

Welcome to Your New Home

By Nicholas Oliver, Bureau Chief

The Bureau of Electronic and Appliance Repair, Home Furnishings and Thermal Insulation (BEARHFTI) is excited to become the new licensing and regulation home for household moving companies on July 1, 2018.

We've been getting ready to welcome you for months. Our staff has been working with the California Public Utilities Commission (CPUC) to train on the Transportation Information System, which will continue to be used to process applications. We've also added five staff members, including two special investigators, to provide services to household movers and your consumers.

About BEARHFTI

Let me tell you a little about the bureau. Our offices are in Sacramento, and we are part of the California Department of Consumer Affairs. The Department has 38 boards and bureaus that license millions of Californians in professions ranging from physicians and dentists to hair stylists and smog check technicians.

The bureau's mission is to protect and serve consumers while ensuring a fair and competitive market. Our vision is to be an

efficient organization that effectively protects consumers and improves the marketplace through enforcement of the law, prompt licensing, and providing excellent customer service.



Key staff members welcome Household Movers to their new regulatory home at the Bureau of Electronic and Appliance Repair, Home Furnishings and Thermal Insulation (BEARHFTI).

(L-R) Licensing Manager Karen Skelton, Licensing Analyst Jacqueline Castro, Bureau Chief Nicholas Oliver, Deputy Chief Rita Wong and Compliance Manager Kelli Williams.

Our bureau regulates many goods and services that are related to the home. Currently, we have two divisions under the BEARHFTI umbrella, with household movers to be the third.

The Bureau was born when our two divisions, which originally operated independently, joined forces in the late 1990s to share resources and save taxpayer money. The Home Furnishings and Thermal Insulation (HFTI) division was created in

the early 1900s. Unscrupulous manufacturing in the mattress industry contributed to fires after the 1906 San Francisco earthquake so the state started regulating materials used inside mattresses. Later, home furnishings and thermal insulation were also regulated.

The Electronic and Appliance Repair (EAR) division was formed in the early 1960s when television was king and could be found in every home. Unfortunately,

(NEW HOME continued on page 6)



CHAIRMAN'S CORNER

by Alan Freese

May is an incredible month when you think about it. We have Mother's Day and Memorial Day to celebrate and honor.

Think about the moving industry without mothers there to make things happen. I know growing up, when we worked late, mom had dinner ready whatever time that might be. Mom always took care of the pets, doctor visits, school stuff, DMV appointments, sports practices, clothes shopping (you get the picture). Mom had to deal with all the attitude and egos that are generated in the moving industry as well. With my stepfather, Gary, and my brother Carl all working under the same roof, it was often a slippery slope, BUT mom was always there to reel us back in. Moms have a sixth sense of knowing when something is wrong or about to erupt and can bring that special intuition to the table and help unravel

messes we make. Times have changed a bit for me as my brother now runs our operation in Hollister, but Gary and I still get to cross each other's path every day. We have changed a lot along with the industry over the last couple of years, but our core is still the same. Not only have I had my mom at my side, but also my wife, Jennifer, as well. Jennifer is often the glue that holds my mess together and helps me focus on the things that matter most in this industry. I feel fortunate to have been able to work with my family for the past 30+ years. Just as I know most CMSA members are family-based operations as well, it gives a different sense of accomplishment when you are able to work together. The same is true for the differences to be had, when it's bad, it's bad (sometimes real bad). The good part of being Italian is that most of the time we forget what it was we were arguing about and move on. To all the Moms and Mothers out there that keep the wheels on the bus, thank you and belated Happy Mother's Day.

I was able to travel back to Indianapolis over Memorial weekend. My daughter,

(CHAIRMAN'S CORNER continued on page 4)





PRESIDENT'S COMMENTS

By Steve Weitekamp

Summer is upon us and for many in the moving business it feels like we are already a couple of months along. With the stress that a busy summer season brings, we need to focus on the

fundamentals. Let's take just a moment to look at a couple of elements that should be frequently reviewed.

