



Join Us in Kauai to "Make Memories in Flip Flops!"

If you haven't done so yet, please make plans to attend the 102nd CMSA Annual Convention being held April 14-19, 2020 at the Kauai Marriott Resort in Lihue, Hawaii on the island of Kauai. So far, we have seen a record number of reservations at the resort! Rooms were sold out from our room block quickly. If you tried to make a reservation in late January, you were probably out of luck. Fortunately, CMSA was able to negotiate additional rooms with the resort for our Convention. The CMSA group rate cut-off date is March 16, 2020. However, we may run out of rooms before that date, so don't wait! **(Cancellation Policy: Cancellations within 7 days prior to arrival will be charged**



one night's room and tax charges.)

We are expecting a great turnout and want to make sure that everyone makes the most of their time in Kauai. We are going to have focused Committee & Board Meetings, General Business & Military Affairs Breakout Sessions, and Luncheons, so you have time in your schedule to enjoy paradise!

There are also leisure events planned such as the Golf Tournament at the Ocean Course on Hokualea, the Exhibitors Welcome Reception, the Smith's Family Luau & Fern Grotto Cruise and the Chairman's Reception/Ball. This year marks the sixth time that CMSA has had a convention in Hawaii. Five CMSA Chairmen have been installed

(MAKE MEMORIES continued on page 6)



Only 2 months away !

102nd CMSA Convention Kauai Marriott Resort & Spa April 14-19, 2020

Visit the convention kiosk at:
<http://bit.ly/CMSA2020Convention>



CHAIRMAN'S CORNER

by Thomas McCarthy

This month I will make my last two chapter visits in Santa Barbara and Los Angeles; and my tour as Chairman will be complete. I now fully understand the commitment and time involved that

comes with going through the chairs.

First, you start off as Secretary-Treasurer with the task of keeping meeting minutes, which everyone that has preceded you, gladly passed over to you. But on the other hand, this also provides you with your first seat at the head table at the convention.

Next you move up to Vice Chairman, which means you no longer have to take meeting minutes, but you are involved in the board meetings, you speak at the convention and move your way up the head table.

Then comes your Chairman year, which comes a lot faster than you think. You have a party to host at the convention, you get to

give a speech telling everyone about how you got to where you are, recognize who helped you get there and do your best to keep it short and PG. The convention feels like you never stop running. I was lucky to have great support from my wife who helped me put it all together to make it look seamless.

Then comes the hard part of going out to visit all the Chapters. CMSA President Steve Weitekamp and I got together to plan our year of travel and figure out the where and the when. We looked at meetings and other conventions we might be attending as well as holidays. It worked out that we saw the first 10 chapters before the year end. Now in the home stretch, I am thinking about how great it has been so far. I have two more chapters and more fellow movers to visit, and a convention to plan for as I get to move down the table one last time to Senior Chairman.

During all this CMSA travel, work still must go on and this has been a crazy year with both AB5 and the GHC. I am seeing more and more on the news about how

(CHAIRMAN'S CORNER continued on page 4)



CDS-USA.COM



PRESIDENT'S COMMENTS

By Steve Weitekamp

A colleague recently introduced me to a gentleman working for the Better Business Bureau (BBB) on the national level. He is conducting studies on common frauds that people see

every day in both the United States and Canada. Of course, one area of interest for him is internet-based moving scams. In preparation for a call, I sent him some of my initial thoughts, from the 10,000 ft. level, on the issue. I shared:

- The online purchase of products has given the consumer a false sense of security in the purchase of services.
 - ◊ The fact that you can conveniently purchase your favorite dog food online has no connection to a complicated and personal service like a cross country move. Is it really prudent to hand over all your worldly possessions to someone who you have only met on the internet? They load up all your goods then close the truck doors and drive away and frequently the only point of contact the consumer has received consists of a website and a cell phone.
- The consumer's desire for instantaneous online purchases has played right into the hand of the scam operator. Last-minute demands for service are frequently challenging for legitimate movers who have the goal of providing the services and pricing that they promise the consumer. A scam operator has no
 - ◊ Bad actors are attracted to this industry because of the opportunity for cash transactions and historic lack of effective federal enforcement.
 - ◊ What little federal enforcement that exists is far more interested in Truck Safety (very important) than Consumer Protection (also important, but more difficult to assess).
 - ◊ Even federal licensing is confusing



compunction about making unrealistic promises of service and price since they have no intention of honoring either.

