

The Upcoming 2023 CMSA “A Whole New World” Convention will be Shining, Shimmering, Splendid!

Back in 2021, the COVID-19 pandemic caused our convention at the Omni Rancho Las Palmas Resort to be canceled. We know that many of you were disappointed not to be able to go to this beautiful desert resort in Rancho Mirage, California.

We have GREAT news for you. The resort will be the convention site for our upcoming 2023 Convention!

With the COVID-19 State of Emergency in California slated to end on February 28, 2023, the post-pandemic “A Whole New World” convention theme has an even greater meaning!

Please join us May 16-21, 2023, at the Omni Rancho Las Palmas Resort & Spa, a relaxing oasis with scenic mountains and palm trees in the background. The Coachella Valley provides the perfect place to escape and find focus.

Enjoy unwinding in one of 444 luxuriously decorated guest rooms or 22 elegant suites that offer an oasis in the California desert with vibrant pops of color in a Spanish Colonial-inspired style. All the hotel rooms have French doors that open to furnished private

(CONVENTION continued on page 11)



CMSA 2023 College & Vocational Scholarship Applications Now Available!



See Pages 8 & 9 for the Vocational Scholarship or visit:

<https://bit.ly/2023CMSAVocationalScholarship>

For the College Scholarship application, visit:

<https://bit.ly/2023CMSACollegeScholarship>





CHAIR'S CORNER

by Shiree Hammer

'Tis the season! As I sit here and write my article, I can hear Christmas music coming from the warehouse. The movers must be feeling extra jolly today. It is hard to believe we are

in the last month of 2022. December is the perfect time of year to reflect and show gratitude, appreciation, and kindness to those who have worked hard all year, not just employees but partners and suppliers as well. Our industry as a whole was put to the challenge in 2022 and I am sure we all learned a lesson or two. There is no doubt the moving industry is a tough one, but I am thankful for the hard work we all put in as a whole. We should be proud of what we accomplished this year. As we wind down the year, it is also the perfect time to review your company's rates, policies, and procedures to get prepared to make the necessary changes for a successful new year.

Not only have we been hard at work at our own companies, but many have been supporting the CMSA and its efforts as well. Thank you to Steve, Renee, Gale, the board, chapter presidents, suppliers, and supporters. Due to all the hard work, the CMSA was able to have many successful meetings and events. Some happening for the first time in a couple of years! It was also great to see many fellow CMSA members in Atlanta for IAM's 60th Annual Meeting & Expo.

If there is one thing we all learned this year, it is that our industry is changing faster than ever and to be successful this concept needs to be fully embraced. The CMSA continued to work hard this year on legislative issues like AB 224 and AB 2956; both of which were successful. The CMSA also remains highly engaged with the BHGS on several fronts and continues to monitor a major concern for California movers – AB5. Lastly, on October 31 we learned that the Global Household Goods Contract (GHC) protests were denied. Yet, another change movers will be faced with that will carry into

(CHAIR'S CORNER continued on page 4)





PRESIDENT'S COMMENTS

By Steve Weitekamp

I agree with Chair Hammer and her theme of gratefulness expressed in her column. With all the challenges and stresses of our modern lives, we still have much to be grateful for

during this holiday season and in our everyday lives.

On December 8, CMSA participated in a Bureau of Household Goods and Services (BHGS) Licensing Workshop, held in Southern California at the Contractor's State Licensing Board Office in Norwalk, CA. BHGS's goal was to get input from both the permitted industry and the public on regulatory issues and allow those who might not travel to Sacramento the opportunity to be heard in person. Invitations were extended to all movers and others that have signed up for the Bureau's listserv. Bureau Chief Justin Paddock and Policy Manager

Yeaphana La Marr, both well-known to CMSA members from their convention presentations, as well as DCA Regulatory Attorney Alex Millington, lead the meeting/listening session. CMSA was represented by Officers; Chair Shiree Hammer, Vice Chair Jesse Chabot, Secretary-Treasurer Mike Sarro, board member Bill Arvidson, LA Chapter President Marshall Lambert, and CMSA President Steve Weitekamp. Additional CMSA members joined the meeting using the call-in option.

