

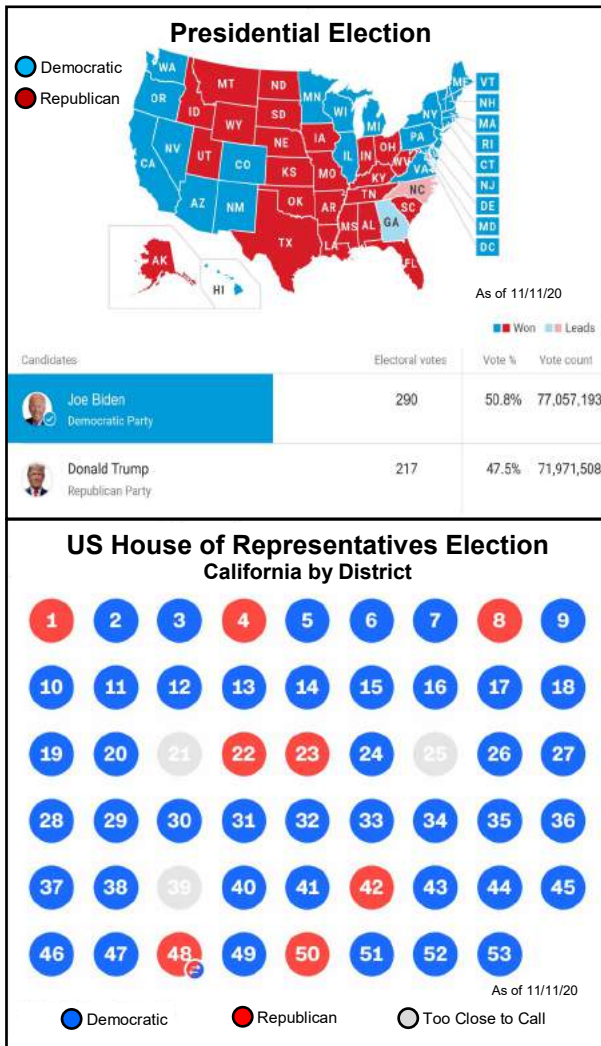
2020 Election Highlights

Pending certification, here are the predicted results of the elections affecting California.

Presidential Election

Democratic candidate and predicted President-elect Joe Biden would be the 46th president of the United States of America. He would have the distinction of being the oldest sitting president when he turns 78 on November 20. Biden served as United States senator for Delaware from 1973-2009 and then vice president of the United States under President Barack Obama from 2009-2017.

His running mate, Vice President-elect Kamala Harris would have the distinction of being the first female, Black and South Asian American vice president. Harris most nota-



bly served as California's attorney general from 2011-2017 and United States senator for California from 2017 to present.

US Senate Election

No California senators were up for re-election.

US House of Representatives Election

Out of California's 53 districts, roughly 80% of the seats are expected to be filled by members of the Democratic Party.

In 2018, the Democratic Party had managed to flip seven seats held by the Republican Party. (Although District 25 flipped to the Democratic Party in 2018, it was taken back by the Republican Party during a special election held one year later.) This

(ELECTION HIGHLIGHTS continued on page 12)

2021 CMSA College Scholarship Application Included in this Issue!



CHAIRMAN'S CORNER

by John Chipman, Jr.

Did you miss the October Surprise? It wasn't a political one. It wasn't the Dodgers' World Series victory over Tampa Bay. And it wasn't that most Californians didn't hand out Halloween candy during a pandemic. Nope.

The "surprise" was to the Moving & Storage industry when on October 21, the Government Accountability Office ("GAO") decided to sustain protest challenges against Transcom's decision to award the Global Household Goods Contract ("GHC") to the American Roll-On-Roll-Off Carrier Group ("ARC"). The ARC Group also includes Uni-Group, Atlas, Suddath, Pasha and Deloitte. The GAO's announcement was unexpected, because since April the moving industry's conventional wisdom was ARC would prevail, and the only issue was how long would it take protesters to exhaust their administra-

tive and legal remedies without success.

