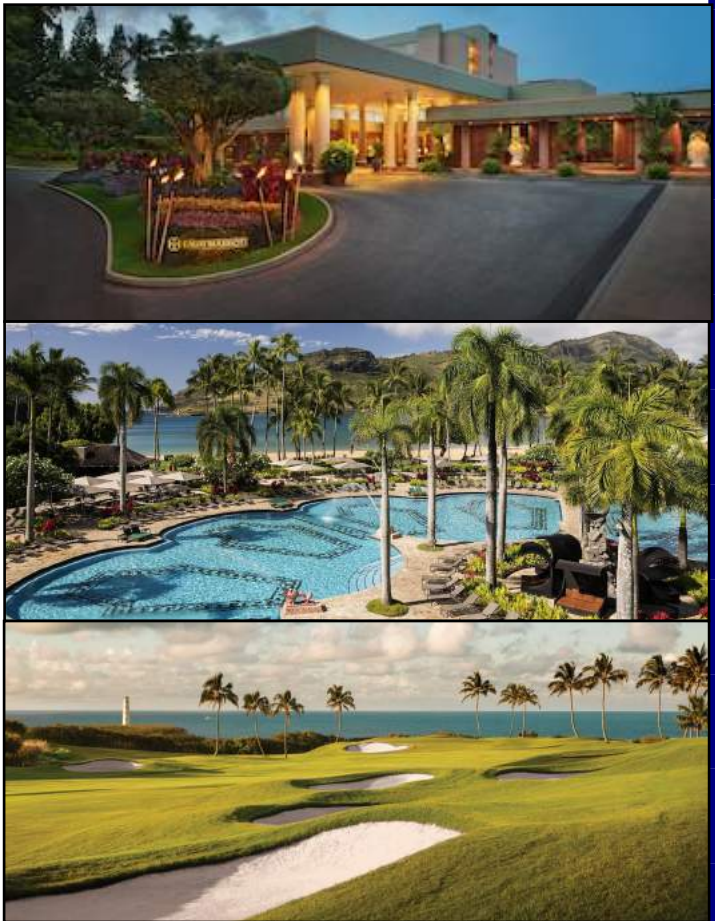


## CMSA Prepares for the 2020 Convention “Making Memories in Flip Flops”

CMSA’s 2020 Convention theme is “Making Memories in Flip Flops” and is being held at the Kauai Marriott Resort in Lihue, Hawaii from April 14-19, 2020. Come and mix work with pleasure as we hold our upcoming 2020 convention in paradise!

The Kauai Marriott Resort is a beautiful property located on Kalapaki Beach on the Hawaiian island of Kauai. Enjoy captivating sunsets, breathtaking bay views, and beachside fun. The resort offers top tier amenities and modern rooms and suites with ocean, pool and garden views. Guests have five delicious onsite dining options to choose from; a family-friendly, heated, outdoor pool – one of the largest in Hawaii; and there is even a spa to enjoy a facial or relaxing massage!

While the resort offers great opportunities to just de-stress and have a cocktail, it also offers a range of opportunities for those seeking a little adventure as well. The resort activity partners include: Jack Harter Helicopters, Kipu Ranch Adventures, Kauai Backcountry Adventures, and True Blue



(2020 Convention continued on page 5)

**2020 CMSA Scholarship Application  
Included in this Issue**



## CHAIRMAN'S CORNER

by Thomas McCarthy

I come to you once again from somewhere high above California; I am on my way home from the Northern Chapter meetings. It was a whirlwind trip from the Napa area, down into San Francisco, then finally over to Sacramento. This has been a great opportunity for CMSA members to come together to discuss current events facing all of us. All three meetings were well attended, and I think we had great dialogue. Everyone has many questions about AB5 and of course Outsourcing by the military, so having this opportunity to engage with one another is so important.

At my first meeting in the North Bay, it looked like I had everyone hanging on every word I said. They seemed to be intently focused and almost cheering for me at random times. Turns out the World Series was on the TV behind me, but for a minute I thought, *dang I am good*. Seriously though,

the game was on behind me and the group did a great job keeping up with both.

This has been a crazy month for me so far as I have been traveling a lot; last weekend was spent in Rancho Mirage at the Omni Rancho Las Palmas resort for our Fall Board Meeting. This will be the location of our 2021 convention following our 2020 Kauai convention. The resort is right on a golf course and has a pool with a lazy river, water slides and pool bars so it should be a good time.

We had a lot of issues to discuss, but the predominant topic was AB5. A bill in my opinion designed to go after Lyft and Uber, but in the end snagged so many more. While we have been fighting for any kind of carve out for our industry, those that have been voted into office seem to have little opinion for movers. If you are a realtor or hairdresser, well hey no sweat, but if you are a moving company or a driver for Lyft or Uber, California is coming for you.

In case you didn't know, I am not an attorney so these are just my opinions, but it seems like California really wants to do

(CHAIRMAN'S CORNER continued on page 4)

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## PRESIDENT'S COMMENTS

By Steve Weitekamp

In preparation for a monthly column, I frequently review my most recent work diary. This month, I came across a September 2014 note included in my chapter presentation for the same timeframe. I generally start with a theme and build around it. In 2014, I wrote: "The Two overriding themes of the current California legislature are; Fossil Fuels are bad and any and all steps to reduce their use are good, and Employees need protection. The majority of the California Legislature believe that Independent Contractors are just a scheme to take advantage of employees and for a business to avoid responsibility and taxes."

