

U.S. Economic Expansion Continues, But Growth Surge May Be Temporary

The United States is currently in the midst of the second longest expansion in the nation's history at 111 months and counting. In July of next year, we will officially be in the midst of the longest expansion on record.

Will we make it? Odds are almost certain we will. Far from losing steam, the U.S. economy has been on a solid upswing lately.

But as always, a deeper look at the data suggests that there are issues to keep an eye on. All in all, we remain pessimistically optimistic. Or perhaps optimistically pessimistic.

A Deeper Look

Consider some recent statistics.

- U.S. gross domestic product (GDP) growth in the second quarter came in above 4%, the best reading since 2014 and driven by strong growth in business and consumer spending.

- Industrial production is up 4% from one year ago—another recent best.

- Employment growth over the last 3 months has totaled more than 200,000 jobs added per month, even with unemployment below 4%. More importantly, the job openings rate is at 4.2%, suggesting that employers would hire even more workers, if they could find them.

The recent GDP release came with (as is usual every couple of years) a revision of the last few years of data on the basis of better data and improved techniques. While the revision didn't change much in terms of the estimation of economic output, it did change the estimated flow of income.

In particular, the Bureau of Economic Analysis increased its estimate of proprietor incomes (earnings for the self-employed) substantially. This had the impact of completely erasing the decline in consumer savings rates we have been fretting about in recent reports.

Combine this with the low rate of consumer debt increases, and it is clear the overall financial health of U.S. households is as good as it has ever been.

Temporary Surge

As positive as all this news is, don't be fooled into believing the

U.S. economy has truly achieved a new pace of growth. Scratch away at the surface and there are any number of reasons to conclude that the current growth surge is, at best, temporary. At worst, the seeds of the next recession are possibly being sown in these current numbers.

- First, we need to take a bit of a **gut check on the recent numbers**. The 4.1%



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CHAIRMAN'S CORNER

by Alan Freese

Here we go...It's been a busy couple of weeks since I last sat down to write this column. Traveling to St. Louis, Missouri for the Military Fall PPF can be difficult at times, but the weather was good and the dialogue at the PPF even better. It was interesting to hear the military asking us, the moving industry, to provide "radical" ideas in hopes of averting some of the pitfalls they faced this year moving forward. I came to the reasonable conclusion that the social media sword doesn't just swing at the movers, The PPSOs and JPPSOs fell under the same scrutiny this summer and they didn't like it. The best story RDML Clarke told during his briefing was of a General scheduled to receive his HHGs, only to have his crew of three all arrested at the gate and hauled away, leaving his delivery for another day. I know it can be very frustrating in the

military arena with each base commander given the authority to raise or lower their base access as they see fit. Wouldn't it be nice if we had a standardized background system? Everybody would benefit, especially the service members. I think that first and foremost, the military has to understand with the unemployment rate where it's at, many people aren't willing to perform this type of work. It's physically and mentally (especially if you work for me) challenging and not very attractive to the average Joe looking to put in eight hours a day. It does take a special breed of cat to do this day in and day out, between customers and coworkers it can be demanding as the goal posts are constantly moving on a daily basis. It was brought up over and over at the Fall PPF "How do we increase capacity?" At the same time, they shared with us how severely understaffed they (the military) are in their offices. Amazing to me is that we have the same issue, but what they call staffing, we call capacity. The difference is we have to perform and can't hide behind blanket statements. When we fail to provide service, the first thing that

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PRESIDENT'S COMMENTS

By Steve Weitekamp

As this issue of The Communicator goes to print, Chairman Alan Freese and I have started the always interesting and important journey of visiting the 12 chapters of the California Moving and Storage Association (CMSA). I am hopeful that you will take the time to attend your local meeting. It is a great opportunity to see friends and colleagues, and be a part of the discussion on significant industry changes. If you haven't been to a chapter meeting in a while, now is the time, I can assure you that it will be worth it. Our Chairman's schedule is chocked full, this month alone, in addition to writing his column and fielding numerous calls, he will visit four CMSA chapters, the military meetings reviewed below, the International Association of Movers annual conference in Washington DC, and the staff of BEARHFTI (we'll all be happy when the

name changes 1-1-19) in Sacramento.

Those of us who had the pleasure of attending our 100th anniversary convention in Sacramento will remember Chairman Freese's closing statement at the Chairman's Ball, and I can confirm that he and the rest of our leadership team is "really kicking some backside." He recently was joined by Vice Chairman Thomas McCarthy, Military Affairs Committee Chair Jeanette Homan and other members, including at least one former chairman at the United States TransCom Personal Property Forum (PPF) and Hot Wash. At this important event related to military moving our members shared, from the prospective of a service provider, concerns and issues with the program for the moving of military personnel, our industry's largest single client. The feedback of CMSA members over the years has created an opportunity for our Association to play a significant role in providing a voice for the agent in the Defense Personal Property Program.