Publicly the ARC Group's reaction to the GAO ruling was diplomatically muted. For example, a statement from Suddath said: "We are disappointed with the decision." However, one Van Line leader with knowledge of the situation described the GAO's decision as a "total stunner".

While the GAO's entire ruling has not yet been made available, the GAO sided with both protesters, HomeSafe Alliance and Connected Global Solutions, agreeing that Transcom's decision to award the GHC was based on "flawed evaluation conclusions" and was not a "best-value decision." There was also allegation of prior misconduct.

With approximately 400,000 military families moving annually, Transcom is often described as our industry's biggest national account. The GHC is worth more than \$7 billion. So Transcom's next step will be very important to CA movers and suppliers.

What's going to happen? According to Transcom, "The four offerors originally determined to be the most highly rated proposals will have until Dec. 2, 2020, to submit

(CHAIRMAN'S CORNER continued on page 4)





PRESIDENT'S COMMENTS

By Steve Weitekamp

We are definitely living in interesting times. While our general economy has shown signs of strengthening, and household moving remains well above seasonal norms, there is

nothing to indicate that an end to the pandemic is imminent. Reported cases of COVID-19 continue to escalate in a time when we also are starting to have concerns about seasonal flu virus outbreaks. Members of the California Moving and Storage Association (CMSA) continue to be on the front line providing essential services to those in need of moving services.

Chairman John Chipman, Jr., in his column (starting on page 2) has provided a thoughtful and detailed review of recent actions related to the Global Household Goods Contract (GHC), the dissolution of the American Moving and Storage Association (AMSA) and the development of the

American Trucking Association (ATA) Moving Conference. That being said, I want to reinforce the fact that the CMSA, while we work with and support all relevant industry groups, has never had any direct connection to AMSA or ATA. We are a 103-year-old, stand-alone trade association representing California movers, suppliers and other interested parties and intend to stay that way.

Early in November, the CMSA Board of Directors conducted meetings over two days via Zoom (see back cover for a photo). In addition to the regular business conducted and committee reports regularly reviewed in a CMSA board meeting, a significant amount of time was spent on California legislative issues. While we had some success in the 2019-2020 session, we know that we have a lot of work ahead of us. The good news is that as we prepare for the 2021-2022 session, we move forward with our strong team of CMSA staff and leadership, our lobbyist Shaw Yoder Antwih Schmelzer & Lange (SYASL), and legal counsel Mark Hegarty. Proposition 22 suc-

(PRESIDENT'S COMMENTS continued on page 5)

BUDGET COVERAGE

WON'T GIVE YOU THE BEST FIT

You can always shop around for cheaper insurance rates but you usually get what you pay for. The lowest price often gets you minimal service. At Vanliner you get high quality service, tailor-made for the moving and storage industry. You get what you pay for and more. Our seamless coverage includes loss prevention tools, competitive rates, unique coverage options and years of financial stability. It's easy to see how we earned our A.M. Best Rating of A Excellent. You'll see the quality and why we're worth every penny.

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	

(CHAIRMAN'S CORNER continued from page 2)

new proposals, with new oral presentations planned for January 2021. Thereafter, US-TRANSCOM will review the new proposals and oral presentations, and plans to award the contract in early June 2021...Upon granting the award, a nine-month transition period will begin with the awardee, and the first personal property shipments under the GHC will occur during the 2022 peak moving season."

In other news, the American Moving & Storage Association ("AMSA") closed its doors in Virginia on October 16, 2020. This was not a surprise. California Movers will be well represented in the new American Moving & Storage Conference (Moving Conference) of the American Trucking Association (ATA). Most importantly for our state, six CMSA members will be serving on the Moving Conference's new board of directors, including Steve Weitekamp (CMSA's fearless leader), Jeanette Homan (Lambert Enterprises), Chris Higdon (California Moving Systems), and yours truly. Additionally, Bill Lovejoy (Republic Moving & Storage) will

not only be on the Board and its Executive Committee, but he will also be the fledgling Conference's 2nd Vice Chairman.