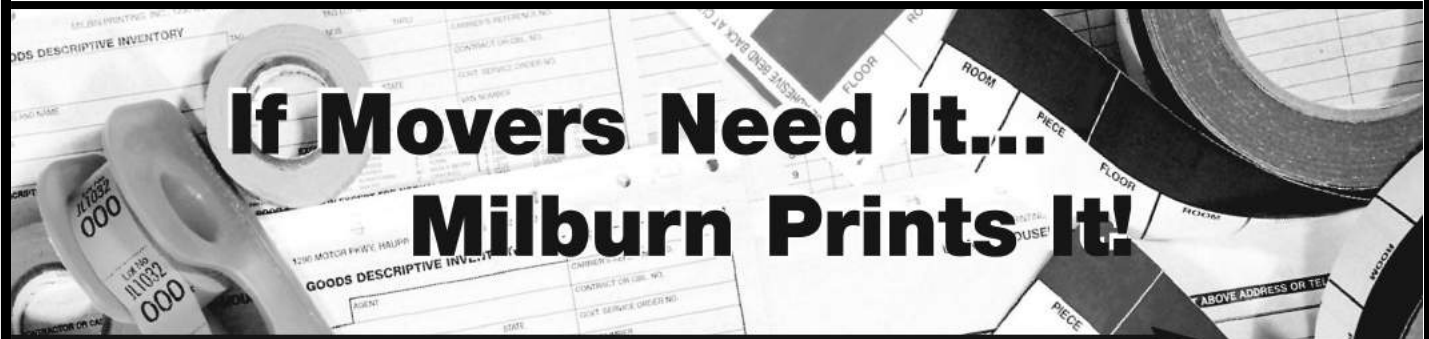
Now as then, many disagree on the validity of these ideas, but what is not up for debate is that we have a Supermajority democratic legislature and a like-minded

Governor, who by their actions firmly agree with the aforementioned themes.

So, the question is how we address the issues that appear critical to our business models, while attempting to work within a challenging environment. Some propose a philosophy that I first became familiar with in my school days while reading Ayn Rand's hefty novel *Atlas Shrugged*. To summarize, it is about productive and unappreciated members of society that pick up the pieces of their lives and leave. The "romantic" notion is that without the doers, the economy will wither and fail. The challenge particularly for movers is that California still is where the work is, with an economy that continues to grow and an extremely large and transient population. To say nothing of the fact that for many of us, this beautiful state is and has always been our home.

So back to the issues. The California Moving and Storage Association (CMSA) has had a positive influence in regulations related to the California Air Resources Board (CARB); sharing the story of the vocational trucking industry, helping to secure

(PRESIDENT'S COMMENTS continued on page 4)



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(CHAIRMAN'S CORNER continued from page 2)

away with the IC model unless they can be a standalone business with employees and everything that goes with it. In our industry, we need to get trucks, have our own location, set up a website, have employees, you know the list. The question is, will the current ICs want to go through all that trouble. Will it be time for them to make a change? Then what about the owner operators that haul tonnage for your Van Lines? What is in store for them?

I would say that out of all the strife we are working through, the ray of sunshine is getting to spend time with our Association President, our CMSA Board of Directors, as well as our CMSA members out at chapter meetings. I get the opportunity to work through these challenges with everyone. As an industry, we must continually adapt and evolve; and once again, this is our time to rise up and figure this out!

In November, I hit three more chapters and will have only two more chapters left to go. As we work through our month and start planning our Thanksgiving holiday, I am

thankful to all of those that have opened their homes and businesses to welcome me in my travels, and I am so grateful for my wife and my kids who make home such a great place to miss. I wish you all a very happy Thanksgiving.

(PRESIDENT'S COMMENTS from page 3)

delayed implementation, and being party to the process that created a separate implementation schedule for class C trucks.

Regarding AB 5, while not all the news is negative, we still have work to do. CMSA intends to approach this issue from several fronts, including once again attempting to address it through legislation. With the release of a 2020 tentative legislative calendar, CMSA is already setting appointments and working on an Association Legislative Day with the goal of positively impacting the regulatory and legislative environment in which we operate.

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Happy  
Thanksgiving





(2020 CONVENTION continued from page 1)

Charters. Take a tour in a helicopter, go off-roading in a privately-owned cattle ranch, ride in a tube down an old sugar plantation irrigation system, zipline over a lush tropical forest, go deep-sea fishing or hike Kauai's many trails.

We know that many delegates are planning to make this a family vacation or are trying to carve out some me-time at this convention. To help make the most of your trip to Kauai, we are going to have focused General Business Sessions and Luncheons, so you have time in your schedule to enjoy paradise!

We will still have all the important committee meetings and board meetings to take care of association business as well as the popular Exhibitors Welcome Reception, Young Professionals Group Meeting, Military Breakout Session, Van Line Panel Discussions, and the Chairman's Ball. However, what would a convention on Kauai be if we didn't also make time for delegates to go on a fern grotto boat cruise and enjoy a Hawaiian luau!



Delegates will also have the opportunity to play at the scenic Ocean Course on Honouliuli, a Jack Nicholas Signature course named "Hawaii's Best Golf Course" in the 2018 World Golf Awards. The course winds its way through mango and papaya groves to dramatic seaside cliffs and boasts the longest stretch of oceanfront on all of Hawaii.

This year's General Business Sessions will focus on AB 5 and how it may affect movers' longstanding relationships. There will also be informative discussions on the local, national and international moving and

(2020 CONVENTION continued on page 6)

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storage markets from leaders in the moving industry. The Military Affairs Breakout session will provide any updates on the status of the Global Household Goods Contract and insight on peak season issues to avoid. Meet van line executives at the Van Line Panel Discussion, get their view on topics affecting agents and ask questions about their predictions for 2021.

