

2018-2019 Chairman Alan Freese Formally Installed at the 2018 CMSA Convention in Sacramento



2017-2018 CMSA Chairman John Lance hands off the CMSA gavel to the 2018-2019 CMSA Chairman Alan Freese during the 2018 CMSA Convention.

The 100th Annual CMSA Convention – Centennial Anniversary Celebration was held April 17-22, 2018 at the Hyatt Regency Sacramento just across the street from our beautiful State Capitol. Delegates enjoyed great weather, beautiful city surroundings and lots of opportunities to bond with fellow CMSA members both professionally and socially.

The convention officially started with the Executive Committee Meeting on Tuesday afternoon. In the evening, the Movers and

Shakers Reception/Dinner was held in the Capitol View room on the 15th floor of the hotel that provided breathtaking views from large outdoor patios. Invited guests, which included CMSA board members, committee members, chapter presidents, convention panelists and speakers were thanked for their support of CMSA. **DEWITT CO./Royal Hawaiian Movers** sponsored the reception and **TransGuard Insurance Company of America** sponsored the dinner.

Committee and board members met

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CHAIRMAN'S CORNER

by Alan Freese

What a month! Just getting my feet back on the ground from our 100th convention. For those of you that attended, thank you. For those that didn't, you missed a great time. From the beginning with the Former

Chairman's Dinner to the Chairman's Ball, it was a remarkable time. Having the setting of being across the street from the State Capitol was incredible. It was pointed out to me how normally we are at a resort setting, but it felt as if it was a resort for sure. I was proud to be able to attend the Former Chairman's Dinner, although as Jay Casey pointed out, I didn't belong. (Thanks, Jay.) It was great to hear the stories of old and to share in the laughs and good times.

As always, our convention agenda was jammed packed. Many of the industry's top brass were on hand to support the CMSA and its members from movers to vendors to

van lines—all top-notch. For myself, the convention highlight was the awards luncheon on Saturday where the CMSA handed out \$100,000 in scholarships. This put the CMSA's total scholarship awards in excess of \$1 million since its inception. No other trade association is even close to this number. This is largely in part to the hard work of ALL chapters and their fund-raising events. Without our members and vendors' generosity, this would not be possible. Thank you to all.

Saturday night was a bittersweet time for me. I watched John Lance ride off into the CMSA sunset. John is a great man and served the Chairman's position with both kindness and dignity. His Chairman's Choice Charity, Muscular Dystrophy Association (MDA), received more than \$9,000 for their cause. Congratulations John on an outstanding chairmanship. I will admit not many things in life make me nervous (e.g., IRS, being pulled over by the police, Military Inspectors), but having to follow up after my daughter's speech Saturday night, I was caught up in the moment. Sometimes, we

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PRESIDENT'S COMMENTS

By Steve Weitekamp

Thanks to all the members, movers and associates, who made our 100th annual convention such a success. Our convention is covered in detail in this issue and if you couldn't

join us, you missed a lot. The only solution is to join us next year in San Diego.

One of the highlights of the convention was a regulatory panel discussion with the Department of Consumer Affairs (DCA) Director Dean Grafilo and BEARHFTI Bureau Chief Nicholas Oliver, both of whom have been active in the Household Goods Movers regulatory transition from the California Public Utilities Commission (CPUC) to DCA. Both have shown strong leadership qualities and have made themselves and their team available to CMSA to discuss issues and reasonable solutions during the transition.

During Mr. Oliver's prepared remarks, he shared with CMSA members the agency's responses to the questions that many movers have about the upcoming changes, how the transition will affect you?

He stated that BEARHFTI, the DCA Bureau that will regulate Household Movers, plans to aggressively seek out unlicensed operators through the use of sting operations, work with law enforcement agencies, and staff enforcement issuing citations with impactful financial fines. Additionally, BEARHFTI plans to inform consumers about the importance of using licensed household moving companies. The agency will conduct social media campaign to inform Californians about the move.