One of the strongest aspects of the CMSA is the quality and dedication of our

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(CHAIRMAN'S CORNER continued from page 2)

happens is they want to punish us. When they fail at their end, it's just considered the cost of doing business. I hope I'm wrong, but I don't see that changing anytime soon.

On the bright side of things, I will be attending the IAM annual meeting this next week, and Col. Ralph Lounsborough, the US-TRANSCOM program manager, has agreed to meet with myself, CMSA President Steve Weitekamp and a few others to further the conversation of having members of local agencies have a seat at the "hot wash" table to address problems from the agency side, not just the TSP side. Col. Lounsborough understands that problems of local agents can be significantly different from a TSP's problems. He also understands that the local agents at both origin and destination can have a great impact on how a shipper feels and scores their move. With all of this being said, the time is ripe for us, the local agents, to finally have a voice at the table and work towards solving some of these industry inherent problems. Let's all pray this works out. I feel the local agents can solve far more problems than we create if given the

opportunity to do so.

In closing, I would like to thank Thomas McCarthy for taking the time to travel to St. Louis and attending the Fall PPF as well. Thomas is a great asset to the CMSA, even though he doesn't know how to buy lunch. Please don't forget my Chairman's Choice Charity, St. Jude Children's Research Hospital. They do the most with the least. Please donate at <https://www.gofundme.com/cmsa-chairmans-choice>. Thank you to all. I look forward to kicking off my chapter tours next week. See you soon, Alan



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(PRESIDENT'S COMMENTS continued from page 3)

volunteer leadership, chapter, committee and board, all the way through the chairs of leadership and beyond. We cannot overstate the fact that the pathway to leadership results in a group with a firm and diverse understanding of our issues as well as the pathway that we as an organization are traveling. Because of this, I felt confident that our team could handle the mission we had for the PPF and Hot Wash even though I would not be able to join them. Both Alan and Thomas were prepared to share the notes we had developed from member feedback and I knew that if they got even slightly off course Jeanette would bring them back to true north.

While CMSA members represented our interests with the Military just outside of Scott Air Force Base in O'Fallon, Illinois, someone else had other plans for me. You see, while I thought that I had prepared for all probable issues, my first grandchild had other plans. No, she wasn't going to be born two weeks earlier, to accommodate my schedule, but at 2am on a Wednesday

morning after putting her mother through about 40 hours of labor. Regardless, her mother, father, aunts, and of course grandparents couldn't have been more pleased and excited to welcome our little Ember into the world. We all know that she will do big things and live a life with a grateful and giving heart. Many have already told me that I have to claim a name, Grandpa, Pops, Opa, Pop-Pop, and Big Daddy are just a few of the suggested. My daughter wants it to be Papa and unless little Ember has other ideas, which from what we've seen in just the first days, is entirely possible, that's just fine by me.



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(ECONOMIC EXPANSION - continued from page 1)

growth rate in the second quarter was certainly impressive. But most of that growth came from a surge in consumer spending—an anticipated surge given the weak first quarter for consumer spending growth.

In other words, it was a reversion to the trend, not a permanent jump. Business spending was solid, but similar to the last few years. Housing remains weak, as does state and local spending. The consensus outlook suggests growth will come in at a far more reasonable 3% for the balance of the year, with an average growth rate of 3% for the entire year.

This 3% pace of growth is not bad relative to the 2% to 2.5% pace seen since the end of the Great Recession. But even here, it is important to recognize that this modest bump is being driven by a surge in government borrowing rather than any true shift in fundamentals.

The tax plan passed at the end of last year was not the major overhaul of a broken tax system that the United States desperately needs. Rather, it was nothing more

