

The Communicator

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

CMSA Officers Invite All Members to Attend the 2018 "100th Anniversary" Convention



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Oxnard, CA



Vice Chairman
Alan Freese
Miller Moving & Storage
Salinas, CA



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The Hyatt Regency Sacramento will be the host site to our 100th year CMSA Convention, April 17th through April 22nd. The hotel is located in better-than-beautiful downtown Sacramento, directly across the street from the California State Capitol. The Hyatt Regency is a beautiful property with historic attractions all around it. The amount of history to see there is

(LANCE INVITE continued on page 4)

Please join me and my family, April 17-22 at the Hyatt Regency Sacramento for the CMSA's 100th anniversary convention. The lineup for our trade association's centennial event is second to none. It will be the pinnacle of all conventions. From our golf tournament at the beautiful Teal Bend Golf Club, to the young professionals meeting, exhibitors welcome reception, general session

(FREESE INVITE continued on page 6)

On April 17th, we will begin our 100th Annual CMSA Convention. I would like to personally invite you to come and join me at what will be a historic occasion.

The 100th CMSA convention will take place just steps across the street from our State Capital. The staff at the CMSA has been working hard to put together an amazing, program worthy of a celebration of this

(MCCARTHY INVITE continued on page 6)



**Register for the 2018 CMSA Convention
Hyatt Regency Sacramento, April 17-22, 2018
(Registration Forms Included in this issue!)
Early Registration Discounted Rate
Deadline: February 27, 2018**



CHAIRMAN'S CORNER

by John Lance

January was a busy month all around. The first part of the month my wife and I traveled to Lemoore, Calif. to participate in the Central Valley Chapter fundraiser at the Tachi Palace Hotel & Resort. This event was well attended with some of our industry leaders there and people from all over the state. Chapter President Mia Longoria, Jeanette Homan and her entire team at Lambert Enterprise did an outstanding job putting this event together.

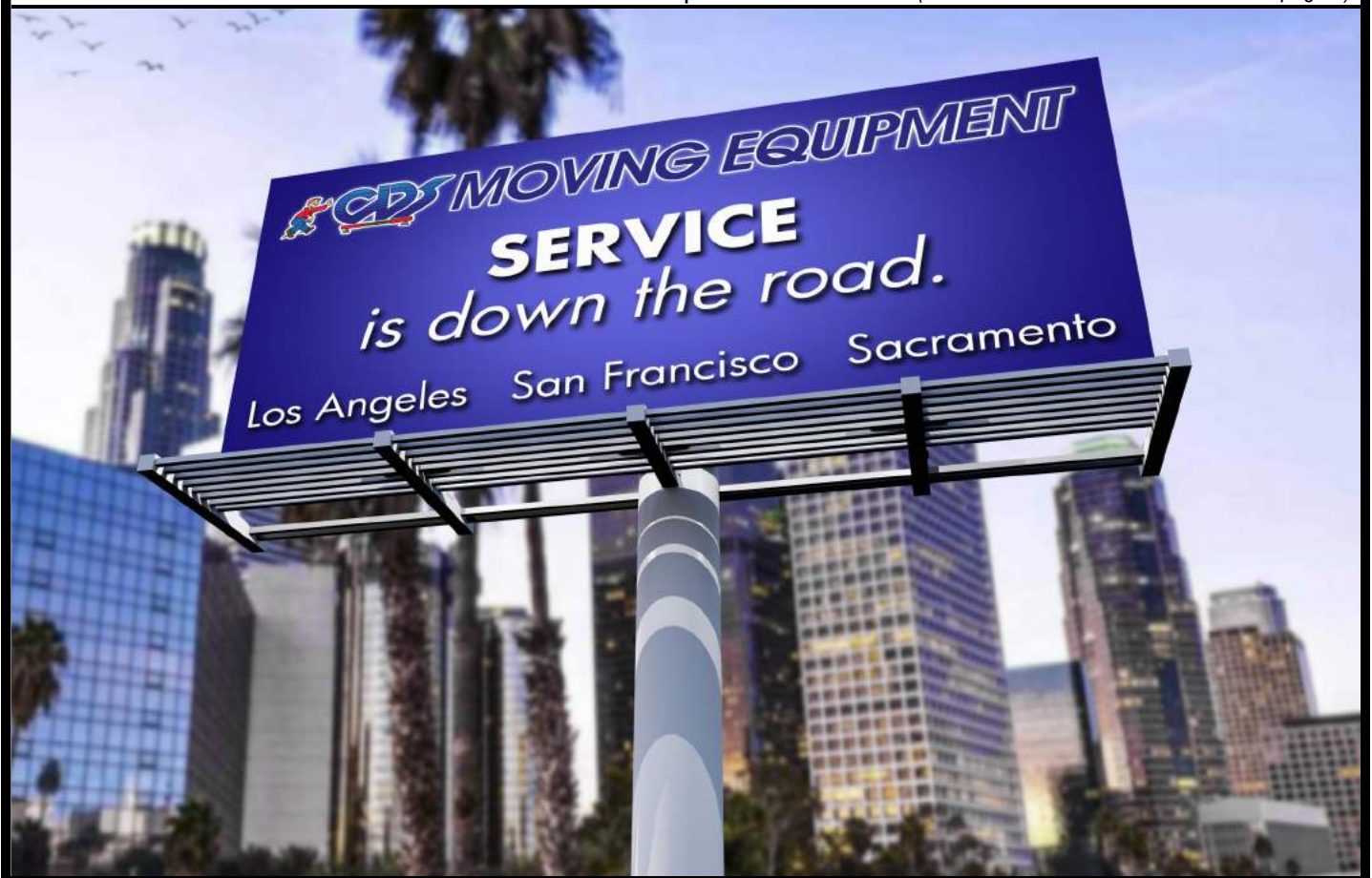
Five days later, Steve and I hit the road again and headed north to Modesto for the Mid Valley Chapter meeting. I have never seen downtown Modesto, and I was quite impressed on how unique it is. Mid Valley Chapter President and former CMSA Chairman Jay Casey put together a great meeting. We visited with the Casey family at their company in Ceres the next morning.