Oliver also stated that not much will be different as far as procedures and paperwork, but that on July 1, 2018, licensing and regulatory oversight will be conducted by BEARHFTI. The agency will continue to use CPUC's Transportation Information System and will not change any license numbers. All fees will remain the same as they are on June 30, 2018 and the submission of

(PRESIDENT'S COMMENTS continued on page 4)



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(CHAIRMAN'S CORNER continued from page 2)

forget how lucky we are to have family and friends. For me, Saturday night was a pinnacle moment. I had my wife Jennifer, son Jack, daughter Shelby, mother-in-law Anita, brother Carl, stepfather Gary and my mother Helen all there. I also had one of my best friends and former boss, Rick Bruns, and his wife Cindy. Being able to have all of them together (and all get along) was remarkable for me. Just as I know this next year will fly by, I'm learning to savor these moments as they become fewer and farther between.

I'm looking forward to the changes we are facing with DCA and BEARHFTI. I feel very positive and encouraged by the dia-

logue with both the agency and bureau. They have given us a strong sense of hope and direction moving forward after being relocated from the CPUC. Having true enforcement was music to many ears in the room.

In closing, I would like to say I'm looking forward to visiting all 12 chapters over the course of the next year as well as visiting some of your facilities. Many of the stories shared at the Former Chairman's Dinner evolved around the chapter visits. I hope the tradition continues. (Jay – yes to the street tacos, but no to the yoga.) Have a happy and safe Memorial Day weekend. Cheers, Alan.

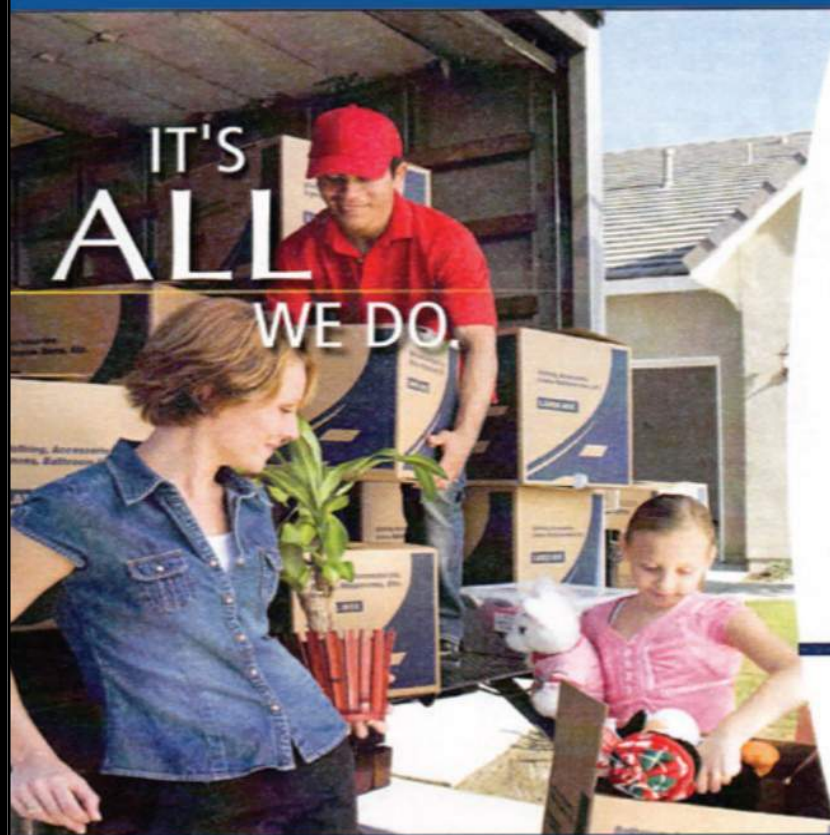
(PRESIDENT'S COMMENTS continued from page 3)

insurance information will continue through the "Transportation Carriers Insurance E-Filing" system.

Concluding remarks included several statements about future regulation. Information supplied to consumers should include BEARHFTI's contact information, including where consumers can file a com-

plaint. Consumers can file a complaint online at www.bearhfti.ca.gov or the form can be downloaded, filled out and mailed. It was stated that while most of the rules will not change, new regulations will need to be drafted to align the program with the recently adopted statutes. This is a public process and participation and comment are encour-

(PRESIDENT'S COMMENTS continued on page 5)



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aged. Notice of comment periods will be posted on our website. CMSA will be actively engaged in the new program to support regulated industry.

It was encouraging to have both Mr. Grafilo and Mr. Oliver play such a large role in our convention. Oliver was able to answer member questions and participate in several other convention activities. Additionally,

Sonya Logman Deputy Secretary of Business and Consumer Relations Bureau, Consumer Services and Housing Agency (BCSH) the Agency that has oversight for DCA was our luncheon speaker. Thank you to all for your willingness to engage our industry and desire to affect a successful transition of the regulation of Household Movers in California.