The Convention will wrap up with the Chairman's Ball when delegates cheer on Chairman Elect John Chipman, Jr. of Chipman Relocation & Logistics as he is passed the ceremonial gavel. It will be a party to remember!

Be sure you register to attend the 2020 Convention by calling CMSA at (562) 865-2900 or by completing and returning the registration form included in this issue. Members who pay for their full registration by February 16, 2020 will be entered in a drawing for a chance to win a \$50 prize!

Hotel reservations should be made using the reservation link on CMSA's Convention

web page or calling Marriott directly at (800) 220-2925 and mentioning the California Moving & Storage Association.

Please be aware that no one from the resort will be calling you and CMSA is not working with, nor affiliated with, any housing company. If you are contacted by anyone offering to help you make your reservation or promising a lower rate, please do not engage. CMSA has negotiated the best rate directly with the hotel (\$239 + tax per night with a discounted \$10 daily resort fee). Any other reservation method may result in making yourself vulnerable to credit card fraud and NOT getting a room for the Convention. Don't miss the 2020 Convention. Register today!



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# 102nd Annual CMSA Convention Schedule - 2020

## **TUESDAY, APRIL 14**

- 3:30 p.m. – 5:30 p.m. Executive Committee Meeting
- 6:30 p.m. – 10:00 p.m. Movers & Shakers Reception/Dinner for Board, Committee Members & Chapter Presidents *(By Invitation Only)*

## **WEDNESDAY, APRIL 15**

- 8:30 a.m. – 6:00 p.m. Registration Desk Open
- 9:00 a.m. – 3:00 p.m. Board of Directors Meetings
- 9:00 a.m. – 9:30 a.m. Insurance Committee Meeting
- 9:30 a.m. – 10:30 a.m. Government Affairs Committee Meeting
- 10:30 a.m. – 11:00 a.m. Membership Committee Meeting
- 11:00 a.m. – 12:00 p.m. Military Affairs Committee Meeting
- 3:00 p.m. – 5:00 p.m. Early Exhibitor Setup

## **THURSDAY, APRIL 16**

- 7:30 a.m. – 8:30 p.m. Registration Desk Open
- 9:00 a.m. Golf Tournament
- 8:00 a.m. – 5:00 p.m. Exhibitor's Setup
- 4:00 p.m. – 5:00 p.m. Young Professionals Meeting

- 5:00 p.m. – 6:00 p.m. Associate Member Committee Meeting
- 6:30 p.m. – 9:00 p.m. Exhibitors Welcome Reception

## **FRIDAY, APRIL 17**

- 7:30 a.m. – 12:00 p.m. Registration Desk Open
- 8:00 a.m. – 9:00 a.m. Garden Isle Breakfast
- 9:00 a.m. – 11:00 a.m. General Business Session
- 11:30 p.m. – 1:00 a.m. Kalapaki Bay Luncheon
- 1:00 p.m. – 2:30 p.m. Military Breakout Session
- 2:45 p.m. – 10:00 p.m. Fern Grotto Tour/Hawaiian Luau

## **SATURDAY, APRIL 18**

- 8:00 a.m. – 12:00 p.m. Registration Desk Open
- 8:00 a.m. – 9:00 a.m. Lihue Sunrise Breakfast
- 9:00 a.m. – 11:00 a.m. General Business Session
- 11:30 a.m. – 1:00 p.m. No Ka Oi Awards Luncheon
- 12:30 p.m. – 3:00 p.m. Booth Tear-Down
- 6:00 p.m. – 7:00 p.m. Chairman's Reception
- 7:00 p.m. – 11:00 p.m. Chairman's Dinner/Ball

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# **CMSA College Scholarship 2020**

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 2020-2021 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 5, 2020** to: CMSA, 10900 E. 183rd St., #300, Cerritos, CA 90703, or e-mail to [information@thecmsa.org](mailto:information@thecmsa.org) or fax to: (562) 865-2944. Winners will be notified by **March 13, 2020**. The awards recognition will take place at the CMSA's 102nd Annual Convention at the Kauai Marriott Resort & Beach Club, Lihue, HI, **during the Awards Luncheon, April 18, 2020**.

## **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:

***Describe the most significant challenge you have faced and the steps you have taken to overcome this challenge. How has this challenge affected your academic achievement?***

## **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 2020-2021 academic school year only.

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



# **2020 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: \_\_\_\_\_  
Street City, State, ZIP

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:

***Describe the most significant challenge you have faced and the steps you have taken to overcome this challenge. How has this challenge affected your academic achievement?***

**Once you have been notified as being a scholarship recipient, you will have 10 days to confirm scholarship notification or you will forfeit the scholarship.**



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# MEMORIAL BULLETIN

## Allen J Sidor 1956–2019



Allen Joseph Sidor born October 6, 1956 in Hackensack, New Jersey passed away Sunday, October the 28th in his home surrounded with love by his family. Known to most as “Al,”

he was born to Olga and Joseph Sidor, and had one sibling, his brother Ronald. It was in New Jersey 1978, where he would meet his first love, Faith Mitchell; they married in 1979 and Faith would give birth to his greatest source of pride, his son Ryan four years later.

Al was a man of great work ethic and talent. At the young age of 16 years old, he would earn his pilot's license. At 18 years old, he would attend Embry Riddle University, graduating in 2 ½ years with a degree in Aeronautical Science.