That means with a little bit of patience, Bill will be leading our industry's largest trade organization in a few years. Bill says he is up for the challenge: "AMSA conferencing with ATA will provide great benefits to our members. Besides dynamite advocacy, our members will have access to tools AMSA has had in the past, as well as ATA's vast resources for the industry!"

Finally, last but certainly not least, the sixth CMSA member joining the Moving Conference will be Griselda Gonzalez (CG Moving Company). Griselda has plenty to contribute as a board member. With 12 years of contracting and finance experience in our industry, she is uniquely qualified to represent the interests of growing, independent movers in California. She will also bring important diversity to the new Moving Conference Board. Additionally, as co-chapter president (with her sister, Olga) of CMSA's Northern Region, Griselda under-

(CHAIRMAN'S CORNER continued on page 7)



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)

cess leads us to believe that issues related to AB 5 and the ABC test for independent contractors will be back in the California legislature in the next session.

As stated in an email to membership, you may or may not know that CMSA has a Political Action Committee (PAC) to support candidates and issues important to our industry. At our November board meeting the CMSA Board of Directors approved a legislative action plan that will require significant funding from our currently depleted PAC. The board agreed that if each CMSA member company, mover and associate, would contribute \$200 to our PAC we would be able to move

forward with our planned legislative support. We believe that this action is critical and necessary, have you made your contribution yet?

With all that change, some things remain the same. This issue includes an application for the CMSA educational scholarship, the vocational scholarship application is also available on our website. We encourage you to distribute applications broadly among qualified individuals within your organization. We will once again be awarding \$51,000.00 in scholarships to young people from within our Association at our 103rd annual convention in May 2021.



Is your company doing office moves or other non-regulated types of moves?

Make sure you have the proper forms to protect yourself. Using HHG forms can make your company vulnerable to possible litigation. Purchase your Non-Regulated Bill of Lading Forms from CMSA. Call us at (562) 865-2900 to order your forms today!

PIONEER

2430 GRAND AVE. SANTA ANA, CA 92705

P: 714-540-9751 F: 714-428-0291

Happy
Thanksgiving





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

(CHAIRMAN'S CORNER continued from page 4)

stands the challenges of navigating the choppy waters of California's legislative and regulatory environment. Best of all, she is emblematic of our country's success. Griselda grew up in El Salvador and emigrated as a teen to the US. She graduated from Jefferson HS in Daly City. As a working mom, Griselda received her undergraduate degree from San Francisco State.

Griselda is excited about joining the new board: "My background has shaped my pro-

fessional life in being able to move with the flow, become adaptable and resourceful. I look forward to bringing my voice and experience to the new Moving Conference."

Griselda and the other five CMSA members look forward to the challenge of serving and will play a significant role on the new Moving Conference Board.



AUCTIONEER FOR HIRE
5% COMMI\$SION

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

1-714-271-2770
CALL TODAY!

