and beyond on your home page – those carry huge weight in influencing potential customers to contact you. Fifth, get rid of those long, multi-part forms and use an extremely simple, mobile-friendly form on the home page and every single page on your website. Sixth, make all your phone numbers "click to call" so that mobile users can use their fingertip to reach out to you.

(SEO continued on page 14)



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If you have any questions or wish to explore how your company can start to dominate online, contact us at 858-356-4700, bryan@moversearchmarketing.com or <https://moversearchmarketing.com>

Biography:

Bryan Bloom is the moving industries' digital marketing expert and helps movers dominate online through SEO (search engine optimization), PPC (paid advertising) and more. He is the former owner of Priority Moving, Inc. in San Diego.



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2018-19 Chapter Presidents Orientation Meetings



(L-R) President Steve Weitekamp, Cristina Carreno, Gary Bell, Jeannie Miller, Shiree Dolman and Michael Sarro

Two Chapter Presidents Orientation Meetings were held in July. The first one was held on July 17 at the CMSA office in Cerritos and the second on July 19 at the Chipman Relocation & Logistics office in Sacramento.

CMSA holds these annual meetings to provide direction to chapter presidents and encourage other members interested in taking on leadership roles within CMSA. Attendees are informed about current industry issues and review suggestions on topics of interest for chapter meetings.

All in attendance found great value in CMSA president Weitekamp's detailed review and discussion of the July 1, 2018 transfer of regulation on Household Movers from the California Public Utilities Commission (CPUC) to the Department of Consumer Affairs (DCA). Other important topics included updates on changing California Air



(L-R) President Steve Weitekamp, John Chipman, Jr., Vidal Serna, Olga Garcia, Griselda Gonzalez, Mitch Snelson and Alan Freese

Resources Board (CARB) exemptions and a review of California's supreme court decision regarding independent contractors.

Chapter presidents also had the opportunity to share their experiences and learn best practices from each other in running chapter meetings and fundraisers. Thank you to all the members that attended and volunteer their time to support CMSA. Special thanks also goes out to Chipman Relocation & Logistics for allowing us to use their meeting facilities!

If you are interested in becoming more involved, CMSA encourages you to meet your chapter president, attend chapter meetings, and participate in events! Chapter meetings will be starting up again in September. Remember, the strength of our Association relies on the involvement of its members!

STAY CONNECTED WITH CMSA!



<https://twitter.com/cmsa1>



<http://on.fb.me/1jmX52R>



<http://www.thecmsa.org>

CMSA LEGACY

*LOOKING BACK
OVER THE LAST 100 YEARS*

By Steve Weitekamp
2001 - 2002 CMSA CHAIRMAN



Every California Moving and Storage Association (CMSA) Chairman/Chairwoman of the Board is given a large framed photo of their board of directors as part of a commemorative event at the fall board meeting during their year as senior chair. Mine, taken at the end of my year, hangs over my desk at home. I have written many of my over 120 (so far) monthly columns sitting at this desk. I frequently look up from my computer and there are my colleagues looking straight at me.

Of the nineteen individuals in my photo; seventeen were fellow board members, one was the associate board representative and the nineteenth was my predecessor and an important mentor in my life, former CMSA President Doug Hill (1985-2006). Two have passed, two have retired, and two have left the industry. Six went on to be CMSA Chairs and two are currently on the board. There is not one who I don't, then and now, consider a friend and a colleague that I could rely on for help or advice.

The photo reminds me that the most important aspect of any organization is the people. CMSA has been blessed with good people who have, in times of both rough seas and calm waters, stepped up to the challenges of leadership. All who have shared my experience as CMSA Chair have told me that while there are personal sacrifices, they have gained more from the experience than they gave. I am enthusiastic for what the future holds for CMSA and am confident that the leaders of tomorrow will continue to enhance the value of our Association.

If you have yet to experience the opportunity to be part of a board with goals bigger than individual success and the interests of one company, I would strongly encourage you to take that step. Being a California mover, I couldn't recommend more strongly taking the steps required to be a member of the CMSA board. I believe that through the experience you will not only be serving the greater community that the board represents but also enhance your own toolbox bringing more value to your company.

By Lenny Gollnick
2002-2004 CMSA ASSOCIATE BOARD MEMBER



Being on the CMSA Board was an amazing experience for me. Seeing moving companies, both large and small, from all over California, work together to change State Workers' Compensation policy, was rewarding. It helped to bring new members to CMSA and foster strong relationships with our legislators. I highly recommend that you make the time, if you have this privilege, to serve. As suppliers to the industry, it is important to help them succeed.

Local Ordinance Changes in Minimum Wage and More Effective July 1



Compliance

Throughout California, local cities and counties continue to pass ordinances relating to minimum wage, paid sick leave, criminal background checks and more. On July 1, 2018, several local minimum wage rates will increase, and two new local ordinances will go into effect.

Minimum Wage Increases

The following cities and county will increase their minimum wage on July 1:

- **Emeryville:** \$15.69/hour for businesses with 56 or more employees; \$15/hour for businesses with 55 or fewer employees.
- **City of Los Angeles:** \$13.25/hour for employers with 26 or more employees; \$12/hour for employers with 25 or fewer employees.