(PRESIDENT'S COMMENTS continued on page 5)

AMERICAN
AUCTIONEERS
LIQUIDATORS - APPRAISERS - AUCTIONEERS

Highest dollar realized
Largest buyer base
Sold by the vault or piece
Experienced Auctioneers

800-838-7653



moversville™

Turn your email
list into jobs.



www.moversville.com | 818-731-6302
tim@moversville.com

many people are upset with this new law and potential new lawsuits against it. In the paper last weekend, (yes, someone in our office still gets the paper) there was a big article about AB5 and how while the intentions may have been to help the worker, it does more harm than good for our gig economy and does not represent those workers who want the freedom to be independent. While talking with different movers, some think that this will all just go away since it's already in the courts. However, just like CARB and the hopes and wishes there, everyone should be paying attention.

With regards to the GHC, from what I have heard the government is down to just four contenders who have been invited back to discuss their bid. If the timeline stays the course, while we are in Kauai at our convention, the government will announce the winner of the bid. This convention will be historic as we will remember back to this convention as the one we were at when the announcement was made.

I hope you have registered for the con-

vention and got your rooms because it has been selling out and CMSA had to book more rooms. On top of all this traveling, all the meetings that we have to do to put our companies in the best possible position for success to keep the train going, it seems like a break never comes. While it's a good thing to be busy and on the run, you have to find balance. Something that I suck at! My wife, Ayme, very gently reminds me that I need to turn off sometimes so I can recharge, and she is right. Make sure to spend time with your families and get out there and do some fun stuff too.

I am grateful that Tim Helenthal, CEO or National Van Lines and Chairman of the International Association of Movers, was in town last week and came by to visit us. As he had some extra time planned in his schedule to visit us, we snuck out on the golf course and had a great time. I came back the next day recharged.

I leave you with this: "Balance your thoughts with action. If you spend too much time thinking about a thing, you'll never get it done." – Bruce Lee.



YOUR ALLY IN MOVING & STORAGE

Since 1973, IAT TransGuard has been a leader in the Moving & Storage industry, offering a specialized program and loss control services to meet the unique needs of our industry. Coverages include auto liability, physical damage, cargo, general liability, warehouse legal, property, crime, moving equipment and umbrella.

TransGuard Insurance Company of America, Inc. holds an A.M. Best Rating of A- (Excellent).

TransGuard Moving & Storage
Program Office:

301 North Lake Avenue, Suite 400
Pasadena, CA 91101
(800) 252-6725

Claims Center for all TransGuard units
is located at:

P.O. Box 2148, Warrenville, IL 60555
(800) 474-2526

www.transguard.com



TransGuard
Insurance
Company of
America, Inc.

(PRESIDENT'S COMMENTS from page 3)

to consumers. Not simple enough to validate a legal interstate mover or even understand what that means.

- ◇ Lack of regulatory accountability, particularly evident in the broker model.
- Models used by scam operators.
 - ◇ Business identity theft, actually stealing the name and sometimes the web presence of a legitimate mover.
 - ◇ Identity confusion, using a name similar to a known name or very generic name.
 - ◇ Presenting themselves as an Association or group of concerned movers. These are frequently syndicates or single operators representing themselves as multiple and unique companies with the goal of creating a false impression to the consumer that they are doing their homework and establishing market rates and business standards.
 - ◇ Extremely personable in the move set-up, no request is too difficult, and pricing is far better than expected.

Once you book and start to see service failures and dramatic price changes you will never be able to speak with that person again.

