

CMSA Officers Invite All Members to Attend the 2020 Annual Convention



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Aloha! The 102nd CMSA Convention will return to the island of Kauai and I am here to say, book your flights, book your hotel and get ready to have a great time.

This is your chance to have a little getaway and get business done. CMSA has secured our group rate the three days before the event begins to three days after the

(MCCARTHY INVITE continued on page 6)

On behalf of the Board of Directors, I'm delighted to invite you to attend CMSA's 102nd annual convention in Kauai. You have earned a wonderful vacation!

Now, I know what you are thinking: "John, there's no way I can come to the convention. Not only am I way too busy at work, but who is going to closely watch those

(CHIPMAN, JR. INVITE continued on page 7)

I have been going to the CMSA Conventions for many years. I started going for fun and to meet like-minded people. In the past couple of years, I've been going in the hopes of building my business by face time with the people that I talk to on the phone daily or by meeting new people in hopes of sharing work.

(CHABOT INVITE continued on page 8)



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**102nd CMSA Convention
Kauai Marriott Resort & Spa
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Visit the convention kiosk at:
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CHAIRMAN'S CORNER

by Thomas McCarthy

Where did the last decade go? Is it just me or does it seem like time is moving faster and faster? Looking back, we started the last decade amidst a financial crisis; in 2011, we saw our special forces bring justice to Bin Laden; in 2012, Michael Phelps became the most decorated Olympian with 22 medals; a billionaire and TV celebrity Donald Trump was elected president in 2016; in 2018, California suffered through the Camp Fire, the deadliest and most destructive fire in California history; and then in 2019, we saw Notre Dame on fire in France.

We had ups and downs with our industry as well. With the military switching to the DP3 program, we have seen many moving companies go out of business especially in the harder to reach areas. On the other hand, we have seen other companies learn to adapt and thrive in this system.

We thankfully switched from the PUC to the Bureau of Household Goods & Services (BHGS) as our regulators. Regulators, who are actually, wait for it...Regulating! We have seen increases in the MAX4 and simplification of it as well.

All in all, it's been a busy decade. What will the next 10 years bring? Will we see fleets that have electric trucks? Will we finally see the first autonomous trucks to haul HHGs? Will we finally get our industry together and come up with a paperless solution for a move? Not just inventories, but all forms? Will we figure out how to bring youth into our industry and make driving and moving a profession that attracts the younger generations?

While faced with many challenges, we have to remind ourselves that we live in an amazing time right now and are blessed to be here. The future really is what we make of it, so let's get to it. If you haven't done it yet, put goals down on paper for the end of the year, three years from now, five years from now. Goals may change, but if you don't have a goal to shoot for, how do you

(CHAIRMAN'S CORNER continued on page 4)

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PRESIDENT'S COMMENTS

By Steve Weitekamp

Anyone who has been following industry events can surely appreciate how busy 2020 has started for the business of the Association. The number one question since fall 2019, and sure to remain

number one for 2020, is what is the status of AB 5? More accurately, what is the status of California Labor Code modified effective January 1, 2020 by California Assembly Bill 5 authored by Assemblywoman Lorena Gonzalez, passed by the legislature and signed into law by Governor Newsom in 2019? For simplicity and brevity, we will continue to use AB 5 to discuss the issue.

First, there are several key points to remember whenever the Association or its representatives discuss or present legal issues, specifically outside of our expertise related to the MAX 4 and California Mover regulatory issues as defined by the House-