After welcomes and introductions, BHGS Policy Manager La Marr spent time reviewing the regulations process for the group. In short, changes to regulations for state agencies take an extended period of time for development and review with several agency groups and finally a period of time (45 days) for public comment. Without significant controversy, we should expect the process to generally take 12 to 18 months.

We then received a Business Modernization Update. Changes would include an Information Technology platform that allows household goods mover permits and even-

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(CHAIR'S CORNER continued from page 2)

2023.

Earlier this month, the Los Angeles and Orange County Chapters had their joint chapter holiday meeting which collected toys for the Chairman's Choice Charity. I am honored that I will be able to deliver these

toys personally to the Ronald McDonald House of Orange County (RMHOC). This will be CMSA's third year in a row delivering toys to support these families.

Happy Holidays to all and best wishes for a successful and prosperous 2023!

(PRESIDENT'S COMMENTS continued from page 3)

tually quarterly reporting to be completed electronically. The system is currently scheduled to go live with Phase 1 in mid-February 2023

Discussion of the bonding and insurance requirements related to BHGS permits was next on the agenda. On the issue of bonding, it is our position that any reference to a subhauler bond should go away. There are no longer multiple classes of mover permits, now there is only one statewide mover permit, and anyone that was issued a subhauler or local mover permit has been grandfathered into a statewide mover permit. On the issue of other potential reasons for bonding in our industry, we see no need. Our position is that the stringent permitting

process and other insurance products required of permitted movers provide all the protections necessary. On the issue of cargo coverage, it was agreed by all that the \$20,000 coverage requirement (purchased by the mover from the insurance company, not what is offered to the public) was no longer a reasonable number and that a \$50,000 minimum coverage requirement was more in line with industry norms and available products.

We then reviewed the Responsible Managing Employee (RME), what we have traditionally called the Qualifier, or more simply the company member who has taken and passed the MAX 4 test, required of all permit holders. Several items to remember, if your RME ceases to work for your organiza-

(PRESIDENT'S COMMENTS continued on page 5)



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(PRESIDENT'S COMMENTS continued from page 4)

tion or works less than 30 hours a week in the business, you have 45 days to notify the Bureau of the change. Then a new RME must pass a Bureau-directed MAX 4 test within 90 days (potential for a reasonable one-time extension if agreed by BHGS). Failure to meet either the 45-day reporting period or the 90-day testing period will result in suspension.

A lively discussion was had related to what the Bureau calls Business Model Permit Challenges. Our position strongly voiced is that the mere fact that someone calls themselves a disruptor in no way exempts them from regulation currently enforced on the traditional industry. We continue to advocate for regulation that is enforced not only on currently regulated movers but movers who fail to follow regulations. This group includes some Restoration Companies, Brokers, those who identify as Interstate-Only Movers, and Storage Container Services. The Household Movers Act is elegant in its simplicity, the basis for regulation is solely based upon an entity of any type transport-

ing used household goods on the public highway for a fee. By the way, the single-factor argument does not fly! Some have stated that they are unable to meet the requirement of a BHGS HHG permit. To that, I respond that I always thought it would be neat to be an orthopedic surgeon, another group with California Department of Con-

(PRESIDENT'S COMMENTS continued on page 12)

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Enterprise Database Corporation (EDC®) is excited to announce its recognition as a 2022 NVTC Tech 100 Company. The award, presented by the Northern Virginia Technology Council (NVTC), the trade association representing the National Capital Region's technology community & one of the nation's largest technology councils, honors the top innovative companies and leaders in the region's technology community. The NVTC Tech 100 awards program highlights EDC® as a cutting-edge company who is driving innovation, implementing new solutions for its customers, and contributing to the region's economic growth.

"2022 has been a year of tremendous growth for our region's technology hub, thanks to the dynamic companies and individuals who are innovating and making a positive impact in the world. Their contributions are the reason our region is one of the nation's most vibrant and collaborative technology communities," said Jennifer Taylor, President and CEO of NVTC. "NVTC congratulates Enterprise Database Corporation (EDC®) for going above and beyond within their company and in their respective industries. Even in these unprecedented times of record levels of high-inflation and hybrid-work, the future of our region's tech community is brighter than ever, because of the momentous contributions of these leaders and companies."