@davethemogul
 .com/storagewarrior

www.davehesterauctioneer.com

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



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



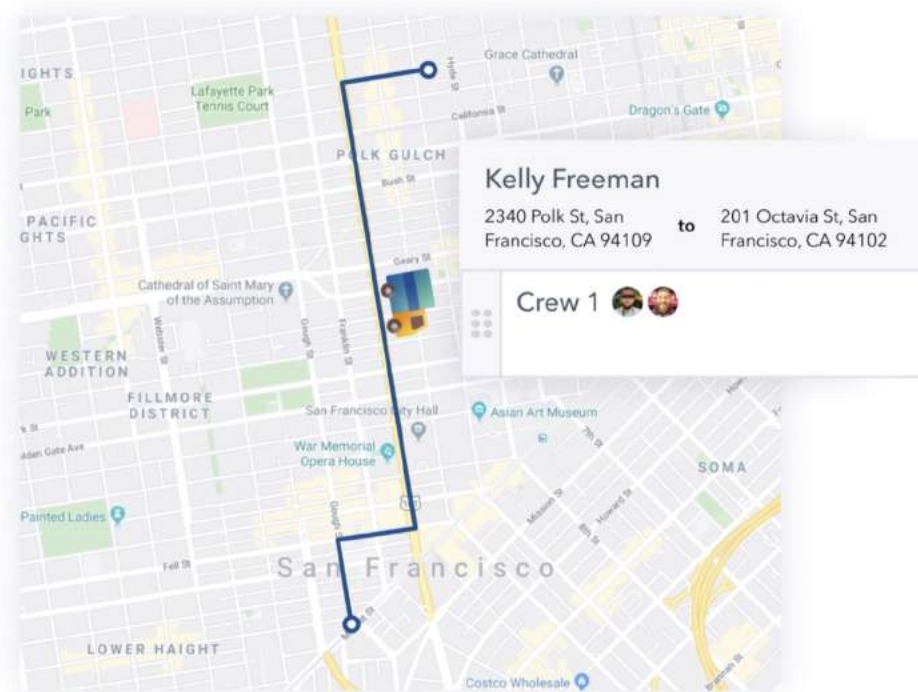
Auto Liability / Auto Physical Damage / Cargo Legal Liability / Warehouse Legal Liability / Commercial General Liability
 Property / Crime / Surety Bonds / Umbrella / International Cargo / Independent Contractor Work Injury Program



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

Supermove

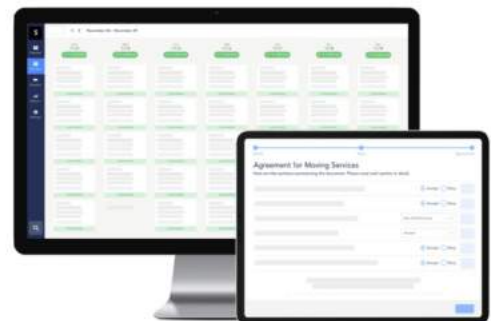
Simple software for moving companies



Say goodbye to paperwork



Say hello to **paperless**



 www.getsupermove.com

 (805) 699-6641

MOVE SAFELY WITH NEW HAVEN'S PPE



N95 MASKS

DISPOSABLE 3-PLY FACE MASKS

FACE SHIELDS

HAND SANITIZER & WIPES.

DISPOSABLE GLOVES

GOGGLES

SHOES BOOTIES

TOUCHLESS THERMOMETER

IN STOCK NOW with PROMPT SHIPPING

San Leandro (800)624-7950 San Fernando (800)421-8700

www.newhaven-usa.com

Our New Haven family sends our best wishes to you & your family for safety & success during this unprecedented moving season. We appreciate your business.

DEADLINE IS FEBRUARY 3, 2021

CMSA College Scholarship 2021

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 2021-2022 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 3, 2021** to: CMSA, 10900 E. 183rd St., #300, Cerritos, CA 90703, or e-mail to information@thecmsa.org or fax to: (562) 865-2944. Winners will be notified by **March 12, 2021**. The awards recognition will take place at the CMSA's 103rd Annual Convention at the Omni Rancho Las Palmas Resort & Spa **during the Awards Luncheon on May 15, 2021**.

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:

The challenges caused by the COVID-19 pandemic has taken a toll on people all across the world. How has the COVID-19 pandemic affected your life and how have you coped with the challenges?

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 2021-2022 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 2021-2022 academic school year only.

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

2021 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:

The challenges caused by the COVID-19 pandemic has taken a toll on people all across the world. How has the COVID-19 pandemic affected your life and how have you coped with the challenges?

If you are notified as being a scholarship recipient, you will have 10 days to confirm scholarship notification or you will forfeit the scholarship.

