

Division Not a Fix for California Woes

Editorial by: Loren Kay, President of
California Foundation for Commerce and Education

Tim Draper believes California is three states struggling within the boundaries of one, and wants to set them free. Voters will have the chance in November to decide if they share his vision that more governments make better governance.

Spoiler alert: Breaking up is hard to do—which is a very good thing. The “Division into Three States” measure is disingenuous, distracting and dangerous.

For all our successes, and for all the wonder with which we are held globally, California has many problems.

Problems Not Solved

But serious people quickly learn that if you are sincerely committed to fixing a problem, you must *fix the problem*.

Division into Three States doesn’t fix a single problem. It makes all our problems objectively worse in the hope that others more enlightened and practical will roll up their sleeves to get the job done.

The proponent has identified a list of ills that beset California, from low graduation rates to poor road quality to high taxes and overcrowded prisons.

As for this initiative, it does nothing to advance a solution to any of these problems. This measure adds not one new teacher to our high schools, not one new mile of road constructed, nor sentences or crimes modified.

California’s central challenge is to reconcile the pluralistic demands of diverse interests in a dynamic nation-state, and advance the overall welfare of our citizenry. This initiative declares that surrender to this test is a better option than rising to the challenge.

It is disingenuous to suggest to voters that the measure is a solution to a variety of ills, when it accomplishes nothing more than drawing two more lines on the map of the United States.

Rather than seeking to solve the very real problems before us, this measure instead creates an entirely

new suite of problems to distract and consume voters, political leaders, concerned citizens and ordinary residents.

Sadly, Californians don’t exhibit a robust bandwidth for state issues. Turnout at the June primary will likely be less than 40%. The last thing we need on the ballot now is a measure infamous solely for its audacity.

It doesn’t take much imagination to predict the one political debate that out-of-state media will grab onto to capture the California zeitgeist. Not privacy. Not rent control. Not the fate of new transportation revenues. Not updating Proposition 13 after 40 years. No, it will be an only-in-California story about redesigning the 31st state to create new states 51 and 52.



(CALIFORNIA WOES continued on page 5)



CHAIRMAN'S CORNER

by Alan Freese

One, two, three... Cancun. Wouldn't it be great to be able to take off to Cancun like basketball players when eliminated from the playoffs? How nice it would be on the 1st of July to say I'm done and headed to Cancun! Now that the mess we call June is over, we all step back and figure out how to get through it next year. It's crazy that the Military has a 12-week "Peak Season," but in all reality, it's more like six weeks. We all know the drill, pack and pick in June, then deliver in July. This summer has been especially difficult because the shortage of drivers is really taking a toll on local agents. Everybody I talk to has the same sad story, no drivers, using alternate transportation methods and RDD's are a thing of the past. With the mandate of the ELD and hours of service changes, not a lot of people are diving into the transportation

industry, let alone the moving industry. There is talk of the minimum age for driving being lowered to 18 by the Trump administration. I see this as great news. I have felt for a long time that our industry suffers from kids coming out of school not being able to take a career path in the interstate moving industry until they're 21. In that three-year gap, these kids find other means of work and/or career paths. If they're old enough to hold a gun and defend our country, they should be allowed to drive a truck. It might be nice to get a driver into our yard that can communicate with both our office and customer – yeah, I know I'm dreaming, but we can't give up.

By the time you are reading this, the 4th will have passed and August is only a few painful weeks away. Let's not forget that we live in the best country there is, where we have the freedoms like no other. We all have the opportunities to better (or worsen) our lives. Good, bad or indifferent, we all make it happen – albeit not as always planned, but still find a way to be standing when the smoke clears. I'm looking forward

(CHAIRMAN'S CORNER continued on page 4)

THE WELL DRESSED MOVER

IT'S ALL ABOUT THE ACCESSORIES.

cde-usa.com



PRESIDENT'S COMMENTS

By Steve Weitekamp

June included the 50th anniversary of the National Council of Moving Associations (NCMA) with our annual meeting this year in San Antonio, Texas. CMSA joined numerous state associations, AMSA, IAM and the Canadian Association of Movers to review industry issues and topics for the betterment of our Associations, movers, and the moving public. One of the valuable agenda items of our meeting is the annual meeting (this year via conference call), with the National Conference of State Transportation Specialists (NCSTS) (think state regulator), which meets at the same time as NCMA.

In our recent yearly meetings, NCMA members have emphasized the critical issue of non-licensed operators (not movers!) and the need consumers have for those who have the authority to license and en-

force mover laws to take action. It is vital that they be aware that it is something that they need to address. It was reviewed that illegal operators low-ball their bids to get a move, then extort a price far greater than legal and ethical movers before, if ever, delivering. We are pleased that at least some NCSTS member states have begun targeting these problems. Recognizing the impact of unlicensed operators as a part of the underground economy negatively impacting consumers, the regulated industry, and the state taxpayers.

As we deal with all the complexities of the industry change in regulatory agencies, CPUC to DCA-BEARHFTI, and a supreme court decision related to independent contractors, it is important to remember the core elements of our industry, particularly during the challenging peak season. None is more rudimentary than the safe transport and delivery of our customers' belongings.

In a marketplace driven by the Amazon bus, consumers fill their homes over an extended period of time, with items that regularly require time consuming and frustrating

(PRESIDENT'S COMMENTS continued on page 4)



CA License #0H18156

DISCOVER THE MANY BENEFITS OF WORKING WITH CHAMPION RISK.

