

The Bipartisan Infrastructure Law Will Deliver for California

President Biden's Bipartisan Infrastructure Law is the largest long-term investment in our infrastructure and competitiveness in nearly a century.

For decades, infrastructure in California has suffered from a systemic lack of investment. In fact, the American Society of Civil Engineers gave California a C- on its infrastructure report card. The historic Infrastructure Law will make life better for millions of California residents

Specifically, with regard to transportation, the Law will:

Repair and rebuild our roads and bridges. In California there are 1,536 bridges

and over 14,220 miles of highway in poor condition. Since 2011, commute times have increased by 14.6% in California, and on average, each driver

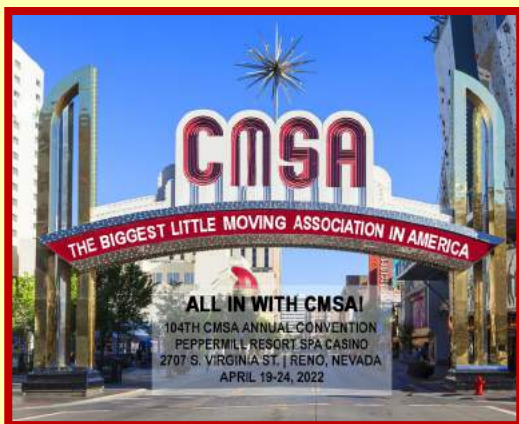
pays \$799 per year in costs due to driving on roads in need of repair.

The Infrastructure Law is the single largest dedicated bridge investment since the construction of the interstate highway system. **Based on**

formula funding alone, California would expect to receive approximately \$29.5 billion over five years in Federal highway formula funding for highways and bridges. On an average annual basis, this is



(INFRASTRUCTURE LAW continued on page 16)



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The CMSA Vocational Scholarship Application is in this issue!
CMSA College & Vocational Scholarship Applications can also be found online at:
<https://bit.ly/2022CMSAScholarships>



CHAIRMAN'S CORNER

by Former Chairman Dennis Doody
(2011-2012)

I cannot believe it has been over 10 years since I wrote my last article as Chairman of the CMSA!!

The theme to my 2011 articles was about creating a team environment where quality service was our focus. All the members of the Blue Chip family had one job... delivering quality service to our customers so we can keep the doors open and grow. We have succeeded in doing just that. Blue Chip is no longer a one-location moving company. We have four separate locations with three branches. The Blue Chip Family of Companies consists of Blue Chip Moving and Storage, Conejo Valley Moving and Storage, and SAV ON Moving and Storage. We fly the Mayflower Transit flag at Blue Chip and the United flag at Conejo Valley. We pride ourselves in serving our customers from Santa Barbara, through Los Angeles and Orange County to Northern San Diego on a

daily basis.

There is no substitute for quality. I am a firm believer that quality starts with great people. I am lucky to have great people whom I am proud to work with day in and day out. There is no way Blue Chip would be in business if it were not for the team in place. The team consists of move coordinators, packers, movers, drivers, warehouse people, salespeople, dispatchers, managers, general managers, a vice president, and a president. Each has a role in delivering quality service. I am very proud Blue Chip was awarded the Circle of Excellence in 2020 by Aires. Nothing better when a customer recognizes our emphasis on quality.

I share the road traveled by Blue Chip because I owe it to the people I met, and the lessons I learned as a member and chairman of the CMSA. I owe it to attending the chapter meetings, serving as president of the Los Angeles chapter, attending many conventions, and serving as Chairman. I met so many wonderful people along the way. People I call friends, customers, colleagues, and competitors. Sav On and

(CHAIRMAN'S CORNER continued on page 6)





PRESIDENT'S COMMENTS

By Steve Weitekamp

This year has been a year that we will not forget. "May you live in interesting times," supposedly paraphrases a traditional Chinese curse. On its face, it appears to be a blessing, but it is meant

ironically. Life can definitely be easier in uninteresting times of peace and social tranquility. But even with everything that we as individuals, industry, and community have been through we have continued to survive and for many movers thrive. It is definitely my hope that 2022 is at least a little less interesting, but there is no guarantee. The good news is that CMSA members continue to remain willing to adapt to the marketplace and take advantage of the industry-specific information brought forth by the Association.