Thank you to Jim and his wife, Kathy, and former Chairman Jay Casey (He loves recognition!) for showing us around their business. Jim has been around, and I always enjoy speaking with people in this industry that go back further than I do. The way our industry was many years ago to what it is today with all our state of the art equipment and technology is amazing to me. We have come along way.

Next stop was the Monterey Chapter where we met up with Gary Plummer and Vice Chairman Alan Freese at their company Miller Moving & Storage in Salinas, Calif. Gary is another gentleman that is great to speak with as he has a ton of knowledge in our industry. Chapter President Pete Poulos put on a great chapter meeting. This was another chapter meeting that was well attended, and I was able to meet some movers that I had not met before. Thank you, Pete, Gary and Alan, for an outstanding evening and your hospitality.

The next morning, Steve and I headed south to visit with the Central Coast Chapter. We enjoyed dinner with Mark, his wife

(CHAIRMAN'S CORNER continued on page 4)





PRESIDENT'S COMMENTS

By Steve Weitekamp

California Household Goods Carriers are in the middle of a monumental regulatory change. Our industry has been regulated by the California Public Utilities Commission (CPUC) since 1923. To

put that into perspective here are a few of the things that were going on in 1923: President Warren G. Harding, died in office of a heart attack and was succeeded by Vice President Calvin Coolidge, who became the 30th President of the United States. The Union of Socialist Soviet Republics (USSR) was established. The World Population was ~ 1,999,000,000. The Firestone Company puts their inflatable tires into production and Insulin first became generally available for use by diabetics. In California: A major fire in Berkeley consumed some 640 structures, including 584 homes in the densely built neighborhoods north of the campus of the

University of California. Roy and Walt Disney founded The Walt Disney Company. The Hollywoodland sign was inaugurated, when rebuilt in 1949, it became The Hollywood sign.

Effective July 1, 2018, California Movers will begin a new era of regulation by the California Department of Consumer Affairs (DCA). First, notice that I use the term "Movers" as opposed to "Household Goods Carriers." This language change is a small, but reasonable change that SB 19, the Senate bill that transferred authority (one of several made), at the request of the California Moving and Storage Association (CMSA). No consumer who is contemplating a move asks Google or Siri to find them a Household Goods Carrier. There is an unbelievable amount of issues that need to be addressed during the transfer as well as working to ensure that one regulator continues to serve the public and industry until another takes over. CMSA is the only party lobbying for the best possible outcome for legal movers and the moving public. CMSA leadership, board and staff, have worked

(PRESIDENT'S COMMENTS continued on page 5)



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(LANCE INVITE continued from page 1)

something that everybody of all ages will enjoy. We have an outstanding program planned this year with highlights throughout the week of our past 100 years that you won't want to miss. Our convention will kick off with our traditional Movers and Shakers reception and our golf tournament at close by Teal Bend Golf Club. Ever been to a Toga Party? Well we are having one Friday evening, and I am sure this will be an event you won't want to miss. We have a full schedule of industry leaders that will be speaking throughout the week with the latest changes in our industry. And one of my

favorites is our awards luncheon. This luncheon is always one of our highlights of the week. This is when we showcase all we have done as CMSA members throughout the year with all of our hard work from our fundraisers and chapter meetings. We get to see and hear from some of the recipients of the scholarships, Special Olympics and our Chairman's Choice Charity award. I would like to extend an open invitation to all of you to join us this year. Please register early to secure your room as we expect this convention to sell out. I look forward to seeing you all there!

(CHAIRMAN'S CORNER continued from page 2)

(and Boss), Nanci, and Central Coast Chapter President Megan Andersen. Megan is also serving on the CMSA Board of Directors and will also be our photographer at our convention. Our association is fortunate to have young energetic members like Megan. Thank you, Megan, for all you do.

Last week, my Chapter, the Ventura/Santa Barbara Chapter, held its meeting. This meeting was well attended. We wel-

comed our new chapter president Cristena Correus from Hazelwood Allied. Thank You Cristena for your commitment to the CMSA.

I want to thank everybody for your support of my Chairman's Choice Charity, MDA Walk. Together we raised \$9,190.00 for the Muscular Dystrophy Association in all. [The amount includes \$5,000 from CMSA's Chairman's Choice Charity.] What an outstanding accomplishment and something

(CHAIRMAN'S CORNER continued on page 5)



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(CHAIRMAN'S CORNER continued from page 4)

we as an industry should be very proud of.

Recently, I was thinking back about what has meant the most to me as I have traveled and visited different chapters around our state. Engaging in discussions and exchanging ideas with others in our association is what comes to mind first and foremost. I was involved in a best practice group several years ago that was interesting

and even though it wasn't all for me, I did take some ideas away with me. This has been a best practice tour for me these last several months. Something I will never forget.

THE MOST WASTED OF ALL DAYS IS ONE WITHOUT LAUGHTER!

Now go take on the day and I will see you next month.

(PRESIDENT'S COMMENTS continued from page 3)

with our legislative and legal partners to ensure that the parts of regulation that work remain in place and that we have a voice in any potential changes, whether initiated by industry or regulator. We are grateful to our members who, when asked, have stepped forward or will assist us in the future with this process.

If you have yet to register for the 100th

CMSA Annual Convention now is the time. We have included registration materials with this issue or you can go to our website www.thecmsa.org and visit our convention kiosk. While we will take as many registrations as possible, we have a limited supply of rooms at the Hyatt Regency Sacramento, our first-class convention site at a rate far below market. Registering now allows CMSA to plan properly for food and space commitments.



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(FREESE INVITE continued from page 1)

meetings, raffle prizes, van line panel, military breakout session and keynote speaker, Matt Booth, a communication and positive attitude expert (something I know I could use help with). Bed sheets will be in high demand as this year's Friday night "Toga" themed dinner party is going to rock and roll. Let's not forget that the CMSA is also going to give away \$100,000 in scholarships this year at Saturday's Gold Rush Awards Luncheon. The CMSA continues to be the industry leader in scholarships, Special Olympics' support and Chairman's Choice Charity awards.

Please take advantage of the special gathering of all our industry has to offer from movers, van lines, carriers, vendors and associate members. If you're like me, this is the only vacation I get to see throughout the calendar year. The Hyatt Regency Sacra-

mento is located square downtown, just a short walk to the State Capitol, Golden 1 Arena and many Old Town tourist venues. This is a great opportunity to catch up with old friends and associates, as well as forging new ones.

