

## 2019-2020 Chairman Thomas McCarthy Formally Installed at the 2019 CMSA Convention in San Diego



(L-R) 2019-2020 CMSA Chairman Thomas McCarthy receives the CMSA gavel from 2018-2019 CMSA Chairman Alan Freese during the 2019 CMSA Convention.

CMSA kicked off its next century with the 101st Annual CMSA Convention held April 23 to April 28, 2019 at the Paradise Point Resort & Spa located near Mission Bay in San Diego, Calif. Delegates enjoyed scenic views of the bay, tropical foliage and exotic-looking water birds on property. There were also lots of opportunities at the convention to learn about topics affecting the moving industry and connect with fellow CMSA members both professionally and socially.

The Executive Committee Meeting on Tuesday afternoon officially marked the start

of the convention. In the evening, the Movers and Shakers Reception/Dinner was held in the Bay View Deck and Ballroom providing beautiful sunset bay views during dinner. Invited guests, which included CMSA Board members, committee members, chapter presidents, convention panelists and speakers, were thanked for their support to the CMSA. **DEWITT CO./Royal Hawaiian Movers** sponsored the reception and **Trans-Guard Insurance Company of America** sponsored the dinner.

*(2019 CONVENTION continued on page 6)*



## CHAIRMAN'S CORNER

By Thomas McCarthy

Wow, what a show that was! Just back at the office trying to unbury myself from what I feel was one of the best conventions that we have had! Okay-okay, I know I am biased because this

Convention was my incoming ceremony and I had a lot to look forward to, but I really feel like we had both a great program and attendance. First shocker was how approachable the DCA representatives were. They were there for nearly the whole convention and came to us asking how we could work together to make things better for the consumer by getting rid of the rogues. This is on top of their to-do list and in their first three months of existence helped resolve 28 hostage shipments from bad operators. They want to hear from YOU about any non-permitted carriers so they can start working

enforcement. To follow on the heels of the military panel, Chuck White, President of IAM, gave us a presentation about the 800-pound gorilla sitting on top of the elephant in the room (any other euphemisms?) the GHC or the outsourcing of the military program to a single source. Chuck pointed out many things, but one thing that resonated was that even if you do not do any military shipments, this will affect you. The next couple of years with the military promise to be tumultuous and with no guarantee what happens when, not if, this contract is awarded. It seems the military has been planning this for some time and we are two very far steps behind. He encouraged us all to reach out to our representatives to let them know how this will affect all of us.

After we concluded the last session, we had some great weather to relax to by the pool while we prepared for the big closing ceremony. Ayme and I hosted an informal reception in our room and felt so blessed with everyone coming over to give well

*(CHAIRMAN'S CORNER continued on page 4)*







## PRESIDENT'S COMMENTS

By Steve Weitekamp

A California Moving and Storage Association (CMSA) convention is many things. It is an educational forum, a networking opportunity, a gathering for the purpose of conducting the business of the Association's four standing committees and its board of directors, and an opportunity to decompress among friends. It culminates with a celebration of CMSA leadership with the exchange of the ceremonial gavel from outgoing chairman to the chairman for the coming year.

On behalf of CMSA membership and staff, we extend thanks to now Senior Chairman Alan Freese on a successful year of CMSA leadership. We are grateful for your leadership and sacrifices on behalf of the membership. We congratulate Chairman Thomas McCarthy as he takes on the mantle of leadership of the CMSA Board for

the 2019-2020 year.