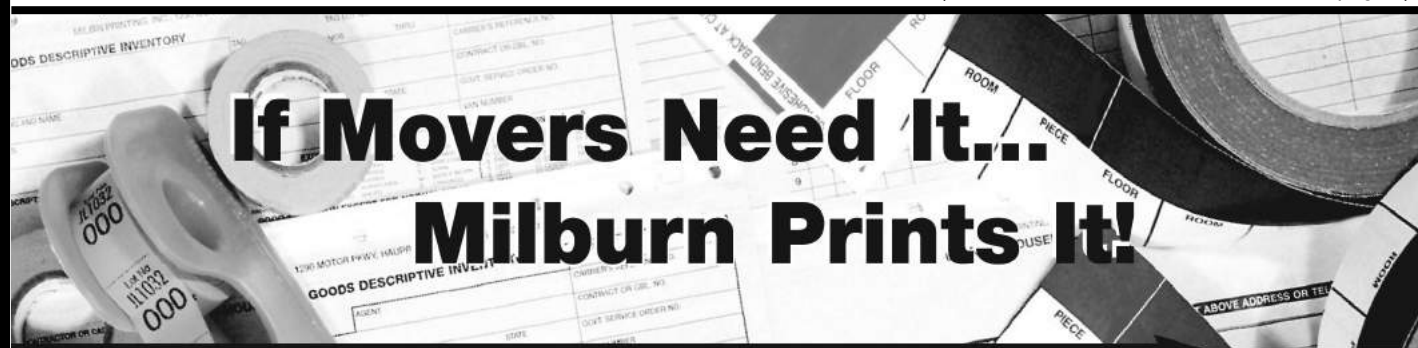
than a fiscal stimulus plan, something that would typically be used in times of economic trouble—not in the midst of a record tight labor market.

The problem with any fiscal debt-driven stimulus is that you are borrowing from the future to accelerate the “now.” And like most stimulants, the buzz you get feels good in the short run, but diminishes over time unless you continue to increase the dosage. Then there is always the inevitable crash, when you finally have to get off of the stimulant completely. When that crash will occur for the economy is unclear, but the current path is guaranteeing that when that day comes, it will be ugly.

- Lastly, there is the Federal Reserve. Inflation has heated up as of late with the Consumer Price Index (CPI) getting close to 3%, the fastest since 2011. Beacon Economics, however, still doesn’t believe there is a real chance of higher permanent inflation. M2 growth remains below 4%, and bank lending is tepid.

But with employment costs and import

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prices on the uptick, the Fed will surely continue to tighten regardless of the impact on the yield curve. This too will place stress on the economy.

Add it up and the rest of this year looks solid, but expect slower growth next year. Additionally, the long-term stressors of heavy federal borrowing, rising interest rates, and ongoing political chaos, make it clear that while there is no reason to expect a recession anytime soon, we should remain more vigilant than ever in watching for the unanticipated shock.

The nation's capacity to absorb a blow to its economy is substantially diminished and it won't take much to end the current expansion.

State Forecast: OK for Now

With two quarters down and sights turning toward the last part of the year, it is apparent that the California economic engine continues to hum along, much like the nation as a whole. Job gains have been steady and the state's leading industries have expanded despite ongoing concerns on the international trade front.

Still, good news notwithstanding, anxieties linger about California's extremely tight housing market and the resulting affordability challenges it presents, and the long-term consequences of slow growth in the state's labor force.



2018 Shaping Up to Be Good Year

California continues to land in record territory, with its unemployment rate at 4.2% for

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the fourth month in a row as of July 2018. At the same time, job growth so far this year has outpaced 2017 by a slim margin, with wage and salary jobs in July increasing by 2.0% or 332,700 jobs compared to one year earlier.

Of the 332,700 jobs added in July, Health Care and Leisure and Hospitality each contributed 58,000 positions, or more than one-third of the total, with Construction, Professional Scientific and Technical Services, and Transportation and Warehousing also reporting sizable gains among the private sector industries. This set of industries has consistently made the largest contributions to job gains in the state over the last several years.

The Government sector added to its ranks as well, increasing by 33,300 workers with roughly two-thirds of the increase occurring in Local Government and one-third in State Government (the Federal Government trimmed 2,500 jobs).

All but one of the state's major industries experienced job gains in July, with only Min-

ing and Logging seeing a loss of 300 jobs.

Steady Job Gains

Similarly, headline numbers for California's gross state product (GSP) and taxable receipts reveal continued growth in the statewide economy in the first part of the year.

Real GSP advanced by 3.5% year-to-year in the first quarter, the fastest rate of growth since late 2015, while current dollar taxable receipts grew by 4.3%.

A look at more detailed data shows healthy spending on the part of both households and businesses: Taxable receipts on consumer goods rose 4.8% year-to-year while receipts on business and industry spending increased by 3.6% over the same period.

