

United States Transportation Command Asks for Meeting with Household Goods Industry Leaders

On October 30, CMSA president Steve Weitekamp participated along with Charles White of IAM, John Becker of AMSA and several other industry leaders, in a face-to-face meeting with the U.S. Transportation Command (USTRANSCOM) Commander, General Stephen Lyons at Scott Air Force Base, St. Clair County, Illinois. GEN Lyons asked for the meeting

with select HHG industry leaders to discuss the recent surge in dissatisfaction with the DOD personal property (HHG) moving program by military members. Through the use of social media (Change.org), local TV out-



let coverage and some national media attention, there has been significant coverage of an increase in the dissatisfaction with the moving services provided to military members. This attention has reached the highest levels of the government. Letters from the House Armed Services Committee and the Senate have been sent to the USTRANSCOM Commander asking for a plan to

improve the program.

The meeting was attended by almost the entire USTRANSCOM leadership. GEN (4-star general) Stephen Lyons led the meeting.

(USTRANSCOM continued on page 6)

**2019 CMSA Scholarship Application
Included in this Issue**



CHAIRMAN'S CORNER

by Alan Freese

Good day to all. Having just come back from our Fall Board Meeting, I wanted to share how important it is to recognize what our board of directors do for the CMSA. Let me start by saying that first and foremost, our board is all volunteer. With the exception of a room paid (Fall Board only) and a few meals sponsored by kind folks like CDS, Champion Risk, Vanliner Insurance Co., Paul Hanson Partners and Victory Packaging, that's as deep as the compensation gets. Our board is comprised of all types of movers, big and small from corporate to mom-and-pop operations. We don't all share the same views on all items all of the time, but we have been able to navigate (I feel) for the common good of the moving industry. Being a board member takes a certain sense of appreciation of the moving industry and the ability to work toward com-

mon goals amongst many times your competitors. That's what's different about the CMSA, although we are competitors, there's a respect between all to work together and to be proactive on many major issues versus reactive. I don't know of any other trade association, pound for pound, in the State of California that has the punch the CMSA can pack.

In the upcoming months, our board members will be reaching out to members to ask for support and attendance for our upcoming convention. One of the main items discussed at the board meeting was to try and bring people and companies back into the convention that have either not attended at all or have been away for some time. For those that regularly attend, you know and understand the value of the convention and all it offers. The vendors, the van lines, the associate members and the business opportunities are all there. I have to admit I used to be one of those guys that didn't see the value in the convention, basically had my head buried in the sand. Now, I regret that lost time of not attending as I have seen and

(CHAIRMAN'S CORNER continued on page 4)





PRESIDENT'S COMMENTS

By Steve Weitekamp

As mentioned in Chairman Freese's column, we recently had our Fall Board meeting where we worked together on the business of the Association. It is worthwhile for all to periodically review their business

plan and ensure that they are on the envisioned path. One of the tools we use to develop a path is a mission statement. This touchstone is valuable in even the day-to-day decision making process. Most would say that a good mission statement should be clear, concise, and useful.

The California Moving and Storage Association (CMSA) mission statement:

The California Moving and Storage Association (CMSA) is a non-profit trade association representing the state of California

regulated moving industry and associated businesses. CMSA provides member companies with tools they need to operate legally and responsibly in the industry, including educational industry forums, newsletters, regular meetings and other programs. The Association assists consumers in making educated choices in the selection of a moving company. By choosing a CMSA member moving company, consumers will benefit by selecting a legal and qualified mover that will be able to provide excellent service for their moving needs.

Not mentioned in the US Transportation Command recap (cover article) was an important point that I shared with General Lyons and his command staff. In his opening comments, he twice mentioned a military member program, the Personal Procurement Move (PPM) where the government gives

(PRESIDENT'S COMMENTS continued on page 5)



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(CHAIRMAN'S CORNER continued from page 2)

lived the business opportunities, vendor relationships, mover relationships, van line / carrier relationships and the local agent relationships that would not be possible had I not attended the CMSA convention. I feel there is a tremendous amount of value to being a member of the CMSA. For me, the more active I have been, the more I have learned or had the ability to learn. When your board member reaches out to you, give them a few minutes of your time and really listen to what they have to say. They have your best interest at heart and want to see all of us succeed. Effort does often equal results in the moving world.