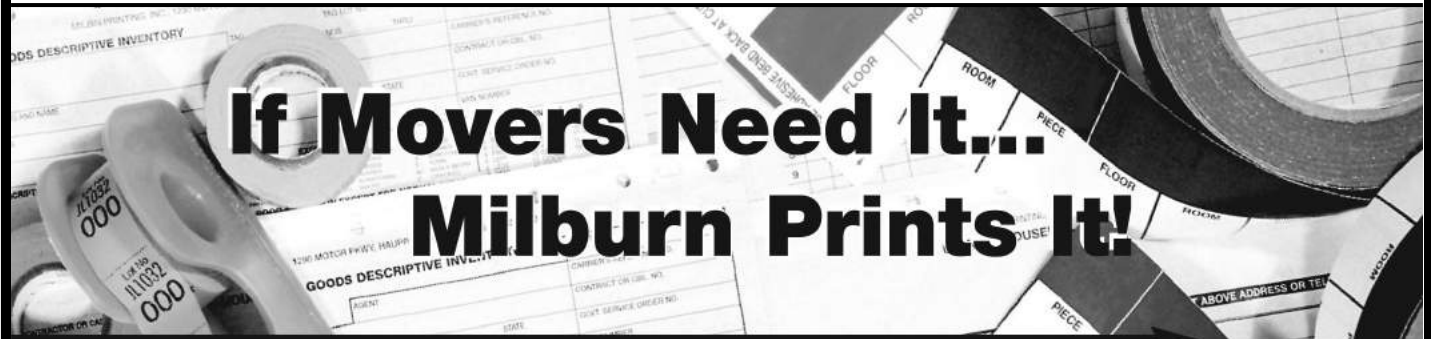
hold Movers Act in the California Business and Professions Code.

1. THE CALIFORNIA MOVING AND STORAGE ASSOCIATION (CMSA) IS A NON-PROFIT TRADE ASSOCIATION THAT DOES NOT DISPENSE LEGAL ADVICE.
2. ANY IDEAS, CONCEPTS, OR THEORIES THAT ARE DISCUSSED SHOULD BE REVIEWED BY YOUR OWN LEGAL COUNSEL.
3. AB 5 IS UNSETTLED LAW AND YOUR OWN CIRCUMSTANCES MAY PLAY A ROLE IN POTENTIAL OUTCOMES.

Additionally, this is a dynamic issue with new information coming out from many sources. Therefore, it will be some time before anyone can say this question is resolved. We must also remain alert to the possibility that some information, from any source, related to this complex and specialized area of the law will be erroneous.

In less than 10 days since December 31, 2019, we have seen a lot of action related to AB 5. A federal district court judge issued an order granting a temporary restraining

(PRESIDENT'S COMMENTS continued on page 5)



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know if you made it? Tell you what, I will help you get started and give you your very first goal. Goal Number One: send in your registration for the CMSA Convention in Kauai right NOW if you haven't done it already. Then book your hotel room and flight.

I am looking forward to this first convention of the new decade in Kauai. Interestingly, in 2009 we had our convention in Kauai and Tim McCarthy was the incoming Chairman for the Association. Now some 11 years later we are returning and timing

would have it that I will be the outgoing Chairman. I hope you take the opportunity to come out early or stay after the convention to enjoy the island. I know I am. I look forward to spending some time on the beach and the pool, sipping tropical drinks with umbrellas in them and finally take a moment to relax. Oh and have some kalua pork at a luau!

I leave you with a Hawaiian phrase: *E hele me ka pu'olo* which means *Make every person, place or condition better than you left it always.*



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(PRESIDENT'S COMMENTS from page 3)

order (TRO) enjoining the State Attorney General and relevant state enforcement agencies from enforcing AB 5 as to any motor carrier operating in California. The case was brought by the California Trucking Association (CTA). A follow-up hearing on the TRO is scheduled for January 13th, after which the TRO may continue or the federal district court may further clarify its opinion on the issue. In a separate case, a California Superior Court judge issued an order granting a motion in limine regarding federal preemption and non-retroactivity of AB 5's "ABC" worker classification test. Relevant here, the Superior Court judge concluded that, "[b]ecause Prong B of the ABC Test under both *Dynamex* and AB 5 prohibits motor carriers from using independent contractors to provide trans-



portation services, the ABC Test has an impermissible effect on motor carriers' 'prices [s], routes[s] [and] services' and is preempted by the FAAAA." Which "motor carriers" would be affected by federal FAAAA preemption (interstate, intrastate, freight, household goods) is not 100% clear yet. Additionally, Uber, the party that declared that the legislation originally designed to address their business model didn't apply to them, sent an email to their customers in early January that they were making changes to their model in 2020. They would be switching from a model of set prices to a model of estimated prices with final pricing based upon time and distance of service provided.