As I reflect on the year and convention that just past, the thought that I continue to circle back to is that of esprit de corps—a feeling of pride, fellowship, and common loyalty shared among members of a group. When thinking of esprit de corps one frequently thinks of the military and in particular the United States Marine Corps. War Correspondent Robert Sherrod embedded with the Marines fighting in the Pacific theater in World War II who was a witness to the historic battles at Attu, Tarawa, Saipan, Iwo Jima and Okinawa said the following: *"The Marines fought almost solely on esprit de corps, I was certain, it was inconceivable to most Marines that they should let another Marine down, or that they could be responsible for dimming the bright reputation of their Corps. The Marines simply assumed that they were the world's best fighting men."*

While it is quite a stretch to compare the CMSA to the gallant war fighters of the US Military, one must say that there is among

(PRESIDENT'S COMMENTS continued on page 5)

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(CHAIRMAN'S CORNER continued from page 2)

wishes and take pictures with friends and family. Before I knew it, we were whisked over to the hall to begin the reception line for folks to come through and take their tables. Time just felt like it was flying because before I knew it we were coming in. I was being led out by all the former CMSA Chairmen in attendance. It was an amazing experience. From what I remember, I think I did well on my speech, but it all went by so fast, it's hard to remember. I am fortunate to be joined with what I am calling the Legacy Executive Committee, which includes CMSA President & former Chairman Steve Weitekamp, Senior Chairman Alan Freese, whose roots go way back in this industry, Vice Chairman John Chipman Jr., whose grandfather was a former Chairman, and Secretary/Treasurer Jesse Chabot, who is following his grandfather's footprints (I miss you already Jesse). Rounding out the committee is Megan Anderson, daughter of former Chairman Mark Anderson, Carl Freese the younger brother to now Senior Chairman Alan Freese and last, but not least,

Shiree Hammer, granddaughter to none other than former CMSA Chairman Joe Hammer Sr.

One of the best parts of going through the chairs and becoming Chairman is getting the opportunity to donate to a charity, to what is called the Chairman's Choice Charity. This year, with the CMSA Board of Directors support, I have chosen the Pancreatic Cancer Action Network in my mom's memory as she lost her life to pancreatic cancer. Too often by the time they find out what you have, it's already too late as was in her case. This year along with the donation from the CMSA, we will be hosting a fundraiser and it is my sincere hope that you will dig deep so we can make a significant donation to help eradicate this disease. More details to follow in my upcoming articles. I leave you with these words from a movie I just saw: Good thoughts, Good Words, Good Deeds.



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(PRESIDENT'S COMMENTS continued from page 3)

many members a feeling of pride in what we have and will do and in who we are as a group. We frequent speak about strength in numbers and a feeling of fellowship for those who have faced similar challenges. These are all tenets of esprit de corps. As an Association, the CMSA has accomplished much, thanks to the efforts of many. Recent accomplishments include: a positive working relationship with regulators and other state agencies, meetings and programs that benefit all members, the successful distribution of information critical to legal operators, and the most successful and generous scholarship and charity programs in our industry. The pace of change and disruption seems to grow ever quicker and dramatic, but with a belief in our mission and our ever-growing team we are confident that we will be able to accomplish much more in the years ahead.



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(2019 CONVENTION continued from page 1)

Committee and board members met throughout the day on Wednesday to discuss CMSA business involving insurance, government affairs, membership and mili-



tary affairs. The outgoing Chairman **Alan Freese** met with board members later in the day to wrap up old business with the 2018-2019 CMSA Board of Directors. Freese later surprised board members with embroidered CMSA collared shirts with their name and logo of St. Jude Children's Research Hospital, his Chairman's Choice Charity, in appreciation for their service. Incoming Chairman Thomas McCarthy went over new business with the 2019-2020

Board of Directors. With the board's approval, it was determined that his Chairman's Choice Charity will be the Pancreatic Cancer Action Network (PANCAN) in honor of his mother whom he lost to pancreatic cancer.