In closing, I would ask that you attend the 100th Chairman's Dinner Ball. This will without a doubt be the Epic event of the convention with myself being the incoming chairman. This is truly a great honor for myself, my family, friends, employees and associates. It is my hope that all of you will attend and help us celebrate this milestone achievement of the CMSA. Please register early for the convention as well as reserve rooms; they will be at a premium for this once in a lifetime event. I look forward to celebrating with all of you soon, Alan Freese.

(MCCARTHY INVITE continued from page 1)

magnitude. I am expecting this to be one of the highest attended conventions as we celebrate our centennial anniversary.

Part of the time, we will be looking back and reflecting on our amazing history. The CMSA and its mover members are some of

(MCCARTHY INVITE continued on page 7)

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(MCCARTHY INVITE continued from page 6)

the best in the industry and over the past 100 years have made great strides and left our mark on the moving industry.

One I am particularly proud of is the fact that the CMSA and its members have raised and donated over \$900,000.00 in scholarships, more than any other association.

As we celebrate the past, we also will look to the future. The CMSA is very involved with the transition of our industry from the California Public Utilities Commission to the Department of Consumer Affairs, something that will be discussed extensively at this convention.

Looking further into the future, the CMSA Board of Directors has made it a priority to

get younger movers involved in our conventions and industry to bring their point of view to the table. To do that, CMSA created the CMSA YP or Young Professionals group. We met for the inaugural meeting in Squaw Creek with about 10 of us, and last year we had over 30 attendees.

I ask and encourage our members to take a hard look at their up-and-comers in their business and invite them to come and participate in this historic convention. You never know, that young guy working in the warehouse, then progressing into the entry level of the office, just might one day be your CMSA Secretary/Treasurer and running your company, in what to you will feel like the blink of an eye.

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Governor Brown Delivers 2018 State of the State Address: "California is Setting the Pace for America"

SACRAMENTO – Governor Edmund G. Brown Jr. delivered his 16th – and final – State of the State address today asserting that the “bolder path is still our way forward” on climate change, infrastructure investment, health care, education and criminal justice.

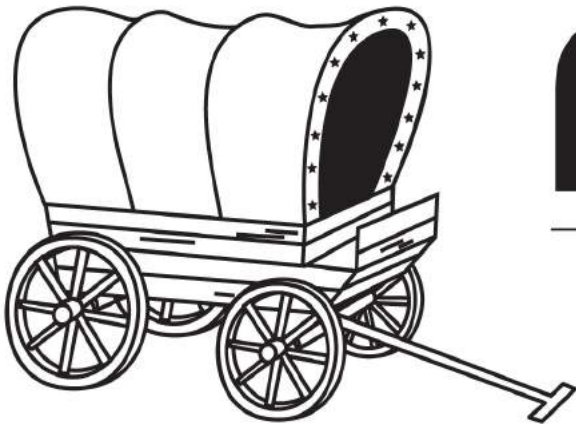
In his remarks, the Governor pointed to a number of far-reaching, bipartisan measures passed in recent years – from pension and workers' compensation reform to the Water Bond, Rainy Day Fund and the Cap-and-Trade Program – that demonstrate “some American governments can actually get things done.”

Governor Brown also recognized the ef-



forts of firefighters, first responders and volunteers who “answered the call to help their fellow neighbors” this year and the “profound and growing challenge” of extreme weather and fires in California.

Citing “endless new weapons systems, growing antagonism among nations, the poison in our politics, climate change” and the [Bulletin of the Atomic Scientists “Doomsday Clock”](#) moving 30 seconds closer to catastrophe, the Governor warned that “our world, our way of life, our system of governance” are all at “immediate and genuine risk” and called “for courage, for imagination and for generous dialogue” from Californians.



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CALENDAR OF EVENTS

Tues., Feb 6	North Bay Chapter Meeting
Wed., Feb 7	CMSA College Scholarship & Vocational Scholarship Deadline
Wed., Feb 21	Greater LA Chapter Meeting
Wed., Feb 21	Sacramento Chapter Bowling Tourn.
Wed., Feb 21	San Diego Chapter Meeting
Tues., Feb 27	Northern Region Chapter Meeting
Thurs., March 1	OC/Beach Cities Bowling Tournament
Wed., March 7	San Diego Chapter Golf Tournament
Thurs., March 15	Twin Counties Chapter Shoot Off

Tues., March 20	Mid Valley Chapter Spaghetti Dinner
Thurs., March 22	Sacramento Chapter Golf Tournament
Sun., March 25	Greater LA Chapter Day at the Races
Fri., April 6	Ventura/Santa Barbara Golf Tournament

