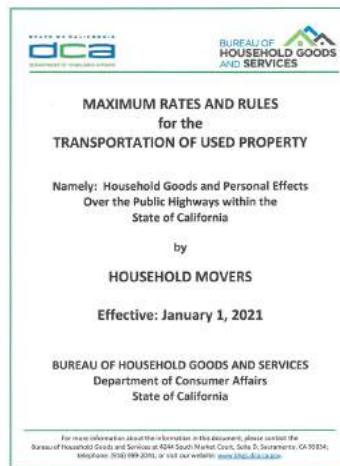


## CMSA Conducts Zoom Workshop To Review MAX 4 Tariff Revisions Effective January 1, 2021

On the first working day of the new year, the California Moving and Storage Association (CMSA) emailed all members a link to the 2021 Maximum Rate Tariff 4 (MAX 4 Tariff) that was posted on the CMSA website. Two days later, the Association conducted a Zoom Workshop to review the 2021 MAX 4 Tariff revisions and answer any questions. The Workshop was well attended with 90 zoom lines and several lines hosting multiple members participating in the call. The Workshop covered changes to the 2021 MAX 4 Tariff, the current history of the Tariff, our positive relationship with the Bureau of Household



Goods and Services, and plenty of questions.

On July 1, 2018, SB 19 (Hill) transferred regulation of Household Goods Movers from the California Public Utilities Commission (CPUC) to a Bureau within the California Department of Consumer Affairs (DCA) then called the Bureau of Electronics and Appliance Repair, Home Furnishing and Thermal Insulation (BEARHFTI) – a bureau that even our lobbyists, engaged daily in state agency business, had never heard of it. As a result of our efforts legislation, SB 1483 changed the name of the Bureau to one much more reflective of their new

### Revisions continued

4. Item 470, "Important Information..." page 88, made "Do not ship jewelry, money, important papers or other valuable personal articles unless you make written arrangements with the mover. It is best to carry these items with you," a separate paragraph and bolded. This information is important for consumers to consider and it was buried at the end of a paragraph at the end of a page.
5. Item 470, page 89, made "Before your move begins, the mover must fill in the Not to Exceed Price on the Agreement, and both you and the mover must sign it," its own paragraph and bold for the same reasons as above.



(MAX 4 TARIFF - 2021 continued on page 14)



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## CHAIRMAN'S CORNER

by John Chipman, Jr.

The Royals had a tough 1992; messy divorces coupled with ugly media coverage. Queen Elizabeth described the year as "Annus Horribilis" in her annual speech.

California Movers and

Suppliers might not use that exact phrase to describe 2020. Latin is not our forte. That said, there is an industry abbreviation once used by Movers to take exception to pieces of furniture with too many chips, gauges, scratches, broken pieces, and dents—"AFU." The phrase is not Latin or Greek in origin and you will not hear it used by Olivia Colman's character on *The Crown*. Rather, it is a technical term handed down to young movers from truck stop linguists, by way of sailors frolicking in San Diego during Fleet Week. Use of the term fell out of favor in the early 90s. That said, if 2020 was an article of furniture written up by a driver on a descriptive inventory sheet at origin, it would

be AFU.

2020, where to begin? In any other year, the top industry story would have been the legal soap opera surrounding the U.S. Military's selection of a single vendor to handle hundreds of thousands of relocations annually. Protests to the Government Accounting Office prevented the Global Household Goods Contract's (GHC's) implementation. Our industry will have to watch Season Two of the GHC saga in 2021. If the legal fight drags on and on, could this turn into the moving industry's version of Dickens' *Bleak House*?

The nominees for Biggest Dumpster Fire of 2020 are many. The award could go to Sacramento politicians for their heavy handed, unilateral push to eliminate the use of independent contractors as a service model throughout the state. Assembly Bills 5 and 2257 have turned California worker classification law into a swiss cheese of exemptions and tortured exceptions. We also saw fires in Southern California and Sonoma and Napa counties. Do I even have to mention the election drama?