On Thursday, golfers at the CMSA Annual Golf Tournament got an opportunity to play at the top-rated Maderas Golf Club in San Diego County. **Champion Risk Insurance Services L.P.** and **Vanliner Insurance Company** were the co-sponsors of the golf tournament and setup several beer stations for golfers to enjoy. First place went to **Mee's Moving & Storage**. Their four-some included **Jeff Naff, Greg Stenzel, Drew Filer**

**and Matthew Filer**. A \$10K hole-in-one contest at hole #7 was sponsored by **TransGuard Insurance Company of**



(2019 CONVENTION continued on page 7)

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(2019 CONVENTION continued from page 6)

**America.** No one won, but there is always next year!

Later that day, the CMSA Young Professionals (YP) Group made up of members under 45 years of age (or young at heart) received encouragement from longtime



CMSA leaders to become actively involved with the Association. CMSA Board Member and a YP Leader **Megan Andersen of Andersen Van & Storage** led the group in a fun Facebook-platform scavenger hunt. Participants received a list of challenges in which they had to post pictures and videos on Facebook to earn points. First place went to **Gavin Chabot of Golden West Moving Systems**; second place went to **Makenzie**

**Coelho of Burgess Moving & Storage**; and third place went to **Thomas McCarthy of McCarthy Transfer & Storage**. Winners received gift cards sponsored by **DEWITT Move World Wide, CDS Moving Equipment** and **Pioneer Packing**.

The Associate Member Meeting took place after the YP Group meeting with Associate Board Member Representative **Mitch Snelson of CDS Moving Equipment** leading the meeting to discuss old and new associate business. Associate members elected **Casey Myers of Champion Risk & Insurance Services**

as the new two-year Associate Board Representative. Thank you to **Mitch Snelson** for his service on the board.



Shortly following the meeting, the Exhibi-

(2019 CONVENTION continued on page 8)



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(2019 CONVENTION continued from page 7)

tors Welcome Reception sponsored by **New Haven Moving Equipment Corp.** was held in the main ballroom. The taco and slider stations got rave reviews along with the tray-passed kabobs. Guests enjoyed visiting exhibitors and mingling with old and new friends. Special thanks to Former Chairman **Rick Hosea** of **RenoRelo Worldwide LLC** for serving as Master of Ceremonies.

The Paradise Point Breakfast sponsored by **Victory Packaging** kicked off Friday morning. Masters of Ceremonies **Olga Gar-**



**cía and Griselda Gonzalez** of **CG Moving Company** called the Friday General Business Session to order. **Joe**

**Hammer** of **California Relocation Services** led the delegates proudly in reciting the Pledge of Allegiance. Incoming CMSA Secretary/Treasurer **Jesse Chabot** of **Golden West Moving Systems** said the invocation and paid respects 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 endurance athlete, "**Antarctic Mike**" **Pierce**. Pierce talked about the "Conqueror in All of Us" and how to unleash that conqueror.

Pierce got his nickname "**Antarctic Mike**" because he competed and finished the Antarctic Ultra Marathon, a 62.1-mile grueling run in cold and harsh conditions. He talks about the disciplines necessary to be successful in difficult situations.



**CMSA President Steve Weitekamp** addressed the significant events that occurred over the past year that affected CMSA and the moving industry. He later unveiled CMSA's new logo that the Association will be using to begin the next century in our Association's history.



(2019 convention continued on page 9)

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(2019 CONVENTION continued from page 8)

2018-2019 CMSA Chairman **Alan Freese** of **Peninsula Moving & Storage** followed by sharing his experience over the past year of meeting members, speaking at chapter meetings and participating in talks involving regulatory agencies.

This year's Regulatory Panel included the **Bureau of Household Goods & Ser-**



**vices (BHGS) Bureau Chief Nicholas Oliver** and his staff – Bureau Deputy Chief **Rita Wong**, Policy Manager **Yeaphana La Marr**, Special Investigator **Alda Aguirre** and Licensing Analyst **Jacqueline Castro**. Each panelist explained what role they played in the bureau and took questions from the audience. Delegates were happily surprised that the BHGS personnel not only participat-

ed in the Friday Business Session, but also stayed and attended other events as well. They were fully engaged in learning about issues that movers faced and listening to what movers had to say. This was a great milestone for CMSA to have its regulating agency come to a Convention in such force and support our industry.