How we treat people is always first—how we care for our employees, our customers, and the public at large. We need to ensure that staff members have plenty of water, particularly in the heat of summer. Everyone should be alert to the symptoms of heat illness and how to address its effects.

Stress the importance of a safe work environment at all times. Remind those that operate vehicles, with school out, drivers need to be even more vigilant and not allow themselves to be rushed or distracted on

the road. Be alert to where you place walkboards and other equipment in the field, placing a walkboard on a sidewalk, even with a reasonable access for pedestrians could result in an accident. One mover, who I have personally observed taking significant actions to provide a safe work environment, is currently in the middle of a costly and time consuming litigation. A pedestrian was looking everywhere but where they were walking and tripped over a walkboard positioned from the truck side door on to a sidewalk. This lawsuit is progressing even though the mover left more than enough room for the public to safely pass without having to step off the sidewalk.

While more than a few movers see it as a burden and a nuisance, proper and complete paperwork is critical. Proper paperwork completion is both the law and your best defense if things go wrong. If I could only say one thing about paperwork, it would be that NOTHING EVER comes off a truck into your warehouse without it being tagged and listed on an inventory list. I have taken too many calls on claims issues

(PRESIDENT'S COMMENTS continued on page 5)



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(CHAIRMAN'S CORNER continued from page 2)

Shelby, is working for Cummins this summer (2nd-year internship) and my son, Jack, and I drove her car back. While we were there, we were able to attend the Indianapolis 500. I have never been before, but I can tell you it was an incredible sight to see 300,000 people come together for this event. During the pre-race ceremonies, it hit me how lucky we are to live in this great country and enjoy the freedoms we do. It was nothing short of amazing; the sense of pride you feel when gathered like that. Just like all other great things in life, it didn't come for free. Thousands of men and women have given the ultimate sacrifice for us to be able to do what we do. I sat by an old guy who was at his 23rd 500. He was a Korean and Vietnam vet. He told me Memorial Day is not meant to be celebrated but rather honored. I had never looked at it that way before, but he's right. I always thought of it as the kickoff to summer and an extra day out of school. Until being in that crowd, I never fully realized the true meaning of Memorial Day. Hats off to all the men and women that protect and serve our country,

past and present. Without their sacrifices, we wouldn't be able to enjoy many of our freedoms that we have become accustomed to.

On a side note, I have retained a special counsel for any oddities that may or may not come up over the next year (politics can get a little crazy as we have all witnessed). My special counsel is none other than Jay Casey of Casey Moving Systems, Modesto, Calif. Jay is the undisputed keeper of things and stuff, and I'm honored to have Mr. Casey as such. Until next month, try and remain calm, it's June – the favorite month of movers. Enjoy, Alan.



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(PRESIDENT'S COMMENTS continued from page 3)

related to no inventory. Excuses like, "it was just going to be set off overnight," "doing a favor for a friend," and "crew was too tired to do any more than just unload," can result in a bad outcome.

Over the last month, CMSA has received numerous calls and emails with questions and concerns regarding the "Dynamex decision." At the beginning of May, we sent out an email "ALERT" on this matter. The purpose of the email was to ensure that our membership was aware of the decision of the California Supreme Court in a case that could have a significant impact on the engagement of Independent Contractors in California. Our current recommendation is to discuss your relationships and contracts with your own attorney. CMSA counsel has advised that this decision is already being reviewed by the legal academic community and largest employment law firms in the state. He believes we should expect a detailed review in the near future. It is always our goal to be supportive of our members in every way possible but have been advised

that the intricacies of these relationships are best served by a conversation between a prime carrier and their counsel. That being said, we continue to monitor the issue and will, when and where appropriate, share information as it becomes available.