Separately, over the last several months CMSA has worked with the Bureau of Household Goods and Services (BHGS) to

(PRESIDENT'S COMMENTS continued on page 8)

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convention ends; that way if you would like to have some vacation time while already there, you can do so at the lower rate. Keep in mind, even if you are not coming in early as part of the board, you can take advantage of an early check-in date on the Saturday before, as we start on Tuesday. Just think a few extra days on Kauai at the lower group rate to get some well-deserved rest and relaxation.

From what I remember from our last visit there, the resort was right on a small private beach in Lihue, the pool was huge, and it sits right next to the golf course.

Many of the rooms had a nice view and one of the largest koi ponds that I have ever seen. I can't wait to go back. Plus, with new airline carriers that are servicing the Hawaiian Islands, now you can get better deals on flights. While I found a great deal on Alaska, Southwest now also covers the islands and has an affordable rate compared to other airlines, so do your homework and find a deal. What used to be an expensive location to go to, competition has made it much more affordable.

CMSA staff has put together a good program and knowing that we will want to maximize our island time has changed some things up to make sure we get our aloha on. In lieu of having Matt Foley come out to give a motivational presentation, we will have that time to sip mai tai's or other tropical refreshments by the pool. Our convention events begin Thursday with our golf tournament, definitely a bucket list item for you duffers out there. After that, our dynamic growing Young Professionals group will be meeting again to network, have fun and get to know each other. I am looking



2009 McCarthy Family at Smith's Luau

forward to seeing where this group will be as they are becoming the leaders of our Association. When the Board decided to bring back this group, there were only a few of us and now it is getting bigger and bigger. Just look at your Executive Board; Jesse Chabot, your incoming Vice Chairman, is a YP as well as Shiree Hammer and Megan

Friend. Get your Young Professionals there and involved!

After YP is our Exhibitors Welcome Reception. Please make sure to come by and visit all the Exhibitors that are helping provide content and networking opportunities for us all. They help make these

conventions possible. Friday amongst other things will have an important military breakout session which could be very interesting based on the timelines the military has posted for the GHC award. Our fun Friday evening will be a luau with traditional Hawaiian dancers and a yummy piggy that has been cooking in a traditional imu (pit). Saturday will have more business sessions as well as our best in industry scholarship awards! Saturday evening, we will host our Chairman's Ball. This event will be the culmination of my year as your chairman where many will celebrate or sulk my departure and the end of my articles. I will be excited to pass the ceremonial gavel to John Chipman, Jr. at the Ball.

This promises to be a great convention and with the shoulder dates it has the opportunity to be so much more. PLEASE Register early! It will help the CMSA staff more than you can imagine. I hope to see all of you there at the conference and later by the pool!

(CHIPMAN, JR. INVITE continued from page 1)

nutty politicians in Sacramento while I'm doing the hula with Steve Weitekemp?" You might also be thinking : "If all of the Movers leave California in April for a tropical paradise, who will prevent Sacramento from enacting devious regulations that prevent us from servicing our customers?" Worse yet: "What if Sacramento shuts down truck stops and bans high school football while I'm sipping a Mai-Tai in board shorts at the Exhibitor's Reception?"

Not to worry my friends, CMSA has got it all figured out. Steve and staff scheduled our convention from April 14 through April 19, 2020, at exactly the same time Sacramento politicians will be out of town. Depending on party affiliation, our elected officials will either be in Caracas, Venezuela or in Mar-A-Lago, Florida. This means while California politicians are scheming, California Movers and Suppliers will be lounging around in flip-flops, learning about industry trends, and making new friends.