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

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

- Property
- General Liability
- Warehouse Legal
- Motor Truck Cargo
- Auto
- Crime
- Surety Bonds
- Umbrella
- Workers Compensation
- International Cargo
- Independent contractor coverage
- Captive Programs

Champion Risk
& Insurance Services, L.P.



An Affiliate of Wood Gutmann & Bogart Insurance Brokers

Phone: 858-369-7900 | Web: championrisk.net

(CHAIRMAN'S CORNER continued from page 2)

to the executive board retreat in August. It is a great time to get together and share some pains and joys of the summer. It's like therapy, knowing I'm not the only idiot with all of these problems that we know as the cost of doing business in the moving industry.

Congratulations to the Golden State Warriors. I know all six of you Kings, Lakers and Clippers fans are hating it right now, but tough schnitzel. Warriors' fans have endured for years to see this come to life. Let's see if LeBron can put some rivalry back out on the west coast. In closing, I would like to recognize the efforts put forth by Special Counsel Jay Casey. He truly is a remarkable human being that is often imitated, but never duplicated. The man, the myth, the machine, Jay Casey!

(PRESIDENT'S COMMENTS continued from page 3)

assembly. But come time to move, the mover is expected to transfer, usually in a day, a home that was assembled over a period of years, disassembling, and reassembling all necessary items. We are frequently asked to make things right that weren't right when we started the job. As a friend in the association business likes to say about claims, "We pick it up used and deliver it new."

The skills involved in moving and customer relations while maintaining attention to the safety of crew, shipper and public at large are impressive. While many, unfortunately, take this for granted, it is no simple task and one to be celebrated. Congratulations to those who daily put out their best effort no matter the challenge.

Be Safe: Stay Hydrated in the Heat!



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

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

Contact Moving & Storage Programs
800.252.6725



A Member of the **IAT** INSURANCE GROUP

www.transguard.com

Practical Implications

What would be the practical implication of voter approval to break up California?

The implementation challenges are daunting, to say the least: redistributing state assets, assigning new state responsibilities, not to mention addressing the inherent inequities that will arise from an arbitrary geographical division of economic, financial, physical and cultural patrimonies.

The original state of California would be obligated to spend tens of millions of dollars on establishment of three conventions in each of the new proto-states to devise a constitution and set of laws. This would require a delegate selection process, meetings, staff and legal support and outreach. The state would likely need to defend against vigorous litigation on the validity of the measure and on many aspects of the process of division.

Start-Up Venture

Then, each of the three new states would become start-up ventures, requiring:

- Elections of new statewide and legis-

lative officials.

- Appointment of new executive branch officers and recruitment/hiring of staff.
- Appointment of new judges.
- Negotiations and development of new contracts with local governments, federal government, private vendors, and grantees.
- Adoption of new codes, including government, civil, tax, criminal, etc.

Dividing Assets

Then, the fun begins. How to divide the assets and liabilities of Old California? For example:

- University of California and California State University campus tuition policies for incumbent students, with out-of-state tuition costs for students potentially reaching \$2 billion.
- Responsibilities for prisoners domiciled in one state that were committed from another.
- Responsibility for payment of water, power and other infrastructure assets located in one state that serve residents of other states.

(CALIFORNIA WOES continued on page 7)

2019 Hino 268A 26ft Movers Truck



Lease It!

\$1,298.⁷¹*

per month + tax

FOR LEASE



TRUCK CENTER

www.monarchtruck.com

Hwy 101/McKee Rd.
195 N 30th Street
San Jose, CA 95116

Call Bob Padilla

- Twin Side Doors Both Sides of Truck
- Translucent Roof
- Loaded with Tie Downs
- Attic Storage
- Loading Ramp
- Air Ride Suspension
- 5 Year/250K Mile Engine Warranty
- More Photo's online



1-408-275-0500

*Based on 60 months @ \$1,298.71 month + tax. Lease end residual \$26,113.50, 5.93% APR, subject to credit approval. Lease startup \$7,929.11 includes first payment, security deposit, admin fee, and governmental fees. Expires 6-30-2018, H1083

The Risk of Rising Commercial Automobile Premiums

If you haven't already seen an increase in your commercial auto liability and physical damage premiums, you should see some increase in the near future. There are a number of factors behind this change:

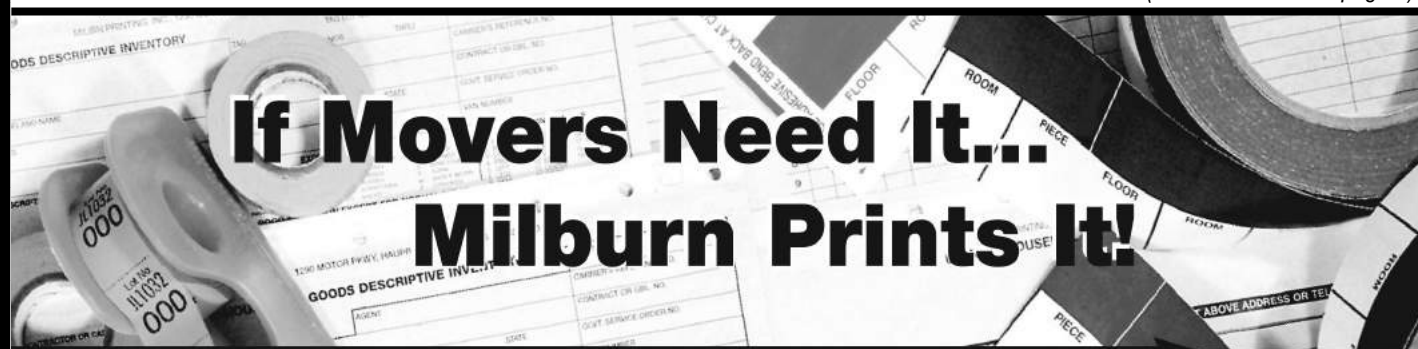
- The number of auto fatalities went from a low of 32,479 in 2011 to 37,461 in 2016.
- Juries are holding commercial drivers to a higher duty of care when deciding awards in litigated auto claims; the overall trucking industry has recently seen jury awards as high as \$20 to \$40 million. Average settlements for bodily injury and property damage losses have increased by over 50%.
- As a group, insurance companies providing coverage for the commercial trucking industry had an underwriting loss of \$9.7 billion from 2012 to 2016.