He always had the dream of working for himself and reached outside the scope of his degree and started his own cigarette vending company in New Jersey. Al and his wife Faith also worked operating an ice cream truck and in 1980 he saved enough money to move across the country to Catalina Island CA.

Allen took a job selling furniture on the Island while his wife worked in a local restaurant. Seeing there was not much of a future on the small island, they moved to Torrance California where Al took a job as a flight instructor. He then saw an opportunity to take a more stable and lucrative job for

Continental Airlines as a flight planner.

In 1981, Al lit both ends of his candle and started the CDS Moving Equipment, Inc. Working nights at Continental and building his business during the day, an exhausting labor of love. Countless hours assembling dollies in the living room and garage. He would offer competitive pricing and offer free delivery of products to his clientele. It turned out he was correct, in 1984 he was able to purchase his first home in Torrance, CA. In 1996, he moved to Laguna Hills.

CDS had grown with multiple locations over the years. Throughout its growth, Al had many opportunities to make a quick buck by compromising his integrity or selling it off to the multiple inquires over the years. He never did. Al would say, “Nah, there's no need to sell. I love our environment and our people who make it all happen. It's the relationships with both customers and employees that makes this a fun endeavor.”

Al loved travelling, one of his favorite past times was cruise ships. He also loved live sporting events and a constant highlight for him would be attending them surrounded by friends and family. A good dinner, with great company and maybe later a good cigar was one of Al's favorite ways to spend an evening. Should you like to honor Al, treat others with respect and care, be generous, enjoy the good stuff and if you play video poker, for God's sakes, bet max lines for the bonus and please, PLEASE bet dollars not quarters.

Contributions to PANCAN (Pancreatic Cancer Action Network) can be made to CMSA. Please make checks payable to CMSA Charity Fund and note Al Sidor in the memo section. CMSA will present all contributions to PANCAN at the 2020 convention.



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## CALENDAR OF EVENTS

Thur. Nov. 7      Orange County/  
Beach Cities Chapter  
Golf Tournament

Tues., Nov. 12      Twin Counties  
Chapter Meeting

Wed., Nov. 13      San Diego  
Chapter Meeting

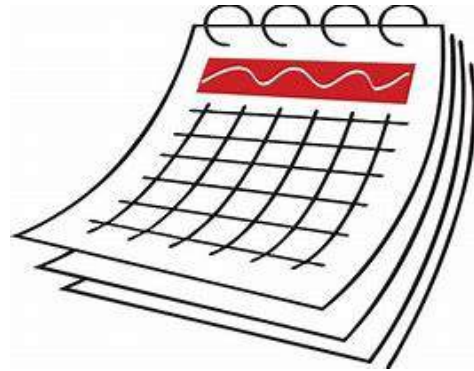
Friday, Nov. 15      Sacramento Chapter  
Golf Tournament

Tues. Nov. 19      Mid Valley  
Chapter Meeting

Wed. Nov. 20      Monterey Bay  
Chapter Meeting

Thur. Nov. 21      Central Coast  
Chapter Meeting

**April 14-19, 2020      102nd CMSA  
Convention  
Kauai Marriott Resort  
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**Storage Vaults—FREE!!!** Call Kennedy Van & Storage at 415-826-5605.

### FOR SALE

Fairbanks 5'x7' platform scale with digital readout  
Aluminum ramps & Split ramps  
Refer dollys & Safe dollys  
Machine & Library carts  
Storage vaults  
Call 661-942-7515

***Place your classified ad today!  
It pays to advertise !!***

### 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.

### FOR SALE

Profitable & Popular Moving & Storage concern in the greater Palm Springs, CA area. Gross \$2 Million. Asking \$1,100,000.

- Excellent location close to a major freeway. Authority in CA and national van line affiliation for long distance.
- Occupying 32,000 SF with a ceiling of 24', 8 moving trucks, 7 trailers. 10 year lease or purchase real estate.
- Call or email for NDA. Michael Manion (CADRE01256725) Agent (760) 641-3248 [michael@cabizopps.com](mailto:michael@cabizopps.com).

### 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.



***CMSA Board Members and family enjoying some down time at the Fall Board Meeting, October 19, 2019, Palm Springs, CA L to R: Shiree Hammer, Ayme McCarthy, Steve Weitekamp, Brett Dolman, Karl Andersen, Jesse Chabot, Sovann Chabot, Gavin Chabot, Thomas McCarthy, John Chipman Jr., Kyle Dysthe and Dylan Dolman***



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MOVE WORLDWIDE**

A DEWITT COMPANY

**YOUR ONE STOP CONNECTION**  
to Hawaii, Alaska & Guam



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We offer twice weekly service to all islands. Our rates include fuel surcharges and delivery services up to 50 miles from the port of **Oahu, Maui, Hilo or Kona.**



**ROYAL ALASKAN MOVERS**  
A DEWITT COMPANY

#### ALASKA

Our all in rate includes fuel surcharges and delivery services up to 50 miles from the port of **Anchorage, AK.**



**DeWitt Guam**  
A DEWITT COMPANY

#### GUAM

We are the Guam experts. Our all in rates include fuel surcharges and delivery services anywhere in **Guam.**

**CONTACT US FOR A QUOTE TODAY**

[www.DeWittMove.com](http://www.DeWittMove.com)  
[info@DeWittMove.com](mailto:info@DeWittMove.com) | 858.560.1621



# Join CMSA for our 102nd Annual Convention



We're Kauai bound April 14–19, 2020 and our adventure is filled with fun for the whole family! Check out these rates:

Run of the House (ROH) \$239.00  
(\*ROH means type of room based on hotel availability.)