(CHAIRMAN'S CORNER continued on page 4)





## PRESIDENT'S COMMENTS

By Steve Weitekamp

As we celebrate a new year with optimism, we continue to work diligently on issues that impact our industry and our country. I hope that you have taken a moment to review the COVID 19

vaccine letter to Secretary Castro Ramirez and others in State Government that CMSA has sent, asking for priority vaccine distribution for members of the moving industry.

In the letter, we state that at a time when many sectors are rightfully posturing to get their workers access to the COVID-19 vaccine, we believe some consideration is due to the household goods moving industry. Moving industry employees are designated as essential critical infrastructure workers per the Department of Homeland Security's Cyber and Infrastructure Security Agency. Movers are a key cog in the machine that enables families and workers to transition to where they are needed; helping to keep our

economy moving. As such, the moving industry plays a vital role in the U.S. economy and society as a whole, supporting Americans who, for job reasons, family care requirements, and literally hundreds of other critical factors, must relocate during the Pandemic.

We reinforce that the household goods moving industry has taken many measures to keep workers and the customers they support safe during the Pandemic. Movers have enacted policies that support the Centers for Disease Control and Prevention (CDC) guidelines. But we continue to be aware of the virus spreading from customers to workers and workers to customers. With that in mind, and the fact that Americans must continue to transition from one location to another, we ask that you consider the critical role movers play in our economy as you make plans for the distribution of the vaccine.

On the California Legislative front, we have been informed of the reintroduction of a bill we opposed in the last session AB 2460 (Daly). The bill was eventually pulled

*(PRESIDENT'S COMMENTS continued on page 5)*



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(CHAIRMAN'S CORNER continued from page 2)

But nothing compares to the catastrophe caused by the Covid-19 virus. Tens of thousands of Californians dead because of it. Tens of thousands of California businesses, especially in the retail, restaurant and hospitality sectors are ruined. According to Yelp, as of early December, Los Angeles saw 15,000 business closures, half of which are permanent. California Movers and Suppliers suffered. There was a substantial drop in commercial moving. National account moves for new hires and transferees dropped precipitously. Forwarders saw a 20-30% decline in international business, except for the 4th quarter. Display and exhibit orders virtually halted.

Military Movers may have been hit the hardest in 2020. The pandemic caused Transcom to issue a "Stop Movement Order" on April 13, which affected most moves awarded to Transportation Service Providers (TSPs). For several months, military businesses came to a near standstill. As if military movers did not have to jump through enough hoops. For example, at Travis AFB,

each crew member is required to show a Real ID or have two forms of ID. Guards are not bashful about turning away drivers and helpers. Forgot your DBIDS card Driver? There is no way you are getting the truck onto Travis, or any other base. Crews wore face coverings in the house and were required to keep them on in the van. It was crazy hot, but California Movers complied.

What about getting on military bases in 2021? Will our crews need to provide proof of a negative virus test? What if the Base Commander requires vaccination certification for drivers, helpers, and packers? It could happen this year. Will California bases change their names this year? (With respect to Travis AFB, the answer to last question is "No". General Travis dropped bombs on the Nazis.)

It is a good thing California Movers were deemed essential in 2020, thanks in part to the efforts of CMSA and other industry groups. This distinction no doubt saved us all. Our industry rallied to protect ourselves and our customers. We wore face

(CHAIRMAN'S CORNER continued on page 7)



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(PRESIDENT'S COMMENTS from page 3)

in part because of our opposition in a COVID abbreviated legislative session. The new bill AB 224 (Daly) is the same language.

AB 224 (Daly) This bill would exclude from the definition of "household mover" a motor carrier, as defined, that provides transportation of household goods in containers or trailers where the household goods are entirely loaded and unloaded by an individual other than an employee or agent of the motor carrier and a broker that utilizes the services of that motor carrier and does not otherwise advertise, solicit, offer, or arrange for the full service moving of used household goods by motor carrier for compensation.