All of these factors result in higher premiums. What can you do? More safety training? More stringent driver hiring guidelines? Both of these are difficult when work is increasing, and qualified driver availability is decreasing.

The collision avoidance technology now available in most new cars *must* come to the trucking industry – automatic braking, blind spot monitoring, lane warnings, etc. Also helpful are the driver behavior monitoring features that can be found bundled with many ELD systems – such as speed monitoring, GPS, hard turns or braking, etc.

Not only can 360-degree recording cameras help drivers maneuver in tight streets and driveways, but it can also record what your driver *actually did* when an accident occurred. In court, a picture really is worth a thousand words!

(RISK continued on page 7)



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

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

800.999.6690

www.milburnprinting.com

MILBURN
PRINTING

(RISK continued from page 6)

Budget for premium increases, but also budget for the technology improvements that are your best defense for future cost containment.

Courtesy of MOVE-PAK CONSULTING – www.movepakconsulting.com or 213-760-7444.



(CALIFORNIA WOES continued from page 5)

- Responsibilities for water delivery are even more fraught. Most of new “California’s” and much of “Southern California’s” water supplies are located in a different state, and may have to traverse a second state to reach their destination. To who would the Colorado River Compact apply?

What’s more, each new legislature or constitutional convention would need to decide what of the California political legacy to retain—and what to jettison. Whither Proposition 13—or Proposition 98? Will there be a reapportionment commission? Or the death penalty? Would any of the hard-fought political battles over ballot measures, whether reflecting a victory of the left or right, survive into the new regimes?

The likelihood of Congress approving such a scheme is nil—the last state created from within another was during the Civil War. Votes should save Congress the trouble.

PUT THE CMSA SPONSORED WORKERS' COMPENSATION PROGRAM TO WORK FOR YOU.

Take Advantage of CMSA's Group Buying Power

- The longest running and largest program available
- Financially Strong
- Competitive Rates
- Superior Customer Service
- On-Line Claims Handling and Review
- Industry-specific Loss Control Services

800-852-1968
paulhanson.com

Doing business in California as SPG Insurance Solutions
License # 0864567



Auto Liability • Auto Physical Damage • Cargo Legal Liability • Warehouse Legal Liability • Property • Commercial General Liability
Crime • Surety Bonds • Umbrella • International Cargo • Independent Contractor Work Injury Program

Moving equipment, boxes and packing supplies where you need it.



- ◆ Moving & Storage Locations
- ◆ Victory Packaging Locations

Northern CA 800.817.5581
 Southern CA 800.288.5100
moversales@victorypackaging.com
www.VictoryPackaging.com



**Victory
Packaging**

We are *Architects* of Packaging Solutions

CARB Fines Two Out-of-State Transportation Brokers for Violations of Truck and Bus Regulation

\$152K will fund air pollution research, improve children's health and install air monitors.

SACRAMENTO – CARB has fined Marten Logistics and Roadrunner Transportation Systems for failure to verify that trucks hired or dispatched for service were compliant with the state's tough Truck and Bus Regulation, and for not keeping adequate records as the law requires.

"Any company that hires or dispatches trucks for operation in California must verify the compliance of those vehicles with California law," said CARB Enforcement Chief Todd Sax. "Failure to do so is a violation of law, and businesses that fail to comply should expect that they will get caught and pay the price. We do everything in our power to protect Californians

from high-polluting vehicles and their many negative health impacts, including enforcement of our strict laws."

Diesel trucks are one of California's biggest sources of air pollution. Because they are so durable, they can operate for decades and emit significant amounts of diesel pollution.

The Truck and Bus Regulation requires all older heavy duty diesel trucks operating in California to be either retrofitted with soot filters or replaced with a 2010 or later model year engine in order to greatly reduce harmful emissions.

The Truck and Bus Regulation also requires that a broker or motor carrier verify



(CARB FINES continued on page 12)



EXPERT SERVICE
IS HARD TO FIND

Look no further than Vanliner Insurance Company. We stand out from the rest by specializing in the business of insuring professional movers just like you. Vanliner understands that your unique needs call for unique solutions whether it's underwriting, policy issuance, claims, billing, loss prevention, or any other service.

Join the more than 1,000 van line agents and 4,000 owner operators who have already picked the nation's number one insurer of the moving and storage business.