In closing, I would like to add that I have been to four chapter meetings so far and have found it incredible with all the warmth and courtesy extended by all chapters. From the members, the chapter presidents, the board members and the associate members, it's been a great experience. Please keep in mind my Chairman's Choice Charity, St. Jude Children's Research Center. We have a go fund me page set up. Here's the

link: <https://www.gofundme.com/cmsa-chairmans-choice>. Any and all contributions are greatly appreciated. Happy Thanksgiving to all, and I look forward to seeing you soon at a chapter meeting near you. Cheers, Alan.

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(PRESIDENT'S COMMENTS continued from page 3)

military members money to handle their own move. I stated that military members that use this method to do anything other than load their own pick-up or rental truck are at a significant risk of being scammed. I have received calls from military families that have decided to do it themselves, only to come to the realization that any issues described on social media sites that deride the program are relatively insignificant when compared to what they can face when they select their mover based solely on a website

and possibly what seems like a friendly voice on the phone.

As 2018 is quickly coming to an end and the holidays are upon us, I hope all of you take the time to enjoy Thanksgiving with friends and family and have a safe and merry holiday season. Although many of us may not have been affected by the wildfires, a lot of us know people who have been. Our members have always been a compassionate group and I know we have people out there helping out their communities. I encourage you to share your stories with us so others can be inspired.



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(USTRANSCOM continued from page 1)

Also, in attendance were the Deputy Commander, LTG (3-star) John Broadmeadow, USTRANSCOM Chief of Staff, MG (2-star) John Flournoy, Director of Acquisition, SES Ms. Gail Jorgenson, Deputy Director J5/4 SES Mr. Rick Marsh, COL Ralph Lounsborough & LTC Lisa Ryan from the Personal Property Directorate, Mr. Kurt LaFrance - Director, Legislative Affairs and COL Rick Lear, Director Staff Judge Advocate (Legal). There were also a number of other government civilian and uniformed individuals included in the meeting. It was easy to see that this meeting was considered at a very high priority level for the Command.

GEN Lyons opened the discussion with a backdrop of why he asked for the meeting. He indicated that DOD and industry have a



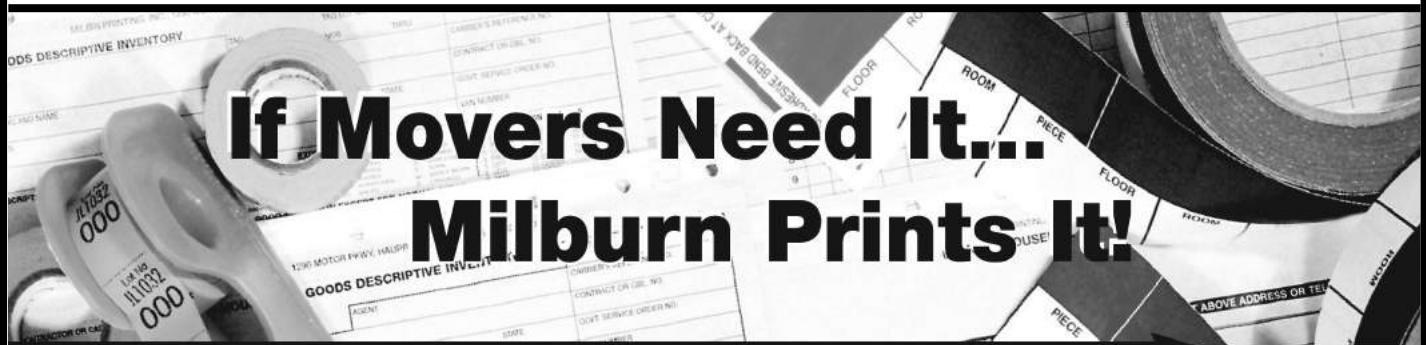
General Stephen R. Lyons

common interest: successful moves for the men and woman in the U. S. military. He asked that industry "help us find a way ahead." GEN Lyons indicated he'd been in touch with all the 4-Star Generals that run each of the U.S. Military Services and that he received commitments from each to work with USTRANSCOM on any initiatives to improve the personal property program.