**Bill Text - AB-224 Department of Consumer Affairs: Bureau of Household Goods and Services: household movers. (ca.gov)**

We oppose this bill and support the current code language in The Household Movers Act that currently and clearly states : "Household mover" includes every corpora-

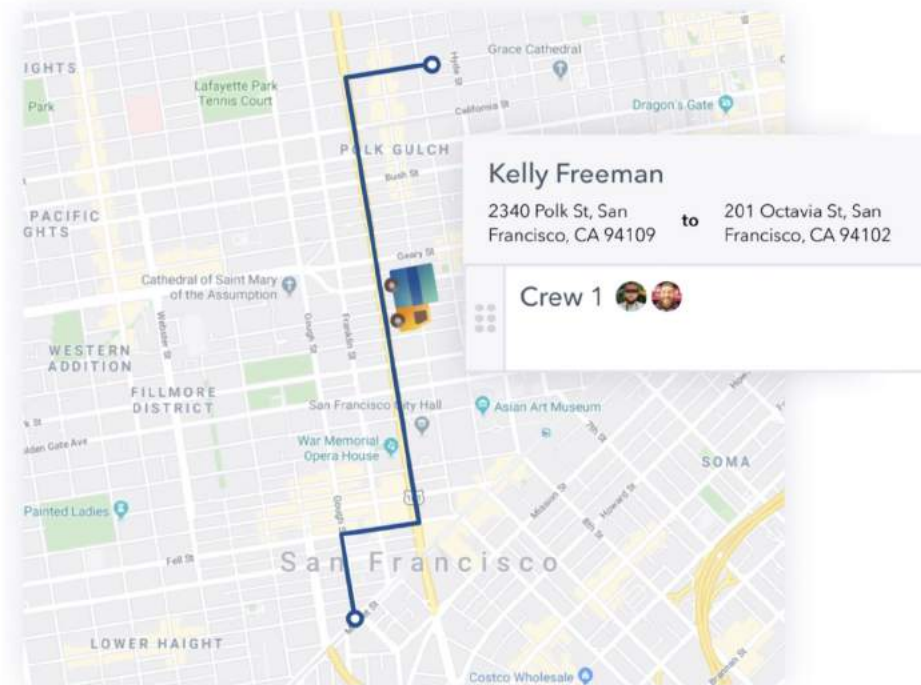
tion or person, their lessees, trustee, receivers, or trustees appointed by any court whatsoever, engaged in the permitted or unpermitted transportation for compensation or hire as a business by means of a motor vehicle or motor vehicles being used in the transportation of used household goods and personal effects over any public highway in this state. A broker, as defined in subdivision (a), shall be considered a household mover. The Legislature intends "household mover" to have the same meaning as "household goods carrier" in former Section 5109 of the Public Utilities Code, as that section read on June 30, 2018.

Ending this column with some good news, we are happy to report that the Bureau of Household Goods and Services posted their 3rd MAX 4 Tariff with annual adjustments. CMSA had the opportunity to review and agree with the results of modifications and adjustments. We conducted a very successful Zoom workshop to share the 2021 Tariff with our membership.



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(CHAIRMAN'S CORNER continued from page 4)

coverings, spaced out our work areas, and logged our temperatures each morning. Many employees, including move coordinators and billers, were able to work remotely. Our crews wore personal protective equipment in the warehouse and on the job. Sales representatives remotely guided customers through virtual home surveys.

2020 was not completely wretched. PPP loans helped many California Movers and Suppliers. Also, residential household goods businesses rebounded during the last part of the year. Many Movers experienced a Peak Season of sorts caused by a frenzy of customer demand in September, October, and November. For example, urbanites fled San Francisco and Los Angeles for larger homes and yards in the suburbs. Other customers left California altogether, and during the Fall it was tough getting trucks off the East Coast. Furious at Alameda County health officials (and Sacramento's high personal income tax) Elon Musk moved to Austin, Texas, where he is building a factory.