THE ABOVE RATES APPLY THREE (3) DAYS BEFORE AND AFTER THE CMSA OFFICIAL DATES ON A SPACE- AND RATE-AVAILABLE BASIS.

**GROUP RATE CUT-OFF DATE IS MARCH 16, 2020.**

Hotel rates are for single or double occupancy and subject to state and local taxes (currently 14.416%) in effect at the time of check-in.

Maximum room occupancy is four (4) persons. Charges for a third and fourth person are \$50 per person per night, except that there is no additional charge for children (18 years old and under) when accompanied by a paying adult.

CMSA convention attendees have the following special ADDED BENEFITS:

- Discounted resort fee of \$10 plus tax per room, per night to include self-parking, Wi-Fi and bottled water daily.
- 10% Discount on activities booked through hotel concierge.
- 10% discount for on-property Enterprise Car Rental
- 10% discount on Alexander Day Spa massage services.
- Complimentary Wi-Fi in meeting rooms.

## Convention Registration Fee – \$535

Check our website for Convention and Exhibitor Registration at:  
<http://bit.ly/CMSA2020Convention>

## **CMSA CONVENTION PARTNERSHIPS/ADVERTISING/DOOR PRIZE FORM**

### **EVENTS AVAILABLE FOR PARTNERSHIP**

- |   |        |                                |
|---|--------|--------------------------------|
| 1. Tues.  | Apr 14 | Movers & Shakers Reception*    |
| 2. Tues.  | Apr 14 | Movers & Shakers Dinner**      |
| 3. Thurs.   | Apr 16 | Golf Tournament*               |
| 4. Thurs.   | Apr 16 | Exhibitors Reception*          |
| 5. Fri.   | Apr 17 | Garden Isle Breakfast          |
| 6. Fri.   | Apr 17 | Kalapaki Bay Luncheon*         |
| 7. Fri.   | Apr 17 | Hawaiian Dinner Event          |
| <i>(Unlimited sponsorships available for this event.)</i> |        |                                |
| 8. Sat.   | Apr 18 | Lihue Sunrise Breakfast        |
| 9. Sat.   | Apr 18 | Nō Ka 'Ōi Awards Luncheon*     |
| 10. Sat.  | Apr 18 | Chairman's Reception & Dinner* |

### **PARTNERS**

DEWITT CO./Royal Hawaiian Movers
TransGuard Insurance Co. of America
Champion Risk & Ins Svs/Vanliner Ins.
New Haven Moving Equipment
Victory Packaging
Paul Hanson Partners
Kentucky Trailer &
Van Line Companies
Lambert Enterprises
TMM
CDS Moving Equipment

\* Invitation Only Event / \* Sponsorship of Major Event (includes 2 Free Registrations) - \$2,900 /  
All Other Sponsorships (includes 1 Free Registration) - \$1,900

Event # \_\_\_\_\_ Amount \$ \_\_\_\_\_

### **PERSON CLAIMING FREE CONVENTION REGISTRATION(S):**

Name \_\_\_\_\_ Badge First Name \_\_\_\_\_

\*Name \_\_\_\_\_ Badge First Name \_\_\_\_\_

Company \_\_\_\_\_

Phone \_\_\_\_\_ E-mail Address \_\_\_\_\_

Special Food Requests (e.g. vegetarian, gluten-free, vegan, etc.): \_\_\_\_\_

*We will notify you whether your requests can be accommodated and if any additional fees are necessary.*

For any additional persons registering, be sure to use the Convention Registration form.

Make checks payable to CMSA or use your Visa, MasterCard or Discover Card.

( ) Check enclosed ( ) Visa ( ) MasterCard ( ) Discover

Name on Card \_\_\_\_\_ Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_ Three-Digit Code on Back of Card \_\_\_\_\_