(ELECTION HIGHLIGHTS continued from page 1)

year, the Republican Party is poised to possibly flip three seats. District 48's seat has already flipped to a Republican candidate, and Districts 21 and 39, although too close to call, show Republican candidates with a slight lead at this time.

Ballot Measures of Significance to Moving and Storage (Results from 84.5% of ballots counted as of 11/9/20.)

Proposition 15 – NO (51.9%)

Aims to increase funding sources for public schools, community colleges, and local government services by changing tax assessment of commercial and industrial

property. Taxes such properties based on current market value, instead of purchase price. Fiscal Impact: Increased property taxes on commercial properties worth more than \$3 million providing \$6.5 billion to \$11.5 billion in new funding to local governments and schools.

Proposition 19 – YES (51.3%)

Allows homeowners who are over 55, disabled, or wildfire/disaster victims to transfer primary residence's tax base to replacement residence. Changes taxation of family-property transfers. Establishes fire protection services fund. Fiscal Impact: Local governments could gain tens of millions of dollars of property tax revenue per year,

(ELECTION HIGHLIGHTS continued on page 13)



2021 CMSA Vocational Scholarship Application is Available!

Get the application today at
www.thecmsa.org/html/community/scholarships.html

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

probably growing over time to a few hundred million dollars per year. Schools could receive similar property tax gains.

Proposition 22 – YES (58.5%)

Classifies app-based drivers as “independent contractors,” instead of “employees,” and provides independent-contractor drivers other compensation, unless certain criteria are met. **Fiscal Impact:** Minor increase in state income taxes paid by rideshare and delivery company drivers and investors.

Proposition 24 – YES (56%)

Permits consumers to: prevent businesses from sharing personal information, cor-

rect inaccurate personal information, and limit businesses’ use of “sensitive personal information,” including precise geolocation, race, ethnicity, and health information. Establishes California Privacy Protection Agency.

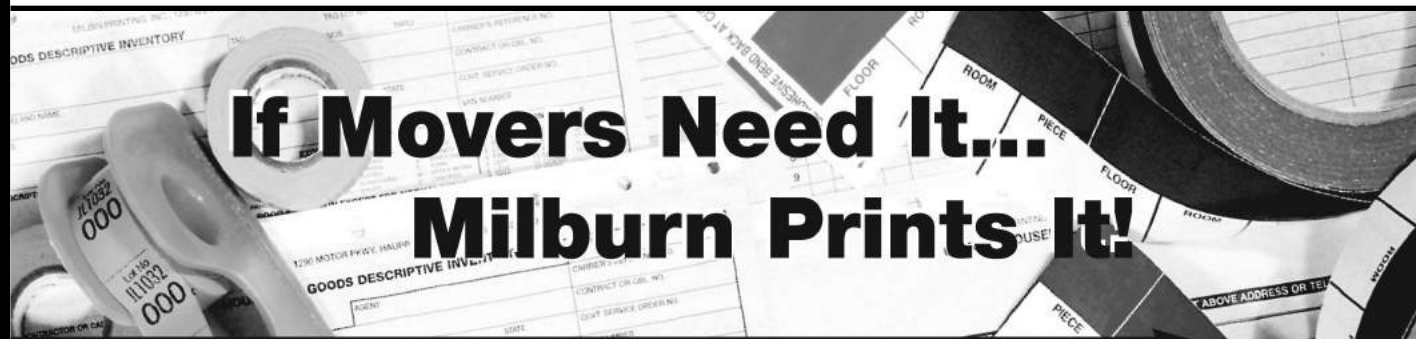
Fiscal Impact: Increased annual state costs of at least \$10 mil-

lion, but unlikely exceeding low tens of millions of dollars, to enforce expanded consumer privacy laws. Some costs would be offset by penalties for violating these laws.

Commentary

The majority of California voters backed Democratic candidates. Some believe that the migration of Californians to Arizona and Nevada tipped the scales in those states to favor the Democratic party.