I hope that you agree with me that the holiday season is more than just a time for family gatherings, gift-giving, and favorite

foods. It is a time for Gratitude, a time to take inventory of all that we should be thankful for. When I reflect on our Association, I find many reasons to be grateful, many of which we highlight in our monthly Communicator. Today, I am focused on professional and personal mentorship. The structure of the CMSA presents many opportunities for all of us, at different times with different issues, to be both mentors and mentees. Opportunities abound to be engaged with your fellow members in volunteer service as a chapter officer, committee or board member, and even as Chair of the Association. All who participate find themselves with the opportunity to participate in mentor-mentee relationships to the benefit of both parties and their respective organizations. My own time with CMSA has seen many mentor/mentee relationships, and I am grateful for all who have traveled with me on this journey.

It has become an annual end-of-year project for CMSA to discuss with the Bureau of Household Goods and Services (BHGS) possible adjustments to the Maximum Rate

(PRESIDENT'S COMMENTS continued on page 4)

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(PRESIDENT'S COMMENTS from page 3)

Tariff 4 for the new year. The good news is that the Bureau has worked hard to get us a draft for review in a timely fashion. We are pleased with their efforts which includes a 4.3% general increase on almost every rate in the Tariff and intend to post the 2022 MAX 4 on our website and email a link to all members as soon as it is finalized, hopefully, the first working day of 2022. Be on the

lookout for this email, which will also include an invite to a CMSA Zoom call to review modifications. Be sure to replace all current copies with the new 2022 Tariff.

On behalf of the CMSA staff (Renee and Gale), my family and I, Chairman Chipman, and the CMSA Board of Directors, we wish you a joyous holiday season shared with those you hold dear and all the best in the year ahead!



Looking forward to seeing everyone at the 2022 CMSA Convention in Reno, Nevada!

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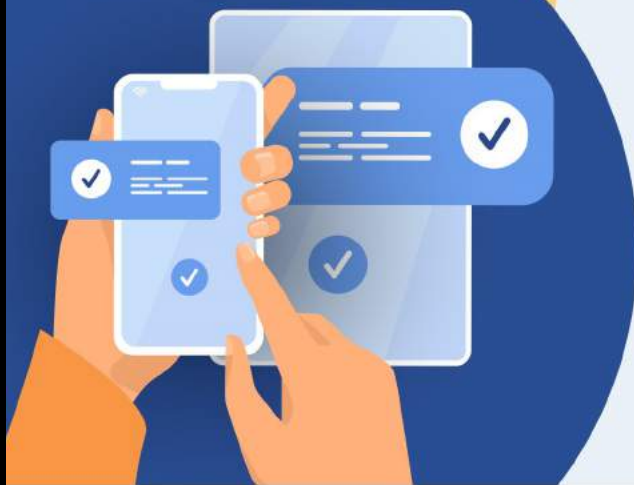
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(CHAIRMAN'S CORNER continued from page 2)

Conejo Valley are part of Blue Chip because I met and became friends with the folks who previously owned them through the CMSA.

As Blue Chip expanded, I had to focus on business lines that made money. No longer could I hope we priced services properly. I had to understand my costs and margins. It was an eye-opener when I learned that some business lines were just not worth servicing. Or lines of business that we needed to focus on because the margins were good. It was hard to toe the line on discounts and pricing. I was guilty of always saying "yes" to the business. Hoping if we did enough, we would make money. I have salespeople that want to sell. Movers that want to move. But Blue Chip is too big to put resources and capacity towards lines of business that are not profitable. Sales can kill any company. Especially the bigger ones.

You should take the time to dig into the numbers to see what is and is not profitable. Do not say "yes" to all the offers simply to fill your dispatch for the day. Know how much

revenue you need to pay your staff, pay the movers and packers fairly, and for the company to make the margins you should.

This brings me to the Global Household Goods Contract (GHC). I am all for improving quality for our Military families. They deserve a quality move for the sacrifices they and their families make for us. In turn, I have my responsibility to make sure the services are priced to meet my obligation to the Blue Chip family members and my margin expectations. I only have so many trucks and crews to dispatch on a daily basis. This "capacity" must be utilized in a manner that makes money. The spirit of the initial announcement of the GHC was to put more money in the pockets of those servicing the Military member. What the Military called "boots at the curb." That is us, the moving companies with trucks, trailers, movers, and warehouses. I have not seen the pricing, but I am cautiously optimistic the pricing kept this in mind.