Billing Address \_\_\_\_\_ Billing ZIP \_\_\_\_\_

~~~~~  
☒ YES, I want to support CMSA with a door prize.

Contact Name \_\_\_\_\_ Company \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Door Prize(s) \_\_\_\_\_

**Return with payment and/or door prize(s) to CMSA, 10900 E. 183<sup>rd</sup> St., #300, Cerritos CA 90703  
or fax form to: (562) 865-2944. For questions, call Renee Hifumi at (562) 865-2900.**



**CMSA 102nd Annual Convention Registration Form**  
**April 14-19, 2020**

**EARLY REGISTRATION DEADLINE: FEBRUARY 16, 2020**  
**FULL registrations paid by FEBRUARY 16, 2020 are eligible**  
**for the drawing to win \$50 CASH on April 16, 2020!**



First CMSA Convention? (Y/N) \_\_\_\_\_  
Interested in joining the CMSA Young Professionals Group? (Y/N) \_\_\_\_\_

Register the following company's representatives.

CMSA Member \_\_\_\_\_ Badge First Name \_\_\_\_\_  
Guest \_\_\_\_\_ Badge First Name \_\_\_\_\_  
Guest \_\_\_\_\_ Badge First Name \_\_\_\_\_  
Company \_\_\_\_\_ Phone (\_\_\_\_) \_\_\_\_\_ Email \_\_\_\_\_  
Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_  
Date of Arrival \_\_\_\_\_ Date of Departure \_\_\_\_\_

| <b>REGISTRATION FEE:</b> (See reverse side) | <b>Before<br/>February 16</b> | <b>After<br/>February 16</b> |
|---------------------------------------------|-------------------------------|------------------------------|
| CMSA MEMBER or GUEST (13+ yrs.)             | \$535.00                      | \$635.00                     |
| CHILDREN'S PRICE (up to 12 yrs.)            | \$380.00                      | \$400.00                     |
| NON-MEMBERS (each)                          | \$700.00                      | \$800.00                     |

Sponsors & Exhibitors—Please use appropriate forms to ensure proper handling of complimentary registrants.

Special Food Requests (e.g. vegetarian, gluten-free, vegan, etc.): \_\_\_\_\_  
*We will notify you whether or not your requests can be accommodated and if any additional fees are necessary.*

**Enclose registration fees with this form.** Make checks or money orders payable to **CMSA** or use your **Visa**, **American Express** or **MasterCard**. Credit card registrations may be faxed to (562) 865-2944.

( ) Visa ( ) AMEX ( ) MC ( ) Check enclosed Amount \$ \_\_\_\_\_

Name on Card \_\_\_\_\_ Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_  
Card Billing Address \_\_\_\_\_  
Three-Digit CVV Number \_\_\_\_\_

**\*\*CANCELLATIONS:** *Cancellations made before March 16, 2020 will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). After March 16, 2020, we will be unable to make refunds. Substitutions will be accepted, but we need to know one week in advance.*

**ROOM RESERVATIONS:** Call Kauai Marriott Resort at (800) 220-2925 to make reservations and reference **California Moving and Storage Association** to receive the special group rate. A reservation link can also be found online by visiting [www.thecmsa.org](http://www.thecmsa.org) and clicking on the Convention Calendar webpage. Reservations must be made by **March 16, 2020** to guarantee the special group room rate. All major credit cards are accepted for deposit. Special CMSA rates for upgraded rooms and stay extensions before or after the convention dates are based on availability, so make reservations ASAP!

RETURN COMPLETED FORM TO: CMSA, 10900 E. 183RD ST., STE 300, CERRITOS, CA 90703  
OR FAX TO: (562) 865-2944

## **2020 CONVENTION EVENTS**

**ALL GENERAL SESSIONS AND PANEL DISCUSSIONS ARE FREE TO ATTEND**

- |                           |                                                                                                                                                                                                                                      |
|---------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Thursday, APRIL 16</b> | <b>YOUNG PROFESSIONALS GROUP MEETING—Free Admission</b><br><br><b>EXHIBITORS WELCOME RECEPTION</b><br>Food, Beverage, Latest in Industry Products and Service Technologies                                                           |
| <b>Friday, APRIL 17</b>   | <b>GARDEN ISLE BREAKFAST</b><br><br><b>CMSA GENERAL SESSION—Free Admission</b><br><br><b>KALAPAKI BAY LUNCHEON</b><br><br><b>MILITARY BREAKOUT SESSION—Free Admission</b><br><br><b>HAWAIIAN LUAU</b>                                |