Both the coastal and inland regions of the state have enjoyed economic and job gains for several years running. Through the first seven months of this year, every metro area in California experienced job growth. Across the large metro areas, job gains in the San Francisco Bay Area reflect the staying power of the tech sector, with the largest

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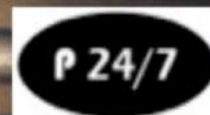
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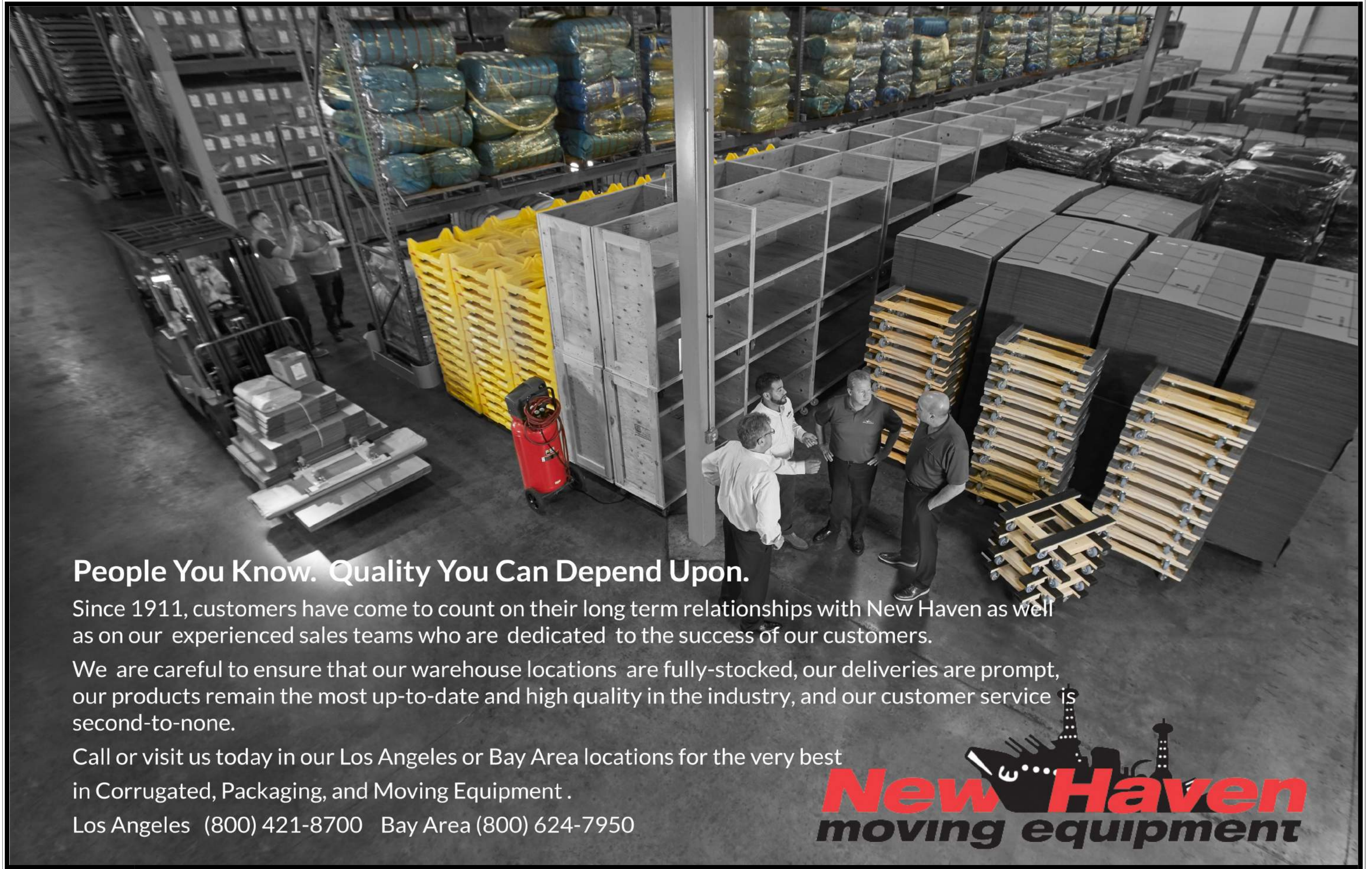


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(ECONOMIC EXPANSION continued from page 9)

absolute and percentage increases occurring in San Jose.

In Southern California, the Inland Empire has consistently registered the largest percentage gains in jobs for the last couple of years, although Los Angeles County generally reports the largest absolute gains because of its size. Much of the growth in the entire region has come from Health Care, Professional Scientific and Technical Services, Construction, and Logistics. Metro areas in the Central Valley have also seen employment growth overall, supported by job gains across a variety of sectors.

Housing: Mixed Performance

California's housing market has been a mixed bag so far this year. According to the California Association of Realtors, the monthly median home price in California finally surpassed its pre-recession peak earlier this year, a long-awaited milestone that signifies how far the market has come.

The median price in the state was \$591,460 in July, up 7.6% year-to-year, continuing a string of yearly price gains going

back several years. Still, home sales have been average, at best, and disappointing when considered against the backdrop of the state's long economic expansion.