After the Friday General Business Session, delegates headed to the Mission Bay Luncheon sponsored by **Paul Hanson Partners Specialty Insurance**. The speaker of the luncheon was **Joshua Shaw** of **Shaw/Yoder/Antwih**, our new legislative advocacy firm. Shaw talked about things that were accomplished over the past year and new legislative issues and its impact on our industry.



(2019 CONVENTION continued on page 10)



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(2019 CONVENTION continued from page 9)

Master of Ceremonies and panelist, **Jeanette Homan of Lambert Enterprises, Inc.**, opened the Military Breakout Session with a review of antitrust guidelines and in-



troduced **Dan Bradley 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 also included **Tim Helenthal of National Van Lines**, **Gary Dootson of Suddath Government Services** and **Matt Connell of Total Military**

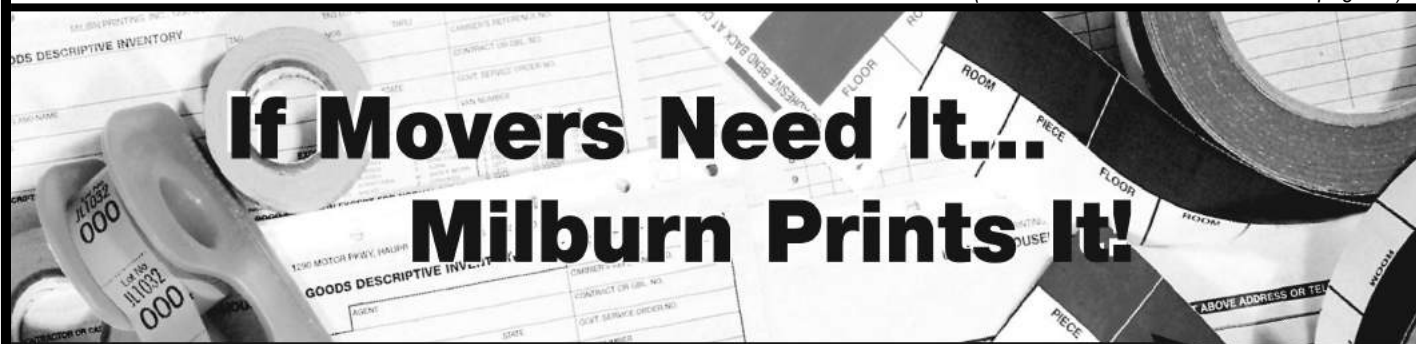
**Management (TMM)**. A lot of the conversation centered around DoD's outsourcing plans and the affect it would have on military moves. Refreshments were sponsored by **National Van Lines**, **Suddath Government Services** and **TMM**.

At the end of the day, guests were ready to hang loose at the Beach-Themed Dinner Party. It was a little chilly that evening, but many still came out in their best beach t-shirts and board shorts! One of the highlights of the evening were life-sized cut-outs of shirtless

beach hunks, former CMSA Chairman **Jay Casey** and CMSA President **Steve Weitekamp**, brought in by **CG Moving Company**. Photo seekers were charged



(2019 CONVENTION continued on page 11)



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(2019 CONVENTION continued from page 10)

\$5 to take a photo with the cut-outs to make money for the CMSA Charity Fund. As the evening went on, the crowd began to get rowdy when the “bandit mover” pinatas



came out. Attendees took turns being blindfolded and tried to hit the pinata with a stick while being belted with beach balls from the crowd.

**Dustin Sandoval** of **CDK Relocations Services** and **Jesse Chabot** of **Golden West Moving Systems** expertly maneuvered

and dangled the pinatas in front of the participants to make things even more challenging. **CMSA** President **Steve Weitekamp** gave lively commentary to add to the excitement. Guests also had fun taking photos in the photo booth and dancing to music by **SLK Entertainment**. Sponsors of this event included **Kentucky Trailer**, **McCarthy Transfer & Storage Co.**, **Arpin Van Lines**, **Atlas Van Lines**, **Interstate Van Lines**, **National Van Lines**, **northAmerican Van Lines**, **UniGroup** and **Wheaton|Bekins|Stevens**.