GEN Lyons addressed three major areas of concentration he is focused on:

- 1) Capacity, particularly during the peak season;
- 2) Improved customer interface/customer experience (better IT; better communication from all parties); and
- 3) Fixing a "bifurcated value chain in the personal property program." In other words, he should either own the whole program; or

(USTRANSCOM continued on page 7)



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(USTRANSCOM continued from page 6)

DOD should let someone else manage the entire process.

Industry attendees shared their perspectives on ideas such as “Demand Smoothing”; shipment refusals; increased transit times; flaws in the Code 2 initiative; price controls; and blackout granularity.

(Editor’s Note regarding Code 2 initiative: We learned within 24 hours of the meeting that USTRANSCOM decided to take a “strategic pause” on that initiative.)

Ultimately, GEN Lyons was communicative and open to industry concerns; but he made it clear, status quo was not an alternative he would take back to Congress when he reports back to them not later than February 15. IAM will stay actively engaged with USTRANSCOM as we work through potential future initiatives that will certainly bring change.

(Thank you to Charles White, IAM for his detailed recap of our meeting)



Association Leaderboard CMSA Report

Association	Total Lbs.
1 Illinois (IMAWA)	1,405,193
2 Pennsylvania (PMSA)	1,255,191
3 Southwest Movers (SMA)	1,110,985
4 California (CMSA)	999,570
5 Florida (FMWA)	833,415

CMSA Report Food Collected and Delivered

Monthly	Year to Date	All Time
2,421 lbs.	125,679 lbs.	1,000,011 lbs.
2,018 meals	104,732 meals	833,343 meals

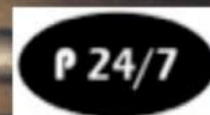
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CMSA Monterey Bay Chapter Golf and Bocce Ball Tournament

The CMSA Monterey Bay Chapter held its 16th Annual Golf and Bocce Ball tournament on Friday October 12, 2018 in Monterey. There were 28 golfers at the beautiful Del Monte Golf Course. Cash prizes were awarded to the winning golf team of Art Murry, Art Harvey and Steve Barnard.

Following the golf tournament there were 88 people in attendance for the bocce ball tournament, which included an Italian-style buffet dinner and silent auction at the Hyatt Regency Monterey. The night concluded with an exciting bocce game between the final two teams. Trophies and medals were awarded to the 1st and



1st Place (L-R) Lisa Donaldson, Mitch Snelson, Bruce Meyers and Jake Moreno



2nd Place (L-R) Vince Cardinale, Dory Cardinale, Diego Periasco and Casey Myers

2nd place teams

A special BIG thank you to our sponsors: CDS Moving Equipment, Paul Hanson Partners and Victory Packaging, and also a big thank you to all that donated to our silent auction, including J & S Paper for the donation of two pallets of papers pads.

Thank you all for your support, especially those who traveled from out of town to our event. We hope to see even more of you next year. Please save the date for Friday, September 27, 2019 for our 17th Annual Golf and Bocce Ball Tournament.

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CMSA will offer \$2,000 scholarships to students who will be enrolled in an undergraduate program at an accredited college, university or community college during the 2019-2020 academic school year. Applicants are not limited to any particular field of study.

Each individual must obtain and complete the required documents listed below and submit them to be received no later than noon on **Wednesday, February 6, 2019** to: CMSA, 10900 E. 183rd St., #300, Cerritos, CA 90703, or e-mail to information@thecmsa.org or fax to: (562) 865-2944. Winners will be notified by **March 15, 2019**. The awards recognition will take place at the CMSA's 101st Annual Convention at the **Paradise Point Resort & Spa during the Awards Luncheon, April 27, 2019**.

Application Requirements:

- 1) Completed scholarship application form.
- 2) Résumé.
- 3) Two letters of recommendation. Whenever possible, letters should be typewritten. One letter should be from a teacher/professor, counselor or school administrator; and one letter should be from a community business member (not family).
- 4) A copy of your most recent transcript/report card.
- 5) Completed essay of 500-1000 words addressing the following topic:

Steve Jobs stated, "Technology alone is not enough – It's technology married with liberal arts, married with the humanities, that yields us the result that makes our heart sing."