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

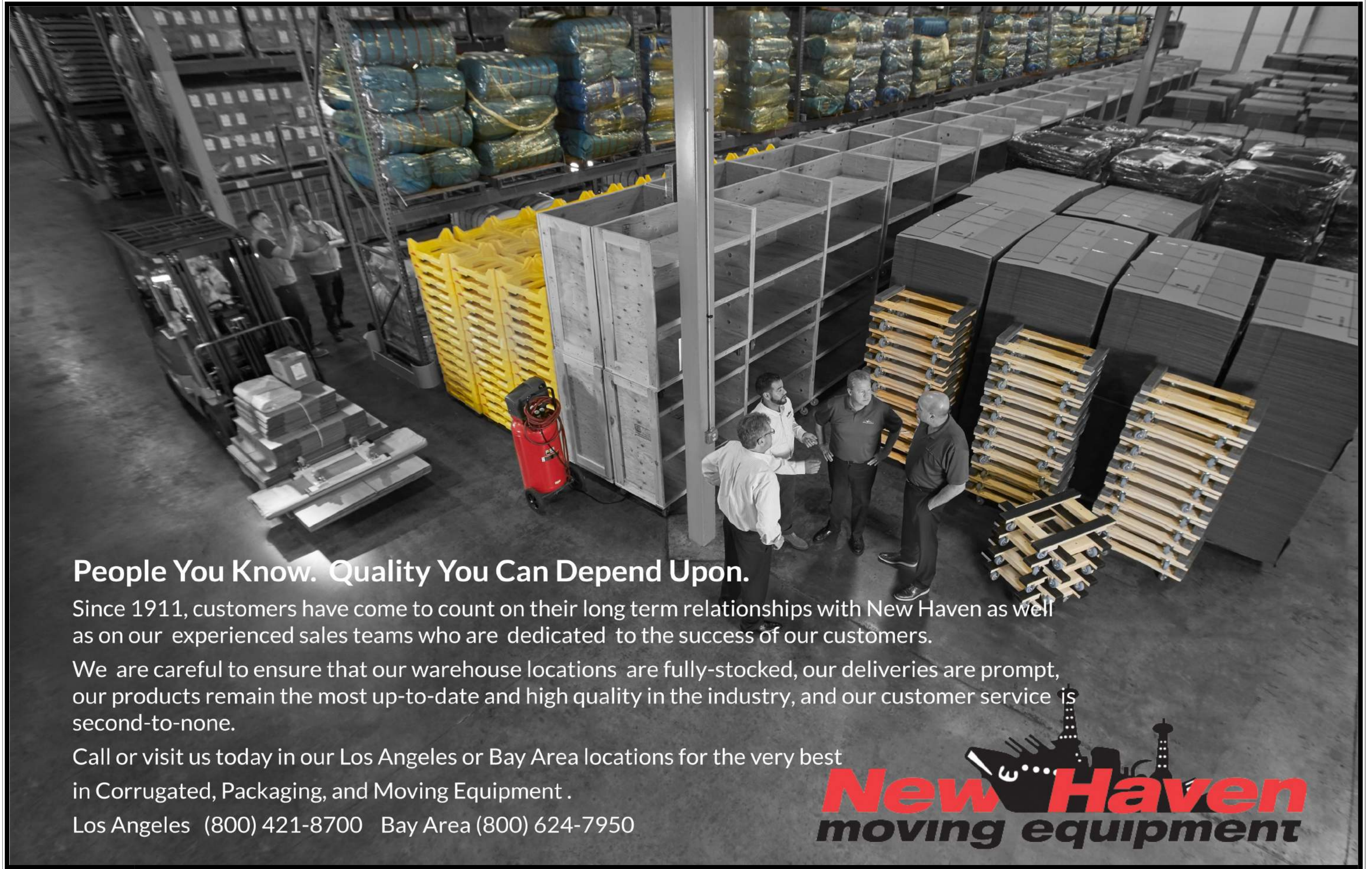
A.M. BEST RATING OF
A EXCELLENT



VANLINER.
INSURANCE COMPANY

UNIQUELY QUALIFIED. CONSISTENTLY BEST.

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



People You Know. Quality You Can Depend Upon.

Since 1911, customers have come to count on their long term relationships with New Haven as well as on our experienced sales teams who are dedicated to the success of our customers.

We are careful to ensure that our warehouse locations are fully-stocked, our deliveries are prompt, our products remain the most up-to-date and high quality in the industry, and our customer service is second-to-none.

Call or visit us today in our Los Angeles or Bay Area locations for the very best in Corrugated, Packaging, and Moving Equipment.

Los Angeles (800) 421-8700 Bay Area (800) 624-7950



(CARB FINES - continued from page 9)

that a diesel truck is compliant with regulation requirements before they can hire or dispatch that vehicle. This additional check is an important way to help ensure that compliant trucks are operating in California.

Marten Logistics, a wholly-owned subsidiary of Marten Transport based in Wisconsin, was fined \$100,000 for not verifying that each truck hired or dispatched was compliant with California. Of that amount, \$75,000 has been directed to the state's Air Pollution Control Fund to support for air quality research, and \$25,000 to the Prescott Joseph Center for Community Enhancement to fund Northern County Breathmobile, a mobile unit that expands health care services to children with asthma in disadvantaged communities in Northern California.

Roadrunner Transportations Systems, also based in Wisconsin, also failed to verify compliance for each vehicle hired or dispatched and maintain records as required by the Truck and Bus Regulation. The company agreed to pay \$52,250 in penalties, including \$27,250 to the Air Pollution Control

Fund and \$25,000 to California Safe Schools to fully fund their Ground Truthing project. This project allows community members to locate and map facilities that could be potentially hazardous, and relay the info to CARB and the South Coast Air Quality Monitoring District for follow-up action.

Both Marten and Roadrunner have agreed to comply with all applicable terms of the Truck and Bus Regulation, and not operate or direct the operations of any vehicle subject to the regulation without verifying that each hired or dispatched vehicle is in compliance. The companies have also agreed to maintain accurate and timely records as required.

Diesel exhaust contains a variety of harmful gases and more than 40 other known cancer-causing compounds. In 1998, California identified diesel particulate matter as a toxic air contaminant based on its potential to cause cancer, premature death and other health problems.