- **County of Los Angeles** (unincorporated areas only): \$13.25/hour for employers with 26 or more employees; \$12/hour for employers with 25 or fewer employees.
- **Malibu:** \$13.25/hour for employers with 26 or more employees; \$12/hour for employers with 25 or fewer employees.
- **Milpitas:** \$13.50/hour.
- **Pasadena:** \$13.25/hour for employers with 26 or more employees; \$12/hour for employers with 25 or fewer employees.
- **San Francisco:** \$15/hour.
- **San Leandro:** \$13/hour.
- **Santa Monica:** \$13.25/hour for employers with 26 or more employees; \$12/hour for employers with 25 or fewer employees.

Eligibility rules may vary based on different locations.

New Minimum Wage Ordinance

Belmont enacted a new minimum wage ordinance that goes into effect July 1, 2018,

(LOCAL ORDINANCE continued on page 18)



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MEMORIAL BULLETIN

Barbara Lee Beal 1953 - 2018



Barbara Lee Beal, 64, passed away May 3, 2018, in Santa Rosa, California. Most knew Barbara as "Bobbie." She was born in Santa Monica, CA and resided in Kenwood since 1977.

Since 1973, Bobbie and Harry were the owner/operators of Beal's

Moving in Santa Rosa, serving Sonoma County and surrounding areas. They had many repeat customers due to Bobbie's professional nature and kind way of communicating.

She is survived by her husband of 42 years, Harry Beal; their children, Harry (Brenda), Dale, Jeffrey (Sarina), Carrie (Miguel) and Jordan (Sharon); her six beautiful grandchildren; and her brother Duane Bole. She is preceded in death by her parents, Ila Lavender and Wayne Bole; her twin sister, Beverly Bole; and sister Diane Cordova.

(LOCAL ORDINANCE continued from page 17)

setting the minimum wage rate at \$12.50/hour.

Salary History Ordinance

In addition to its minimum wage rate increase, San Francisco will have a new Consideration of Salary History Ordinance that will take effect on July 1, 2018. Under the ordinance, employers will be banned from considering the current or past salary of an applicant in determining whether to hire the applicant or what salary to offer the applicant.

CalChamber Help

Many of these local ordinances contain notice requirements. California Chamber of Commerce members can use the Local Ordinance Wizard on HRCalifornia to determine which requirements apply. Nonmembers can sign up for a free 15-day trial of HRCalifornia.

The CalChamber Store sells required posters that are in compliance with various California city and county local ordinances. Those who have already purchased CalChamber's 2018 Los Angeles County Minimum Wage Poster or 2018 Malibu Minimum Wage Poster are in compliance for July 1.

Save 20% if you buy your updated post-

(LOCAL ORDINANCE continued on page 19)

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(LOCAL ORDINANCE continued from page 18)

ers by June 30, 2018. CalChamber Preferred/Executive members receive the 20% offer in addition to their 20% member discount. Use priority code PLY3 online at calchamber.com/july1 or by calling (800) 331-8877.

Staff Contact: Bianca Saad

CALENDAR OF EVENTS

Wed., Sept. 12	San Diego Chapter Meeting
Fri., Sept. 14	North Region Chapter Tech Day Meeting
Fri., Oct. 12	Monterey Chapter Golf/Bocce Tournament



Association Leaderboard Report

Association		Enrolled Movers	Top Agents of the Year
1	California (CMSA)	67	1. All-Ways Moving & Storage 2. Daly movers 3. Suddath Relocation Systems of California, Inc. 4. Crown Relocations 5. Ace Relocation Systems
2	Southwest Movers (SMA)	47	
3	Illinois (IMAWA)	46	

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.

BUSINESS WANTED

We are interested in purchasing all or a part of your business. We are able to provide quick cash for certain assets. We can assist in an exit strategy. Major CA markets are desired. Discussions will be in strictest confidence. Send information to CMSA, Box J1, 10900 E. 183rd St., #300, Cerritos, CA 90703.

EMPLOYMENT OPPORTUNITY

Looking for managers in L.A./Orange and Northern Bay Area. Must be extremely computer literate. Must be good with people and should have experience in the Moving and Storage Industry. Send resumes and letters of inquiries to: CMSA, Box J2, 10900 E. 183rd St., #300, Cerritos, CA 90703.

EMPLOYMENT OPPORTUNITY

Circle Moving in Long Beach is looking for an experienced Warehouseman. Please send resume to circlemoving@circlemoving.com.

FOR SALE

We are looking to sell 75 HHGDs storage vaults. Assembled in good condition. \$175 per vault. Call Bob at 562-229-3620 or email: bensign@greatamerican-logistics.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

Across Town Movers is looking to hire a **warehouseman in San Diego County. Experience a must.** Send your resume to mary@acrosstownmoversca.com or call 800-400-5700.

Call us at (800) 672-1415
to place your classified ad!

EMPLOYMENT OPPORTUNITY

Ortiz Bros. Moving & Storage is looking to hire a local dispatcher who is organized and has strong verbal skills. Must have industry knowledge, MAC and Windows proficient, and able to multitask. Please email to ortizbrosmove@gmail.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: information@thecmsa.org.



2018 National Council of Moving Association (NCMA) Annual Meeting on June 4 - 7, 2018 in San Antonio, Texas



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