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throughout the day on Wednesday to discuss CMSA business involving insurance,



government affairs, membership and military affairs. The outgoing Chairman **John Lance** met with board members later in the day to wrap up old business with the 2017–2018 CMSA Board of Directors. Lance later surprised board members with homemade moonshine delivered by his daughter from Idaho in appreciation for their service. Incoming Chairman Alan Freese went over new business with the 2018–2019 Board of Directors and announced St. Jude Children's Research Hospital as his chosen Chairman's Choice Charity.

Later that evening, a special Former Chairmen's Dinner was held at The Sutter Club, a historical social club established back in the late 1800s. It was the perfect refined setting for the Former Chairmen's Dinner with CMSA celebrating its 100th anniversary! Each former CMSA chairman, and invited guest, former CMSA President Doug Hill, were acknowledged for his or her service to CMSA and given a commemorative paper weight. Each was asked to share a



memory of their time with CMSA, which led to both hysterical and touching moments! Co-sponsors of this dinner event were **Victory Packaging** and **New Haven Moving Equipment Corp.**

The next day started a little chilly at the

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CMSA Annual Golf Tournament held at the Teal Bend Golf Course. However, the weather quickly warmed up and the golfers enjoyed a great day on the course! **Champion Risk Insurance Services LLC** and **Vanliner Insurance Company** were the co-sponsors of the golf tournament. The winning team was comprised of **Gary Blower** of **Pioneer Packing**, **Ben Zbikowski** of **UFP Thornton, LLC**, **Todd Helms** and **John Rochex** of **Fleenor Paper Company**.



First Place Team (L-R): John Rochex, Todd Helms, Gary Blower and Ben Zbikowski

Being CMSA's 100th anniversary, **TransGuard Insurance Company of America** chose to sponsor a special hole-in-one con-

test for \$100K at hole #16 and offered extra bonus prizes for hole-in-ones at holes #4, #9, and #16. No one won, but kudos for the effort!



Later that day, the CMSA Young Professionals Group made up of members under 40 years of age (or young at heart) met to share new ideas for the future of CMSA and discuss ways they can take advantage of growth opportunities. Look for information on the CMSA YP group in this issue.

The Associate Member Meeting also took place that afternoon with Associate Board Member Representative **Mitch Snelson** leading the meeting to discuss old and new associate business. Associates were thanked by CMSA leadership for their support throughout the year and at the convention.

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Shortly following the meeting, exhibitors prepared to meet attendees at the Exhibitors Welcome Reception sponsored by **New Haven Moving Equipment Corp.** Hors d'oeuvre stations and bars were set up strategically around the ballroom and foyer, so guests could easily grab a bite to eat and get a cocktail—all while making their way visiting all the exhibitors. Not only did attendees get to learn about products and



services, they also got to meet new colleagues and catch up with old friends. Special thanks to Senior Chairman **Bob Fraser** for serving as Master of

Ceremonies.

The State Capitol Breakfast sponsored by **The Suddath Companies** kicked off Friday morning. Master of Ceremonies **David Higdon** of **California Moving Systems** called the Friday General Business Session to order. **Joe Hammer** of **California Relocation Services** led the Pledge of Allegiance and gave special recognition to POWs that created a makeshift American flag to keep their spirits up while being held captive during the Vietnam War. Incoming

CMSA Secretary/Treasurer **John Chipman Jr.** of **Chipman Relocation & Logistics** said the invocation and paid respect to CMSA members who passed away during the past year. This was followed by the CMSA annual roll call, where everyone in attendance stood up one by one to introduce themselves.

Next came keynote speaker and attitude expert **Matt Booth**. Booth talked about the power of attitude and had attendees participate in attitude exercises. He pointed out that the power of a positive attitude isn't just something to be used in the workplace, but something to be practiced with the people you love the most at home as well.



CMSA President **Steve Weitekamp** unveiled CMSA's new logo and spoke about the history of our logo and the process of



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the development of a logo to commemorate our 100th anniversary. Additionally, he addressed the events that occurred over the past year that affected CMSA and the moving industry. Most notably was the passing of SB 19 written by Senator Jerry Hill that transfers regulating authority from the Public Utilities Commission to the Division of Household Movers within the Bureau of Electronic and Appliance Repair, Home Furnishings, and Thermal Insulation (BEARHFTI) in the Department of Consumer Affairs (DCA).