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Diana Corona, EDC® Co-founder & President, accepted EDC®'s award for being a top 100 tech company in Northern Virginia.

revolutionizing the way moving, mobility, & relocation companies do business with its software solutions that have increased profits, encouraged & simplified worldwide connections, & facilitated digital transformations. Some of EDC®'s notable software solutions for the moving & storage space include: EasyDPS®, the only commercial solution that connects directly to the DPS system & is used by 99.9% of TSPs for their DoD business, EDC-MoveStar®, all-inclusive move management & operations software, EasyTariff™, online mover-to-mover ratings & tariffs, GOGistiX®, the secure

real-time data exchange network connecting moving, relocation, & mobility, and its two digital inventory apps, EDC-MoveStar® Mobile & EDC-AgentLink® Inventory, which are fast & easy to use.

EDC® Co-founder & President Diana Corona and Co-founder Richard Corona's visionary leadership has secured EDC®'s growth and stability over the last 21 years. Their open and trust-based approach seeks to empower team members, encourages idea-sharing & collaboration, and inspires all to think in new ways. EDC® has more than doubled its workforce in the past year due to increased customer wins & demand, and continues to be proudly headquartered in Gainesville, Northern Virginia.

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2023 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 **Thursday, February 2, 2023** 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 10, 2023** and the award recognition will take place at CMSA's 105th Annual Convention at the Omni Rancho Las Palmas Resort in Rancho Mirage, California **during the Awards Luncheon on May 20, 2023**.

Requirements:

- 1) Complete scholarship application form.
- 2) Résumé.
- 3) Submit documentation of the cost of the vocational/technical school completed during May 2022 through April 2023 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.

2023 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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(CONVENTION continued from page 1)

patios or balconies with breathtaking views of their luscious grounds and the San Jacinto and San Bernardino Mountains.

The resort is also known for its onsite water park called Splashtopia which includes water slides, a lazy river, and water play zones. However, if peace and quiet are what you are looking for in a resort, have no fear. The resort also has the Azure Pool, which is an elegantly decorated adult-only pool. There is even a Spa Pool reserved exclusively for spa guests.



During your free time, relax at the Spa Las Palmas with a facial, massage or salon service. CMSA convention attendees receive a 10% discount at the spa. Be sure to book ahead and mention CMSA!

You'll also find onsite tennis courts and a championship golf course! If you prefer to explore outside the resort, the Palm Springs Aerial Tram, Palm Springs Air Museum, and The Living Desert Zoo & Botanical Gardens are just a short drive away.

For those members who have not been to a CMSA convention yet, here is a short rundown of what to expect.

Day 1 (Tuesday): CMSA Board of Directors, Committee Members, and special guests begin arriving Tuesday afternoon. Executive Committee members meet from 3-5 p.m. A special invitation-only dinner is held 6-10 p.m. to thank these members for their service to CMSA.

Day 2 (Wednesday): Committee meetings and board meetings are held the entire day to discuss important association business. Exhibitors can set up booths early from 3-5 p.m.



Day 3 (Thursday): This is the day when most of the general membership arrives. The CMSA Golf Tournament will be held onsite at the Rancho Las Palmas Golf Course at 9:00 a.m. Exhibitors who are not golfing can set up their booths from 8 a.m. to 5 p.m. The Young Professional Group (YPG) meet for a social hour from 4-5 p.m. Associate Members have their annual meeting from 5-6 p.m. The Exhibitors' Welcome Reception is held from 6:30-9:00 p.m.

Day 4 (Friday): Breakfast is served from 8-9 a.m. General Business Session is from 9-11:30 a.m. (This is when the annual roll call is held. Don't miss that!) CMSA's legislative luncheon is held 12-1:30 p.m. Military Breakout Session follows from 2-4 p.m. A dinner event caps off the night from 6:30-9 p.m.

Day 5 (Saturday): Breakfast is served from 8-9 a.m. General Business Session is from 9-11:30 a.m. Exhibitors break down their booths immediately following. The Awards luncheon is held from 12-1:30 p.m. The Chair's reception and dinner from 6-11 p.m. to wrap up the convention.

Be sure to register to attend the 2023 Convention by completing and returning the registration form included at the end of this newsletter. Members who pay for their full registrations (\$575) by March 17, 2023 will be entered in a drawing to win \$50!