Delegates got up a little late after last night's party, but were still able to enjoy Saturday morning's Island Sunrise Breakfast sponsored by **Lambert Enterprises Inc.**

Master of Ceremonies **Vince Cardinale** of **Cardinale Moving & Storage** started the Saturday General Business Session and got things on track. **IAM** President **Chuck White** dove right in with this year's hot topic at the convention by giving a talk titled,



“What effect will DoD HHG outsourcing have on the worldwide moving market?”

**Thomas McCarthy** of **McCarthy Transfer & Storage** moderated the popular Van



Line Panel Discussion, which included **Steve Hermann** of **Atlas Van Lines**, **Mark Doyle** of **National Van Lines**, **Justin Umthum** of **northAmerican Van Lines**, **Patrick Baehler** of **UniGroup**, **Kregg Boreani** of **Wheaton|Bekins|Stevens** and **Mark Lundgren** of **Interstate Van Lines**. Panelists touched on a variety of topics, including, but not limited to, Internet/Social Media, capacity, industry consolidation and migration trends.

**Emily Cebulski** of **Move For Hunger** followed and announced achievement awards for the top performing movers from CMSA, which included **NorthStar Moving Company**, **Ace Relocation Systems Los Angeles** and **Ace Relocation Systems San Diego**.

The General Business Session was followed by the Saturday Excellence Awards Luncheon sponsored by **TMM**. Master of Ceremonies **Jesse Chabot** of **Golden West**



**Moving Systems** began the luncheon program by introducing **Special Olympics** Athlete **Lindsay Newman** along with Director of Corporate Sponsorships at Special Olym-

(2019 CONVENTION continued on page 12)

(2019 CONVENTION continued from page 11)

pics Southern California **Brandon Tanner**. They thanked CMSA members for their continued support of Special Olympics and were presented with a ceremonial check for \$5,000.

Also in attendance was **Jennifer West Castell**, Regional Manager of Field Development, who represented **St. Jude Children's Medical Research Center**. St.



Jude's was the recipient of 2018-2019 CMSA Chairman **Alan Freese's** Chairman's Choice Award of \$5,000. **Freese** also raised

money with a Go Fund Me fundraiser and a generous donation by **Victory Packaging** to make the total donation \$12,000!

**CMSA President Steve Weitekamp** then announced this year's scholarship winners, which included the last year of an incredible five-year commitment of the CMSA Chair-



man **Sue Geissel Memorial Scholarship** funded by the **Geissel** family, owners of **Galbraith Van & Storage Co.** A total of \$85,000 in scholarship money will be distributed this year to deserving scholarship winners. Students who attended the luncheon

(2019 CONVENTION continued on page 13)

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(2019 CONVENTION continued from page 12)

thanked the membership and told delegates what school they were attending and what major they were pursuing.

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. For the second year in a row, the Chapter of the Year award went to **Griselda Gonzalez** and **Olga Garcia** of **CG Moving**



**Company** on behalf of the **CMSA Northern Region Chapter**. Way to go ladies!

Retiring CMSA Board Member **John Lance** of **NMS Moving Systems** and Associate Board Representative **Mitch Snelson** of **CDS Moving Equipment** were honored for their service with a plaque.

At the conclusion of the luncheon, all delegates were invited to an early informal reception at 2019-2020 Chairman **Thomas McCarthy**'s suite with a stunning view of



Mission Bay.

The formal Chairman's Reception and Dinner/Ball was sponsored by **CDS Moving Equipment**. CMSA Vice-Chairman **John Chipman Jr.** of **Chipman Relocation** an-

(2019 CONVENTION continued on page 14)

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nounced **Thomas McCarthy** of **McCarthy Transfer & Storage** as the 2019-2020 CMSA Chairman. **McCarthy** made his



grand entrance escorted into the ballroom by a long procession of former CMSA Chairmen to the Darth Vader theme song from "Star Wars."

Outgoing Chairman **Alan Freese** of **Peninsula Moving & Storage** was thanked for his service and presented with the chairman's gavel plaque along with an honorary

lifetime membership certificate and chairman's gift in appreciation for his service to the association.