And why not: no place says "electric car" like the great state of Texas.

Still, Annus Horribilis, indeed.



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# National Van Lines Names Mark Doyle President



Broadview, IL  
Jan. 12, 2020—  
National Van Lines  
proudly announces  
the promotion to  
President to Mark  
Doyle, a relocation-  
industry veteran  
whose involvement  
with our long-  
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company began

more than 35 years ago.

Serving as Executive Vice President for National Van Lines (a wholly owned National Holding Co., Inc. affiliate) since 2018, Mark has performed various roles during his career, including Agency Recruiter, Sales Director, Agency Owner and General Manager.

“Mark consistently produces positive results in all areas for which he is responsible,” National Holding Co. CEO Tim Helenthal said. “He’s very sales- and customer-focused, and is committed to using data and process improvement to deliver the best moving service to our customers, agents and service-provider community.”

“He’s the right person to help National Van Lines navigate the challenging consumer and corporate marketplaces while developing a deep, diverse and robust team of service partners.”

Mark started his transportation-industry career at a competing van line while attending school. He first signed on with National Van Lines in 1985 as Credit and Collections Supervisor. He

later assumed a Regional Manager position in which he excelled at recruiting agents and generating sales. Mark was promoted to Vice President of Sales & Marketing—the youngest individual in company history ever promoted to Vice President—where he developed operating manuals, established procedural standards and grew the agency team.

In 1997, Mark left National Van Lines to open his own moving agency. He advanced his career by learning new skills and improving his understanding of the relocation industry. Mark returned to National Van Lines in 2010 as Vice President of Sales & Marketing, executing customer-focused strategies in the company’s call center and helping increase revenues. Mark left National Van Lines in early 2015 to pursue an executive opportunity with an agency family of a leading van line where he increased their digital-marketing capabilities. He transitioned to agent-owner once again in 2016, turning around an agency’s operations, opening a second branch, increasing revenues and boosting profits.

“I’m honored to be offered this opportunity as President for a company with such a rich and historic tradition,” Mark said. “I’m also humbled in this regard, as I’m following two legendary leaders in this industry: Tim Helenthal and retired National Van Lines Chairman & CEO Maureen Beal. I’m committed to the success of the company for its employee-owners, agents, drivers and customers. I accept and look forward to the challenge presented to me.”



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## Pete Buttigieg Eyes 'Big, Bold' Infrastructure Plan

Advancing a "big, bold" infrastructure policy measure with an emphasis on climate change is a priority for President-elect Joe Biden's choice to lead the U.S. Department of Transportation, said Senate Minority Leader Chuck Schumer.

The top Democrat in the Senate, who met with Pete Buttigieg, formerly the mayor of South Bend, Ind., said he shared the nominee's strong interest in helping to produce a massive, transformative transportation package in the coming months.

The infrastructure legislation would look to ameliorate heavy congestion along



freight corridors, facilitate access to public transportation systems and expand programs linked to electric and autonomous vehicles. Schumer also said he promoted the need for ensuring employment opportunities across the transportation sector, as well as paving the way for a new tunnel network between New York and New Jersey.

"We discussed the need to finally deliver on a big, bold infrastructure agenda that centers on jobs, equity and climate," the senator from New York said Dec. 30 after meeting with Buttigieg. "We discussed several crucial New York-specific

(INFRASTRUCTURE PLAN continued on page 12)



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(INFRASTRUCTURE PLAN continued from page 11)

projects, including one of the most important infrastructure projects in the country, the Gateway Program and DOT's role in helping secure the future for the entire Northeast Corridor."

The urgency associated with addressing the pandemic's impact on the transportation modes also dominated part of the two officials' conversation.