State Ballot Measures - Statewide Results
<p align="center">Unofficial Election Results Results will be certified by December 11, 2020.</p> <hr/> <p align="center">To view the total unprocessed ballots, visit the Unprocessed Ballots Report (http://vote.sos.ca.gov/unprocessed-ballots-status) (updates daily after 5:00 p.m.)</p>
<p align="center">Election results will change throughout the canvass period as vote-by-mail ballots, provisional ballots (including conditional voter registration provisional ballots), and other ballots are tallied.</p>



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

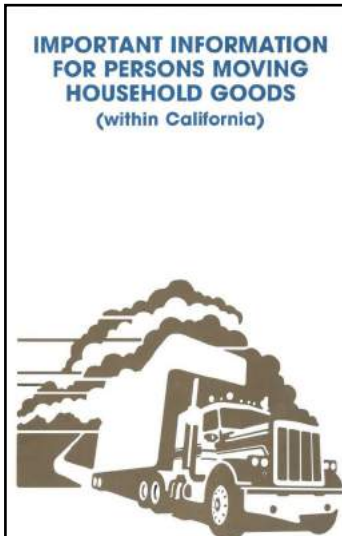
- Our Knowledgeable Staff is always ready with **Real Answers** to Your Questions!
- **Decades of Experience** Servicing the Moving & Storage Industry
- Membership in **all Moving & Storage Associations**
- 24 Hour Ordering at **www.milburnprinting.com**
 - Inventory Tape • Container & Baggage Seals
 - 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

3 Things You Should Know About the Important Notice to Shippers Booklet

1 CMSA has confirmed that Milburn Printing has updated the *Important Information for Persons Moving Household Goods (within California)* booklet to be in compliance with the 2020 MAX 4 Tariff regulations, including updated contact information for the Bureau of Household Goods and Service (BHGS). For those needing booklets, you can buy the booklets online at www.milburnprinting.com or call Milburn Printing at 800-999-6690.



BHGS, don't throw them away! The CMSA has gotten approval to sell BHGS information stickers to place over the CPUC information on page 10 of the booklet. Sticker order forms can be found online at www.thecmsa.org or call CMSA at (562) 865-2900 to place an order.

2 If you find yourself with a ton of outdated booklets that still have the contact information for the California Public Utilities Commission (CPUC) instead of

3 The booklets can be sent electronically to customers, but with the following caveats: 1) The booklet must be an attached document (pdf); 2) You must have an active confirmation (not just receipt) of received booklet.; 3) You must retain the confirmation for a minimum of three years.; and 4) You STILL NEED the shipper's signature on the Agreement for Service/Bill of Lading.



CA License #OH18156

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

Historical News Article from July 16, 1982

The Cyclical Nature of the Moving Business

Most summers when school gets out, moving vans pull up outside thousands of homes to carry transferred managers' household goods to new locations.

But this summer, fewer workers are being sent to new locations. And many individuals who have to pay for their moves are staying put as well. As a result, the nation's moving industry has hit hard times.

"It is a basic question of housing economics. If you can't buy or sell a home, you can't move," notes James Wilson, United Van Lines senior vice-president. "And because of the depressed economy many corporations are not shifting people."

With both sales and profits slipping, many agents - those independent businessmen who own moving vans and warehouses - find themselves pushed toward the brink of bankruptcy. To cope, the van lines the agents work for are moving more aggressively into new businesses - such as photo copying and temporary secretarial services -

to keep cash coming in.

"If we had been 100 percent dependent on household goods, we would have been out of business by now," says George Smith, president of Bekins Moving and Storage. Bekins is the company that has been most active in diversifying out of the traditional moving business.

The upheaval in the moving industry offers some advantages to customers. The experience level of moving crews is higher since workers with less experience have been laid off. And firms are offering various kinds of discount plans.

The upheaval in the moving industry is the result of the sluggish economy and the difficult housing market. With mortgage rates hovering around 17.5 percent, houses are difficult to buy and sell. And the lagging economy has hit corporate profits, making firms examine each move more carefully.