CARB's mission is to promote and pro-

(CARB FINES continued on page 13)

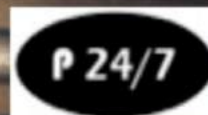
PIONEER PACKING INC.



"WHO ARE THOSE GUYS"

EST. '76

MOVING BOXES
PACKING SUPPLIES
MOVING BLANKETS
TAPE
STRETCH WRAP
NEWSPRINT
FLOOR PROTECTION
STORAGE VAULTS
TYPE II'S
MILITARY CONTAINERS
DOLLIES
CARGO CONTROL
RENTAL EQUIPMENT



24 HR
★ PICK UP
AVAILABLE

1-800-628-6567

2430 S. GRAND AVE. SANTA ANA, CA 92705

PIONEERMOVINGSUPPLIES.COM

SALE!



JH611039

\$89,900

Engine: Cummins

HP: 200/600 lb-ft

Transmission: Allison 6-speed

GVW: Classic 26k (10k Front/19k Rear)

Air Ride & Air Brakes

24' Box with 2 Rows of E-Track

3,500 lb Rail Liftgate

Call 510-406-2748 to schedule a test drive!

Financing Available! Monthly Financed Rate: \$1457

Call 510-618-5569 or email for more information:

mlschwindt@peterstrucks.com

PETERSON
TRUCKS



(CARB FINES - continued from page 12)

protect public health, welfare, and ecological resources through effective reduction of air pollutants while recognizing and considering effects on the economy. The CARB oversees all air pollution control efforts in California to attain and maintain health based air quality standards.

STAY CONNECTED WITH CMSA!



<https://twitter.com/cmsa1>



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



<http://www.thecmsa.org>

**Reputation.
Dedication.
Excellence.**

Stevens is The Way to Move™



Stevens Worldwide Van Lines is committed to our agents' success by assisting them in building their local and interstate business.

Stevens Agent Advantages include:

- Stevens Realty Partnership Program
- International growth opportunities
- Outstanding Military business opportunities
- Stevens Sales Edge Program
- Dedicated agency development team
- Financial and corporate stability



Proud supporter of the National Breast Cancer Foundation, Inc

STEVENS®
worldwide van lines

The Way to Move. The Way to Care.



For more information on becoming a Stevens agent, contact Nick Madsen at:

nick.madsen@stevensworldwide.com

888.458.9277

stevensworldwide.com/becomeanagent

USDOT 72029



Housing Shortage Among Top Challenges for Long-Term Health of State Economy

California Outlook

Long-Run Challenges During Times of Economic Gain

The U.S. economy has experienced steady growth in recent years, and later this year, the current economic expansion will become the second longest on record. Throughout much of this expansion, California has outpaced the nation and many states in terms of economic growth and job gains, and improvements in its unemployment rate, fueled by strength in many of its key industries.

California will continue to lead the United States in 2018, making this year an opportune time to take on both current and long-term challenges.

California began 2018 on a high note with January employment numbers showing the largest yearly job gain (2.4% or 400,000 jobs) in 18 months. In March, the state added jobs at a steady 1.9% year-to-year pace, led by health care, construction, leisure and hospitality and professional, scientific, and technical services, accounting for two-thirds of this increase.

In percentage terms, the state was led by natural resources and construction, education services, health care, and logistics, largely continuing a pattern of industry gains that has prevailed over much of the past year.

Outpacing U.S.

January's gains come on the heels of six consecutive years during which California outpaced the nation in percentage job gains. Moreover, updated job numbers released in

March revealed that California's job gains were better than initially reported, up from an initial estimate of 1.8% growth to 2%, because of substantial upward revisions in important industries such as health care, as well as professional, scientific and technical services, and logistics.

The broader state economy displayed continued momentum, with annual taxable sales showing a 4.9% gain over 2017, and gross state product rising by 2.3% year-to-year in the third quarter of 2017. Fueling these advances, personal income increased by 3.8%, the third highest growth rate among the 50 states.



Meanwhile, per capita personal income in California stood at \$58,500/year in the third quarter of 2017, 16% higher than in the United States as a whole. But while California saw a 3.1% increase in personal income, far outpacing the 1.9% gain nationally, gains in purchasing power have been tempered by inflation running at nearly 3% in the state compared to just 2% nationally.

Unemployment Rate

With California hitting its lowest unemployment rate since 1976, wage gains in the state have accelerated in recent years. Average weekly wages in California increased by 4.3% in 2017, the largest increase in the last 10 years.

With limited increases in the labor force expected this year, workers are almost guaranteed to see wages rise again. And it is too soon to gauge the effects of the hike in the statewide minimum wage as pay hikes are

(HOUSING SHORTAGE continued on page 15)

(HOUSING SHORTAGE continued from page 14)

currently being driven by the scarcity of labor more than anything else.

Steady job growth and limited increases in the labor force will keep the unemployment rate low and push up wages for nearly all workers. With these gains in financial and economic well-being, households in California will fuel growth in their local economies by buying homes, appliances, and cars, and causing expansion in local serving industries, such as retail stores, restaurants, and personal services.

Meanwhile, the state's logistics, technology, and other external-facing industries will benefit from growth domestically and among our trading partners.

All in all, California's economic outlook through the next several quarters is good, in fact, somewhat better than was previously expected, making this an ideal time to devote serious attention to the state's long-run concerns.

Housing

Long-Term Challenges... Short-Term Opportunities

In looking at California's long-term challenges, the housing problem must be near the top of the list because of its significance for so many of the state's residents and its economy.