Weitekamp later participated in the Regulatory Panel, which included **Advocation Inc.** President **Chuck Cole**, DCA Director

Dean R. Grafilo and BEARHFTI Bureau Chief **Nicholas Oliver**. The panel discussed the pending regulation authority change and took questions from attendees.



After the Friday General Business Session, delegates headed to the River City Luncheon sponsored by **Paul Hanson Partners Specialty Insurance**. The first speaker at the luncheon was **Chuck Cole** of **Advocation Inc.**, who talked about his longtime involvement with CMSA as our association's legislative consultant.

Cole then introduced Deputy Secretary of Business and Consumer Relations at the state of California's **Bureau, Consumer**

Services and Housing Agency (BCSH) Sonya Logman, who spoke about her agency's role in the regulatory changes in the moving industry. **Cole** and General Counsel **Mark Hegarty** of **Hegarty Law** were presented with appreciation plaques—**Cole** for his 30-years of service and **Hegarty Law** for its 50-years of service to CMSA.



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Master of Ceremonies and panelist, **Jeanette Homan of Lambert Enterprises, Inc.**, opened the Military Breakout Session with a review of antitrust guidelines and introduced **Chuck White of the International Association of Movers (IAM)** and **John Becker of American Moving & Storage Association (AMSA)**, who gave an overview of the Department of Defense program developments. Panelists included **Homan, Tim Helenthal of National Van Lines, Jamie McDaniel of Suddath Government Services** and **Matt Connell of Total Military Management (TMM)**. Panelists discussed issues regarding SDDC open season, base access and the DP3 program. Refreshments were sponsored by **National Van Lines, Suddath Government Services** and **TMM**.

After a full day of soaking up important industry information, guests got to let loose

at a fun Toga Party Dinner. Many came dressed in fashionable toga attire and enjoyed a delicious buffet, photo booth and dancing with music by SJ's Disc Jockey.



Co-sponsors of this event included **Kentucky Trailer, The Pasha Group, Peninsula Moving & Storage Co., Arpin Van Lines, Atlas Van Lines, Interstate Van Lines, National Van Lines, northAmerican Van Lines, Stevens Worldwide Van Lines, UniGroup and Wheaton|Bekins**.

Another activity-packed day got off to a great start with a hearty meal at the Saturday Sactown Breakfast sponsored by **Lambert Enterprises Inc.**

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A collage of images related to moving and storage, including a telephone, a roll of tape, and various forms like "GOODS DESCRIPTIVE INVENTORY" and "BILL OF LADING".

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Young Professionals Corner



My name is Megan Andersen, and I am the Vice President of Andersen Van and Storage as well as a proud member of the board of directors for the CMSA.

I am Mom to a beautiful 6-year-old girl who loves our CMSA conventions and an avid sports fan (Go Sharks/

Go Dodgers!!)

I was raised on the beautiful Central Coast of California and attended California Polytechnic State University in San Luis Obispo, where I received my bachelor's degree in international business, with the help of the CMSA scholarship. I cannot stress enough what an important role the CMSA scholarship played in the ability to achieve my degree. I will be forever grateful for the opportunity those scholarships allowed me and encourage all that are able to apply, to do so.

My parents, Nanci Andersen and former CMSA Chairman Mark Andersen, opened our company in February 1996 and wran-

gled me in to packing when I was 16 years old. Though not an easy job, I fell in love with the moving industry from the beginning. I am so grateful that he insisted I start from the bottom and learn all the ins and outs that this job entails. I can proudly say that I can do all aspects of any job that comes into our office, from first customer contact to the labor aspects to the billing process. Thank you, Dad! My Dad, Mom, and I run our company today, family style, and I wouldn't have it any other way.

I am further honored to be able to be a part of our Young Professionals group at the CMSA and encourage anyone under the age of 40 to join us. It is a unique opportunity to shape our industry for the future and build relationships with our peers who are dealing with the same issues that we are ourselves. I am excited to see what the young adults in our industry will do and look forward to seeing you all at a chapter event and next year at our 101st convention (hint hint). If you have interest in being a part of this growing group, contact the CMSA or personally email me at andvan@msn.com.