Now that it's OK to attend, the question becomes who to bring with you to Kauai Marriot Resort & Spa? I have several recommendations. You can't go wrong including your significant others, including family, friends and hardworking colleagues. However, I'm also going to suggest taking some very special guests – your favorite independent contractor. Now this might sound a little

crazy, so I encourage you to read on.

California politicians might have banned independent contractors in the Golden State, but they lack the power (so far!) to export AB 5 to the Aloha State. In fact, Hawaii loves independent contractors. We all work with great independent contractors, including small business drivers and packers. However, there are other independent contractors you can also invite to the convention. For example, how about arriving at Lihue airport arm-in-arm with your favorite Uber driver? Golf awards could go to your hair stylist and massage therapist at the Ocean Course at Hukuala. On Friday, your yoga instructor can accompany you on Smith's Wailua River



Cruise and later, to the luau at Fern Grotto. How about exotic dancers at the Chairman's Ball on Saturday evening?

Together let's make this a fun and memorable convention. Please register this week and buy your airline tickets pronto.

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(CHABOT INVITE continued from page 1)

Whether that be making a friend that I can call for help when I have a shipment delivering up North and knowing he will get me his best guys or by having some face time with an agent that always gives me OA/ DA work. I may meet someone new from a van line that I don't do business with currently, and I find out he needs extra capacity in my area. The point to this is, please come to the CMSA convention!! Come have fun and meet new, like-minded people, but always try to build your business!! Bring lots of business cards and always try to start a conversation with someone new.



2009 Chabot Family, Kauai Convention

(PRESIDENT'S COMMENTS continued from page 5)

ensure that the 2020 MAXIMUM RATE TARIFF 4 (MAX 4) was complete, correct, and posted at the earliest possible date. BHGS staff provided us with draft information, early enough for us to ensure that the calculations and amended language was correct. Thankfully, the Bureau's professionalism made our efforts far easier than in several past years, they also had the document posted on their website on the first day of

the year! With the finalization of the 2020 MAX 4 Tariff, CMSA has worked with Milburn Printing on a revised Combined Agreement for Moving Services and Freight Bill that is currently available for purchase.

With all that's going on this year, you don't want to miss being a part of CMSA's 102nd annual convention. Register today and come make memories in flip flops!

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Interstate Trucking gets Temporary Relief from New Law Restricting Independent Contractors

On the final day of 2019, California Southern District Judge, Roger Benitez granted a temporary restraining order on the enforcement of California's controversial AB 5 law which was slated to go into effect January 1. In his decision, he wrote that the California Trucking Association (CTA) demonstrated that the case was, "likely to succeed on the merits" and that the plaintiffs are, "likely to suffer irreparable harm in the absence of relief." This restraining order prevents the state of California from enforcing AB 5 until an upcoming hearing on January 13.



The lawsuit, which was filed by the CTA in November, challenges AB 5, specifically the "B" prong of the "ABC" test. The "B"

prong prohibits companies from using independent contractors unless they are performing work outside the usual course of the hiring entity's business. If CTA's preliminary injunction is successful, California would be unable to enforce AB 5 on trucking entities until their lawsuit is resolved; which may take months or years.

The lawsuit argues that California AB 5 is preempted by the supremacy and commerce clauses in the U.S. Constitution and is in conflict with the Federal Motor Carrier Safety Act and the FAA Act of 1994. Specifically, the 1994 law bans states from enacting laws that affect a motor carrier prices, routes or services. California AB 5 would have a severe and immediate impact on the hiring practices, cost of pricing for services and routes companies would be willing to take under this new restrictive law.