Home sales fell 0.9% year-to-year in July, and over the first seven months of the year were 1.4% lower in year-to-date terms. Sluggish sales are symptomatic of the state's housing market, and due in part to tight lending standards on mortgages and lean supply (unsold inventory is still low at 3.3 months).

It is noteworthy, however, that the number of listings over the period spanning February through July was higher than in 2017, with listings in July 2018 alone up 15.2% from one year earlier. More listings should temper price increases going forward and slow the recent declines in affordability, which fell to a 10-year low in the second quarter of this year.

New home construction moved up a notch in the first half of this year compared with last year, a development that should also temper, but not halt, price increases.

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Overall, housing permits rose 9.4% in the first half of 2018 compared to one year earlier, with increases of 7.3% in single-family permits and 11.4% in multi-family permits.

The state is on track to add about 130,000 new units this year, still far below its needs, which are closer to 200,000 units annually. As long as home construction lags behind what the state needs, high housing costs will be a painful thorn in the side of the California economy.

Long-Run Concerns Linger

High housing costs impede California's economic growth over the long term to the extent that these costs serve as a deterrent to labor force growth.

The state's labor force growth rate has

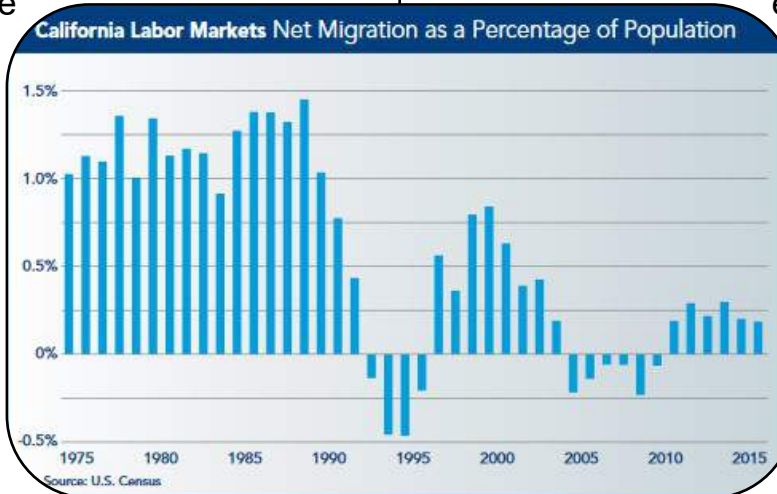
experienced significant slowing since the fall of 2017, with the year-to-year growth rate at just 0.2% in July 2018. Monthly labor force data are notoriously volatile, so a more consistent picture results from looking at 12-month moving averages of growth.

If anything, the longer-term story that

emerges is more concerning. Over the last few years, the growth rate of California's labor force followed roughly the same direction as the growth rate of the U.S. labor force—until the second half of 2017, when California's growth rate began a steady

decline even as the U.S. growth rate has accelerated in recent months.

In looking at the future growth trajectory of the California economy, the elephant in



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the room is the high cost of housing and its impact on labor force growth.

State-to-state migration data show an ongoing outmigration from California going back many years, which fortunately has been more than offset in most years by positive international migration into the state.

This is no accident: the California median home price has consistently been more than double the national median home price for several years. The rental market is no different, with a number of California metro areas ranking among the least affordable rental markets in the nation.

As growth in the state's labor force slows further, it will tighten like a noose on the economy and limit future growth and business development.

Source: Dave Kilby, CalChamber Alert



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Addressing Concerns About Personal Hygiene and Fragrances at Work

Occasionally we take client experiences and share a best practice approach. This is one we simply wish would disappear – but these situations often do not.

At one point or another, most of us have met an individual who has skipped too many showers, fails to launder their clothes regularly, or has over done it on the perfume. Often, we manage to avoid the person by simply walking away and the problem is solved. When that individual happens to be a colleague or subordinate however, there isn't much you can do to escape the problem. Unfortunately, the impact body odor has in the workplace can be surprisingly overwhelming. Not only does it distract team members

and disrupt productivity, it can also create quite a bit of distress for the person who is charged with addressing the problem without receiving any tools or guidance.

For some, speaking with an employee about body odor ranks up there as one of the most delicate conversations managers and HR professional must have. There is simply no way to tell a person that they are an olfactory offender without causing some embarrassment. On the other hand, failure to address the situation appropriately could impact productivity and the entire work environment. Here are some useful considerations:



(ADDRESSING CONCERNS continued on page 18)

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CMSA LEGACY

*LOOKING BACK
OVER THE LAST 100 YEARS*

By Vince Cardinale
2008 - 2009 CMSA CHAIRMAN



I have so many great memories from serving on the board with so many great CMSA member and industry leaders. The few thoughts that come to mind are as follows...