2018 CMSA Convention April 17-22 Hyatt Regency Sacramento



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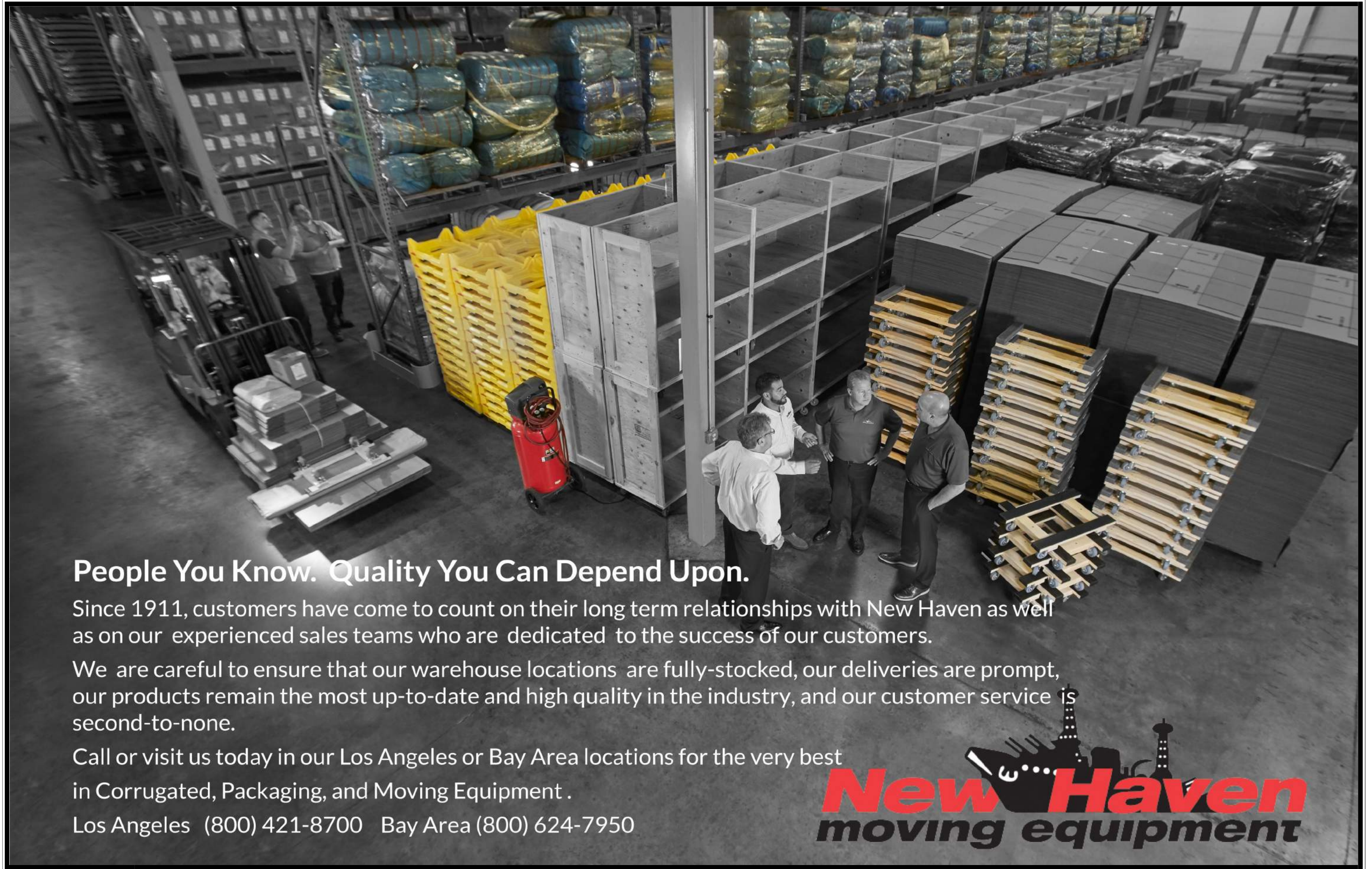
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California Compliance with Federal REAL ID Act Requirements

FACT SHEET



IMPORTANT DATES

January 22, 2018:
California DMV began offering REAL ID driver license and identification cards.

October 1, 2020:
Federal compliant card required to board an airplane or enter military bases or certain federal facilities

More information on REAL ID is available on the DMV website at REALID.dmv.ca.gov.



DL 1010 (NEW 1/2018)

Under the REAL ID Act, the California DMV must meet requirements set by the U.S. Department of Homeland Security for its driver licenses and identification cards to be accepted for federal purposes.

How the REAL ID Act Impacts Californians

Beginning October 1, 2020, the federal government will require your driver license or ID card to be REAL ID compliant if you wish to use it as identification to board a domestic flight or to enter military bases and most federal facilities. The California DMV is now offering federal compliant REAL ID driver licenses or ID cards to customers.

Do I Need a REAL ID?

If you have a valid U.S. Passport or U.S. Passport Card, military ID, or other form of Transportation Security Administration (TSA) approved identification, you may use it as your form of identification to pass TSA airport checkpoints nationwide and to visit a secure federal building or military base. Check the TSA website at www.tsa.gov for a complete list of approved identification.

If you know you will not be boarding a domestic flight or visiting a secure federal facility or military base, you do not need a REAL ID driver license or ID card.

You DO NOT need a REAL ID to:

- Drive
- Apply for or receive federal benefits (Veterans Affairs, Social Security Administration, etc.)
- Enter a federal facility that does not require ID (i.e., a post office)
- Visit a hospital or receive life-saving services

Those under 18 are not required to have a REAL ID to fly.

Who is Eligible for a REAL ID?

U.S. citizens and all legal residents of the United States can apply for a REAL ID driver license or ID card.

How to Prepare for REAL ID

To apply for a REAL ID card:

- ✈ Make an appointment to visit a DMV field office (recommended)
- ✈ Proof of identity (examples: U.S. birth certificate, U.S. passport, employment authorization document, permanent resident card or foreign passport with an approved form I-94)
- ✈ Proof of Social Security Number (examples: SSN card, W-2, paystub with full SSN)
- ✈ California residency document (examples: utility bill, rental agreement, mortgage bill, medical document)
- ✈ A name change document, such as a marriage certificate, may be required.

Original documents or certified copies are required. For more information, visit REALID.dmv.ca.gov.

What Does a REAL ID Look Like?

A REAL ID driver license and ID card will have a special marking in the top right corner of the card. The marking is the California grizzly bear with a star.

California Driver License and Identification Card Redesign

The California Department of Motor Vehicles (DMV) is redesigning the driver license and identification (DL/ID) card. Effective January 22, 2018, DMV will begin producing the DL/ID card with the new card design.

REAL ID Card

Marking: California Grizzly bear with a star appears in the upper right corner.

Here is a look at the card designs and some important features:

1. Gold miner image in the bottom right corner of the card.
2. California poppies appear on the bottom left of the card.
3. Under ultraviolet "UV" light, UV image of the cardholder photo, the UV image of birth date, and the UV image of the Golden Gate Bridge and Coit Tower appears.
4. New Veteran Designation design.
5. The "California" header changed.



UNDER 21 CARD VERTICAL



New "California" header

California poppies

New Veteran designation design

REAL ID card marking

Ultraviolet Birthdate
Ultraviolet image of Golden Gate Bridge and Coit Tower



Ultraviolet image of cardholder photo



BACK OF CARD

Viewable under normal lighting conditions, the laser perforation of the California Grizzly bear and the state of California.

Federal Non-Compliant Card

The card has the same features and format as the REAL ID card.

Marking: "Federal Limits Apply" appears in the upper right corner.