"(Corporate) moves are down this year,"



(HISTORICAL NEWS continued on page 16)

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

says Chris Collie, executive vice-president of the Employee Relocation Council, which tracks move-related matters for major corporations. A recent survey of 875 council members found a third of them plan to reduce the number of employee moves in 1982, while only 15 percent planned to increase moving activity.

As a result of the reduced number of corporate moves and a decline in moves individuals pay for themselves, the number of shipments has taken a dive at most moving companies. "Our shipments are down 10-15 percent for the year to date," says Edward A. Bland, president of Atlas Van Lines. United Van Lines reports shipments about 8 percent below last year. Industry wide statistics for the first half of the year are not available yet.

Profits have slumped along with volume. In the first three months of 1982, only four of the 15 largest van lines posted a profit. "The first quarter of 1982 was a disaster for everyone," says Ray Atherton, chief of the compliance branch at the Interstate Commerce Commission, which oversees the moving industry.

Local moving agents have been even harder hit. They own the moving vans and warehouses and make the moves, while the

van lines book the orders. "The agents are the ones who carry the bulk of the entrepreneurial risk," Atherton notes. According to industry sources, roughly 25 percent of the nation's 13,000 agents are in serious financial trouble.

Van lines are adopting a variety of strategies to help themselves and their agents through difficult times. Diversification is one typical response. Bekins, for example, has started offering business services, such as mail forwarding and answering services at locations in California and Texas.

Other van lines are using their trucks to carry a variety of products. Movers traditionally have carried trade show displays and computers. "Now we are moving goods from the manufacturer to distribution" channels, United's Wilson says. About 45 percent of North American Van Line's revenues come from moving items other than household goods, company sources say.

While 1982 is not a banner year for movers, there still are bright spots in the moving market. Perhaps the most promising is the office moving market, a result of the amount of office construction going on. "The office (moving) business looks like it will grow at a significant pace over the next three years," Bekins president Smith says.

Considerations for Hosting or Attending a Holiday Gathering

If you will be hosting a gathering during the holiday season that brings people who live in different households together, follow [CDC tips for hosting gatherings](#). If you will be attending a gathering that someone else is hosting, follow [CDC Considerations for Events and Gatherings](#). Below are some general considerations for hosting a gathering that brings together people from different households. For a more complete list, please visit the CDC website at: <https://www.cdc.gov/coronavirus/2019-ncov/daily-life-coping/holidays.html>

Hosts should consider the following:

- Check the COVID-19 infection rates in areas where attendees live on [state](#), [local](#), [territorial](#), or [tribal](#) health department websites to consider if safety will be an issue.
- Limit the number of attendees as much as possible to allow people from different households to remain at least [6 feet](#) apart at all times.
- Host outdoor rather than indoor gatherings as much as possible.
- Encourage guests to avoid singing or shouting, especially indoors. Keep music levels down so people don't have to shout or speak loudly to be heard.

Sacramento Chapter Golf Tournament

By: *Dustin Sandoval, Sacramento Chapter President*

The CMSA Sacramento Chapter Golf Tournament was a successful fundraiser!

We were able to raise a little over \$4,000 that will go towards supporting all of the association's wonderful charities and scholarship programs. We'd like to thank everyone



who came out and participated. It's difficult to host a golf tournament without golfers. Thank you to everyone who couldn't attend but supported the Chapter. This wouldn't

have been possible without the generosity and constant support from our Associate members and friends.