While Californians clearly understand that high home prices limit affordability, the obvious solution seems less clear: High prices reflect scarcity that can be addressed only through increases in supply.

California's median home price was \$464,000 in the fourth quarter of 2017, nearly double that of the United States, where the median price stood at just over \$250,000. Since 1990, California's median home price has routine-

ly been significantly higher than that of the nation.

Home prices in inland California are closer to the U.S. norm: \$252,000 in Fresno, \$340,000 in the Inland Empire, and \$380,000 in Sacramento. However, the situation is quite extreme in coastal areas, with the median price in San Francisco at \$1.3 million, \$605,000 in Los Angeles County, and \$596,000 in San Diego County.

Renters are also challenged by the high cost of housing. The number and share of renting households in the state of California grew in the years following the Great Recession. With a limited response on the supply side, average rents rose steadily in many areas of the state.

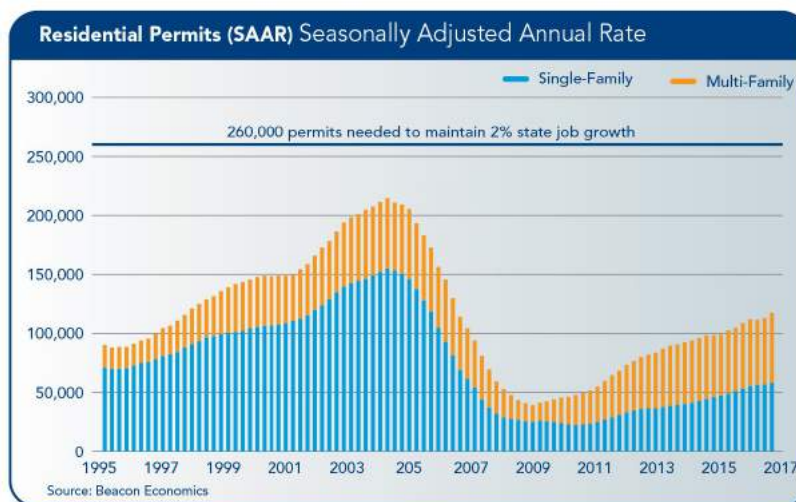
The magnitude of California's housing shortage is well documented. At present, the state is estimated to need about 200,000 new housing units built per year, yet it has barely seen more than 100,000 units come on line in each of the last few years. As implied above, the state needs a mix of both single-family and multifamily housing, as well as a mix of for-sale and rental housing.

Regional Housing

To be sure, the state and its regions periodically estimate housing needs and set housing goals. In fact, state law requires that metro areas and their jurisdictions develop multi-year housing goals known as the Re-

gional Housing Needs Allocation (RHNA). Few jurisdictions come close to meeting the RHNA-based housing goals, however, because there is little incentive to do so. In the calculus of local government finance, a new housing unit will

impose new burdens on government services, yet yield only a modest increase in property tax that is mostly controlled by state



(HOUSING SHORTAGE continued on page 16)

(HOUSING SHORTAGE continued from page 15)

government. Local governments are far more inclined to prefer retail development, which has the potential to generate new taxable sales that go straight into the general fund.

Recognizing that the state has a chronic housing shortage and understanding that inadequate housing has the potential to impede economic growth, state legislators have succeeded in passing legislation that has the potential to make a difference. Laws such as SB 35 (Wiener; D-San Francisco; Chapter 366) put teeth behind the RHNA goals, stipulating that a given project which complies with local land use regulations may receive ministerial approval if the jurisdiction in which it is located has not met its housing goals.

SB 35 has lent new urgency to a problem that has festered for many years, and very likely will force local jurisdictions to rethink their housing strategy.

In response, local jurisdictions must first acknowledge that population growth is an inevitable part of their future. They must take steps to understand what that growth will look like, plan adequately, and, finally, execute those plans.

This effort must address the concerns of both current and future residents: renters as well as homeowners, apartment dwellers as well as occupants of single-family homes. Doing so will go a long way toward addressing the state's housing needs while also ensuring its long-run economic dynamism and vitality.

CMSA North Bay Chapter Bocce Ball Tournament

The 13th annual Bocce Tournament went off without a hitch! While we nervously watched the skies and our weather apps all week, we were finally graced with a dry day and even some bouts of sun. With 13 teams ready to battle, the tournament had some great competition at the Marin Bocce Federation.



Lunch was expertly barbequed again by Schultz Brothers Co-Owner Vidal Serna and his wife, Pauline. We feasted on Jamaican

jerk chicken, tri-tip and salads with Pauline's famous cheese cake bites. John Kay with Victory Packaging and Bruce Meyers from CDS, were responsible for our food donations, and Tim and Mike with ShipSmart once again sponsored our bar.

With another stellar line up of silent auction prizes, ranging from a day of family fun

at Morton's Hot Springs to SF Giants tickets to a Mexican vacation, the bids were many! The gas patio heater, once again donated by Freidman's Home Improvement, was the hot ticket again this year with a bidding war right up until the end of the auction!

As the tournament came to an end, we celebrated the winners with trophies sponsored by J & S Paper! Our winners were...



1st Place

Bruce Meyers – CDS
Brad Messer – Aladdin Transfer & Storage
Izetta Messer – Aladdin Transfer
Kyle Messer – Robb & Messer Moving & Storage

(BOCCE BALL continued on page 19)

Governor Brown Signs AB 375 (Chau) The California Consumer Privacy Act of 2018

Beginning January 1, 2020, The California Consumer Privacy Act of 2018 would grant a consumer a right to request a business to disclose the categories and specific pieces of personal information that it collects about the consumer, the categories of sources from which that information is collected, the business purposes for collecting or selling the information, and the categories of 3rd parties with which the information is shared.