California poppies

Gold miner image

Federal non-compliant card marking

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Employers Can Keep Drug-Free Workplace, Despite Weed Legalization

California's new law on recreational marijuana can create some difficulties for employers. This law was enacted in 2017, but as of January 1, 2018, people in California now have the right to sell and/or purchase marijuana.

Employees may think they can use marijuana and come in to work; however, the law is unchanged in one regard: Employers have the right to have employees who are not impaired—be it under legal or illegal drugs. As a comparison, alcohol is legal, but one cannot drink it on the job.

Drug Testing

Employers still have the right to conduct pre-employment drug testing, as well as reasonable suspicion testing if a stated policy is in place.

Testing for marijuana, however, is more

problematic than for other drugs. The drug stays in the body's system far longer than other drugs or alcohol, and the results are not as precise.

Marijuana in the Workplace

There appears to be some confusion on employees' part. They may think that employers can't fire employees now that marijuana is legal, but employers still can enforce employment policies as there is nothing in the law which

states that an employer has to accommodate the marijuana usage.

Other predictable problems come up, including the possibility that employees might "indulge" during their meal breaks.

It must be stressed that using marijuana while driving is just as illegal as using



(DRUG-FREE WORKPLACE continued on page 16)

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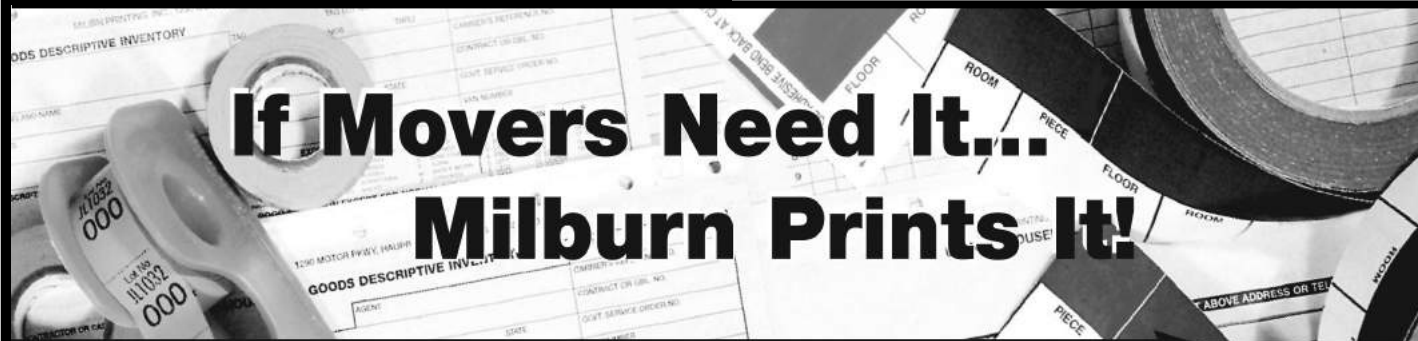
(DRUG-FREE WORKPLACE continued from page 15)

alcohol while driving. A new state law makes smoking marijuana while driving or riding as a passenger illegal—a move to combat a type of intoxicated driving officials fear may become more common and more dangerous.

The best practice might be to freely inform your employees of these issues. Any ambiguities need to be clarified, and employees need to be aware of the consequences of indulging while at work.

Source: *Alert*, CA Chamber of Commerce

 Association Leaderboard Report		CMSA Report Food Collected and Delivered		
Association	Enrolled Movers	Monthly	Year to Date	All Time
1 California (CMSA)	68	6,640 lbs.	176,622 lbs.	817,704 lbs.
2 Southwest Movers (SMA)	52	5,533 meals	147,185 meals	681,420 meals
3 Illinois (IMAWA)	48	Top Agents of the Month		
4 Florida (FMWA)	33	1. Crown Relocations San Francisco		
5 New Jersey (NJWMA)	26	2. Suddath Relocation Systems of Northern California		
CMSA/Move for Hunger Food Drive (See results on page 19!)		3. Crown Relocations Los Angeles		
		4. Beltmann Relocation Group LA		
		5. North Bay Moving & Storage		



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CMSA LEGACY

*LOOKING BACK
OVER THE LAST 100 YEARS*

By Richard T. Schmitz
1977-1978 CMSA Chairman



1977 is a long time ago!! And since that was my year as Chairman, it seems an even longer time ago. From what I do remember, it was basically an uneventful year in terms of CMSA business, but obviously, not for me.

I was honored to be named Chairman that year and I do remember the many great people I met, many who became lifelong friends. **Don Estrin** and **Bob Foy** especially come to mind as they were very helpful in terms of public relations and overall knowledge of the industry.

I had the opportunity to have an overview of the industry that helped me in my own business. Traveling the State and observing different management styles, different approaches to business, etc... offered me a rare look at successful companies and how they operated. I became an owner of my own company in 1974, so by 1977, I was still learning how to make

my way in a very competitive environment. So, in retrospect, I was the one who gained the most in my year as Chairman of CMSA, and for that I am grateful.

To serve was an honor, and I encourage all of you to consider service to your fellow movers. It certainly was beneficial to me and can be for you.

Thanks for the opportunity to express myself in a limited way, and the best to the Association and all its members.

By Ralph Myers
1985-1986 CMSA Chairman



I had the honor and privilege of being chosen by my peers in the California Moving and Storage Industry to serve as Chairman of the largest and most active trade association of its kind in the U.S. from 1985-1986.

My year as Chairman was very eventful and historical in the long history of CMSA, which this year is celebrating its 100th year of serving members of the moving and storage industry in addition to the public they serve.

The highlights of that year involved challenges to the CMSA that were both unpleasant and strengthening to its long history of being a truly representative and advocating organization, looking out for the interests of our industry. Just a few months after being sworn in as Chairman at the historic Hotel Del Coronado in San Diego during the 1985

(RALPH MYERS continued on page 18)

CMSA Convention, I was tasked with accepting the resignation of longtime CMSA President **Tom Hays**.

Another challenge my Board of Directors was forced to deal with was dealing with the bank's foreclosure of the building owned by the CMSA in Sunnyvale, CA and its subsequent relocation to an office in Seal Beach, CA. I will always remember fondly the words of **Jim Shurr** at the start of a board meeting, "Are we having fun yet?"