| <b>Saturday, APRIL 18</b> | <b>LIHUE SUNRISE BREAKFAST</b><br><br><b>CMSA GENERAL SESSION—Free Admission</b><br><br><b>VAN LINE PANEL DISCUSSION—Free Admission</b><br><br><b>NŌ KA 'OI AWARDS LUNCHEON</b><br><br><b>CHAIRMAN'S RECEPTION &amp; DINNER/BALL</b> |



# CMSA ANNUAL GOLF TOURNAMENT REGISTRATION FORM

Ocean Course at Hokuala  
3351 Ho'olaule'a Way  
Lihue, HI 96766  
(808) 241-6000

**THURSDAY, April 16, 2020**  
**9:00 A.M. MODIFIED SHOTGUN START**  
**(Golfers should arrive at course by 8:30 a.m.)**



## **Dress Code:**

Proper Golf Attire. Collared or Mock Neck Shirts Required. No Denim or Swimwear. This is a spikeless facility. Failure to comply with proper dress attire will result in loss of playing privileges.

**SPONSORED BY: CHAMPION RISK & INSURANCE SERVICES, L.P.  
and VANLINER INSURANCE COMPANY**

**ENTRY FEE — \$200.00 per person / Includes: green fee, shared cart, range balls.**

## **Primary Contact:**

Golfer 1: \_\_\_\_\_ Company: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

**List golfers in your foursome. (Foursomes will be formed by golf co-chairs unless listed below.):**

Golfer 2: \_\_\_\_\_ Company: \_\_\_\_\_

Golfer 3: \_\_\_\_\_ Company: \_\_\_\_\_

Golfer 4: \_\_\_\_\_ Company: \_\_\_\_\_

**\$ \$10,000.00 \$**

## **HOLE-IN-ONE CONTEST**

Sponsored by: **TRANSGUARD INSURANCE CO. OF AMERICA**

**\*Refunds are subject to a \$20 processing fee. No refunds for cancellations after March 16, 2020.\***

Enclose golf fees with this form. Make checks payable to **CMSA**, or use your Visa, MasterCard or American Express.

( ) Visa ( ) MC ( ) AMEX ( ) Check enclosed Total Amount: \_\_\_\_\_

Name on Card: \_\_\_\_\_ Card #: \_\_\_\_\_

Exp. Date: \_\_\_\_\_ Three-Digit Code: \_\_\_\_\_

Billing Address & ZIP Code: \_\_\_\_\_

Phone: \_\_\_\_\_ Email Address: \_\_\_\_\_

**GOLF CLUB RENTAL FEES ARE PAID DIRECTLY TO THE PRO SHOP—NOT CMSA.**

If you would like to reserve a set of golf clubs, please provide a count below so that the pro shop will be sure to have enough on hand and ready for you to pick up. Golf club rentals are available at the pro shop at a rate of **\$40** per set and includes one sleeve of golf balls per set.

Enter # of Rental Sets: \_\_\_\_ Men's RH \_\_\_\_ Men's LH \_\_\_\_ Women's RH \_\_\_\_ Women's LH

Please mail this form, with payment to: **CMSA, 10900 E. 183rd St., Suite 300, Cerritos, CA 90703**  
or fax to: **(562) 865-2944.**

# Exhibitor Registration Form

102nd CMSA Annual Convention

**EXHIBIT DATES: April 16-18, 2020**

**IMPORTANT!:** Presentation Services Audio Visual (PSAV) will be the official exhibit services contractor. All work performed in the Exhibit Area is under union jurisdiction and under safety jurisdiction. PSAV Show Rules & Regulations provided upon request.

## STEP 1: RESPONSIBLE PARTY INFORMATION

1. \_\_\_\_\_  
Full Name of Attendee Responsible for Booth
- \_\_\_\_\_  
First Name to Appear on Badge
- \_\_\_\_\_  
Company Name to Appear on Exhibitor ID Sign
- \_\_\_\_\_  
Telephone \_\_\_\_\_ Fax \_\_\_\_\_
- \_\_\_\_\_  
E-Mail Address (Registration Confirmation will be sent via E-mail)
- Special Food Requests: \_\_\_\_\_

CMSA reserves the right to reject registration from exhibitors deemed inappropriate by the CMSA President and/or the CMSA Board of Directors.

## STEP 2: ADDITIONAL ATTENDEES

2. \_\_\_\_\_  
Full Name
- \_\_\_\_\_  
First Name to Appear on Badge
- \_\_\_\_\_  
E-Mail Address
- Special Food Requests: \_\_\_\_\_
3. \_\_\_\_\_  
Full Name
- \_\_\_\_\_  
First Name to Appear on Badge
- \_\_\_\_\_  
E-Mail Address
- Special Food Requests: \_\_\_\_\_

USE ADDITIONAL SHEET TO LIST MORE ATTENDEES.

## STEP 3: ASSESS EXHIBITOR FEES

Booth registration *includes* one (1) convention registration, an 8x10 pipe & drape display booth, a six-foot skirted table, two chairs, wastebasket and exhibitor ID sign.

Booth Registration  
Before March 16, 2020 @ \$1,550 \$ \_\_\_\_\_  
After March 16, 2020 @ \$1,950 \$ \_\_\_\_\_

Booth Electricity—\$125 per booth \$ \_\_\_\_\_

Additional Attendee(s):

Members \$535 ea./Non-Members \$700 ea. \$ \_\_\_\_\_

Grand Total: \$ \_\_\_\_\_

**\$10 from each exhibitor's booth fee will be included in the Booth Bingo Raffle!**

Refunds for any cancellations done before March 16, 2020 will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). No refunds will be made after March 16, 2020.