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California Consumer Privacy Act (CCPA)

FACT SHEET



The California Consumer Privacy Act (CCPA) was enacted in 2018 and takes effect on January 1, 2020. This landmark piece of legislation secures new privacy rights for California consumers. On October 10, 2019, Attorney General Xavier Becerra released draft regulations under the CCPA for public comment.

The CCPA grants new rights to California consumers

- The **right to know** what personal information is collected, used, shared or sold, both as to the categories and specific pieces of personal information;
- The **right to delete** personal information held by businesses and by extension, a business's service provider;
- The **right to opt-out** of sale of personal information. Consumers are able to direct a business that sells personal information to stop selling that information. Children under the age of 16 must provide opt in consent, with a parent or guardian consenting for children under 13.
- The **right to non-discrimination** in terms of price or service when a consumer exercises a privacy right under CCPA.

The CCPA applies to certain businesses

- Businesses are subject to the CCPA if one or more of the following are true:
 - ◊ Has gross annual revenues in excess of \$25 million;
 - ◊ Buys, receives, or sells the personal information of 50,000 or more consumers, households, or devices;
 - ◊ Derives 50 percent or more of annual revenues from selling consumers' personal information.
- As proposed by the draft regulations, businesses that handle the personal information of more than 4 million consumers will have additional obligations.

The CCPA imposes new business obligations

- Businesses subject to the CCPA must provide **notice** to consumers at or before data collection.
- Businesses must **create procedures** to respond to requests from consumers to opt-out, know, and delete.
 - ◊ For requests to opt-out, businesses must provide a "Do Not Sell My Info" link on their website or mobile app.
- Businesses must **respond** to requests from consumers to know, delete, and opt-out within specific timeframes.
 - ◊ As proposed by the draft regulations, businesses must treat user-enabled privacy settings that signal a consumer's choice to opt-out as a validly submitted opt-out request.
- Businesses must **verify** the identity of consumers who make requests to know and to delete, whether or not the consumer maintains a password-protected account with the business.
 - ◊ As proposed by the draft regulations, if a business is unable to verify a request, it may deny the request, but must comply to the greatest extent it can. For example, it must treat a request to delete as a request to opt-out.
- As proposed by the draft regulations, businesses must **disclose** financial incentives

(CCPA continued on page 13)

(CCPA continued from page 12)

offered in exchange for the retention or sale of a consumer's personal information and explain how they calculate the value of the personal information. Businesses must also explain how the incentive is permitted under the CCPA.

- As proposed by the draft regulations, businesses must **maintain records** of requests and how they responded for 24 months in order to demonstrate their compliance.
 - ◊ In addition, businesses that collect, buy, or sell the personal information of more than 4 million consumers have additional record-keeping and training obligations.



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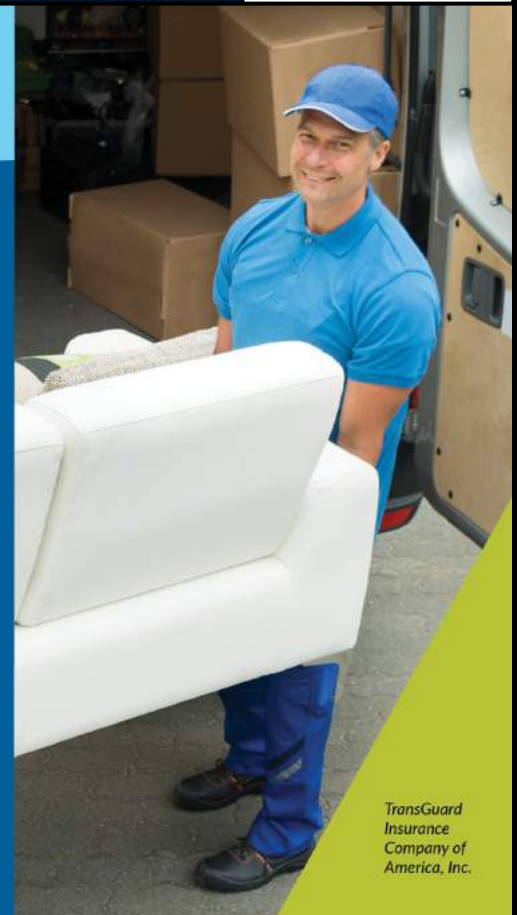
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CONGRATULATIONS to Tim Helenthal!!