Grateful for the insight, the investigator had several follow-up questions, one of which allowed me to share a shining light at the end of the tunnel, and no it wasn't an on-coming train! He asked what about moves in California? What is the state doing to protect consumers? I was very pleased that I had positive news to share. Does this problem exist in California for intrastate moves? Of course it does! However, the California regulators, the Bureau of Household Goods and Services (BHGS) has answered the call. Even on the interstate side, BHGS has been able to reconnect over 30 families with their belongings being held hostage as part of internet-based bait and switch scams! In the last 30 days, the Bureau has conducted two field actions to stop unlicensed activities in Southern California resulting in several fines and investigations, with more to follow. We congratulate BHGS on their successful efforts to address unlicensed operators.



KENTUCKY TRAILER
A Servant Leader Company

138 Years In The Making



**Kentucky Trailer
Custom-Built Truck
Bodies**

Tough. Safe. Dependable. That's what you need in a truck body, and it's what we put in every vehicle we've built since 1879.

No one builds a better truck body than Kentucky Trailer. No one. Each is custom made, and every one is

"Built KT Strong"

CONTACT US:
**To order your
Custom-Built Truck Body.**
"Built KT Strong"

Contact:

888-598-7245

kytrailer.com



(MAKE MEMORIES continued from page 1)

in Hawaii, starting with Jack Macy in Waikiki in 1982. Following Jack were James Shurr in 1986, Steve Weitekamp in 2001, David Simoni in 2004 and Tim McCarthy in 2009. You won't want to miss as John Chipman Jr. joins this select group as our 2020-2021 Chairman, the sixth installed in the Aloha state.

Combine business and pleasure! Bring the whole family and let's make memories in flip flops!



Fun Facts About Kauai

- Kauai is the 4th largest island in Hawaii after Hawaii, Maui, and Oahu.
- Over 97% of the land is used for conservation and agriculture.
- Kauai has more beaches, rivers, streams, and waterfalls than any of the other Hawaiian islands.
- Kauai's official island color is purple, and its official flower is the mokiha (green berry).
- Kauai has the largest protected population of the Nene Goose, Hawaii's state bird.
- Kauai has the only navigable rivers in the state, with the longest being the Wailua River at 19.2 miles.
- Kauai has the largest coffee plantation in the United States.
- Waimea Canyon, which is 14 miles long, 1 mile wide, and over 3000 feet deep, is called the "Grand Canyon of the Pacific."



Look no further than Vanliner Insurance Company. We stand out from the rest by specializing in the business of insuring professional movers just like you. Vanliner understands that your unique needs call for unique solutions whether it's underwriting, policy issuance, claims, billing, loss prevention, or any other service.

Join the more than 1,000 van line agents and 4,000 owner operators who have already picked the nation's number one insurer of the moving and storage business.

Want to learn more? For additional information, including the name of the Vanliner representative in your area, please call our marketing department at 1-800-325-3619, or visit us on line at www.vanliner.com

A.M. BEST RATING OF
A EXCELLENT


VANLINER.
INSURANCE COMPANY

UNIQUELY QUALIFIED. CONSISTENTLY BEST.

COMMERCIAL AUTO	WORKERS' COMPENSATION	MOVERS' AND WAREHOUSEMEN'S LIABILITY	UMBRELLA LIABILITY	INDEPENDENT OWNER OPERATOR PROGRAMS
GENERAL LIABILITY	COMMERCIAL PROPERTY	BENEFITS PROGRAMS	SPECIALTY COVERAGES	

Is That Email Really From “The Boss?”

Business email compromise (BEC) fraud is an email phishing scam that affects both big and small organizations. The scammer poses as a reliable source, such as the chief executive officer (CEO), who sends an email from a spoofed or hacked account. The email asks them to wire money, buy gift cards or send personal information, often for a plausible reason.

of 2019 compared to the same period in 2018. In 2018, 80% of businesses received at least one of these emails. To thwart scammers, businesses need to improve internet security, employee training and general awareness. The FBI has made significant efforts to prosecute those behind this fraud. In August of 2019, 80 defendants, most of whom were Nigerian nationals, were indicted in Los Angeles on BEC fraud. Other arrests have been made around the world which seized nearly \$3.7 million in assets.

(SCAM continued on page 8)



(SCAM continued from page 7)

we must adapt to their changes faster in order to be successful in combating this ever-evolving threat.” In the U.S. alone, over 12,000 complaints were filed in 2016 which resulted in \$360.5 million in losses. In 2018, over 20,000 complaints were made resulting in \$1.3 billion in losses.