Incoming Chairman **Thomas McCarthy** was introduced to delegates by his father and former 2009-2010 Chairman **Tim**



**McCarthy**. Tim was very proud of Thomas and all his accomplishments. He talked about how the CMSA has had past chairmen from the same family – spouses, siblings, parent-child, but how he and Thomas were the first family chairmen combo to be

(2019 CONVENTION continued on page 15)

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(2019 CONVENTION continued from page 14)

Tallest CMSA Chairman and the Best-Looking Chairman! He would leave it up to the delegates to decide who was who.

Chairman **McCarthy** thanked his family and fellow CMSA members for the opportunity to be chairman.



He talked about his term being known as the Legacy Board because all his Executive Committee members are second or third generation of family movers.

**McCarthy**

announced that his Chairman's Choice Charity would be the **Pancreatic Cancer**

**Action Network** in honor of his mother.

**McCarthy** was formally installed as the 2019-2020 CMSA Chairman with the passing of the ceremonial gavel from 2018-2019 Chairman **Alan Freese**. The rest of the night was spent dancing to the music by **DJ Louis**



**Kim of SLK Entertainment**. Thank you to all the delegates for supporting the CMSA Convention! Next year marks our association's 102nd Annual Convention. Please join us April 14-19, 2020 in Lihue, Hawaii at Kauai Marriott!



## Association Leaderboard Report

Association	Enrolled Movers
1 California (CMSA)	69
2 Southwest Movers (SMA)	47
3 Illinois (IMAWA)	43
4 Florida (FMWA)	34
5 New Jersey (NJWMA)	25

## Top Member of the Month

1. Northstar Moving Corporation

## CMSA Report Food Collected and Delivered

Monthly	Year to Date	All Time
14,959 lbs.	115,258 lbs.	1,129,922 lbs.
12,466 meals	96,048 meals	941,018 meals

## Top Agents of the Year

1. Ace Relocation Systems of San Diego
2. Daly Movers
3. Northstar Moving Corporation



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## CMSA Unveils its New Logo at the Convention



### *Historical CMSA Logos*



## Central Valley Chapter's Pre-Peak Season Meeting



On May 5, the CMSA Central Valley Chapter, under the leadership of Jeanette Homan and Rhonda Stephens, conducted an extremely successful meeting. In addition to their annual meeting in preparation for the peak season, they welcomed freshman Congressman TJ Cox to their meeting. All in attendance shared with the congressman their concerns about TransCom's single source outsourcing initiative that is being pushed without a detailed review of its potential impact. The congressman was flying to DC within hours of the meeting and was made aware that this initiative would be voted on at the NDAA meeting. Cox spoke to those in attendance and stated that he understood the importance of what movers do and realizes that this could be a huge mistake!



## ***2019 Convention Exhibitors***

***Thank you to the CMSA Associate Members who continue to support the moving industry throughout the year by sponsoring chapter meetings and fundraisers, as well as exhibiting at the annual CMSA convention!***



**AIS, Inc.**  
Jason Hopkins, Mark Hopkins



**American Auctioneers**  
Ron Scheenstra, Kathy Scheenstra



**Arrow Truck Sales**  
Jim Taber, Tom Brancato



**CDS Moving Equipment, Inc.**  
Hector Buendia, Steve Dooley,  
Mitch Snelson



**Champion Risk & Insurance Services, L.P.**  
Casey Myerrs, Steven Dietz,  
Bob Swanson



**Compumove Systems Corp.**  
Mark Millian, Sam Triantis

(CONVENTION EXHIBITORS continued on page 25)