One of my salespeople raises three fingers up to a customer that is only interested

(CHAIRMAN'S CORNER continued on page 7)



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MEMORIAL BULLETIN



Former CMSA Chairman (1987-1988) Ron Larson and his wife, Barbara Larson.

Ron Larson 1941–2021

On Tuesday, November 9, 2021, former CMSA Chairman Ronald Larson passed away at the age of 80.

Ron was born in San Francisco, California on January 23, 1941 to Eric and Doris Larson. He was married to Barbara Larson on March 10, 1961. Ron and Barbara have three children, Brian Larson, Mark Larson, and Wendy (Larson) Smith, and seven grandchildren

and one great-grandchild.

Ron's long career in the moving business began in 1963 with Bekins Moving and Storage Company in Sacramento, California. Throughout his long career, Ron also worked for NorthAmerican Van lines, Corovan and the Chipman Corporation, then in 1989 Ron purchased Mother Lode Van and Storage. He sold the company to his sons and retired from Mother Lode Van and Storage in April of 2017 and relocated to Meridian, ID.

He was preceded in death by his loving wife of 59 years, Barbara Larson, who passed away on June 9, 2020.



(CHAIRMAN'S CORNER continued from page 6)

in the lowest possible price. He shares there are three ingredients to a move, as he holds up his index finger for "Quality," his middle finger for "Price" and his ring finger for "Service." He tells his potential customer, "Take away 'Quality' and 'Service,' all you're left with is 'Price.'"

We all should study the pricing of the GHC. If you know your costs and margins, you will know if you should accept the offers. If not, double down on business that makes you money. Remember you only have so much capacity. That capacity should be laser-focused on quality and profit.

Thank you for allowing me to share my thoughts once again with the membership of the Great CMSA.

Make 2022 a happy, healthy, and profitable New Year.

Merry Christmas. ~ Dennis Doody



Editor's Note: With CMSA Chairman John Chipman Jr. serving as chair for two years, CMSA has scheduled several guest columnists to replace half of his Chairman's Columns. We thank Chairman Chipman and look forward to his column next month.





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Southern California Port Officials Say Crisis Easing

The Port of Los Angeles has suspended plans to charge shippers for containers that have been piling up at the facility, an announcement made the day that Transportation Secretary Pete Buttigieg during a virtual visit pledged support from the Biden administration to help ease stress on the nation's crowded supply chain.

The backlog of empty containers at the Port of Los Angeles and nearby Port of Long Beach — which also adopted a fine program — has fallen 25% to 71,000 as of Nov. 16 from 95,000 in late October, Port of Los Angeles Executive Director Gene Seroaka said during a Nov. 16 news conference with Buttigieg. Because of that reduction, the ports temporarily suspended a plan to charge shippers storage fee surcharges that would increase based on the number of days a container remained at a facility.

Seroaka noted the number of ships waiting

off the coast of the two ports had dropped from more than 100 to 84.

"Clearing our docks and empties has been a priority of ours in recent weeks," Seroaka said, who also noted a 29% drop in the amount of cargo sitting at his facility for nine days or more. Still, in normal times only a handful of ships would be holding off-shore, a fact not lost on Buttigieg as he discussed improvements earmarked for the



Port of Los Angeles

nation's ports in the wake of Biden's Nov. 15 signing of the Infrastructure Investment and Jobs Act. The legislation will provide \$17 billion specifically for port infrastructure.

"We're eager to get to work," Buttigieg said. "We recognize that while supply chains are mainly private sector in America — and rightly so — there are moves that the administration can and must take to help." Buttigieg said funding for many long-planned transportation and infrastructure projects will

(PORT CRISIS EASING continued on page 14)

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2022 CMSA Vocational Scholarship

CMSA will offer one-time scholarships up to \$2,000.00 (**not to exceed 50% of school cost**) to deserving qualified persons interested in improving their skills in a vocation by attending an accredited technical or vocational school. Applicants are not limited to any particular vocation.