One study found that the average loss involving wire transfers is \$35,000, while the average loss via gift cards is \$1,000 to \$2,000. Perhaps the largest known BEC fraud was perpetrated on Google and Facebook, which collectively lost more than \$100 million before the fraudster was arrested in 2017.

Why does BEC work?

Normally, there is no reason to closely examine an email received from a superior. If there is nothing that immediately causes suspicion, we tend to believe the email is

from the person whose name is in the sender line and focus our attention on getting through the dozens of emails received daily.

While this fraud employs many clever techniques to identify key employees and send emails directly to them, what really makes it work is “social engineering,” a euphemism for deception. The emails are carefully crafted to look believable, and they almost always claim a sense of urgency. They may come when the send is out of the office, therefore, not being able to be disturbed. They are also commanding which makes employees nervous about bothering the sender, such as a CEO.

These fraudsters do their homework. They know who is in charge and who possibly controls the money. There is a great deal of information online which provide them with much needed information.

(SCAM continued on page 9)

**SCAM
ALERT!**

2020 Hino 258ALP 26ft Movers Truck



Lease It!
\$1,299.⁹²*
per month + tax



- Side Doors Both Sides of Truck
- Translucent Roof
- Loaded with Tie Downs
- Attic Storage
- Loading Ramp
- Air Ride Suspension
- 5 Year/250K Mile Engine Warranty
- More Photo's online



TRUCK CENTER

www.monarchtruck.com

Hwy 101/McKee Rd.
195 N 30th Street
San Jose, CA 95116

1-408-275-0500



*Based on 60 months @ \$1,299.92 month + tax. Lease end residual \$26,080.80, 5.99% APR, subject to credit approval. Lease startup \$8953.27 includes first payment, security deposit, admin fee, and governmental fees. Expires 12-30-2019, #H1207 and H1206

(SCAM continued from page 8)

Efforts like those of the Anti-Phishing Working Group track the volume and trends of such emails. Over 80% of these attacks are aimed at the U.S. One study found that 25% of such emails evaded spam filters and were tagged as clean by Office 365 Exchange Online Protection. Some types of fraudulent emails contain harmful malware, however, these tactics happen infrequently with BEC fraud.

Different Kinds of BEC Fraud

When fraud relating to employee tax information is made, criminals can file bogus tax returns for individuals, claim refunds, and have refunds deposited into bank accounts they control. According to the IRS, in 2016 there were about 100 reports of this type and in 2017 that rose to nearly 900. The volume dropped in 2018 to about 150 and in 2019 the scam has virtually disappeared due to various measures the IRS took to combat this.

Direct deposit fraud occurs with an email from an "employee" to Human Resources indicating a bank account change. Often a

voided check is attached for the new account and a request made to deposit future checks there.

Gift card requests are exploding but involve smaller sums than frauds involving bank-to-bank wire transfer. In the U.S., the most common gift cards used by fraudsters are iTunes and Google Play cards, Walmart, Target and Home Depot. The fraudsters don't need the physical cards as they often ask the victim to send the codes on the back of the cards. Agari reports that a gift card can be redeemed, converted, and placed in a bank account in Lagos, Nigeria in less than four hours. An alert issued by IC3 on October 24, 2018, noted a recent explosion in reports to them where people were asked to buy gift cards. Average losses were \$900. IC3 also reports that gift card BEC losses continue to grow rapidly and increased 61% in the first five months of 2019 over the same time period in 2018.