Cheers to an eventful summer!!





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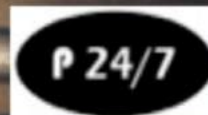
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Master of Ceremonies **Shiree Dolman** of **California Relocation Services** started the Saturday General Business Session and introduced **Chuck White** of **IAM**, who gave an insightful and useful

presentation about international moving titled, "The Effects of the New Tax Plan on International Moving."

Sean Edgar of **Clean-Fleets.net** followed with his informative presentation titled, "You May be Done with CARB, but CARB is Not Done with You."

Thomas McCarthy of **McCarthy Transfer & Storage** moderated the popular Van Line Panel Discussion, which included **Steve Hermann** of **Atlas Van Lines**, **Craig Carver** of **Interstate Van Lines**, **Mark Doyle** of **National Van Lines**,



Andy Kroll of **northAmerican Van Lines**, **Morrie Stevens Jr.** of **Stevens Worldwide Van Lines**, **Patrick Baehler** of **UniGroup** and **Kregg Boreani** of **Wheaton|Bekins**. Panelists touched on a variety of topics, including, but not limited to, Internet/Social Media, electronic logging device technology, millennial and Z generation consumers, and shipper expectations.

After the Van Line Panel Discussion, **Scott Michael** of the **American Moving & Storage Association (AMSA)** shared his well-informed take on the state of the Inter-

state Moving Industry. He was followed by **Emily Cebulski** of **Move For Hunger** who gave a program update and announced achievement awards for the top performing movers from CMSA, which included **Alexander's Mobility Services**, **Crown Relocations**, **Ace Relocation Systems**, **All-Ways Moving & Storage** and **Daly Movers Inc.**

The Saturday Gold Rush Awards Luncheon sponsored by **TMM** soon followed. Master of Ceremonies

John Chipman Jr. of **Chipman Relocation & Logistics** began the luncheon program by introducing **Special Olympics Athlete Loretta Dobbins**



and her mother, **Kathie Dobbins**, along with VP of Regional Sports at Special Olympics Northern California **Jeff Ruthenberg**. They thanked CMSA members for their continued support of Special Olympics and were presented with a ceremonial check for \$5,000.

Alex Recalde and his mother, **Leilani Sweeney**, attended the luncheon to represent the Muscular Dystrophy Association (MDA). Recalde shared that his time at



the MDA summer camp helped him to feel better about himself and gave him a better outlook on life. MDA is the recipient of 2017-2018 CMSA Chairman **John Lance's** Chairman's Choice Award of \$5,000. The award was chosen in honor of Lance's brother who is being treated for this neuromuscular disease.

CMSA President **Steve Weitekamp** then announced this year's scholarship winners, which included the renewal of the CMSA Chairman **Sue Geissel Memorial Scholarship** funded by the **Geissel** family. A total of \$100,000 in scholarship money will be distributed this year to celebrate CMSA's 100th

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Centennial Anniversary. Scholarship winners and parents of scholarship winners who attended the luncheon thanked the membership and told delegates what school they were attending and what major they were pursuing. This year's top scholarship



winner won \$5,000. It was also announced that over the history of CMSA scholarships, the association has awarded \$1 million dollars in scholarship money.

Presidents of the CMSA Chapters were recognized for their valuable service to CMSA. Each chapter president or a representative from that chapter came up and announced their donations to the CMSA Charities Fund. The Chapter of the Year award went to **Griselda Gonzalez** and **Olga Gar-**

cia of CG Moving Company on behalf of the **CMSA Northern Region Chapter.**

Weitekamp also recognized retiring board members **Bob Fraser of Redwood Moving & Storage**, **Maribeth Wolf of Golden Gate Moving & Storage Co.**, **Ben Geissel of Galbraith Van & Storage Co.**, and **Ryan Fichtner of Chipman Relocation & Logistics** with a plaque.



At the conclusion of the luncheon, all delegates were invited to an early informal reception at 2018-



2019 Chairman **Alan Freese's** suite with a breathtaking view of the State Capitol.

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The formal Chairman's Reception and Dinner/Ball in the Regency Ballroom of the



hotel was sponsored by **CDS Moving Equipment**. CMSA Vice-Chairman **Thomas McCarthy** of **McCarthy Transfer & Storage** announced **Alan Freese** of **Peninsula Moving & Storage Co.** as the 2018-2019 CMSA Chairman. **Freese** made his grand entrance escorted into the ballroom by a long procession of CMSA Chairmen to the theme song from "The Godfather" movie.