Beware of rooming scams. No one from the resort will be calling you and CMSA is not working with, nor affiliated with, any housing company. If you are contacted by

(CONVENTION continued on page 12)

(CONVENTION continued from page 11)

anyone offering to help you make your reservation or promising a lower rate, do not engage! CMSA has negotiated the best rate directly with the resort. Any other reservation method may result in making yourself vulnerable to credit card fraud and not getting a room for the convention.

[Click here](#) to make resort reservations or call Omni Reservations at 1-800-THE-OMNI and reference the California Moving & Storage Association Convention. The group rate for our convention is \$219 plus tax per night. Make your reservations by the cut-off

date on April 24, 2023, before 5 p.m. local time at the hotel. The rate is based on availability, and we have sold out rooms in our block before, so don't wait to book your room!

We kindly ask that you do not use any third-party companies to make your reservation. Only reservations made using our reservation link and calling the hotel directly will go to credit our room block. These room block credits allow the CMSA to put on the high-level conventions that you enjoy!

Don't miss the 2023 Convention! Register today.

(PRESIDENT'S COMMENTS continued from page 5)

sumer Affairs (DCA) regulation. It seems rather unfair that I cannot fulfill my dream of taking a hand-saw and ratchet set to my patients' bones, with the blessing of the state, just because I didn't graduate from medical school, #Ijustwanttodomyjob.

Other items related to a BHGS fee study (not rates), vehicle identification requirements, and the Household Movers Permit Exam were discussed but no action is scheduled to be taken at this time. Additionally, we discussed the California Legislatures' general desire for Reciprocity related to businesses licensed or permitted in other states having the ability to operate in California. We strongly voiced our opposition to this possible action being implemented in our industry, based upon the extremely high vetting process for California-permitted movers that exceeds that of other states. This potential action would put California consumers at risk.

On behalf of our staff, Renee, Gale, and myself, I want to extend best wishes for a Happy Holiday season and all the best in the New Year to our CMSA family, their companies, and team members!

Happy Holidays



CMSA officers and members with BHGS staff at the December 8 Household Movers Permit Regulations Workshop

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California Deploys Portable Emissions Detectors Ahead of New Smog Rules

California is deploying a portable emissions detector in areas with heavy truck traffic to educate drivers and operators about a new smog check program that starts Jan. 1.

The Heavy-Duty Inspection and Maintenance Program is being phased in starting next year by the California Air Resources Board, which calls it “a groundbreaking smog check program” to help ensure the 1 million heavy-duty trucks operating there “run clean for the life of the vehicle.”

In a series of enforcement events, CARB has been deploying its Portable Emissions Acquisition System (PEAQs) that screens for high emissions as heavy trucks drive underneath it.

High-emitting vehicles are flagged for full inspections, including a smoke test and verification of emissions-control equipment to determine if repairs are needed. Citations can be issued during the screenings.

CARB unveiled what it called the “Dirty Truck Detector” Aug. 23 near the Port of Los Angeles during a five-hour event attended by CARB Board Member Gideon Kracov as well as CARB air pollution specialists and technicians.

More than 1,200 trucks were screened in CARB’s bid to alert truck owners and operators about new “smog check” requirements for heavy-duty vehicles and the phase-in timeline.

The latest screening was conducted for

three hours Nov. 1 at the Calexico border crossing on the U.S. side (a heavily traveled truck route for trade with Mexico).

“CARB has several unattended PEAQs systems deployed in the state as well as the mobile PEAQs units, like the one used in

Calexico, for use in specific areas. The cost savings from the public health benefits (deaths, hospitalizations, etc., from air quality-induced illness) far outweighs the cost of the monitoring systems,”

Lynda Lam-

bert, CARB spokesperson, told Transport Topics.

In Oakland, of 281 trucks screened Oct. 25, 15 were identified as higher-emitting and selected for full inspection.

“This [Oakland event] demonstrates the value of using a screening tool like PEAQS so that only the higher emitting vehicles are selected for inspection,” Lambert said.

Another pop-up inspection was held Oct. 18 in San Diego at a California Highway Patrol facility at the commercial border crossing at Otay Mesa.