Since the introduction of the original smart phone in 2007, mobile devices have dramatically changed our world. What do you perceive as the advantages and disadvantages of mobile technology?

Eligibility Requirements:

- * Student **MUST** be a California resident and an employee or child/grandchild of a CMSA mover or associate member company. The member company must have a current **ACTIVE** membership status for at least one year and no outstanding balance.
- * High school students must have a minimum high school GPA of 2.5.
- * College students must show proof of enrollment and minimum cumulative GPA of 2.5.
- * Student must be enrolled in an undergraduate program at an accredited four-year college, university or community college during the 2019-2020 academic school year. Minimum nine units per semester/quarter.

Criteria for Selection:

Upon meeting the minimum eligibility requirements, scholarship recipients will be selected upon the quality and excellence of the essay.

CMSA scholarship awards will be mailed directly to the recipient in the name of the college or university for use during the 2019-2020 academic school year only.

If you have any questions, please call the CMSA office at (562) 865-2900.

2019 CMSA Scholarship Application

Name: _____
Last First Middle

Home Address: _____
Street City, State, ZIP

Telephone Number: (____) _____ Cell Number: (____) _____

Email Address: _____

Name of School Currently Attending: _____

Expected College Graduation Date: _____

Name of Employer or Parent/Grandparent (Sponsor) Associated with CMSA:

Name of Company: _____ Position: _____

Address of Company: _____
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CAL-T Permit number (if applicable): _____

Sponsor's Signature: _____

(CMSA will not fund a scholarship to an ineligible student. If the student was paid before being identified as ineligible, CMSA will take steps to remedy the situation. *See eligibility requirements BEFORE applying for this scholarship.*)

Names of colleges and universities applying to and/or currently enrolled in:

*

*

Major Field of Interest:

High School GPA: _____ Current College GPA: _____

Student's Signature: _____ Date: _____

Please list your extra-curricular and community activities. Include work experience, family activities and hobbies. (Use separate sheet if needed.)

Please answer the following in your essay in 500-1000 words:

Steve Jobs stated, "Technology alone is not enough – It's technology married with liberal arts, married with the humanities, that yields us the result that makes our heart sing."

Since the introduction of the original smart phone in 2007, mobile devices have dramatically changed our world. What do you perceive as the advantages and disadvantages of mobile technology?

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MEMORIAL BULLETIN

Kenneth Earl Thoming 1944 - 2018



Kenneth Earl Thoming passed away peacefully September 29, 2018 in Santa Barbara, CA. Ken managed Sandercock Transfer Company, a multi-location agency for northAmerican Van Lines serving San Luis Obispo and

Santa Barbara Counties for 45 years. Ken treasured the rich family history of Sandercock Transfer, founded in 1872 by his wife Candace's great grandfather William Sandercock.

Ken served in the US Navy during the Vietnam War where he was honorably discharged in 1968. He was an advocate for community serving several terms on the board of directors for the Optimist Club of Arroyo Grande, CA, an organization that raises funds for youth athletics.

Ken cherished the friendships created from his involvement in the CMSA, where he served on several boards and many times as chapter president.

Ken is survived by his wife of 51 years Candace; son Bill; Grandchildren; Dustin, Jayce, Hannah and Brynn; Great Grandchildren; Ryder and Hattie.

While Ken and his wonderful sense of humor will be sorely missed, he would want everyone in the CMSA to know that Sandercock Transfer Company will continue to thrive providing excellent OA/DA services...typical mover.



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CMSA LEGACY

*LOOKING BACK
OVER THE LAST 100 YEARS*

By Brian Larson
2010 - 2011 CMSA CHAIRMAN



My CMSA chairman year was 2010-2011. As a past chairman you really can't write just a memoir of that particular year, as it all really starts once you make that decision years prior to become involved in the CMSA. I have had the pleasure over the last 20

years in experiencing CMSA by serving first on our local Sacramento chapter and then moving on to serve as a board director and director-at-large before I finally made the decision to go through the chairs and ultimately have the privilege to serve as the chairman for 2010-2011.

It was a fantastic year that involved meeting a great number of movers and vendors throughout the state and getting the opportunity to visit some of our different members'

facilities and experience how unique each of our members' operations really are.