## STEP 4: CHOOSE YOUR BOOTH

Priority will be given according to seniority and date registration form was received. See booth diagram for choices.

RESERVE BOOTH # (s) \_\_\_\_\_ FOR MY EXHIBIT.

In case your first choice is taken, please list alternate booth #s.

2nd Choice (s) \_\_\_\_\_ 3rd Choice (s): \_\_\_\_\_

Companies you don't want to be next to: \_\_\_\_\_

Saturday Booth Raffle Drawing? \_\_\_\_\_ Yes \_\_\_\_\_ No

## STEP 5: SELECT METHOD OF PAYMENT

☐ Check Enclosed ☐ Charge to Credit Card

CREDIT CARD INFORMATION:

☐ VISA ☐ MasterCard ☐ American Express

\_\_\_\_\_  
Name on Credit Card

\_\_\_\_\_  
Credit Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

\_\_\_\_\_  
Billing Address \_\_\_\_\_ Billing Zip Code \_\_\_\_\_

\_\_\_\_\_  
3-Digit Code on Back of Card

\_\_\_\_\_  
Authorized Signature \_\_\_\_\_ Date \_\_\_\_\_

## STEP 6: RESPONSIBILITY AGREEMENT

**By registering to be an Exhibitor at the CMSA Convention, you are agreeing to the terms below:**

Exhibitor shall be fully responsible to pay for any and all damages to property owned by Kauai Marriott Resort, its owners or managers which results from any act of omission of Exhibitor. Exhibitor agrees to defend, indemnify and hold harmless the California Moving & Storage Association, Kauai Marriott Resort, its owners, managers, officers or directors, agents, employees, subsidiaries and affiliates from any damages or charges resulting from or arising from or out of the Exhibitor's use of the property. Exhibitor's liability shall include all losses, costs, damages or expenses arising from or out of or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitor, its agents, employees, and business invitees which arise from or out of Exhibitor's occupancy and/or use of the exhibition premises, Kauai Marriott Resort or any part thereof. The Exhibitor understands that the Kauai Marriott Resort does not maintain insurance covering the Exhibitor's property and that it is the sole responsibility of the Exhibitor to obtain such insurance.

**Exhibit Dates: April 16-18, 2020**

*Set-up available at 3 p.m. on Wednesday, April 15, 2020.*



# California Moving & Storage Association

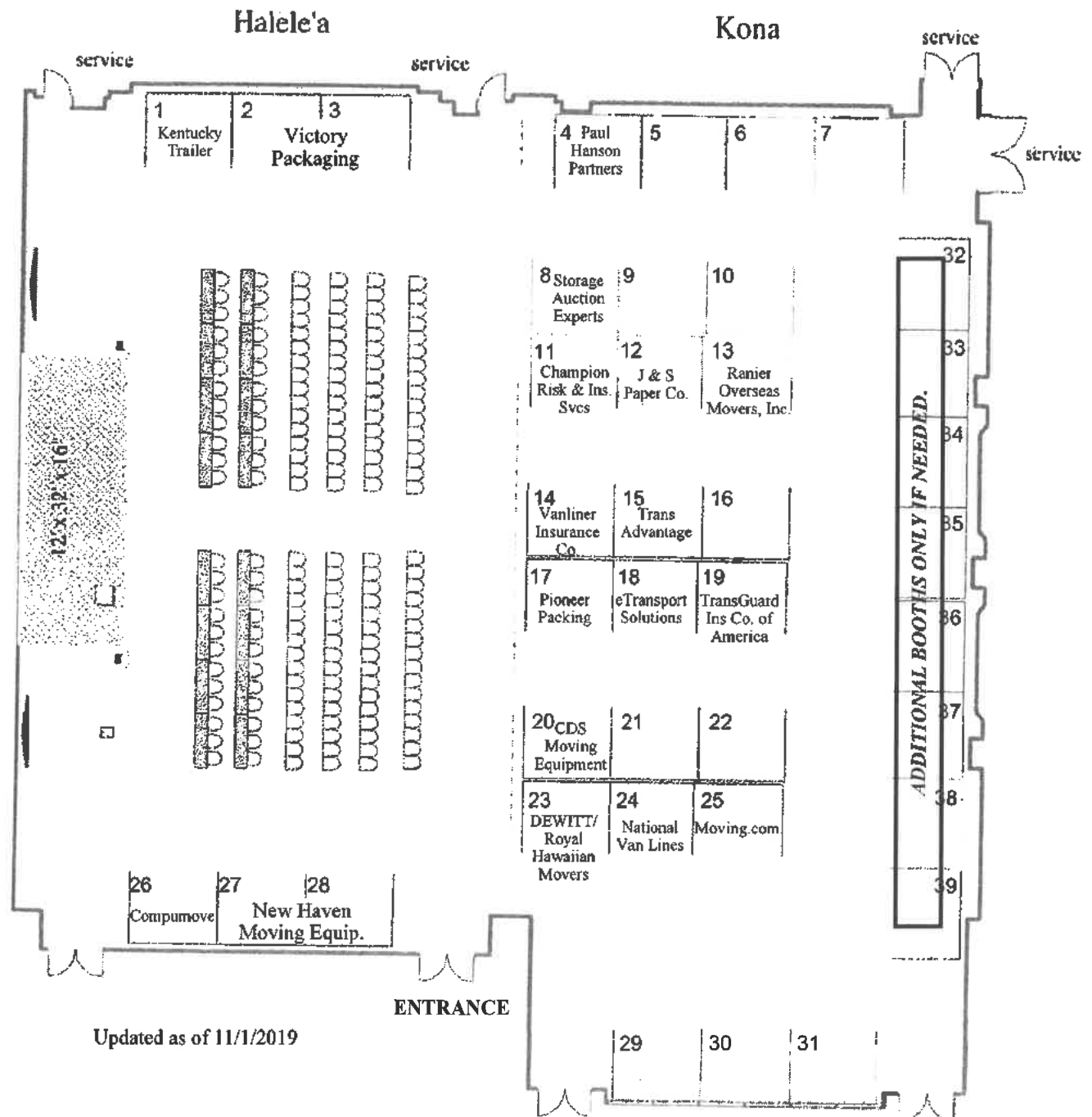
102nd Annual Convention – Booth Diagram

Kauai Marriott Resort

3610 Rice Street

Lihue, HI 96766

Exhibit Dates: April 16–18, 2020



# 2020 CONVENTION ADVERTISING

For our 102nd Annual Convention, we've made some new changes to our convention program! Because of the overwhelming positive response to our bigger 8 1/2" X 11" sized, full-color convention program from our last convention, we are keeping those same elements! This year's program will include supplemental information on topics that attendees can refer back to even after the convention is over. Call Renee Hifumi (562) 865-2900 or email: [rhifumi@thecmsa.org](mailto:rhifumi@thecmsa.org) to order your advertising for the convention!

**Send all artwork as a JPG file. Any PDF files will be converted to a JPG.**

| <u>Page</u>                 | <u>Dimensions</u><br>(Width X Height) | <u>Rate</u> | <u>Event Sponsor Rate</u><br>(20% Off) |
|-----------------------------|---------------------------------------|-------------|----------------------------------------|
| 1/4 Page                    | 3.75"(W) X 5"(H)                      | \$200.00    | \$160.00                               |
| 1/2 Page                    | 7.5"(W) X 5"(H)                       | \$275.00    | \$220.00                               |
| Full Page                   | 7.5"(W) X 10"(H)                      | \$425.00    | \$340.00                               |
| Full Page (Inside Cover)    | 7.5"(W) X 10"(H)                      | \$550.00    | \$440.00                               |
| Registration Packet Insert* | 8.5"(W) X 11"(H)                      | \$500.00    | \$400.00                               |

\*Inserts must be supplied and shipped to CMSA at advertiser's expense.

**DEADLINE FOR ARTWORK: FEBRUARY 16, 2020**

## CMSA SHOUT OUTS!

Space in the program is not limited to just advertising. If you'd like to do a "CMSA Shout Out" to your fellow CMSA members, we encourage you to do so! See examples below! Call Renee Hifumi (562) 865-2900 or email: [rhifumi@thecmsa.org](mailto:rhifumi@thecmsa.org) to order your Shout Out!