“While CARB doesn’t disclose information on future enforcement events, the use of PEAQs and roadside checks are a key component to upholding California’s air quality regulations. PEAQs works in conjunction with the smog check program to identify vehicles that have high emissions between periodic testing,” Lambert said.

The Heavy-Duty Inspection and Mainte-



A truck is inspected at Port of Los Angeles. (CARB)

(PORTABLE EMISSIONS DETECTORS continued on page 15)

(PORTABLE EMISSIONS DETECTORS continued from page 14)

nance Program will apply to all heavy-duty trucks, buses and agricultural equipment with a gross vehicle weight rating over 14,000 pounds traveling in the state regardless of whether they are registered in California.

The second phase begins in mid-2023 by requiring all heavy-duty trucks to register with CARB and obtain a certificate of compliance to operate in the state.

In the 2024 final phase, registration of heavy-duty trucks in California will require proof of emissions compliance with the program and emissions inspections must be done twice a year for vehicles with onboard diagnostic (OBD) systems, increasing to four times per year testing in 2027.

CARB estimates 75% to 80% of all heavy-duty trucks will have OBD equipment with telematics technology to send the data automatically when the program begins.

Older heavy-duty vehicles without OBD systems will continue the current opacity testing requirements with an added visual testing component, twice annually.



A truck is inspected in Oakland (CARB)

Lambert pointed out that heavy-duty vehicle owners will be able to complete the required program test and deliver emissions systems inspection information remotely “without having to travel to designated testing locations.”

She said, “The test can be carried out conveniently using your truck’s OBD connector at home or place of business provided it’s performed by a CARB-credentialed tester using a CARB-certified readout device. The program keeps trucks operating at maximum efficiency, saving fuel and other costs.”

Source: *Transport Topics*

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LA-OC Joint Holiday Dinner & Toy Drive

The Greater Los Angeles (LA) and Orange County/Beach Cities (OC) Chapters had their joint holiday dinner and toy drive on December 5, 2022 at the Blue Water Grill in Redondo Beach.

Approximately 75 people attended the event led by LA Chapter President **Marshall Lambert** of **Rene's Van & Storage** with the assistance of OC Chapter President **Julie Gerrick** of **Sav On Moving & Storage**.

A fun time was had by all and toys were collected for the **Ronald McDonald House of Orange County**, CMSA Chair **Shiree Hammer**'s Chairman's Choice Charity.

Special thanks to the following sponsors: **New Haven Moving Equipment & Dewitt Move Worldwide** for the hosted bar, **Pioneer Packing** for the photo booth, **Victory Packaging** for the ugly sweater contest, and **Champion Risk Insurance & Services** for the event donation.

Thank you to everyone that attended!



CMSA Chair Shiree Hammer and her helpers with the toys collected for the Ronald McDonald House of Orange County.

Wishing our CMSA colleagues and friends a joyous holiday season and a very Happy New Year.

Thank you for your business.

We look forward to serving you in 2023.

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Northern Region Chapter Holiday Dinner

On Friday, December 2, 2022, the **Northern Region Chapter** of the **California Moving and Storage Association**, held its annual holiday dinner at the South San Francisco Conference Center. Thank you to the staff, including the reservation, bartender and servers for making the event a successful one.



CDS Moving Equipment, **Mark Hildreth** of **New Haven Moving Equipment**. Not in attendance but always in our enduring supporter list, **Dustin Ulmer**, **Ken-ny Ulmer**, **Ricky Green** and **Ken Jordan** of **J & S Paper**. We also had **Casey Myers** of **Champion Risk and Insurance Services**, and **Al**

The buffet-style dinner was enjoyed by all. As you may know, the chapter is run by volunteer members **Griselda Gonzalez** and **Olga Garcia** of **CG Moving Co.** with offices in South San Francisco and Sacramento, California. We had the president of the association, **Steve Weitekamp** in attendance, as well as representatives from our major sponsors **Pete Geisler** and **Andy Smith** of

Olivares Arosa, **Integrated Care Management and Caregiving Services**. Our San Diego friend and supporter **Jeff Nadeau** of **DeWitt Move Worldwide** was not present, but sent his regards and of course supported the event financially.