By C. Steven Baker, International Investigations Specialist, Better Business Bureau, Sept. 2019

CMSA'S GROUP BUYING POWER IS **THE PERFECT FIT**



Division of Specialty
Program Group, LLC



COMPLETE YOUR PUZZLE WITH OUR CMSA SPONSORED WORKER'S COMPENSATION PROGRAM

- The Longest Running and Largest Program Available
- Competitive Rates
- Online Claims Handling and Review
- Financially Strong
- Superior Customer Service
- Industry Specific Loss Control Services

Auto Liability / Auto Physical Damage / Cargo Legal Liability / Warehouse Legal Liability / Property / Crime / Commercial General Liability / Surety Bonds
Umbrella / International Cargo / Independent Contractor Work Injury Program

Doing business in CA as SPG Insurance Solutions License # 0864567

CONTACT US TODAY (800) 852-1968 WWW.MOVERSCOICEINFO.COM





New Haven
moving equipment

2019 MOVING EQUIPMENT BUYER'S GUIDE

Available Now

L.A. (800)421-8700 www.newhaven-usa.com Bay Area (800)624-7950

DISCOVER HOW NEW HAVEN CAN HELP YOU MOVE SMARTER

- We are your one-stop home for a comprehensive selection of Corrugated, Packaging Materials, On Board Equipment, Moving Pads, E-Crates, Rental Equipment, Cargo Control, Dollies and Moving Equipment.
- We promise to offer you the best customer service anywhere with fast, often same-day delivery , and quick will-call response time. You and your time matter to us.
- Increase your profitability with our 107 year history of state-of-the-art, proven products that combine long term durability, safety, quality & economical pricing.
- A dedicated sales and customer service team who love our customers and have decades of experience and commitment to the California Moving Industry.



Proper Mattress Disposal Matters

Many Options Besides Illegally Dumping Them Are Available

Looking to get rid of an old mattress but not sure how? Whatever you do, don't just dump it. Dumping a mattress on the street, in an alley, or even a dumpster isn't just an eyesore, it's illegal and can result in hefty fines—as much as \$10,000—and/or jail



bye bye mattress

A Program of the Mattress Recycling Council®

time. There are alternatives. Bye Bye Mattress offers consumers several options to discard their unwanted mattresses. Bye Bye Mattress is a program of the Mattress Recycling Council. It was created by the International Sleep Products Association to develop and implement mattress recycling programs for states such as California, Connecticut, and Rhode Island, which have all enacted mattress recycling laws. You can log on to <https://byebyemattress.com/> to find a mattress collection site, recycling facility, or collection event near you.

WHY RECYCLE?

When you consider nearly 50,000 mattresses are tossed into landfills every day in

America, that adds up to a lot of garbage. Plus, most of the materials that mattresses are made of, such as synthetic fabrics, foams, and metals, can take forever to break down, which ultimately can harm the environment. Almost 80 to 90% of these materials can be recycled.

USES FOR RECYCLED MATTRESSES

- Foams and plastics: They can be washed, shredded, processed, and recycled for applications like carpet padding.
- Cotton flock and wool: These materials can be cleaned, processed, and used as yarn or recycled textiles.
- Lower-grade fabrics: These are often processed and sold for use in vehicle matting and interiors.
- Metals: The frames and springs are melted and used in several alternative products.
- Wood: It can be chipped and used as



mulch or burned as fuel. There are other eco-friendly ways to dispose of mattresses. If you're buying a new one, most retailers are required to offer the option to pick up your old mattress when delivering it to you at no additional cost. In addition, some thrift stores

accept gently used mattresses and may offer free pickup.

Happy
Valentine's
Day

STAY CONNECTED WITH CMSA!



<https://twitter.com/cmsa1>



<http://on.fb.me/1jmX52R>



<http://www.thecmsa.org>

2020 Standard Mileage Rates

The 2020 standard business mileage rate for transportation or travel expenses is 57.5 cents per mile (down from 58 cents per mile in 2019) for all miles related to business use.

The 2020 standard medical and moving mileage rate is 17 cents per mile (down from 20 cents per mile in 2019) for use of an auto (1) for medical care described in Code Sec. 213; or (2) as part of a move for which expenses are deductible under Code Sec. 217(g).

The standard charitable mileage rate remains at 14 cents per mile for use of an auto in rendering gratuitous services to a charitable organization under Code Sec. 170.



AUCTIONEER FOR HIRE
5% COMMI\$SION

• Bonded & Insured Since 1992
 • As Seen on Storage Wars

1-714-271-2770
CALL TODAY!

@davethemogul
 f.com/storagewarrior

www.davehsterauctioneer.com

**Think safe
 Work safe
 Be safe**

**If Movers Need It...
 Milburn Prints It!**

It's simple, one call to us and your job is done.