Thank you to our key sponsors:

Casey Myers with Champion Risk Insurance
Ken Jordan, Dustin Ulmer, & Rickey Green with J & S Paper Co.
Andy Smith & Mitchell Snelson With CDS Moving Equipment
Auburn Moving Company
Jake Leonard with Full Draw Insurance Services
Jeff Nadeau with Dewitt Move Worldwide

Moving Trucks, In Stock, Leasing/Financing



2020 Hino 338 26ft x 108"H x 102"W Box Van, air brakes, air horn, 260hp diesel, Allison 2500 auto, ac, cd player, power windows and locks, heated remote mirrors, high cube extra wide body, 42" x 90"H curb side door, 3 rows E Trac, wood slats, steel kick plate, threshold plate, Waltco 2500 cap 60" x 84" Aluminum platform tuk away liftgate with cart stops, 16ft aluminum walk ramp, GVWR 33,000, H1314
Truck can be de-rated to 25,950 GVWR

**72 Month
Financing
Available**



2020 Hino 268A 26ft x 102"H x 102"W Box Van, diesel, air brakes, air ride suspension, auto, ac, cd system, cruise, power windows, locks, and mirrors, air assist drivers seat, fiberglass body, 3 rows of E Trac, steel kickplate, threshold plate, translucent roof, 3000lbs cap 80"x59" aluminum tuk away liftgate, 25,950 GVWR, H1334



TRUCK CENTER

Hwy 101/McKee Rd.

195 N 30th Street

San Jose, CA 95116

1-408-275-0500

www.monarchtruck.com





**Everything for the Mover,
Everywhere you need it.**



Northern CA 800.817.5581

Southern CA 800.288.5100

moversales@victorypackaging.com

www.VictoryPackaging.com



**Victory
Packaging**

We are *Architects* of Packaging Solutions



Association Leaderboard Report

Association		Enrolled Movers	Association	Total Lbs.
1	California (CMSA)	82	1 Pennsylvania (PMSA)	2,429,200
2	Southwest Movers (SMA)	64	2 Illinois (IMAWA))	2,077,880
3	Illinois (IMAWA)	42	3 California (CMSA)	1,428,560
CMSA Report Food Collected and Delivered			4 Southwest Movers (SMA)	1,423,690
			5 Florida (FMWA)	1,086,305
			Top Agent of the Month	
Monthly	Year to Date	All Time	1. Real Rock'N'Roll Mover	
541 lbs.	127,201 lbs.	1,428,560 lbs.	316 lbs. = 263 Meals	
450 meals	106,000 meals	1,190,450 meals	2. New World Van Lines - Los Angeles	
			225 lbs. = 190 Meals	

CALENDAR OF EVENTS

Nov. 1 thru Dec. 1	Ventura/Santa Barbara Chapter See's Candy Fundraiser	Tue., Dec. 1	North Bay Chapter Wine Tasting Meeting
Nov. 1 thru Dec. 9	LA/OC Toy Drive	Thu., Mar. 11	San Diego Chapter Golf Tournament
Wed., Dec. 9	LA/OC Chapter Zoom Cocktail Hour		

CLASSIFIED ADVERTISING

CHARGES: 1-5 Lines \$15; \$2 each add'l line. CMSA box number \$5.
Special heading/setup is extra.
Email: information@thecmsa.org to place your advertisement.

EMPLOYMENT OPPORTUNITY

Great Sales Opportunity for an Experienced COMMERCIAL (O&I) National Account aka Commercial Business Development Professional
METROPOLITAN VAN & STORAGE
 Please call Dave Smart (707)328-2154

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.

HELP WANTED

Apple Valley Transfer & Storage and Barstow Transfer & Storage are hiring! We need full time professional packers, loaders, warehouse help and drivers with Class A, B or C licenses. We will train you. All applicants must be team players, able to pass a background check and a drug test. Please only apply via email to sales@applevalleyatlas.com. No phone calls, please.

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.

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.

MOVING & STORAGE FOR SALE

Trucks and warehouse in Clovis, CA. Call for info (559) 222-0975.

NEW VAULTS FOR SALE

\$325/each - San Jose, CA
 408-643-8602

Place your classified ad today!

HISTORICAL PHOTO



On November 5 & 6, 2020, the CMSA Board of Directors held their annual Fall Board Meeting via Zoom due to restrictions caused by the pandemic.



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