A huge thanks goes out to our fellow mover and friends **Dennis Jenkins** and **Emily Thurston**, with **Lulu's Hauling** and **Lulu's Cyclery**, who graciously donated two

(NORTHERN REGION continued on page 20)



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Association Leaderboard Report

**CMSA Enrolled
Movers: 86**

| California Mover Leaderboard | | Total Lbs. | CMSA Report Food Collected and Delivered | | |
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| 2 | 123 Moving & Storage | 440 | 8,509 lbs. | 162,913 lbs. | 1,270,909 lbs. |
| 3 | REAL RocknRoll Movers | 102 | 7,091 meals | 135,761 meals | 1,059,091 meals |
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CALENDAR OF EVENTS

| | | | |
|---------------|--|--|--|
| Fri., Dec. 2 | No. Region Chapter Holiday Dinner | Wed., Jan. 25 | Monterey Chapter Meeting |
| Mon., Dec. 5 | LA-OC Joint Chapter Holiday Dinner/Toy Drive | Thu., Jan. 26 | Central Coast Chapter Meeting |
| Fri., Dec. 9 | San Diego Chp. Bowling Tournament/X-mas Party | Wed., Mar. 8 | CMSA's Legislative Day |
| Tue., Jan. 10 | Twin Counties Chapter Meeting | Mar. 22-23 | CMSA's Women on the Move Maui Edition |
| Wed., Jan. 11 | San Diego Chapter Meeting | Thu., Mar. 30 | San Diego Chapter Golf Tournament |
| Thu., Jan. 12 | Central Valley Chapter Meeting | 105th Annual CMSA Convention Omni Rancho Las Palmas May 16-21, 2023 | |
| Tue., Jan. 24 | Mid Valley Chapter Mtg. | | |

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We are looking for a mover with experience in Cubicle installations. Contact us 415-413-4646.

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

Top Los Angeles Moving Company searching for a driven Sales Person. Commission Based. \$100+k first year potential. Auto/Fuel Allowance. Family Owned & Operated. Email resume to drstrength@gmail.com

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.

(NORTHERN REGION continued from page 18)

bikes for the big prize raffle. Thank you for your generosity and support! In the four or five years since we have been running the chapter, we have NEVER had to ask them for their support, they give knowing that the raffle ticket sales contribute to the scholarship and charity funds, as well as general fund. Another grand prize was tickets to a San Jose Sharks game, donated by [Peter Pfeilsticker](#) of [Ace Relocations](#). Lastly, we want to thank our friends at [Macy Movers](#) Chris Meyer and Judy Jones for donating a TV.

Our fellow mover Fred Wallace with [One Big Man One Big Truck](#) was also in attendance, and he was invited to "Shake It Up" and helped with picking the raffle winners. The night quickly became the "Fred Wallace Show", we thank Fred for his co-hosting duties.

It was so nice to have Debbie Joaquin back at our dinner as a guest of Macy Movers, she had in the past organized the famous crab feed fundraisers and we are trying to recruit her back to be part of the

chapter's leadership. We were so happy to see our dear friend and fellow member [Chitra Bheeman](#) with [Advantage Moving and Storage](#), located in Milpitas, California.

The big winners of two bikes were first time attendee Regina Jones, BSN RN of Accurate Screens. And our friend [Dan Dempsey](#) of New Haven Moving Equipment. Our friend [Jana Wickham](#) of Advantage Moving and Storage won the TV and Maria Guido of [CG Moving Co.](#) won the San Jose Shark tickets.

We are working on our next event, hoping that we will be able to meet in the South Bay, so tell your mover and associate member friends! Date and venue to be announced soon so check our [chapter's website](#) for more information and don't forget to order your [CMSA Women on The Move](#) unisex t-shirts, we have some really festive designs and the proceeds benefit the general fund of the CMSA.



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MOVE WORLDWIDE**

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OFFERING WEEKLY CONSOLIDATIONS



Royal Hawaiian Movers

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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



You're Invited to the California Moving & Storage Association's 105th Annual Convention!

Meet your California colleagues in Rancho Mirage, CA, May 16-21, 2023 and learn about issues affecting both the California & National Moving Industry. Check out the convention room rate:

**CMSA ROOM RATE:
\$219 Per Night***

**Call toll-free 800-THE-OMNI and request the group rate for
"California Moving & Storage Association."**

*Hotel rate is for single or double occupancy and subject to the prevailing state and local taxes (currently 13.45%).