All applicants must complete the required documents and submit them to be received no later than noon on **Wednesday, February 2, 2022** 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 11, 2022** and the award recognition will take place at CMSA's 104th Annual Convention at the Peppermill Resort Spa Casino in Reno, Nevada **during the Awards Luncheon on April 23, 2022.**

Requirements:

- 1) Complete scholarship application form.
- 2) Résumé.
- 3) Submit documentation of the cost of the vocational/technical school completed during May 2021 through April 2022 OR the school's verifiable projected cost for those just beginning their education. (Scholarship does NOT include incidental expenses such as parking, childcare, etc.) You must show receipt(s) of tuition payment to be reimbursed up to \$2,000 (not to exceed 50% of the school cost). If the student has not started the vocational school at the time the scholarship is awarded, the check will be made payable to the vocational institution.
- 4) Two letters of recommendation from any of the following: teachers, employers or business leaders.
- 5) Written statement (approximately 250 words) describing the vocation you are pursuing and how the scholarship will help you to reach your future goals. Describe how this benefit will affect your life.

Eligibility:

- 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.
- Applicants must attend an accredited vocational or technical school.

Criteria for Selection:

Scholarship recipients must have a record of dedication to duty, demonstrate loyalty and a commitment to community service.

2022 CMSA Vocational Scholarship Application

Name: _____
Last First Middle

Home Address: _____
Street City, State, ZIP

Telephone Number: (____) _____ Student ID No.: _____

Date of Birth: _____

Name of Employer or Parent/Grandparent (Sponsor) Associated w/ CMSA:

Name of Company: _____ Position: _____

Address of Company: _____
Street City, State, ZIP

Sponsor's Signature: _____

Names of Technical or Vocational Schools Applying to or Currently Enrolled in:

Field of Vocational Interest:

Student's Signature: _____ Date: _____

Please list your extra-curricular and community activities. Include work experience, family activities and hobbies.



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(PORT CRISIS EASING continued from page 9)

begin flowing this year and into 2022.

"These are all steps that are going to help improve the flow of goods to all Ameri-

cans and lay the groundwork for the structural changes that we need," he said. "It's a once-in-a-generation set of investments, and it's the biggest set of investments in U.S. history. We are rapidly working to unlock the potential of this deal with 45-, 60- and 90-day deliverables per the president's plan."

Speaking specifically about trucking, Buttigieg touted the DRIVE Safe Act—which was included in the legislation—for opening a door to train drivers younger than 21 to haul goods across state lines.

"We're looking at what we can do to improve the labor force readiness and work-

force in this country," Buttigieg said. "For truckers, the bill sets up an apprenticeship program that we think encourages more 18- to 21-year-olds to come into the field without

having to compromise on safety, using that mentorship and apprenticeship approach to more safely bring more people into the field."

The next day, California Gov. Gavin Newsom and White House Port Envoy John Porcari joined state officials to tour the ports and discuss projects that could be aided by funding from the infrastructure bill. Newsom noted that USDOT is setting up a competitive grant process to obtain funding, and his state is eyeing opportunities.

"We're going to have to step up our game," Newsom said. "We're going to be



(PORT CRISIS EASING continued on page 15)

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(PORT CRISIS EASING continued from page 14)

front and center, and we're going to be bold. We're going to substantially increase our one-time investments in infrastructure" with the next budget round, the governor said.

Regarding the driver shortage, Newsom told reporters California is extending hours of operations at 15 Department of Motor Vehicles sites, which will nearly double the number of open slots for commercial driver license testing

to 970 a month compared with the previous 500 slots.

Seroka hopes CDL holders who have left the industry will consider a return to trucking.

"We need to bring them back in," he said. "There is no shortage of folks who have the credentials. We need to get them back into

this port drayage system. They're paid by the turn traditionally, so let's get them in and out of the ports swiftly so they can deliver the goods. I think once we catch our breath, we're going to have to figure out a way to

look differently at compensation and benefits to accelerate what we want to do to create these professional jobs."

Newsom also announced that the California Department of Transportation is allowing a temporary increase

in the maximum allowable gross weight of trucks beyond the current 80,000-pound limit so more cargo can be transported on state roads from ports to distribution centers. The increased truck weight permits will apply to the entire state highway system, including interstates, and will be valid until June 30.