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Tim Helenthal Takes Reigns as CEO & Chairman

National Van Lines Press Release, January 6, 2020

Effective Jan. 1, 2020, Tim Helenthal, who started with National Van Lines 25 years ago, is CEO & Chairman of National Holding Co., the parent company of interstate-mover NVL and National Forwarding Co.

His rise from President & COO is the culmination of a multi-year succession plan announced in 2013. He replaces Maureen Beal, who assumed the helm as CEO & Chairman in 1993 and whose grandfather started National Van Lines in 1929. Maureen retired Dec. 31.

"I suppose there's never a perfect time to retire, but we did time this transition perfectly," Maureen Beal said. "Tim's quarter-century of moving-industry experience, plus his sharp insight, will elevate the National Van Lines brand in consumers' minds as we navigate an increasingly competitive environment."

"This is a pivotal period in the moving-and-storage industry," Tim said. "We're confronting a nationwide driver shortage while technology is moving us toward driverless vehicles. At the same time, human capital is a tremendously important part of the business—and will remain so indefinitely. We're also facing challenges with corporations instituting remote-work policies that allow employees to stay put and not hire cross-



Tim Helenthal

country movers."

Tim's scope extends beyond NVL's corporate boundaries. He was the International Association of Movers' Vice-Chairman before his 2017 election to Chairman and two subsequent re-elections. He's on the Board of Directors for the American Moving & Storage Association and serves on that organization's Government Traffic Committee. In the military sector, Tim serves on the newly formed Personal Property Executive Working

Group created by the United States Transportation Command.

A supporter of the hunger-battling group, Move For Hunger, Tim and his daughter, Lauren, set a Move For Hunger fundraising record by generating \$6,721 in donations during the 2016 Rock 'n' Roll Chicago Half Marathon.

Tim lives in suburban Chicago with his wife, Danielle, and has three daughters. He eagerly cheers for the St. Louis Cardinals, especially when they're up against the Chicago Cubs. He also enjoys running, reading and family time.

He attended Eastern Illinois University in Charleston, IL where he received a B.A. in economics in 1990 and an M.A. in economics in 1991.



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California Court decides in favor of Defendants Motion in Limine regarding Preemption and Non- Retroactivity of ABC Workers Classification Test

A California court ruled Wednesday in favor of keeping big-rig truck drivers as independent contractors versus turning them into company employees, a decision that could bode well for other industries in their fight against the newly enacted state gig worker law AB 5.

The Los Angeles County Superior Court decision in the state of California vs. Cal Cartage Transportation Express case upheld the Federal Aviation Administration Authorization Act (FAAAA) of 1994.

"After careful consideration, the court agrees with defendants that the currently

operative legal requirements for determination of employee versus independent contractor status are preempted as to certain motor carriers and their drivers by an act of Congress," the court stated in its ruling.

The federal law is designed to allow commerce to flow freely across state lines, "increase competition" and "reduce the cost of trucking services" by allowing truckers to forego changing their status as independent contractor on a state-by

-state basis.

We will continue to follow this and other relevant cases and update as necessary.