**Custom Movers Services, Inc.**  
Guy Lambert



**DEWITT CO./Royal Hawaiian Movers**  
Jeff Nadeau, Alex Zapata



**eTransport Solutions, Inc.**  
Ronnie Busacco, Bob London



**J & S Paper Co**  
Ken Jordan, Dustin Ulmer,  
Ricky Greene



**Kentucky Trailer**  
Mark Lee, Randy Doering



**Milburn Printing**  
Lisa Quinn



**MiniMoves, Inc.**  
John Alianello, Brittney Bloom



**Move For Hunger**  
Emily Cebulski



**MoversSuite by EWS**  
Mike Marxer



**Moving.com**  
Jason Clark, Steven Strubbe



**MSB Packaging Company**  
Jack Van Wey



**National Van Lines, Inc.**  
Paul Gregory, Tim Helenthal,  
Mark Doyle





**New Haven Moving Equipment Corp.**

Blake Doran, Rob Longo, Larry Levine,  
Matt Hastings, Mark Hildreth



**Nippon Express USA, Inc.**

Eugene Matsumoto,  
Takayuki Yoshihama



**Paul Hanson Partners**

Paul Family: Marvin, Lisa, Renee,  
Curtis, Braxton and Kayden



**Permit Puller**

Carla Kaufman



**Pioneer Packing, Inc.**

Gary Blower, Jeff Blower,  
Terry Notko



**Plycon Transportation Group**

John Felactu



**Relo Solutions Group**

Jim Walsh, Kathy Walsh



**Relocation Movers' Services**

Kimberly Barbara-Lopez



**Remedy Payment Solutions**

Alexander Dimitracopoulos,  
Zach Baz



**Robinson Oil Corporation**

Ali Mortezaei



**Storage Auction Experts**

John Cardoza, Donna Cardoza



**Trans Advantage, Inc.**

Mark Dziergowski, Tim Siner





**TransGuard Insurance Co.**  
Bryan Orfila, Jean Nederloe,  
Orlando Gutierrez



**Vanliner Insurance Company**  
Debra Emery, Mike Lucas



**Victory Packaging**  
Rick Bruns, Nishat Jones, Bryan  
Martinez, Gary Ward, Rich Rosas

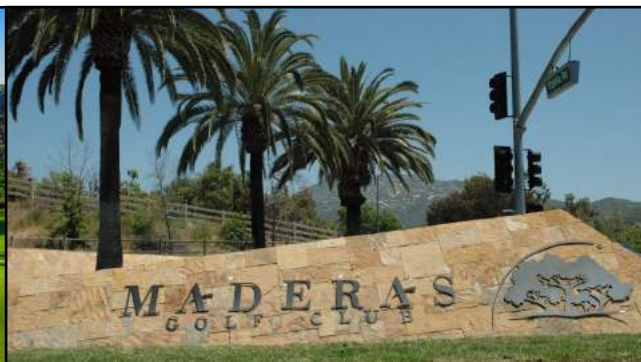


**Yembo, Inc.**  
Brian Jesup





# Members Compete in the **2019 Convention Golf Tournament** at Maderas Golf Club



Rita Wong, Steve Weitekamp,  
Bob London, Nicholas Oliver



Mark Raby, Kevin Boyer,  
Paul Cohen, Dave Baloun



Bob Warner, David Frank  
Jack Van Wey, Lenny Gollnick



Jeff Naff, Greg Stenzel  
Drew Filer, Matt Filer



Kregg Boreani, Shane Dooley  
Steve Dooley, James Kennedy



Dustin Sandoval, Bryan Martinez,  
Matt Hastings



Rick Curry, Mark Lundgren  
Tom Steinhauer, Rick Curry, Jr



Jim Taber, Mark Doyle,  
Tim Helenthal, Thomas McCarthy



Joe Hammer Sr., Paul Gregory  
Jason Hopkins, Kevin Roberts





John Kay, Bruce Orlebeck,  
Chad Cash, Ron Mallonee



Mark Macy, Scott Coyle  
Clint Arnett, Tim Kessler



Casey McCann, Todd Helms,  
John Rochex, Bob Fraser



Ron Scheenstra, Claret Fitch-Hosea  
Rick Hosea, Marshall Lambert



Spencer Reed, Kyle Messer  
Justin Umthum, Eric Jefferson



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Thank you to our sponsors,  
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# NEW MEMBER SPOTLIGHT

**EXCEL<sup>®</sup>**  
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Excel Restoration specializes in fire and water damaged contents. Certified technicians and estimators are trained to evaluate damages from fire, water, category II & III losses. Excel holds over twenty certifications in the restoration industry. Our vast arrange of services include packing, moving, restoring, and cleaning after a fire. Excel is preferred by most major insurance carriers.