Always memorable for me was Jack Macy leading us in the Pledge of Alliance to kick off our conventions.

Another memorable CMSA event for me was the first CMSA convention in Monterey, and that was also the first convention that I attended. Our convention was one of the first Conventions to be held in the brand-new Monterey Conference Center that opened in April of 1977.

My year as chairman was 2008-2009, right in the middle of the great recession, a very difficult economic time for all of us. In my travels around the state, even with the difficult economic times, our members were remaining positive and steadfast in finding ways to survive this difficult time.

It was one of the highlights of my year as

chairman to visit so many of our mover members to see up close and personal their individual operations. It was amazing how dedicated and proud they were of their operations.

Another memorable CMSA event was during the 1999 Convention when then CMSA Secretary/Treasurer Steve Weitekamp's pregnant wife Carmen, was accidentally bumped off the head table stage and the crowd gasped in unison. Fortunately, Carmen was fine, but I will forever remember that moment as my wife Dorey was also pregnant.

Also memorable was accepting the Pinnacle Award on behalf of our Team at Cardinale Moving & Storage at the 2009 Convention in beautiful Kauai.

A historical event for me was all of the effort and hard work that was done during the CPUC tariff transition from a minimum rate tariff to the current Max 4 tariff.

Congratulations to our association on 100 years. I am humbled and honored to again serve on the board and look forward to the challenges and opportunities ahead.

(LEGACY continued on page 17)

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By Tim McCarthy
2009-2010 CMSA CHAIRMAN



My first CMSA meeting was in September 1978. Yes, almost 40 years ago! Where has the time gone? I was nervous about going. I was encouraged by Terry Borrows from Sullivan-United to attend and join the CMSA. The first

meeting was the first one of the year in September 1978 at the Kings Inn in Mission Valley, San Diego, CA. I was definitely uneasy about going, and it was a coat & tie type of event at this time. That saying, "First Impressions..." well it was true in this case. The San Diego Chapter president was none other than Ed DeBolt, founder and president of San Diego Van & Storage. He spotted me as a new face, greeted me, and welcomed me with open arms. He explained a few meeting things and told me to call him if I

needed anything to do with the moving & storage business. For me, I had just met one of the "Giants" in our industry. It was an honor I'll never forget, and it was also the formation of a lifelong relationship.

I will never forget the "First Impression" I got from Ed, and I tried to continue this through my almost 40 years of membership in the CMSA. I would like to encourage all of you to do the same at your chapter meeting—pick that new face out of the crowd and make them feel welcome. You never know, you might be talking to a future CMSA chairman.

*October is
National
Breast Cancer
Awareness Month*



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- Familiarize yourself with company policy – Traditionally, a policy for hygiene lives under the umbrella of the company dress code asking employees to be aware of the impression they make as a representative of the organization. It may even include language outlining expectations for the use of deodorant to minimize body odor and to refrain from fragrances that may offend or affect those with allergies. Hopefully it will provide a place to start the discussion.
- Sensitively investigate the problem. – Take some extra time to review complaints and determine if there may be an underlying issue or health problem causing the odor. For example: could it be that deodorant is against the individual's religious beliefs? Could the odor be caused by an illness or medication? If such issues are at play, you may need to consider an accommodation. Could the employee work from an alternate location?
- Prepare for your meeting. – Plan ahead to find a way to take the conversation some place where you can talk in private. If possible, state the observations on body odor are your own and avoid mentioning complaints from co-workers to reduce embarrassment.
- A polite way to address the body odor

with the employee. – Below are some examples to help you with your conversation:

"This is a difficult thing to say, but this comes from a place where I would want to know if I were in your shoes. I've been noticing that your [breath or clothing or workspace] frequently has an unpleasant odor making it difficult to work closely with you. Also, I wouldn't want it to impact your relationship with co-workers [and/or customers]."

I've had conversations like this with other employees before and usually they're not even aware that the problem exists. If you are aware of this issue, I need to know if it is something you could take care of. Can you help to repair it?"

- Follow up after the meeting. – Having the initial conversation is most certainly the difficult part but follow up is critical. For employees with poor hygiene, follow up to monitor the situation keeping in mind that breaking a habit may be difficult. Encourage the employee with positive feedback, if you can. Should the problem continue, plan a second meeting. Be firm about why it is important to your team and organization that the employee attends to their body odor issue, as well as disciplinary measures that may be taken.