One of the pleasurable events of my administration as Chairman was working with a search committee of CMSA leaders and board members in hiring a new president, Doug Hill. Doug served as one of the most active and effective CMSA President's in its history from 1985 until his retirement in 2005.

Another memorable event, to me, was nominating **Barbara Marcantonio** to become the first Chairwoman of the CMSA. I nominated **Barbara** while serving as Senior Chairman of the Board in 1986, after my year as chairman had expired.

As your California Moving and Storage Association commemorate its 100th anniversary at this year's convention I have and always will consider it a milestone and one of the greatest achievements in my life.

To be listed as one of those persons who has been blessed to serve the moving and storage industry in California as Chairman, I stand in awe when I think about many of our industry's giants that preceded me; leaders such as **Ralph T. Rolapp, Richard Schmitz, Robert Foy, Robert Menne, Jack Macy, Larry Meredith and James Shurr**, to name but a few that have served.

I wish you a happy 100th birthday California Moving & Storage Association, and many hundreds more.



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USDOT 72029



Food Drive Campaign Results

The **California Moving & Storage Association** encouraged its members to hold a food drive this fall, and five companies responded. **McCarthy Transfer & Storage** (160 lbs.), **Chipman Relocation of Sacramento** (240 lbs.), **North Bay Moving & Storage** (440 lbs.), **Andy's Transfer & Storage** (700 lbs), and **ASAP Movers** (1,600 lbs) combined to collect nearly 3,200 lbs. of food, which is the equivalent of 2,650 meals!



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.

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ad could
be here.

It pays to
advertise!

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

Branch Manager needed for a major van line agent in the San Diego market. Must have industry experience. Please forward resume to information@thecmsa.org and reference: SD Branch Manager.

EMPLOYMENT OPPORTUNITY

Operations Manager needed for a major van line agent in the San Diego market. Must have industry experience. Forward resume to information@thecmsa.org and reference: SD Operations Manager.

EMPLOYMENT OPPORTUNITY

Rebel Van Lines is looking to hire an experienced and aggressive residential **HOUSEHOLD GOODS SALESPERSON/ ESTIMATOR** for Los Angeles and Orange County areas. Email resume to:
nan@rebelvanlines.com.

EMPLOYMENT OPPORTUNITY

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

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

EMPLOYMENT OPPORTUNITY

Modesto Transfer & Storage is an award-winning agent for Atlas Van Lines. We are located in Modesto, CA. We are seeking a COD sales representative who is aggressive, self-starting, and highly motivated. We offer high commission, car allowance, and medical benefits. Please send resumes to
nathan@modestotransfer.com.

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Used Storage Vaults - 7' x 5' x 7'10"
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REGISTER FOR THE CMSA 100TH ANNUAL CONVENTION
Hyatt Regency Sacramento, April 17-22, 2018



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You're Invited to the California Moving & Storage Association's 100th Annual Convention!

Meet your California colleagues in Sacramento, Calif., April 17 – 22, 2018, and learn about issues affecting both the California & National Moving Industry.

Visit the CMSA website at www.cmsa.org and go to the Convention Calendar or go directly to the CMSA Convention Kiosk Webpage at:

<http://bit.ly/2018CMSAConvention>

Check out the convention room rate at the Hyatt Regency Sacramento!

CMSA ROOM RATE: \$189 Per Night + Tax*

Call toll free at 888-421-1442 and reference "California Moving and Storage Association."

You may also book your room online at: <https://resweb.passkey.com/go/CMS2>

The Hyatt Regency Sacramento is located at 1209 L Street, Sacramento, CA 95814. 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 (approximately 15%).

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

The hotel is located in downtown Sacramento across from the State Capitol. During your free time, experience California history in Old Sacramento or visit the nearby parks, golf courses, landmarks, and museums. After a day of sightseeing, relax by the heated outdoor pool or renew yourself at the Spa. Don't forget to sign up for CMSA's Annual Golf Tournament being held at Teal Bend Golf Club on Thursday, April 19, 2018.

Convention Early Registration Fee - \$505

CMSA CONVENTION SPONSOR/ADVERTISING/DOOR PRIZE FORM

EVENTS AVAILABLE FOR SPONSORSHIP

1. Tues. Apr 17 Movers & Shakers Reception *
2. Tues. Apr 17 Movers & Shakers Dinner ♦*
3. Thurs. Apr 19 Golf Tournament ♦
4. Thurs. Apr 19 Exhibitors Reception ♦
5. Fri. Apr 20 State Capitol Breakfast
6. Fri. Apr 20 River City Luncheon ♦
7. Fri. Apr 20 Toga Party Dinner Event
(Unlimited sponsorships available for this event.)
8. Sat. Apr 21 Sactown Sunrise Breakfast
9. Sat. Apr 21 Gold Rush Awards Luncheon ♦
10. Sat. Apr 21 Chairman's Reception & Dinner ♦

Sponsors

DEWITT CO./Royal Hawaiian Movers
TransGuard Insurance Co. of America
Champion Risk & Ins Svs/Vanliner Ins.
New Haven Moving Equipment
The Suddath Companies
Paul Hanson Partners
Kentucky Trailer, The Pasha Group
& Van Line Companies
Lambert Enterprises
TMM
CDS Moving Equipment

* Invitation Only Event / ♦ Sponsorship of Major Event (includes two registrations) - \$2,800 /
All Other Sponsorships (includes one Registration) - \$1,800

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.

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 100th Annual Convention Registration Form

## April 17-22, 2018

**EARLY REGISTRATION DEADLINE: FEBRUARY 27, 2018**

**FULL registrations paid by FEBRUARY 27, 2018 are eligible  
for the drawing to win \$50 CASH on April 19, 2018!**



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

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

Register the following company's representatives.

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

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

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

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

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

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

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

CMSA MEMBER or GUEST (13+ yrs.)

CHILDREN'S PRICE (up to 12 yrs.)

NON-MEMBERS (each)

**Before  
February 27**

\$505.00

\$355.00

\$660.00

**After  
February 27**

\$605.00

\$375.00

\$760.00

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

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

**Enclose registration fees with this form.** Make checks or money orders payable to **CMSA** or use your **Visa, Discover** or **MasterCard**. Credit card registrations may be faxed to (562) 865-2944.