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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 |



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CALENDAR OF EVENTS

Tues., Jan. 14 Twin Counties Chapter Meeting

Wed., Jan. 15 San Diego Chapter Meeting

Wed., Jan. 15 Northern Region Chapter Meeting

Thurs., Jan. 16 Central Valley Chapter Meeting/Poker Tournament

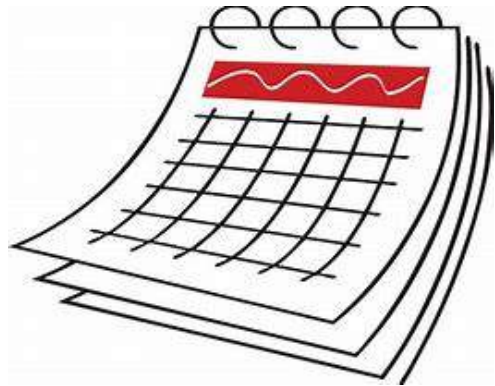
Wed., Feb. 26 Legislative Day Sacramento, CA

Wed., Mar. 4 San Diego Chapter Golf Tournament

Sat., Mar. 14 Ventura/Santa Barbara Chapter Spaghetti Dinner

Sun., Mar. 29 Greater LA Chapter "Day at the Races"

**April 14-19, 2020 102nd CMSA Convention
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Lihue, HI**



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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.

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.

FOR SALE

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

EMPLOYMENT OPPORTUNITY

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

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.

It pays to advertise !!

CMSA THROUGH THE YEARS

HISTORICAL PHOTO



2009 CMSA Board of Directors in Kauai



**DEWITT
MOVE WORLDWIDE**

A DEWITT COMPANY

YOUR ONE STOP CONNECTION
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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.**



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



DeWitt Guam

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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
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DIRECTORY



COMPANY INFO



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New Haven Moving Equipment
Victory Packaging
Chris Lapi Moving Supplies
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Google Play



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Rental Item

Rent NOW!
Call Chris Williams
(800) 225-3659

Or call your
Sales Rep today!

- Overall size 25"D x 48" W x 40" H
- Two fully carpeted shelves
- Carpeted Corners
- 4" Colson non-marring swivel casters
- 1000 lbs Capacity
- Perfect for computer terminals and monitors

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
(Unlimited sponsorships available for this event.)

8. Sat. Apr 18 Lihue Sunrise Breakfast
9. Sat. Apr 18 Nō Ka 'Oi 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 \_\_\_\_\_

**REGISTRATION FEE:** (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</b> —Free Admission<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</b> —Free Admission<br><br><b>KALAPAKI BAY LUNCHEON</b><br><br><b>MILITARY BREAKOUT SESSION</b> —Free Admission<br><br><b>HAWAIIAN LUAU</b>                                |
| <b>Saturday, APRIL 18</b> | <b>LIHUE SUNRISE BREAKFAST</b><br><br><b>CMSA GENERAL SESSION</b> —Free Admission<br><br><b>VAN LINE PANEL DISCUSSION</b> —Free Admission<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: \_\_\_\_\_



## **HOLE-IN-ONE CONTEST (Hole #8) & Other Prizes at Par 3 Holes!**

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.*

**CMSA, 10900 E. 183rd Street, Suite 300, Cerritos, CA 90703; Fax: (562) 865-2944; Email: [information@thecmsa.org](mailto:information@thecmsa.org)**