Source: Transport Topics



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(INFRASTRUCTURE LAW continued from page 1)

about 44.1% more than the State's Federal-aid highway formula funding under current law. California can also compete for the \$12.5 billion Bridge Investment Program for economically significant bridges and \$15 billion of national funding in the law dedicated to megaprojects that will deliver substantial economic benefits to communities. California can also expect to receive approximately \$555 million over five years in formula funding to reduce transportation-related emissions, in addition to about \$631 million over five years to increase the resilience of its transportation system. States may also apply federal aid dollars towards climate resilience and safety projects.

Improve the safety of our transportation system. The Infrastructure Law in-



vests \$13 billion over the Fixing America's Surface Transportation (FAST) Act levels directly into improving roadway safety. Over five years, California will re-

ceive approximately \$179 million in 402 formula funding for highway safety traffic programs, which help states to improve driver behavior and reduce deaths and injuries from motor vehicle-related crashes. In addition, California can expect to receive approximately \$152.2 million over five years in funding to augment their commercial motor vehicle (CMV) safe-

ty efforts to reduce CMV crashes through the Federal Motor Carrier Safety Administration's Motor Carrier Safety Assistance Program (MCSAP) formula grant. California will be able to apply for funds to modernize data collection systems to collect near real

(INFRASTRUCTURE LAW continued on page 17)

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time data on all reported crashes, including fatal ones, to enhance safety and to allow the Department to understand and address trends as they are identified.

Build a network of EV chargers to facilitate long-distance travel and provide convenient charging options. The U.S.

market share of plug-in electric vehicle (EV) sales is only one-third the size of the Chinese EV market – in 2020, plug-in electric vehicles made up only 2.3%

of new car sales in the U.S., compared to 6.2% in China. The President believes that must change. The law invests \$7.5 billion to build out the first-ever national network of EV chargers in the United States and is a critical element in the Biden Administration's plan to accelerate the adoption of EVs to address the climate crisis and support domestic manufacturing jobs. **Under the Infrastructure Law, California would ex-**



pect to receive about \$384 million over five years to support the expansion of an EV charging network in the state.

Improve our nation's airports. The United States built modern aviation, but our airports lag far behind our competitors. Under the Infrastructure Law, airports in California would receive approximately \$1.5 billion for infrastructure development for airports over five years (7). This funding will address airside and landside needs at airports, such as improving runways,

taxiways and airport-owned towers, terminal development projects, and noise reduction projects. In addition, \$5 billion in discretionary funding is available over five years for airport terminal development projects that address the aging infrastructure of our nation's airports, including projects that improve energy efficiency, and airfield safety.

Source: US Department of Transportation

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Association Leaderboard Report

Association		Enrolled Movers	Association	Total Lbs.
1	California (CMSA)	132	1 Pennsylvania (PMSA)	2,455,104
2	Southwest Movers (SMA)	117	2 Illinois (IMAWA))	2,214,937
3	Illinois (IMAWA)	77	3 North Carolina (NCMA)	1,699,163
CMSA Report Food Collected and Delivered			4 California (CMSA)	1,611,368
			5 Southwest Movers (SMA)	1,486,416
			Move for Hunger Fact	
Monthly	Year to Date	All Time	<p>Nearly 60% of children from low-income families say they have come to school on an empty stomach.</p>	
30,919 lbs.	178,944 lbs.	1,611,368 lbs.		
25,765 meals	149,120 meals	1,342,806 meals		

CALENDAR OF EVENTS

Tue., Dec. 7	Ventura/Santa Barbara Chapter Meeting	Wed., Jan. 12	San Diego / Imperial Cntys Military Chapter Meeting
Wed., Dec. 8	Greater Los Angeles & Orange County/Beach Cities Joint Chapter Annual Holiday Dinner & Toy Drive	Tue., Mar. 15	CMSA Legislative Day
Fri., Dec. 10	Northern Region Chapter Annual Holiday Dinner	Thur., Mar. 24	San Diego/Imperial Counties 30th Annual Golf Tournament
Tue., Jan. 11	Twin Counties Military Chapter Meeting	<p>104th Annual CMSA Convention Peppermill Resort Casino & Spa Reno, Nevada April 19-24, 2022</p>	

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HISTORICAL PHOTOS



Toys on left, raffle prizes on the right. CMSA LA/OC Joint Holiday Chapter Meeting. OC Chapter President Shiree Hammer and LA Chapter President Mike Sarro celebrate a successful event. Toys will be donated to the Harbor-UCLA Pediatrics.



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