Congress recently approved a new round of COVID-19 relief aid, which directed funds to transportation sectors.

"With the coronavirus pandemic upending our economy, including areas of the transportation sector like airlines and hard-hit public transit systems, Pete and I discussed the need to continue delivering relief



to workers in those industries in future COVID-19 relief legislation," Schumer said.

He added, "I am thrilled to finally have a willing and effective ally in the administration and White House who will work with Congress to use transportation projects as an opportunity to create jobs, grow our economy and address the climate crisis."

If Democrats win two Georgia senatorial contests this month,

Schumer likely would take over as the chamber's leader.

Since tapped by Biden last month to manage transportation policy in his cabinet, Buttigieg has pointed to climate change, workforce opportunities and safety as key initiatives for his tenure at the department.

(INFRASTRUCTURE PLAN continued on page 13)

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(INFRASTRUCTURE PLAN continued from page 12)

As a candidate, Buttigieg argued for potential investments in roadway connectivity that would reduce congestion. Programs that would modernize last-mile delivery segments also were touted by the former mayor.

The Biden administration is expected to propose a multitrillion-dollar infrastructure package. Prior to the election, Biden called for the enactment of a 10-year, \$1.3 trillion plan. The Biden plan would dedicate \$50 billion for fixing highways and bridges, and \$5 billion over five years to electric vehicle batteries. The plan also would target \$400 billion over a decade for research and innovation of clean energy,

and \$20 billion for rural broadband. Additionally, \$5 billion would target states to promote small businesses.

"We should be leading the world when it comes to transportation infrastructure, not catching up," the former mayor said on MSNBC last month. "Safety is the fundamental reason why we need to make sure that our bridges, and our roads, for example, are in better shape than they are today. And I do think there's a bipartisan awareness of how important that is." Buttigieg would succeed Elaine Chao if confirmed by the Senate.

Source: *Transport Topics* (January 4, 2021)

An advertisement for Milburn Prints. The background is a collage of various forms and documents used in the moving and storage industry, including 'GOODS DESCRIPTIVE INVENTORY' forms, 'ROOM' and 'PIECE' labels, and 'FLOOR' labels. A roll of clear packing tape is also visible. Overlaid on this background is the text 'If Movers Need It... Milburn Prints It!' in a large, bold, black font.

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(MAX 4 TARIFF - 2021 from page 1)

mission—the Bureau of Household Goods and Services (BHGS).

The 2021 MAX 4 Tariff is the Bureau's 3rd MAX 4 Tariff Annual Rate review. Each year, BHGS will issue a complete tariff in electronic format only. Previously, the CPUC mailed to all permit holders the individual tariff pages that contained revisions only.

One of the most significant modifications to the Tariff was the adjustment of Item 340, the Container Rates, which have not changed since 2011. Because supplies are subject to fluctuations in Consumer Price Index (CPI), BHGS recalculated these amounts after the Bureau assumed administration of the Household Movers Act. The formulas used for this one-time adjustment were, the CPIs for 2019 (2.7), 2020 (2.9), along with this year's (.9)

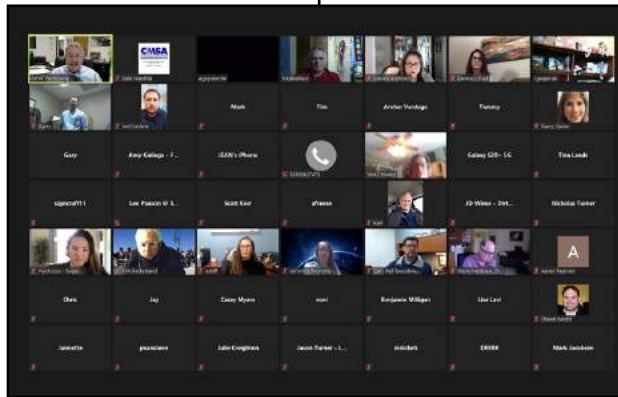
to calculate new rates (total increase for Container Rates of 6.65).