- Our Knowledgeable Staff is always ready with **Real Answers** to Your Questions!
- **Decades of Experience** Servicing the Moving & Storage Industry
- Membership in **all Moving & Storage Associations**
- 24 Hour Ordering at **www.milburnprinting.com**
 - Inventory Tape • Container & Baggage Seals
 - All California Forms: Combination Agreement for Moving Service and Bill of Lading, Estimated Cost of Services, Change Order for Service, Important Notice To Shippers, Shipper's Consent to Use of Electronic Documents and Electronic Signatures
 - Interstate Bill of Lading, Estimate, Order for Service and Consumer Booklets

800.999.6690
www.milburnprinting.com

MILBURN
 PRINTING

Mandatory Sexual Harassment Prevention Training

A new law that took effect on January 1, 2019, requires virtually all California employers to provide sexual harassment prevention training to all employees. Specifically, by January 1, 2021, employers with **five or more employees** must provide one hour of sexual harassment prevention training to nonsupervisory employees and two hours of such training to supervisors. In order to comply with the January 1, 2021 deadline, all employees must be trained during the calendar year 2020. Employees who were trained in 2018 or before will need to be retrained. This new requirement reflects an expansion of the prior harassment training law that has been in place for over a decade, which requires employers with 50 or more employees to provide sexual har-

assment prevention training to all supervisors in California. Training must take place within six months of hire or promotion and every two years thereafter.

Under the new law, beginning January 1, 2021, seasonal and temporary employees or employees hired to work less than 6 months, must be trained within 30 calendar days after hire or within 100 hours worked, whichever is earlier. An employer with a multi-lingual workforce should take additional steps to make sure the training is



clearly and effectively communicated to employees who speak a language other than English. An employer should make sure to translate policies and communicate them in the languages spoken by its workforce.

MoversSuite EWS



MAKE THE MOVE TOWARDS...

By Movers. For Movers.
Affordable. Cloud Based. Hassle-free.

Increased visibility for improved performance and decision making.

Standardized processes for consistency and accountability organization-wide.

Online accessibility means no expensive upfront hardware costs, automatic backups, and available from anywhere, all the time.

U.S based product support
for one-on-one help every step of the way.



Learn why MoversSuite is the software choice for Movers on the move.



WWW.EWSGROUP.COM



970-256-1616

What Movers Need...



Where You Need It.



**Victory
Packaging**

We are *Architects* of Packaging Solutions



LONGEVITY

RELIABILITY

OPPORTUNITY

HONESTY

FAMILY

FLEXIBILITY



We treat our Golden State agents like gold

Stake your claim to acclaim as a National Van Lines agent
NationalVanLines.com/BecomeAnAgent
800-323-3135



US DOT 76628

NEW MEMBER SPOTLIGHT



eTrac is a single point of integration, connecting the technology platforms of 3PL's and shippers to final mile carriers. Over 350 shippers utilize the eTrac Carrier Partner Program to find new carriers to make their final mile deliveries. Join and grow your business for free. Learn more at eTracFinalMile.com.



Our role, as an insurance broker, is to identify, forecast and evaluate potential financial risks. We strive to understand and support each client's strategic objectives. That individualized, client-specific knowledge is then applied to creative program designs and alternatives that maximize insurance marketplace solutions for risk retention and transfer.



First Movers Advantage has been helping movers with direct mail leads since 2003 and now offers a [postcard fulfillment solution](http://www.MovingLeads.com) that is fully compliant with the California Consumer Privacy Act (CCPA). With a custom campaign, you'll reach your best potential customers with a proven marketing strategy that boosts sales at www.MovingLeads.com.



Insurance | Risk Management | Consulting

Gallagher's Moving & Storage Practice has extensive knowledge and expertise in every aspect of your business. We are the industry leader in our field, with clients throughout the United States and internationally. As your risk management partner, our goal is to create the most comprehensive and cost-effective program to fit your needs. The moving & storage team will provide you with the highest level of market access and customer service in the industry.

The logo for Supermove features the word "Supermove" in a large, bold, white font, set against a solid black rectangular background.