( ) Visa ( ) DIS ( ) MC ( ) Check enclosed Amount \$ \_\_\_\_\_

Name on Card \_\_\_\_\_ Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

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

Three-Digit CVV Number \_\_\_\_\_

**\*\*CANCELLATIONS:** Cancellations made before **March 27, 2018** will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). After **March 27, 2018**, we will be unable to make refunds. Substitutions will be accepted, but we need to know one week in advance.

**ROOM RESERVATIONS:** Call Hyatt Regency Sacramento at (888) 421-1442 to make reservations and reference **California Moving and Storage Association** to receive the special group rate. A reservation link can also be found online by visiting [www.thecmsa.org](http://www.thecmsa.org) and clicking on the Convention Calendar webpage. Reservations must be made by 5 p.m. on **March 27, 2018** to guarantee the special group room rate. All major credit cards are accepted for deposit

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



## **2018 CONVENTION EVENTS**

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

**Thursday, APRIL 19**

**YOUNG PROFESSIONALS GROUP MEETING**

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

**EXHIBITORS WELCOME RECEPTION**

Food, Beverage, Latest in Industry Products and Service Technologies

**Friday, APRIL 20**

**STATE CAPITOL BREAKFAST**

**CMSA GENERAL SESSION**—Free Admission

**RIVER CITY LUNCHEON**

**MILITARY BREAKOUT SESSION**—Free Admission

**TOGA PARTY DINNER EVENT**

**Saturday, APRIL 21**

**SACTOWN SUNRISE BREAKFAST**

**CMSA GENERAL SESSION**—Free Admission

**VAN LINE PANEL DISCUSSION**—Free Admission

**GOLD RUSH AWARDS LUNCHEON**

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

# Exhibitor Registration Form

100th CMSA Annual Convention

EXHIBIT DATES: April 19-21, 2018

**IMPORTANT!:** Sacramento Theatrical Lighting (STL) will be the official exhibit services contractor, and will be in contact with you after you register. STL can assist you with shipping materials and handling special requests.

## STEP 1: RESPONSIBLE PARTY INFORMATION

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

\_\_\_\_\_

First Name to Appear on Badge

\_\_\_\_\_

Company Name to Appear on Exhibitor ID Sign

\_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

\_\_\_\_\_

E-Mail Address (Registration Confirmation will be sent via E-mail)

Special Food Requests: \_\_\_\_\_

**CMSA reserves the right to reject registration from exhibitors deemed inappropriate by the CMSA President and/or the CMSA Board of Directors.**

## STEP 2: ADDITIONAL ATTENDEES

2. \_\_\_\_\_  
Full Name

\_\_\_\_\_

First Name to Appear on Badge

\_\_\_\_\_

E-Mail Address

Special Food Requests: \_\_\_\_\_

3. \_\_\_\_\_  
Full Name

\_\_\_\_\_

First Name to Appear on Badge

\_\_\_\_\_

E-Mail Address

Special Food Requests: \_\_\_\_\_

USE ADDITIONAL SHEET TO LIST MORE ATTENDEES.

## STEP 3: ASSESS EXHIBITOR FEES

Booth registration **includes** one (1) convention registration, an 8x10 pipe & drape display booth, a six-foot skirted table, two chairs, wastebasket and exhibitor ID sign.

Booth Registration

Before March 27, 2018 @ \$1,400 \$ \_\_\_\_\_

After March 27, 2018 @ \$1,800 \$ \_\_\_\_\_

Booth Electricity—\$125 per booth \$ \_\_\_\_\_

Additional Attendee(s):

Members \$505 ea./Non-Members \$660 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 March 27, 2018 will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). No refunds will be made after March 27, 2018.

## STEP 4: CHOOSE YOUR BOOTH

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

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

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

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

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

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

## STEP 5: SELECT METHOD OF PAYMENT

☐ Check Enclosed ☐ Charge to Credit Card

CREDIT CARD INFORMATION:

☐ VISA ☐ MasterCard ☐ Discover Card

\_\_\_\_\_

Name on Credit Card

\_\_\_\_\_

Credit Card Number

\_\_\_\_\_

Exp. Date

\_\_\_\_\_

Billing Address

\_\_\_\_\_

Billing Zip Code

\_\_\_\_\_

3-Digit Code on Back of Card

\_\_\_\_\_

Authorized Signature

\_\_\_\_\_

Date

## STEP 6: RESPONSIBILITY AGREEMENT

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

Exhibitor shall be fully responsible to pay for any and all damages to property owned by Hyatt Regency Sacramento, 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 Hyatt Regency Sacramento, 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 Hyatt Regency Sacramento or any part thereof. The Exhibitor understands that The Hyatt Regency Sacramento 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:** April 19-21, 2018

Set-up available at 8 a.m. on Thursday, April 19, 2018.

CMSA, 10900 E. 183rd Street, Suite 300, Cerritos, CA 90703; Fax: (562) 865-2944; Email: [information@thecmsa.org](mailto:information@thecmsa.org)