In discussing key elements of the MAX 4 Tariff and regulations, the Not-to-Exceed (NTE) price element was thoroughly reviewed. Every regulated job requires a NTE

on the Bill of Lading before the first item is packed or moved. The dollar amount for the transportation of household goods and personal effects and additional services may not be preprinted on any form. The amount shall be just and reasonable

and shall be established in good faith by the household goods mover based on the specific circumstances of the services to be performed.

Having the opportunity to review the MAX 4 Tariff was a great way for members to start the year on the right path in regard to paperwork compliance.



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## A.J. Schneider named The Wheaton Group President



### INDIANAPOLIS —

While forecasts showed moving services in the United States experiencing a 21.4% decline in 2020 during an unprecedented pandemic, The Wheaton Group celebrated a successful year by naming A.J. Schneider as The

Wheaton Group President, effective January 2021. Schneider is also on The Wheaton Group Board of Directors and has been promoted from Executive Vice President.

Schneider has more than 16 years of industry experience – 14 with The Wheaton Group. He is directly responsible for a variety of the company's key departments, including Agency Development, Sales, Marketing, Customer Service and Revenue Accounting. Over the years, his role has evolved into more direct responsibility for the company's overall internal and external results.

"I've worked with A.J. for more than a decade, and I'm pleased to be able to put

him in a position to have an even greater positive effect on our company and our brands," said Mark Kirschner, CEO of The Wheaton Group. "I believe A.J.'s progressive approach will continue to benefit our customers and employees across the country."

During his tenure at The Wheaton Group, it has been clear that Schneider takes an out-of-the-box, creative approach to the industry – a thought process that needs to continue for future success in household goods. Schneider has represented the company across the industry, from national and state associations to external groups focused on quality and customer experience. He has also been an integral part of relationships with corporate accounts and The Wheaton Group's acquisitions of Bekins Van Lines (2012), Clark & Reid (2013), Stevens Worldwide Van Lines (2019) and Arpin Van Lines (2020).

As the company continues to evolve, Schneider will take on increased responsibilities for the future success of The Wheaton Group and will become further involved in other areas of the company, both internal and external.

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# US Senate to Switch from Republican to Democratic Control

By Katie McMichael  
(American Trucking  
Associations) and Steve  
Weitekamp (California Mov-  
ing & Storage Association)

As a result of the recent Georgia election that resulted in both U.S. Senate seats for the state switching from Republican to Democrat, the U.S. Senate now sits with a 50/50 split. As Vice President, Kamala Harris will be the tie-breaking vote when the Biden administration takes office on January 20th. This power does have some limitations.

With the filibuster still in effect, to pass any legislation that does not fall under "reconciliation" (budgets or spending) it would require 60 votes, which would need the cooperation of 10 Republicans to pass things like the Pro Act or other legislation limited to the policy scope.

Reconciliation bills can be passed on spending, revenue, and the federal debt limit, and the Senate can pass one bill per year affecting each subject. Congress can pass a maximum of three reconciliation bills per year. Policy changes that are extraneous to



the budget are limited by the "Byrd Rule," which also prohibits reconciliation bills from increasing the federal deficit after a 10-year period or making changes to Social Security. Reconciliation was used to pass Obamacare so it does not prevent some very creative legislating to find ways to fit unrelated legislation within the parameters.

For the filibuster to be overturned it would require all Democrats to vote in favor. U.S. Senator. Joe Manchin (D-W.Va) has already stated he would not vote to get rid of the filibuster (however things change quickly).

The Majority party would control Committee seats, what bills get brought to the floors and other mechanisms. The last time this happened the parties agreed to an understanding of shared power. However, in this political climate there are doubts an agreement could be reached like in the past.

Hopefully, this sheds a little light into the future related to Federal Legislation for at least the next two years.