Supermove helps your moving company become a 100% paperless business. Our solution - a back office command center and a tablet app out in the field - removes paperwork errors, minimizes administrative work, and delivers amazing customer service.

We keep you legally compliant under AB5 and our digital documents are certified by the BHGS.



Association Leaderboard Report

Association		Enrolled Movers	Association	Total Lbs.
1	California (CMSA)	69	1 Illinois (IMAWA)	1,889,489
2	Southwest Movers (SMA)	50	2 Pennsylvania (PMSA)	1,353,533
3	Illinois (IMAWA)	41	3 California (CMSA)	1,299,469
CMSA Report Food Collected and Delivered			4 Southwest Movers (SMA)	1,298,568
Monthly	Year to Date	All Time	5 Florida (FMWA)	1,057,762
10,258 lbs.	285,290 lbs.	1,299,469 lbs.	Top Agents of the Month	
602 meals	190,994 meals	1,082,890 meals	1.	Beltmann Relocation Group—San Leandro
			2.	NorthStar-Los Angeles
			3.	Bringpro
			4.	NorthStar Moving-San Francisco



DISCOVER THE MANY BENEFITS OF WORKING WITH CHAMPION RISK.

With decades of experience advising our clients in the moving and storage industry, Champion Risk is proud to be **CMSA's endorsed employee benefits consultant.**

But there's more to Champion Risk than health and wellness. Turn to us for all your business insurance needs.

- Property
- General Liability
- Warehouse Legal
- Motor Truck Cargo
- Auto
- Crime
- Surety Bonds
- Umbrella
- Workers Compensation
- International Cargo
- Independent contractor coverage
- Captive Programs

Champion Risk
& Insurance Services, L.P.



An Affiliate of Wood Gutmann & Bogart Insurance Brokers

Phone: 858-369-7900 | Web: championrisk.net

CA License #OH18156

CALENDAR OF EVENTS

Tues., Feb. 11	North Bay Chapter Meeting	Wed., Feb. 26	Legislative Day Sacramento, CA
Tues., Feb. 11	Ventura/Santa Barbara Chapter Meeting	Wed., Mar. 4	San Diego Chapter Golf Tournament
Wed., Feb. 12	Greater Los Angeles Chapter Meeting	Sat., Mar. 14	Ventura/Santa Barbara Chapter Spaghetti Dinner
Wed., Feb 12	San Diego Chapter Meeting	Sun., Mar. 29	Greater LA Chapter "Day at the Races"
Wed., Feb. 19	OC/Beach Cities Chapter Bowling Tournament	April 14-19	102nd CMSA Convention Kauai Marriott Resort Lihue, HI
Wed., Feb 19	Northern Region Chapter Meeting		



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.

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.

FOR SALE

Large quantity of **storage vaults** for sale. Price subject to quantity purchased. Call John at 415-716-7341 or Email: irishexpress@gmail.com.

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.

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.

EMPLOYMENT OPPORTUNITY

Pacific Storage Company is looking for a Logistics Manager for its Sacramento location. This individual will strategically plan and manage logistics, warehousing and transportation of products and materials. Requirements:

- Proven working experience in the logistics distribution industry;
- Demonstratable ability to lead and manage staff and crews;
- Ability to work independently and handle multiple projects;
- Have a strong understanding of Office & Industrial (O&I) moving industry;
- Excellent computer and communication skills;
- Ability to work with existing customers to ensure timely adherence to deadlines;
- Ability to sell services to new customers/prospects.

Please send resumes to eclare@pacificstorage.com.

CMSA THROUGH THE YEARS

HISTORICAL PHOTO



Jack Macy (seated bottom right) was the first Chairman to be installed in Hawaii in 1982 at the Sheraton Waikiki.



**DEWITT
MOVE WORLDWIDE**

A DEWITT COMPANY

YOUR ONE STOP CONNECTION
to Hawaii, Alaska & Guam



OFFERING WEEKLY CONSOLIDATIONS



Royal Hawaiian Movers
A DEWITT COMPANY

HAWAII

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
info@DeWittMove.com | 858.560.1621