The bill would require a business to make disclosures about the information and the purposes for which it is used. The bill would grant a consumer the right to request deletion of personal information and would require the business to delete upon receipt of a verified request, as specified. The bill would grant a consumer a right to request that a business that sells the consumer's personal information, or discloses it for a business purpose, disclose the categories of information that it collects and categories of information and the identity of 3rd parties to which the information was sold or disclosed. The bill would require a business to provide this information in response to a verifiable consumer request. The bill would authorize a consumer to opt out of the sale of personal information by a business and would prohibit the business from discriminating against the consumer for exercising this right, including by charging the consumer who opts out a different price or providing

the consumer a different quality of goods or services, except if the difference is reasonably related to value provided by the consumer's data. The bill would authorize businesses to offer financial incentives for collection of personal information. The bill would prohibit a business from selling the personal information of a consumer under 16 years of age, unless affirmatively authorized, as specified, to be referred to as the right to opt in. The bill

would prescribe requirements for receiving, processing, and satisfying these requests from consumers. The bill would prescribe various definitions for its purposes and would define "personal information" with reference to a broad list of characteristics and behaviors, personal and commercial, as well as inferences drawn from this information. The bill would prohibit the provisions described above from restricting the ability of the business to comply with federal, state, or local laws, among other things.

The bill would provide for its enforcement by the Attorney General, as specified, and would provide a private right of action in connection with certain unauthorized access and exfiltration, theft, or disclosure of a consumer's nonencrypted or nonredacted personal information, as defined. The bill would prescribe a method for distribution of proceeds of Attorney General actions. The bill



(GOVERNOR BROWN continued on page 18)

MEMORIAL BULLETIN

Kathleen Armstrong

December 2, 1925 – June 4, 2018



Kathy Armstrong was born in Marietta, Oklahoma on December 2, 1925. She lived there for 16 years then later moved to Texas and on to Portland, Oregon with her family. She was the oldest of seven siblings: Willie, William, Clinton, Donald, Melba, and Larry. When

she was 18, there was a shortage of nurses during the war, so she volunteered to help in hospitals for the Red Cross. She loved her job and felt proud to serve.

In 1947, she met Ken and a few weeks later, they married and were together for 43 years until his death in 1990. Kathy and Ken originally worked for Telford Moving Service, and in 1960, they formed their own moving company under the Mayflower Transit Company. They have five sons, Kenneth, Keith, Kirk, Kevin, and Kelly, who all worked for the family business. Kathy and Ken were blessed with 18 grandchildren, 36 great-grandchildren, and two great-great-grandchildren.

During her life, Kathy was extremely active in the community and had received numerous volunteer and achievement awards, including a key to the City of Ridgecrest as well as the President's Volunteer Service Award from President Barack Obama.

(GOVERNOR BROWN continued from page 17)

would create the Consumer Privacy Fund in the General Fund with the moneys in the fund, upon appropriation by the Legislature, to be applied to support the purposes of the bill and its enforcement. The bill would provide for the deposit of penalty money into the fund. The bill would require the Attorney General to solicit public participation for the

purpose of adopting regulations, as specified. The bill would authorize a business, service provider, or 3rd party to seek the Attorney General's opinion on how to comply with its provisions. The bill would void a waiver of a consumer's rights under its provisions. The bill would condition its operation on the withdrawal of a specified initiative from the ballot.

AMERICAN
AUCTIONEERS
LIQUIDATORS - APPRAISERS - AUCTIONEERS

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

800-838-7653



Low Cost
High ROI

moversville

Outbound Marketing That Actually Works!

**Significant Increase In
Repeat & Referral Business**

Email "Drip" Marketing For Movers

- * Consistent Referrals From RE Agents & Business Partners
- * Tap Into The Power of Your Forever Growing List

- * Full Service Content Creation - No DIY Hassle
- * Custom Branded Monthly Email Newsletters
- * Responsive Mobile Friendly Designs

www.moversville.com
818-731-6302

Retain Customers
For Life

(BOCCE BALL continued from page 16)

2nd Place

Lisa Martinez – Santa Rosa Moving & Storage
 Edna Sierra – Santa Rosa Moving & Storage
 Jesse Contreras – Santa Rosa Moving & Storage
 Kirk Beckstrand – Earl Farnsworth Express

3rd Place

Connie McMartin – All City Moving
 Devonte Johnson – All City Moving
 Rachel Shadburne – Schultz Bros. Van & Storage
 Mike Clark - ShipSmart

CALENDAR OF EVENTS

Tues., July 17	Southern California Chapter Presidents Orientation Cerritos, CA
Thurs., July 19	Northern California Chapter President Orientation Sacramento, CA
Fri., Oct 12	Monterey Chapter Golf/Bocce Tournament



Association Leaderboard Report

Association		Enrolled Movers	Top Agents of the Month
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)	48	
3	Illinois (IMAWA)	45	

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.

FOR SALE

We are looking to sell 80 HHGDs storage vaults. Assembled in good condition. \$175 per vault. Call Bob at 562-229-3620 or email: bensign@greatamerican-logistics.com.

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.

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.

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

Barstow Transfer & Storage is looking to hire a **local dispatcher** who is proficient in Word and Excel, have a moving industry background, ability to remain calm and composed in all situations, and able to build strong relationships with drivers and carriers. Send your resume to rusty@barstownational.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.