By Seanna Ochoa (PHR-HR Consultant), ABD
SharedHR, September 2018

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CALENDAR OF EVENTS

Tues., Oct. 9	Ventura/Santa Barbara Chapter Meeting	Wed., Nov. 14	San Diego Chapter Meeting
Wed., Oct. 10	San Diego Chapter Meeting	Thurs., Nov. 15	Orange County/Beach Cities Chapter Meeting
Fri., Oct. 12	Monterey Chapter Golf/Bocce Tournament	Tues., Nov. 27	Mid Valley Chapter Meeting
Tues., Oct. 16	North Bay Chapter Meeting	Wed., Nov. 28	Monterey Chapter Meeting
Wed., Oct. 17	Northern Region Chapter Meeting	Thur., Nov 29	Central Coast Chapter Meeting
Thurs., Oct. 18	Sacramento Chapter Meeting	Fri., Nov 30	Northern Region Crab Feed
Tues., Oct. 23	Greater Los Angeles Chapter Meeting		
Thurs., Oct. 25	Central Valley Chapter Meeting		
Thurs., Nov. 1	Orange County/Beach Cities Chapter Golf Tournament		
Tues., Nov. 13	Twin Counties Chapter Meeting and Golf Tournament		

CLASSIFIED ADVERTISING

CHARGES: 1-5 lines \$15; \$2 each additional line. CMSA box number \$5. Special heading/setup extra.
Email Renee Hifumi at rhifumi@thecmsa.org to place your advertisement.

BUSINESS WANTED

We are interested in purchasing all or a part of your business. We are able to provide quick cash for certain assets. We can assist in an exit strategy. Major CA markets are desired. Discussions will be in strictest confidence. Send information to CMSA, Box J1, 10900 E. 183rd St., #300, Cerritos, CA 90703.

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

Circle Moving in Long Beach is looking for an experienced Warehouseman. Please send resume to circlemoving@circlemoving.com.

FOR SALE

We are looking to sell 40 HHGDs storage vaults. Assembled in good condition. \$175 per vault. Call Bob at 562-229-3620 or email: bensign@greatamerican-logistics.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.

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.

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to place your classified ad!

EMPLOYMENT OPPORTUNITY

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.

National Van Lines Drives On in the Face of Disaster

National Van Lines revved up its Hurricane Florence relief efforts by joining forces with the Village of Broadview's Illinois fire department to collect much-needed supplies. They put one of their top-tier drivers, Ed Johnson, on the road hauling a 53-foot trailer full of donations on September 28th for the 900-mile trek to New Bern, NC.

"We couldn't witness the devastation that struck Virginia and the Carolinas without taking swift action in the best way we know how," National Van Lines President & COO Tim Helenthal said. "Realizing time is of the essence, we put out a call to our employees to donate water, food and other provisions and get those supplies on the road ASAP."



Several Illinois companies joined National Van Lines employees and Broadview residents in answering the call. Arlington Heights-based CDS Moving Equipment, Inc. donated a sizeable stack of boxes; Deerfield-based convenience-store company, Rmarts, contributed 40 cases of bottled water; and Batavia-based National Van Lines moving agent, Four Generations—Relocation Experts, helped move the donations onto the trailer.

Helping those in distress isn't new for National Van Lines. In the aftermath of Hurricane Harvey in 2017, the cross-country mover partnered with the Village of Broadview by supplying trucks and drivers to deliver water and other supplies to Houston-area first responders.



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Complete form and sign below. Corrections needed: Yes ☐ No ☐

CMSA ROSTER & WEBSITE UPDATE - 2019

Company Name:			
Main Office Street Address:			
City:	State:	ZIP:	
Published Mailing Address:			
City:	State:	ZIP:	
Phone #:	Toll-Free #:		
FAX #:	Published Website Address:		
Published Email Address:			
Name of Principal Company Officers / Position Title: (Check (✓) one person to receive postal mailing. All names listed with email addresses will receive emails regarding chapter notices, link to online Communicator and announcements. Use additional sheet if needed.)			
<input type="checkbox"/> Name:	/ Title:	Email Address:	
<input type="checkbox"/> Name:	/ Title:	Email Address:	
<input type="checkbox"/> Name:	/ Title:	Email Address:	
Branch Offices: (\$5 additional fee per month for each branch listed. <u>DO NOT</u> include main office.)			
Address:		Phone #:	
City:	State:	ZIP:	FAX #:
Manager Name:		Email:	
Address:		Phone #:	
City:	State:	ZIP:	FAX #:
Manager Name:		Email:	
(Use additional sheet if needed.)			
IF YOU ARE A HOUSEHOLD GOODS MOVER, PLEASE ANSWER THE FOLLOWING:			
	<u>Main Office</u>	<u>Branch #1</u>	<u>Branch #2</u>
1. Name of van line affiliation if any.			
2. Do you have a warehouse?			
3. If yes, give square footage.			
4. Do you have a public scale?			
5. If yes, state capacity in pounds.			
(Note corrections or additions in <u>any</u> public scale listing in current ROSTER on page 2.)			
Did you check your Roster? Yes <input type="checkbox"/> No <input type="checkbox"/>		Did you check the CMSA website? Yes <input type="checkbox"/> No <input type="checkbox"/>	
Signature:	Position:	Date:	
Please return to: CMSA, 10900 E. 183 rd St., Suite 300, Cerritos, CA 90703, or FAX to: (562) 865-2944			
Email: information@thecmsa.org Phone #: (562) 865-2900			
RETURN BY NOVEMBER 30, 2018			
(TURN PAGE OVER)			