# California Moving & Storage Association

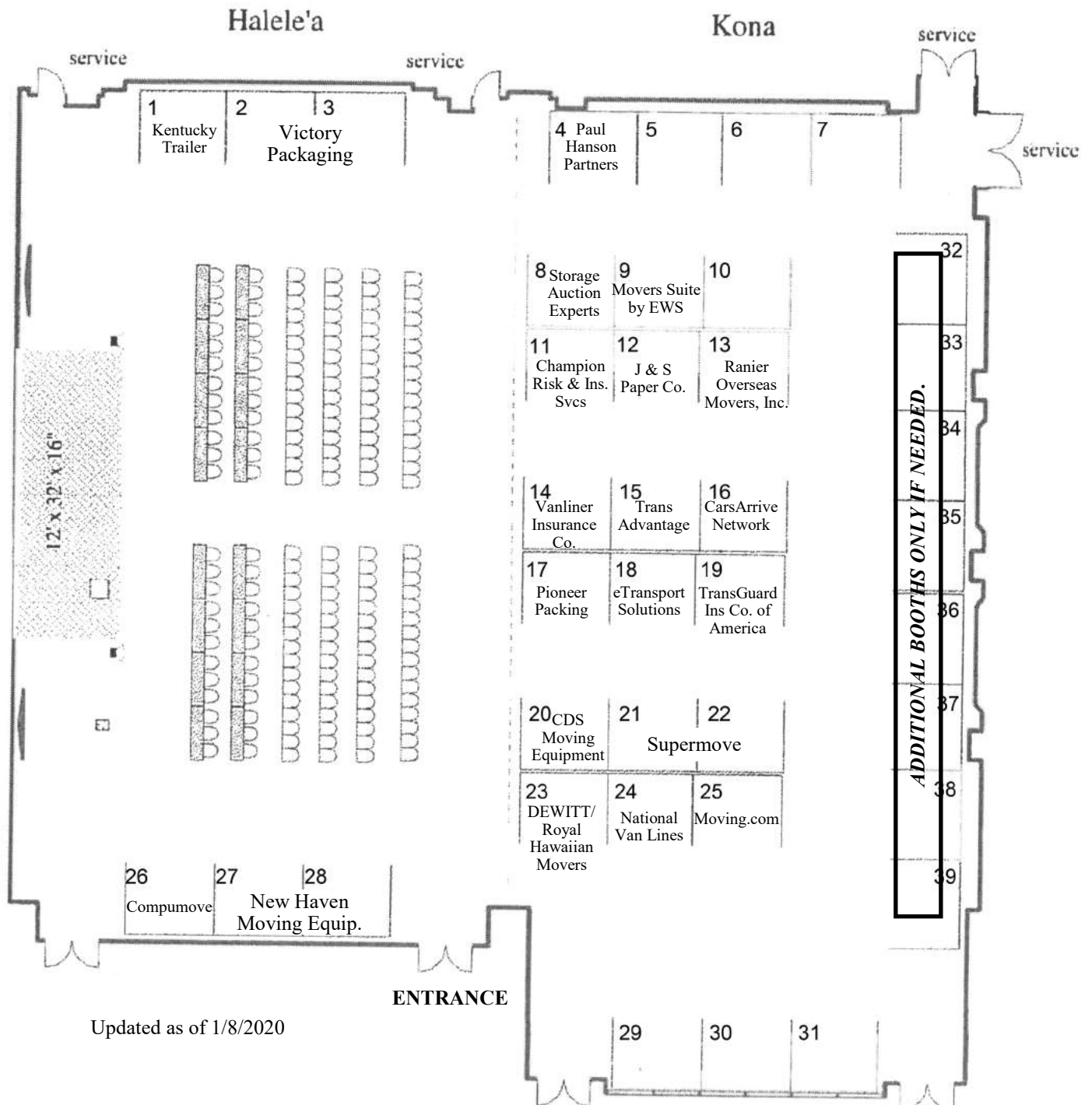
102nd Annual Convention – Booth Diagram

Kauai Marriott Resort

3610 Rice Street

Lihue, HI 96766

Exhibit Dates: April 16–18, 2020



# **2020 CONVENTION ADVERTISING**

Because of the overwhelming positive response to our bigger 8 1/2" X 11" sized, full-color convention program from our previous conventions, we are keeping those same elements! Call Renee Hifumi (562) 865-2900 or email: [rhifumi@thecmsa.org](mailto:rhifumi@thecmsa.org) to reserve your advertising spot in the convention program!

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

| <u>Page</u>                 | <u>Dimensions</u><br><u>(Width X Height)</u> | <u>Rate</u> | <u>Event Partner Rate</u><br><u>(20% Off)</u> |
|-----------------------------|----------------------------------------------|-------------|-----------------------------------------------|
| 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!