CMSA President Steve Weitekamp was a great tour guide as we worked our way up and down the state all while starting to work on CARB issues that continue to have a big financial impact on us all. In between, we managed to have some great meals and make many new lifelong friends along the way.

It was a true honor to be able to serve as a chairman for 2010-2011. While the year went by quickly, it is truly one of those experiences in life that I will never forget.

As this association hits its 100th anniversary, I want to thank all of you involved in the past and present for your commitment in making the CMSA the largest and greatest movers association in the country. I am truly honored to have been able to play part in this achievement.

By Dennis Doody
2011-2012 CMSA CHAIRMAN



It seems like just yesterday I was being handed the ceremonial gavel in La Jolla from my friend Brian Larson. Now, I have the pleasure to write a legacy piece about my chairmanship in 2012. Instructions were simple enough...reflect on the memories of the year I was chairman. I have so many memories when I served, but I want to reflect on what I got out of being chairman along with a few memories.

I grew up, as many of us, in the moving and storage business. My Dad, Richard Doody, founded Blue Chip Moving and Storage from my parent's apartment well before I was born. All I knew about our industry was from our family company. I never got the opportunity to learn from other movers on the way they service customers, how they ran a warehouse, what was

(LEGACY continued on page 17)

(LEGACY continued from page 16)

their customers' base or what made them successful. As a chairman, I got an up-close, in-the-door look into various sizes and shaped moving companies. I was in awe of every single moving company I visited with Steve Weitekamp, and knew it was my opportunity to learn from other CMSA movers. I realized that we are all in the same industry and our industry is vast and full of opportunity. Opportunity I never realized was out there, or maybe, I did not have the energy to pursue. As chairman, I found my energy and enthusiasm that has propelled Blue Chip's growth since 2012.

As the 2012 Chairman of the CMSA, I have had the privilege and the opportunity to see the power of the CMSA at work when we visited the State capital. We worked directly with former Assemblyperson, Betsy Butler, on a bill to benefit our membership and the consumers we service. Bill AB-2118, signed into law, is legislation that makes it punitive for illegal movers to continue to do business without a PUC permit and includes larger fines that now encourages

illegal movers to obtain a PUC permit and potentially join the CMSA.

I am most proud of the friends I have made over the years I've been involved with the CMSA. These relationships have helped shape my business and me personally. They have all contributed to my success in business and in life. I must thank Steve Weitekamp for trusting me as chairman and the dedicated boards I had the privilege to work with. I've made friends like Bill Arvidson, Rick Ahonen and Joe Furmidge who trusted me enough to join the Blue Chip family of Companies. I have friends who will drop anything to help me. Friends like PJ, Vince, Jay, Alan, Rob, Steve, Mitch, Shiree and Rick to name a few. Many friends have given me business advice and trusted me with their customers like Jeff and Matt. I consider everyone at the CMSA my friend, and I look forward to attending many more meetings, golf tournaments and conventions to continue to show my support.

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CALENDAR OF EVENTS

Thurs., Nov. 1	Orange County/ Beach Cities Golf Tournament
Tues., Nov. 13	Twin Counties Chapter Meeting
Wed., Nov. 14	San Diego Chapter Meeting
Thurs., Nov 15	Orange County/Beach Cities Chapter Meeting
Tues., Nov. 27	Mid Valley Chapter Meeting
Wed., Nov. 28	Monterey Chapter Meeting
Thurs., Nov. 29	Sacramento Chapter Golf Tournament

Fri., Nov. 30	Northern Region Chapter Crab Feed
Wed., Dec 12	Greater LA/OC Beach Cities Joint Chapter Meeting / Holiday Party



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Popeye Moving and Storage LLC is looking to hire Movers with class A or B driver license. To apply, please email your resume to denise@popeyemoving.com.

EMPLOYMENT OPPORTUNITY

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

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.

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

EMPLOYMENT OPPORTUNITY

Rebel Van Lines is looking to hire Class A & B drivers. To apply, please email nan@rebelvanlines.com or call 800-421-5045.

EMPLOYMENT OPPORTUNITY

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.

HISTORICAL PHOTO

As the CMSA begins our second century, we want to continue celebrating our history with 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 Fall Board Meeting Friday Night Dinner
Reno, Nevada, Nov. 2 - 3, 2018



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