Association Leaderboard Report

	Association	Enrolled Movers
1	California (CMSA)	68
2	Southwest Movers (SMA)	48
3	Illinois (IMAWA)	45

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(NEW HOME continued from page 1)

fraud and negligence in the television repair industry prompted regulation. In the early 1970s, major home appliance repair was added, followed by technological advances in the 1990s that required service contracts for consumer electronics and home appliances to be regulated.

Now, we welcome household moving companies to the bureau. Senate Bill 19 was signed into law in October 2017, creating the Division of Household Movers within BEARHFTI for the regulation of household movers.

How does the move affect you?

We expect this move to be positive for you. You can look forward to aggressive enforcement actions against unlicensed companies. We'll use sting operations and work with local law enforcement to identify unlawfully operating businesses who we can cite and fine up to \$5,000.

We also plan to stress to consumers how important it is to use licensed companies, and we'll emphasize the need to

check for a valid license before doing business with movers.

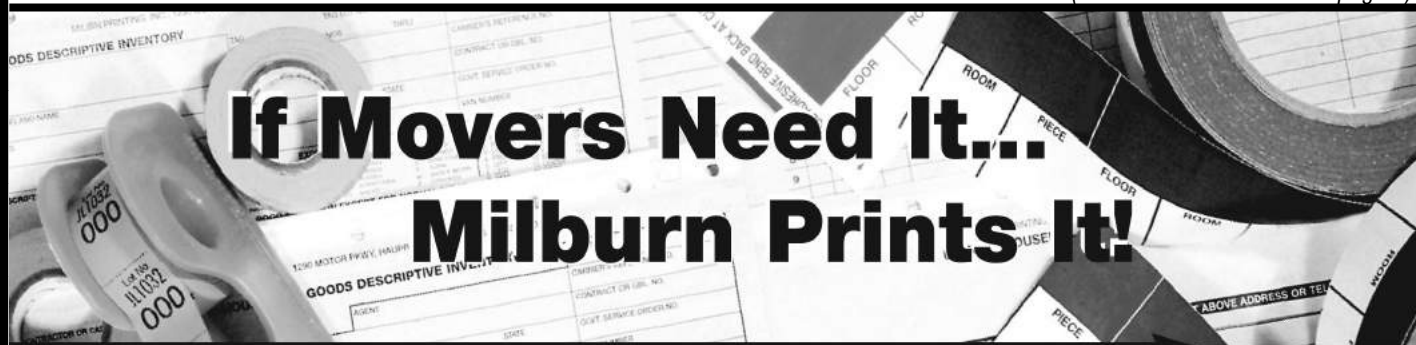
What are the changes?

Starting July 1, your licensing and regulating will be conducted by BEARHFTI. All payments will be made to BEARHFTI and information supplied to consumers should include BEARHFTI's contact information, including where consumers can file a complaint – which we hope they won't need to do. Consumers can file a complaint online on the BEARHFTI website or the form can be downloaded, filled out and mailed.

What won't change?

Not much will be different for you as far as procedures and paperwork. We'll continue using CPUC's Transportation Information System and your license numbers will not change. You will continue to submit your insurance information through the Transportation Carriers Insurance E-Filing system. A link to the system will be placed on the BEARHFTI website. In addition, your fees will be based on the same formula for the first and second quarters of 2018. As to regulations, while most of the rules

(NEW HOME continued on page 7)



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(NEW HOME continued from page 6)

will not change, new regulations will need to be drafted to align the program with the recently adopted statutes.

How can you help?

We want to keep you informed. We invite you to go to our website and sign up for email alerts to keep up-to-date on the transition. We also invite you to participate in pub-

lic comment periods and workshops. Your insight is essential in drafting regulations and in researching the industry.

If you have questions or need more information, please visit our website at www.bearhfti.ca.gov or feel free to call our office at (916) 999-2041. We look forward to working with you.

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New Regulations

By CleanFleet.net

New Law: Senate Bill 1 (SB1)

- You must report your truck and engine information to CARB in order to obtain a DMV registration. The DMV and CARB will cross-check your information.

- Reporting to CARB is required for all on-road trucks.