Outgoing Chairman **John Lance** of **NMS Moving Systems** was thanked for his service and presented the chairman's gavel



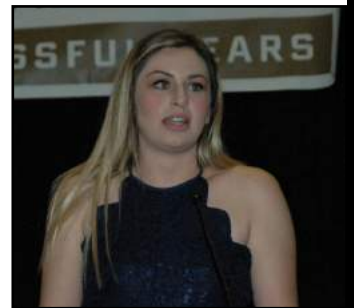
plaque along with an honorary lifetime membership certificate and chairman's gift in appreciation for his service to the association.

CALENDAR OF EVENTS

Fri., May 4	Central Valley Chapter Meeting
Thurs., May 17	Sacramento Chapter Golf Tournament
Fri., Oct. 12	Monterey Chapter Golf/Bocce Tournament

Lance thanked his wife, Bernadette, CMSA President **Weitekamp** and his board of directors for a great year. He wished **Freese** all the best and expressed great confidence in his leadership in the following year.

Shelby Freese, Chairman **Freese's** daughter, introduced him to the delegates. She talked about her father being supportive of her and her endeavors growing up and how he always made time to be there for her even with his crazy work schedule. Shelby was very proud of her father and his ability to lead the CMSA.



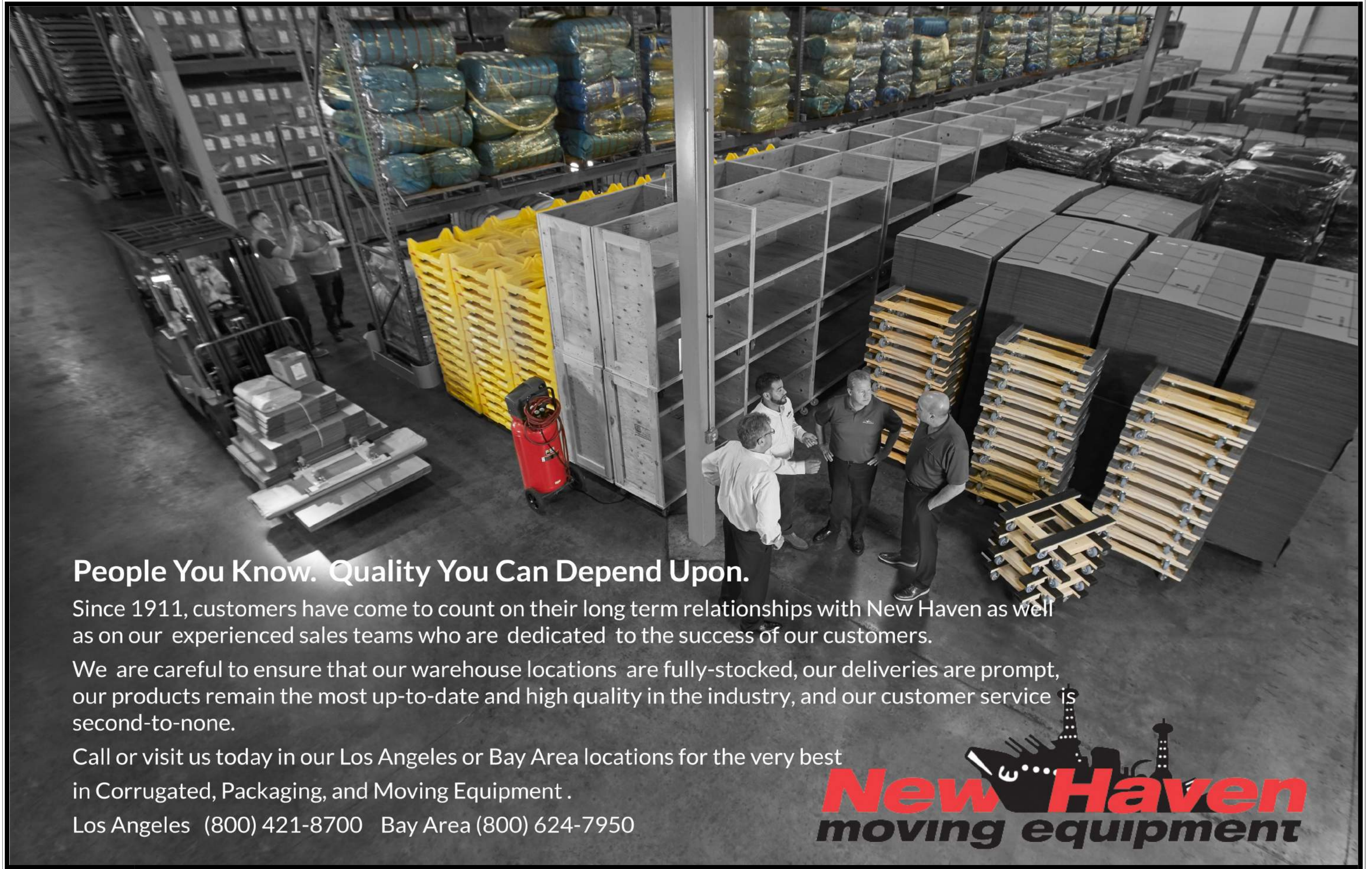
Chairman **Freese** thanked his family and fellow CMSA members for the opportunity to be chairman. He joked about former chairmen setting standards for him to follow and kidded with **Lance** about traveling long distances. **Freese** announced that his Chairman's Choice Charity would be the St. Jude Children's Research Hospital, which his family has supported in the past.