Acme Car Shipping, a licensed, bonded and fully insured auto transportation broker, serves the relocation industry and their clients. We offer open and enclosed trailers, shorter deliveries, automatic updates and exceptional service. We specialize in shipping throughout the US and Canada. Let us show you how We Make It Simple.



Arrivy helps deliver perfect customer experiences. Arrivy's cloud-based platform connects moving businesses and their customers in real-time and engages them through the last mile, automating communications via SMS/email and UBERizing the customer experience. With connections to most CRM/Calendar and Fleet Tracking services, Arrivy makes you more efficient while delighting your customers.

**CarsArrive**  
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Shift into simple.



Shift your auto shipping into high gear! CarsArrive offers your service team transparent order management while providing a simple-to-use, convenient shipping process for your customers. With 2 million+ vehicles transported annually, CarsArrive is the partner of choice for relocations focused on service excellence. CarsArrive is a KAR Auction Services company (NYSE:KAR).

(NEW MEMBER SPOTLIGHT continued on page 31)



**UMS Banking**<sup>SM</sup>  
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UMS Banking has been providing the latest payment solutions for over 30 years. We drive integrated financial services, software solutions, business management tools, and intelligent dashboards to help business clients succeed in today's market. We are now powered by Celero Commerce for even more products and technology.



SMS are Google Experts focused on Digital Marketing for home service providers. When it comes to moving in the COD market, moving companies live and die by their keyword strategy in Google AdWords. While you move people from town to town, we move websites through the internet.

## CALENDAR OF EVENTS

Wed., May 22	MAX4 Tariff Workshop Cerritos, CA	Fri., Oct. 12	Monterey Chapter Golf/Bocce Tournament
Tues., June 11	MAX4 Tariff Workshop Sacramento, CA	April 14 - 19 2020	2020 CMSA Convention Lihue, HI
Tues., June 18	MAX4 Tariff Workshop Cerritos, CA		



## 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](mailto:rhifumi@thecmsa.org) to place your advertisement.

### EMPLOYMENT OPPORTUNITY

Watford Moving and Storage is seeking a full-time **Sales Professional** in the moving industry. We offer salary and commission. Looking to hire ASAP in Santa Clarita. Please call Daniel at 661-295-7758 for more info.

### FOR SALE

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Kirk 310-725-9151 x311

### EMPLOYMENT OPPORTUNITY

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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.

*It pays to advertise !!*

### 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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# Young Professionals Corner



CMSA Young Professional (YP) Group at 2019 convention. Congratulations to CMSA Board Members Thomas McCarthy, Megan Andersen and Jesse Chabot for the development of the group, and additional thanks to Megan for organizing an online scavenger hunt for the convention. This year the CMSA Board of Directors approved the YP Group as a subcommittee of the Membership Committee.



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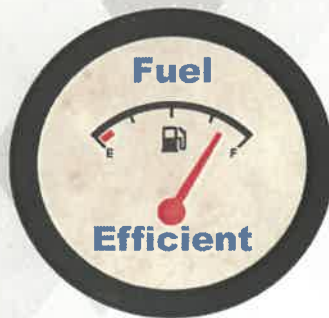
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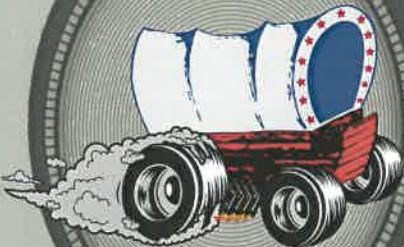


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