- DOORS reporting is required for all off-road trucks and two-engine vehicles with DMV registration (including but not limited to two-engine cranes and concrete pumps with off-road engines)

CARB to End Truck & Bus Extensions

CARB is expected to reverse several flexibility provisions it adopted in 2014, meaning diesel truck owners with pre-2007 engines that have not been filtered will be hit hard.

Impacts are expected for the following trucks:

- "Low use" vehicles that reported to CARB for a 2018 maximum of 5,000 miles
- Agricultural vehicle fleets
- Heavy cranes
- Fleets granted "extended" use of PM filters

The CleanFleets team will be available to discuss how it impacts client fleets.

CARB to Tighten Annual Diesel Truck Smoke Testing

At their hearing on May 25, CARB will propose a plan to make the treatment of diesel vehicles more similar to the way gasoline vehicles have been treated for decades (i.e. pass a smog check,

make repairs if you fail, or the vehicle won't be legal to operate). The major impacts of this CARB proposal to truck owners are:

- The current opacity limit of 40% to 55% would drop to 5% and additionally CARB would require record keeping of repairs.

(NEW REGULATIONS continued on page 12)



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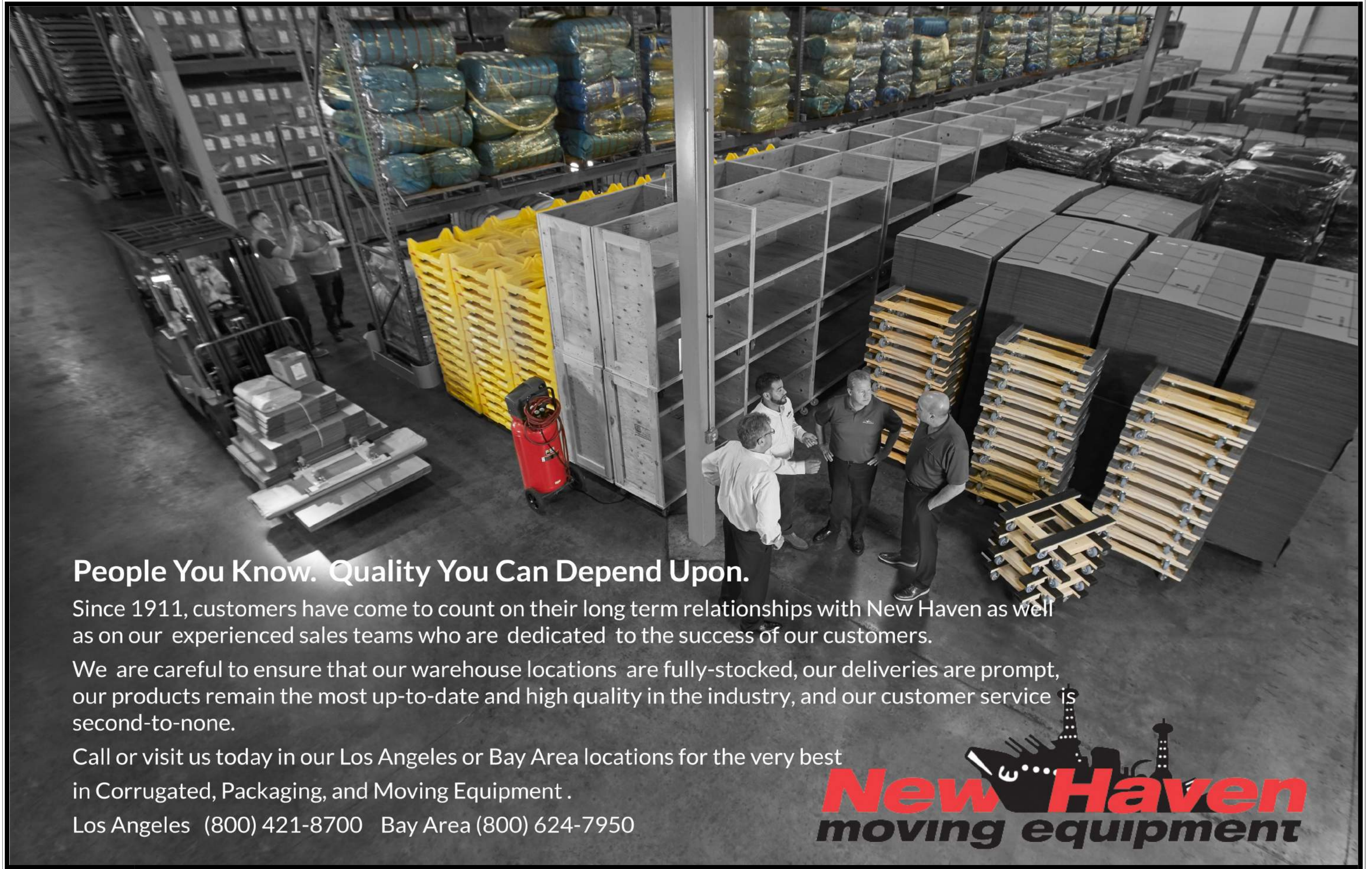
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(NEW REGULATIONS continued from page 9)