CMSA 1968 - First Van-A-Rama Bekins Booth



**DEWITT
MOVE WORLDWIDE**

A DEWITT COMPANY

YOUR ONE STOP CONNECTION
to Hawaii, Alaska & Guam

OFFERING WEEKLY CONSOLIDATIONS



Royal Hawaiian Movers

A DEWITT COMPANY

HAWAII

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



ROYAL ALASKAN MOVERS

A DEWITT COMPANY

ALASKA

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



DeWitt Guam

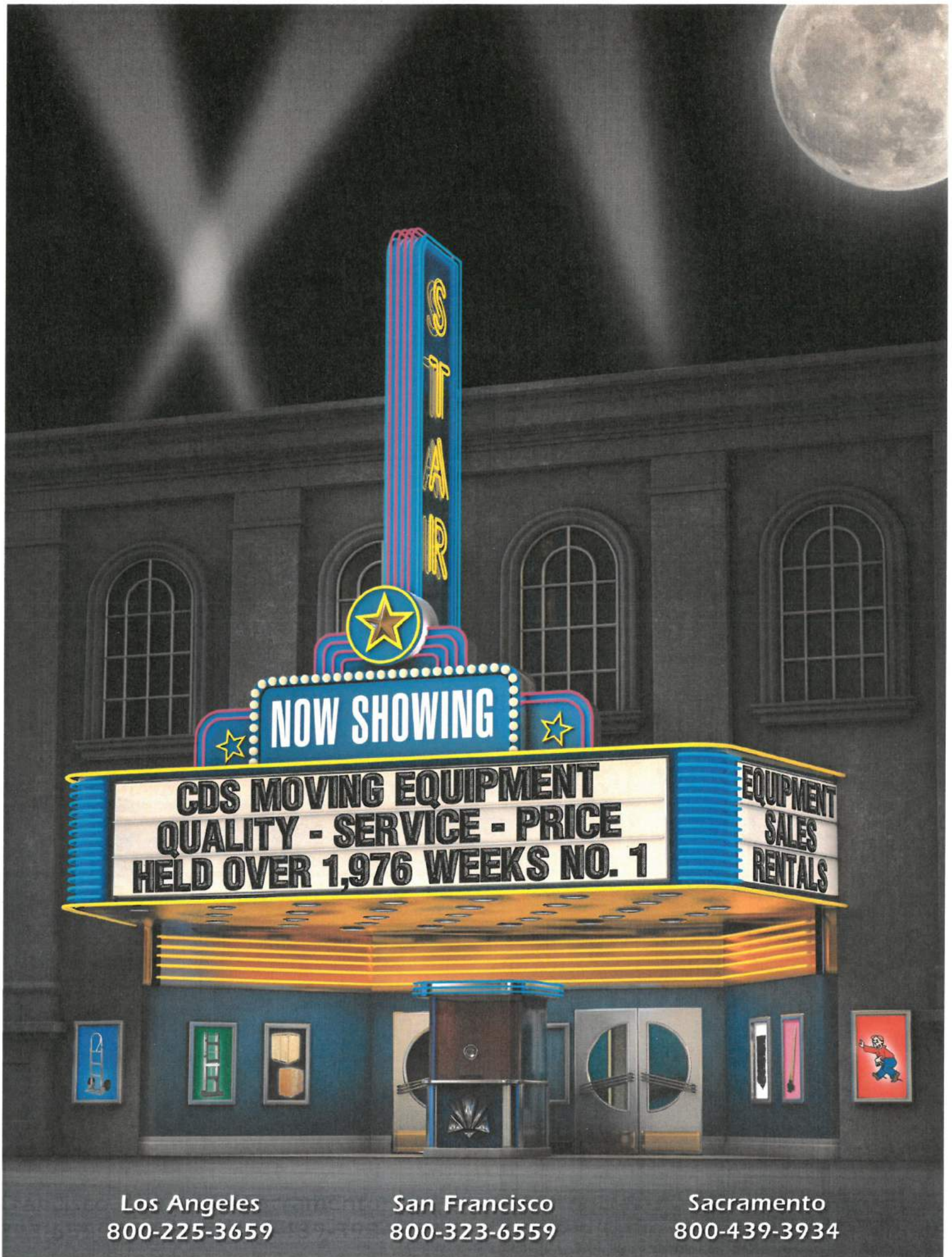
A DEWITT COMPANY

GUAM

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

CONTACT US FOR A QUOTE TODAY

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



Los Angeles
800-225-3659

San Francisco
800-323-6559

Sacramento
800-439-3934



PROFESSIONAL HEAVY-DUTY MATTRESS BAGS

**NEW
SIZE!**


**PROFESSIONAL HEAVY-DUTY
MATTRESS BAG**

TWIN / FULL / SPLIT
55" X 14" X 100"

4 MIL WHITE

PART# TFS-400-1-WHT

Universal for 3/3
4/6 - King Splits
55" x 14" x 100"

\$4.74 ea.

Part # TFS-400-1-WHT

**King/Queen
Fits Pillow Top!
76" x 15" x 102"**

\$5.86 ea.

Part # MKB-400-1-WHT


**PROFESSIONAL HEAVY-DUTY
MATTRESS BAG**

KING / QUEEN
76" X 15" X 102"

4 MIL WHITE

**FITS
PILLOW
TOP!**

PART# MKB-400-1-WHT

**NOW Two Bags to Protect all Size Mattresses & Box Springs
Individually Bagged - Save Money & Space
Easy to Transport and Use!**

Sacramento
800-439-3934

S. F. Bay Area
800-323-6559

Los Angeles
800-225-6959

Las Vegas
888-323-6559