Freese was formally installed as the 2018-2019 CMSA Chairman with the passing of the ceremonial gavel from 2017-2018 Chairman **John Lance**. The rest of the night



was spent dancing to music and taking pictures at the photo booth.

Thank you to all the delegates for coming out and supporting the CMSA Convention! Next year marks our association's 101st Annual Convention. Please join us April 23-28, 2019 at Paradise Point Resort & Spa in San Diego!



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(CONVENTION EXHIBITORS continued on page 25)



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Delegates enjoying the exhibitors reception.

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CMSA LEGACY

*LOOKING BACK
OVER THE LAST 100 YEARS*

By Mark Andersen
2006 - 2007 CMSA CHAIRMAN



I was honored by the California Moving & Storage Association to be elected chairman of the board for the 2006 year. I consider it one of the greatest moments of my life.

As I went through the chairs, I prepared myself by watching and learning. I was looking forward to spending a year traveling the state with then CMSA President Doug Hill. A few months before I was to become the chairman, Doug announced his retirement. The Board was set with the task of hiring a new president and I had a lot riding on the outcome. Jill Longo was the current chairperson and along with an awesome board of directors, we hired Steve Weitekamp, a former

chairman himself.

So, the start of my year as chairman was a bit nerve-racking. Steve and I were running on instinct in the beginning, not really sure of what or how we were supposed to do things. Turned out that we had a great time traveling together and I will also always have the distinction of serving as the first chairman under Steve who has become an incredibly outstanding and far-more-than-competent president.

While not one thing or time stands out in my mind, I was blessed to meet and become friends with many folks in our industry. The board of directors I led was amazing and we pretty much spent the year transitioning the Association to follow Steve's lead. Steve and I played golf while we were on the road and played with many of the fine agents in the area we happened to visit that day.

Probably the funniest day we had together was the day of the Sacramento Fund Raising Golf Tournament where Steve and I found ourselves on a team and that we were the better players in the group. This is not a good thing, believe me. However, the two gentlemen we played with were exceptionally poor golfers. One of the guys hit his ball at a 90-degree angle on a regular basis so we learned to stand behind him whenever he was hitting. He even hit the ball behind himself once, so we found we weren't safe anywhere. But we had a great time, they were great fellas, and when it came time for awards, Steve and I were graced with a last place trophy that stated, "Next time try bowling!" It still sits on my desk today.

The one thing I felt I was able to contribute to Steve was my knowledge of the military side of our business. It was very clear that Steve was not well versed in anything to do with military. I walked him through the different aspects of military moving as we travelled together and Steve caught on very quickly. You certainly would not guess that Steve ever wasn't on top of his game with the military if you looked at him today as he has made it his mission to know everything there is to know. Now I ask him for advice on a regular basis.

Again, I was humbled and honored by my time serving as the chairman of the greatest association in the industry. I keep all my pictures as reminders on my office wall and cherish the memories I have from that awesome year.

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