- Mandatory reporting: TRUCRS would likely be the gateway to upload test results. CleanFleets can perform this service after our trained and insured field technicians complete testing
- Training requirements: For-hire testing services (like CleanFleets) would be required to undergo training at a CARB approved program (online or in-person) every four years. Any company (like ours) that charges a customer for a service should have competency, insurance, training and stand by their work strongly enough that they will undergo an audit of the emissions program with and for you. You hire professionals to represent you and help you and you are entitled to competent people whether it is CleanFleets or anyone else charging you for a service.

What If I Don't Report?

If your DMV registered vehicle is not reported to CARB, or your fleet is not in compliance with all applicable air quality regulations, the DMV can **suspend** or **revoke** your registration.

Act Now:

To ensure you don't experience delays we recommend reporting now.

Vehicle Identification Numbers (VIN) and license plate numbers must be accurately reported to CARB along with all engine details. The DMV will use VINs and license plates to cross-check CARB's reporting system - so all information must be 100% accurate.

CleanFleets.net has assisted hundreds of fleets with CARB reporting and we have reported thousands of vehicles to CARB. We know the process and what parameters are required. We can conduct a physical audit to inspect vehicles – to not only support accuracy, but also ensuring compliance with air quality regulations. Call us at 916-520-6040 Ext 102 to discuss these changes.



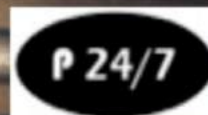
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Young Professionals Corner



I am the 4th Generation of the Marx family at New World Van Lines, currently serving as a Regional Vice President overseeing our five western facilities.

Because New World is my family's company, I was taught the business very young as my 1st days occurred when I was around

12 years old.

Initially, I worked in the warehouse during the summer running the bailer, then helping ready trailers, eventually off loading and vaulting shipments.

After a few years passed, I was able to go on jobs assisting with origin and destination services. This is where I fell in love with the business. I enjoyed challenging myself physically and servicing customers.

Eventually I received my CDL-A and

worked on the trucks during the peak season, completing sales during the off season. When I was 23, I was given an amazing opportunity when I was transferred to New World Van Lines of Virginia taking over the GM position.

I lived in the DC area for nearly seven years when a GM position in the Southern California branch became available.

I served as the GM of New World Van Lines of California for three years then was offered a VP position.

Prior to my promotion I completed AMSA's Leadership program. One message of the program that resonated was the importance of being involved in the industry and community, so I started attending the Orange County CMSA meetings.

Quickly I assisted as chapter secretary and treasurer then eventually was named chapter president.

I truly enjoy my time spent with the CMSA. This is a wonderful organization filled with so many skilled and passionate people.