NOTE ANY CORRECTIONS OR DELETIONS IN PUBLIC SCALE LISTING (IN BACK OF ROSTER) BELOW:

Company Name:		
Address:	City:	State:
County:	ZIP:	Phone #:
Company Name:		
Address:	City:	State:
County:	ZIP:	Phone #:

IF YOU ARE AN ASSOCIATE MEMBER - Please mark the appropriate box(es) below.

One category listing is free. Additional category listings cost \$20 per category per year.

- | | |
|--|--|
| <input type="checkbox"/> Association | <input type="checkbox"/> Leasing - Employee Equipment |
| <input type="checkbox"/> Attorneys | <input type="checkbox"/> Local Search Directory |
| <input type="checkbox"/> Auctioneers | <input type="checkbox"/> Manufacturer-Commercial Vans / Trucks |
| <input type="checkbox"/> Auto & Boat Relocation | <input type="checkbox"/> Mobile Storage |
| <input type="checkbox"/> Commercial Mover | <input type="checkbox"/> Moving Company Marketing |
| <input type="checkbox"/> Computer Services | <input type="checkbox"/> Moving Equipment / Rentals |
| <input type="checkbox"/> Consultants | <input type="checkbox"/> Nevada Movers |
| <input type="checkbox"/> Crates / Containers | <input type="checkbox"/> Ocean Carrier |
| <input type="checkbox"/> Crating, Packing & Shipping | <input type="checkbox"/> Organizing, Packing and Resettling Svcs |
| <input type="checkbox"/> Credit Card Processing | <input type="checkbox"/> Pack & Ship |
| <input type="checkbox"/> Custom Trailer Manufacturer | <input type="checkbox"/> Paper Products / Packing Materials |
| <input type="checkbox"/> Diesel Testing & Services | <input type="checkbox"/> Payment Technology <input type="checkbox"/> |
| <input type="checkbox"/> Drug & Alcohol Testing | <input type="checkbox"/> Port Agent |
| <input type="checkbox"/> Fleet Fueling Solutions | <input type="checkbox"/> Printing Services |
| <input type="checkbox"/> Freight Forwarders | <input type="checkbox"/> Repairs, Sales, Truck, Trailers |
| <input type="checkbox"/> Furniture Dealer Corp. Move Mgmt Svcs | <input type="checkbox"/> Ocean Carrier |
| <input type="checkbox"/> Furniture Delivery | <input type="checkbox"/> Roofing & Waterproofing |
| <input type="checkbox"/> Furniture Installation | <input type="checkbox"/> Search Engine Optimization |
| <input type="checkbox"/> Hawaii Movers | <input type="checkbox"/> Software |
| <input type="checkbox"/> HHG Trucker | <input type="checkbox"/> Third Party Specialty Services |
| <input type="checkbox"/> Hydraulic Liftgate Mfg | <input type="checkbox"/> Truck Sales / Rentals |
| <input type="checkbox"/> Independent Contractor | <input type="checkbox"/> Uniforms / Apparel / Design |
| <input type="checkbox"/> Insurance / Financial Services | <input type="checkbox"/> Van Line Companies |
| <input type="checkbox"/> Laborer Sourcing | <input type="checkbox"/> Warehouse Racking / Rental Equipment |
| <input type="checkbox"/> Leads / Marketing | <input type="checkbox"/> Other: _____ |

Check (✓) "ALL CHAPTERS" or check specific chapters that you would like to receive emails from about upcoming chapter meetings.

() ALL CHAPTERS

- | | | |
|-------------------------|---------------------|---------------------------|
| () Central Coast | () Monterey Bay | () Sacramento |
| () Central Valley | () North Bay | () San Diego |
| () Greater Los Angeles | () Northern Region | () Twin Counties |
| () Mid Valley | () OC/Beach Cities | () Ventura/Santa Barbara |