# California Moving & Storage Association

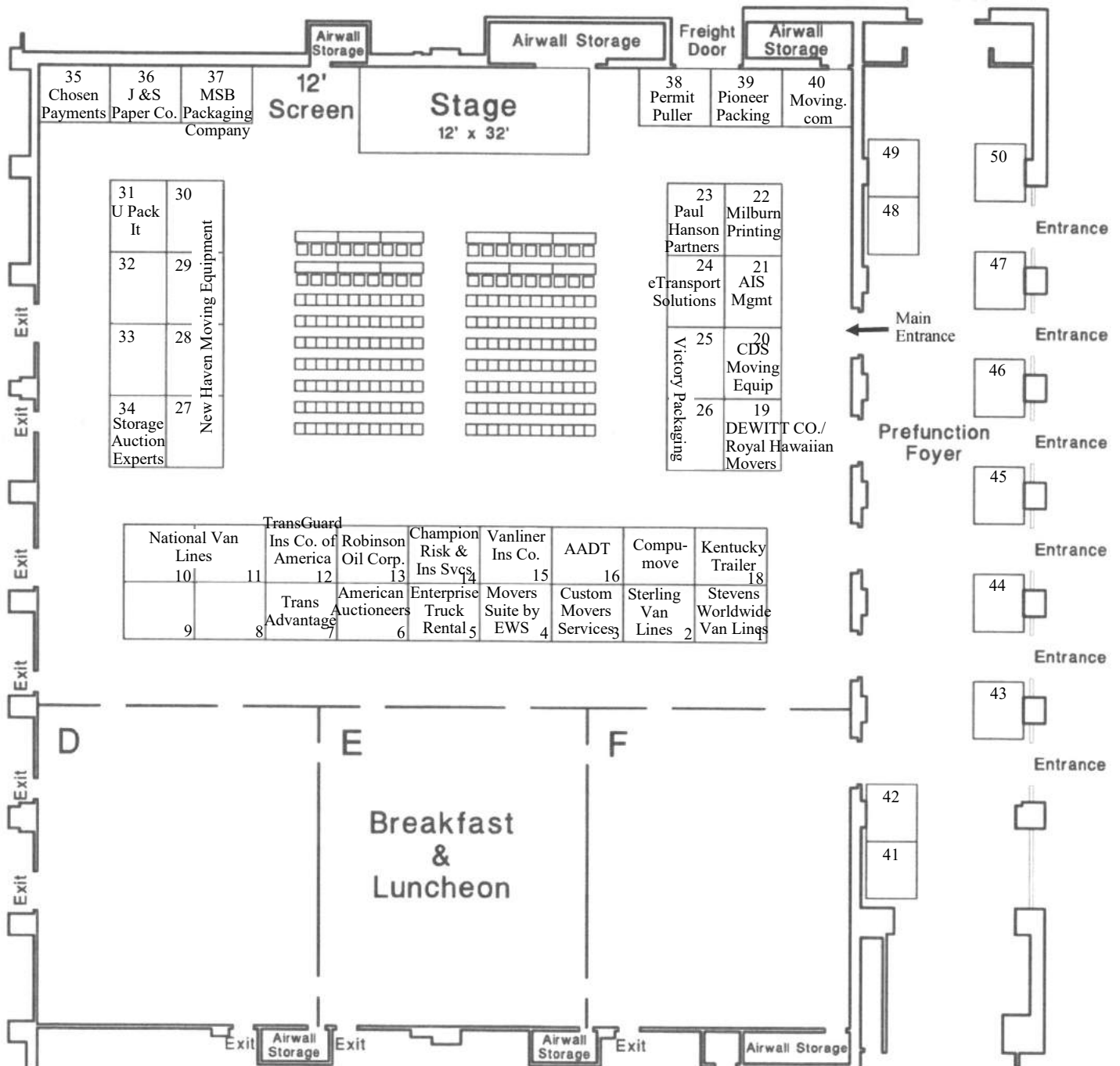
100th Annual Convention—Booth Diagram

Hyatt Regency Sacramento

1209 L Street

Sacramento, CA 95814

Exhibit Dates: April 19-22, 2018



# CMSA ANNUAL GOLF TOURNAMENT REGISTRATION FORM

Teal Bend Golf Club  
7200 Garden Highway  
Sacramento, CA 95837  
(916)646-8711

THURSDAY, April 19, 2018  
8:30 A.M. MODIFIED SHOTGUN START  
(Golfers should arrive at course by 8:00 a.m.)



## Participant Responsibilities:

Soft-spike shoes only are allowed on golf course and driving range. Jogging apparel or “cut-offs” of any kind are not allowed. Collared shirts are encouraged. Adhere to rules covering the use of the course and golf carts.

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

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

**Entry fee -- \$95.00 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: \_\_\_\_\_

 **\$100,000.00** 

## **HOLE-IN-ONE CONTEST**

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

**\*Refunds are subject to a \$20 processing fee. No refunds for cancellations after March 17, 2018.\***

Enclose golf fees with this form. Make checks payable to **CMSA**, or use your Visa, MasterCard or Discover Card.

( ☐ ) Visa ( ☐ ) MC ( ☐ ) DISCOVER ( ☐ ) Check enclosed Amount: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ Three-Digit Code: \_\_\_\_\_

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

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

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

**If you would like to reserve a set of golf clubs, please provide a count below so that the pro shop will be sure to have enough on hand and ready for you to pick up. Golf club rentals are available at the pro shop at a rate of \$35 per set and include six golf balls per set.**

**Enter # of Rental Sets: \_\_\_\_\_ Men's RH \_\_\_\_\_ Men's LH \_\_\_\_\_ Women's RH \_\_\_\_\_ Women's LH**

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



# 2018 CONVENTION ADVERTISING

With this being our 100th Annual Convention, we are doing something very special! Our convention program will be a commemorative publication that will include pictures of past CMSA chairman, presidents and other historical pictures. It will also be bigger in size (8 1/2" X 11"), spiral bound and in FULL COLOR! Please check out the rates and ad dimensions below. Call Renee Hifumi (562) 865-2900 or email: rhifumi@thecmsa.org to order your advertising for the convention!

**Send all artwork as a JPG file. Any PDF files will be converted to a JPG.**

| <u>Page</u>                 | <u>Dimensions</u><br><u>(Width X Height)</u> | <u>Rate</u> | <u>Event Sponsor Rate</u><br><u>(20% Off)</u> |
|-----------------------------|----------------------------------------------|-------------|-----------------------------------------------|
| 1/4 Page                    | 3.75"(W) X 5"(H)                             | \$250.00    | \$200.00                                      |
| 1/2 Page                    | 7.5"(W) X 5"(H)                              | \$375.00    | \$300.00                                      |
| Full Page                   | 7.5"(W) X 10"(H)                             | \$525.00    | \$420.00                                      |
| Registration Packet Insert* | 8.5"(W) X 11"(H)                             | \$600.00    | \$480.00                                      |

\*Inserts must be supplied and shipped to CMSA at advertiser's expense.

**DEADLINE FOR ARTWORK: MARCH 9, 2018**

## CMSA SHOUT OUTS!

Space in the program is not limited to just advertisers. If you'd like to do a "CMSA Shout Out" to memorialize this momentous occasion of CMSA's 100th Annual Convention, we encourage you to do so! See examples below! Call Renee Hifumi (562) 865-2900 or email: rhifumi@thecmsa.org to order your Shout Out!