2018 CMSA College Scholarship Recipients

In commemoration of its 100th year, CMSA awarded \$100,000 in scholarships to help students with their academic endeavors! Special thanks goes to all the CMSA Chapters just hosted fundraisers to keep this Scholarship Fund going through their generous donations. These are the students who were granted this year's scholarships.



Angela
Aguirre



Megan
Aguirre



Jessica
Boyer



Andres
Calderon



Nina
Cardinale



Celeste
Chastine



Hannah
Chastine



Lauren
Chuang



Kaiden
Doody



Leanna
Doyel



Megan
Evans



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Ewing



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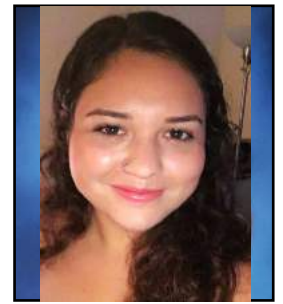
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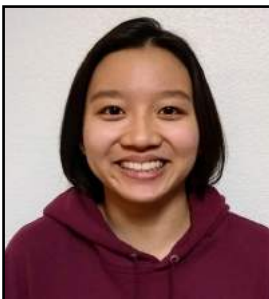
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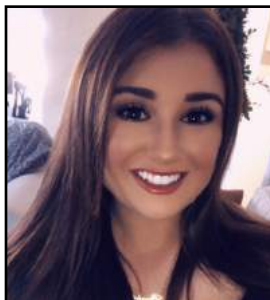
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Sara
Williams



Alyssa
Young

MEMORIAL BULLETIN

Jack Higdon

December 21, 1928 – April 24, 2018



Jack Higdon passed away April 24, 2018. He was born December 21, 1928 in Franklin, North Carolina, to Fred and Mae Higdon.

Jack moved to Sacramento when he was 11 years old. He excelled in sports as an all-star catcher and quarterback for Sacramento High School and Sacramento City College. He was enshrined in the La Salle Baseball Hall of Fame in 2006.

Jack went on to graduate with a B.A. in Business from Sacramento State College. He was proud that several of his children and grandchildren attended and graduated from Sac State.

In 1951, Jack married Diane Thorne and they started their family of four children – Timothy (Susan) of Bend, OR; David (Kathy), Christopher (Maria) Higdon both of Sacramento, CA, and Stacey Macek (Ted) of Milford, MA.

Jack owned Global Moving and Storage which began in 1967. The company later became California Moving Systems, an agency of Atlas Van Lines. As part of Jack's legacy, the family business is now owned by Christopher and David Higdon.

Jack loved Sacramento as shown in his involvement in several community service organizations. He received the Distinguished Alumni award from California State University Sacramento in 2007.

In 1994, Jack married Mary Higdon (Field); she has two daughters – Vicki Field and Lori LaMothe. Together, Jack and Mary have 9 grandchildren and 5 great grandchildren.

(JACK HIGDON continued on page 19)

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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.

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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.

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(JACK HIGDON continued from page 18)

Graeagle, California was Jack's second home. There, he hosted many family reunions, affectionately known as the "Higgy Hug". He also hosted many years of the Graeagle Shootout, a golf getaway for friends and moving industry colleagues.

Most of all Jack loved to spend time with his family and lifelong friends. He was the consummate host to family and friends visiting from as far away as North Carolina and Georgia.

We will miss his hospitality and generosity.

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Sacramento Chapter Bowling Tournament



Team CDS Moving Equipment



Team Chipman Relocation and Logistics

On Wednesday, February 21, 2018, the Sacramento Chapter had another fun and successful fundraiser. There were 72 bowlers that drove up to Rocklin, California to support this great event. The CDS Moving Equipment team came out on top, led by Floyd Pratt bowling an impressive 223 and Janet Pratt with an awesome 185. The 2nd place team was from Chipman Relocation & Logistics, and they were led by Anthony Lopes bowling a 215 and Josh Tracy with a 183.

The Sacramento Chapter would like to thank all that came out to support their event.



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