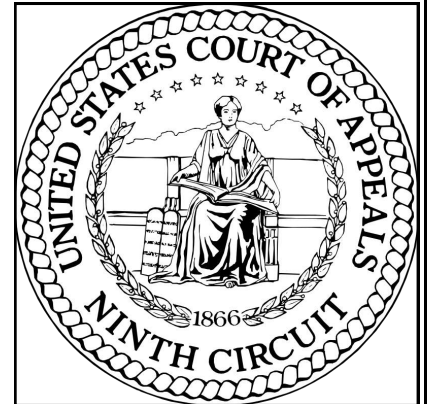
# Ninth Circuit Upholds FMCSA Preemption of California Meal and Rest Break Rules for Federally Regulated Motor Carriers

The Ninth Circuit Court of Appeals has UPHELD the preemption order that ATA obtained from FMCSA in late 2018, which determined that California meal and rest break rules could not be enforced against commercial drivers subject to federal hours-of-service regulations.

In their opinion the court stated, "The FMCSA also has authority to determine that state laws on commercial motor vehicle safety are preempted, based on criteria Congress has specified. In this case, the FMCSA determined that federal law preempts California's meal and rest break rules, known as the "MRB rules," as applied to drivers of property-carrying commercial motor vehicles who are subject to the FMCSA's own rest break regulations."

This is good news for FMCSA regulated Motor Carriers. The three-judge panel

unanimously agreed that FMCSA had the authority to re-view California's break rules under the Motor Carrier Safety Act's provision, giving DOT the authority to review state rules "on commercial motor vehicle safety," as ATA argued when it petitioned FMCSA. Moreover, the court approved FMCSA's conclusion that "federal regulations adequately and more appropriately balanced the competing interests between safety and economic burden" than imposing a patchwork of state regulation on top of it.



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# What Movers Need...



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## Association Leaderboard Report

Association			Enrolled Movers	Association	Total Lbs.
1	California (CMSA)		83	1 Pennsylvania (PMSA)	2,435,520
2	Southwest Movers (SMA)		65	2 Illinois (IMAWA))	2,111,745
3	Illinois (IMAWA)		42	3 Southwest Movers (SMA)	1,432,082
CMSA Report Food Collected and Delivered				4 California (CMSA)	1,430,130
				5 North Carolina (NCMA)	1,369,480
				Top Agent of the Month	
Monthly				1. Ace Relocation - Bay Area	
Year to Date				740 lbs. = 615 Meals	
All Time				2. Real RocknRoll Movers	
1,501 lbs.				360 lbs. = 300 Meals	
130,626 lbs.					
1,432,425 lbs.					
1,250 meals					
108,855 meals					
1,193,687 meals					

## CALENDAR OF EVENTS

Wed., Jan 6	MAX 4 Tariff ZOOM Workshop	Thu., Mar. 11	San Diego Chapter Golf Tournament
Tues., Jan 12	Mid Valley Chapter Zoom Meeting	May 11-16	CMSA 103rd Annual Convention
Wed., Dec 20	Joint Chapter's Military ZOOM Meeting		Omni Rancho Las Palmas Resort & Spa

## CLASSIFIED ADVERTISING

### 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. **Also looking for experience Dispatcher.** 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

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

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

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

Place your classified ad here today!

# HISTORICAL PHOTO



CMSA members visit the California State Capital on February 26, 2020 for the annual CMSA Legislative Day. Members discuss industry issues with state legislators and their staff. From L-R: Carl Freese, Vincent Cardinale, Dennis Paulley, John Chipman Jr., Thomas McCarthy, Olga Garcia, Jacob Moreno, Tim McCarthy, Eric Ortiz, Renee Ortiz, Jay Casey, Steve Weitekemp, Griselda Gonzalez, Karl Anderson, Alan Freese, William Arvidson, Casey Myers and Maribeth Wolf.



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