The rate is for Omni Rancho Las Palmas Resort & Spa, Rancho Mirage, CA. The above rate also applies three (3) days before and after the CMSA official convention dates based on availability should you decide to extend your stay.

We have an informative and fun-filled schedule of events planned for the Convention. A relaxing oasis with a backdrop of mountains and palm trees, Omni Rancho Las Palmas Resort & Spa offers an ideal escape in the Coachella Valley. Revel in timeless comforts, classic conveniences and modern technologies that have made the resort minutes from Palm Springs, a desired destination for a sun drenched getaway. Don't forget to sign up for CMSA's Annual Golf Tournament being held Thursday, May 18, 2023.

Check our website for Convention and Exhibitor Registration at: www.thecmsa.org

Convention Registration Fee - \$575

CMSA 105th Annual Convention Registration Form

May 16-21, 2023

EARLY REGISTRATION DEADLINE: MARCH 17, 2023
FULL registrations paid by MARCH 17, 2023 are eligible for the drawing to win \$50 CASH on May 20, 2023!



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)

CMSA MEMBER or GUEST (13+ yrs.)

CHILDREN'S PRICE (up to 12 yrs.)

NON-MEMBERS (each)

Before
March 17

\$575.00

\$410.00

\$752.00

After
March 17

\$675.00

\$430.00

\$852.00

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**, or **MasterCard**. Credit card registrations may be faxed to (562) 865-2944.

() Visa () MC () Check enclosed Amount \$ _____

Name on Card _____ Card # _____ Exp. Date _____

Card Billing Address _____

Three-Digit CVV Number _____

****CANCELLATIONS:** Cancellations made before **April 24, 2023** will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). After **April 24, 2023**, we will be unable to make refunds. Substitutions will be accepted, but we need to know one week in advance.

ROOM RESERVATIONS: Call Omni Rancho Las Palmas at (800) THE-OMNI (843-6664) 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 and clicking on the Convention Calendar webpage. Reservations must be made by 5 PM (PST) **April 24, 2023** to guarantee the special group room rate. All major credit cards are accepted for deposit. Special CMSA rates apply to extended stay three days before and after the convention dates 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

2023 CONVENTION EVENTS

ALL GENERAL SESSIONS AND PANEL DISCUSSIONS ARE FREE TO ATTEND

Thursday, MAY 18

YOUNG PROFESSIONALS GROUP MEETING

EXHIBITORS WELCOME RECEPTION

Food, Beverage, Latest in Industry Products and Service Technologies

Friday, MAY 19

RANCHO MIRAGE BREAKFAST

CMSA GENERAL SESSION

CACTUS FLOWER LUNCHEON

MILITARY BREAKOUT SESSION

STARRY DESERT NIGHTS PARTY

Saturday, MAY 20

DESERT SUNRISE BREAKFAST

CMSA GENERAL SESSION

VAN LINE PANEL DISCUSSION

OASIS AWARDS LUNCHEON

CHAIRMAN'S RECEPTION & DINNER/BALL

Exhibitor Registration Form

102nd CMSA Annual Convention

EXHIBIT DATES: May 18–20, 2023

IMPORTANT!: Steele Tradeshow Services (STS) will be the official exhibit services contractor, and will be in contact with you after you register. STS can assist you with shipping materials and handling special requests.

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 April 24, 2023 @ \$1,600 \$ _____

After April 24, 2023 @ \$2,000 \$ _____

Booth Electricity—\$150 per booth \$ _____

Additional Attendee(s):

Members \$575 ea./Non-Members \$750 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 18, 2022 will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). No refunds will be made after April 24, 2023.

STEP 4: CHOOSE YOUR BOOTH

Priority will be given according to seniority, # of booths reserved, and date form was received. See booth diagram.

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 Omni Rancho Las Palmas, 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, Omni Rancho Las Palmas, 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, Omni Rancho Las Palmas or any part thereof. The Exhibitor understands that the Omni Rancho Las Palmas 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: May 18-20, 2023

Set-up available at 3 p.m. on Wednesday, May 17, 2023.

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

California Moving & Storage Association

105th Annual Convention – Booth Diagram

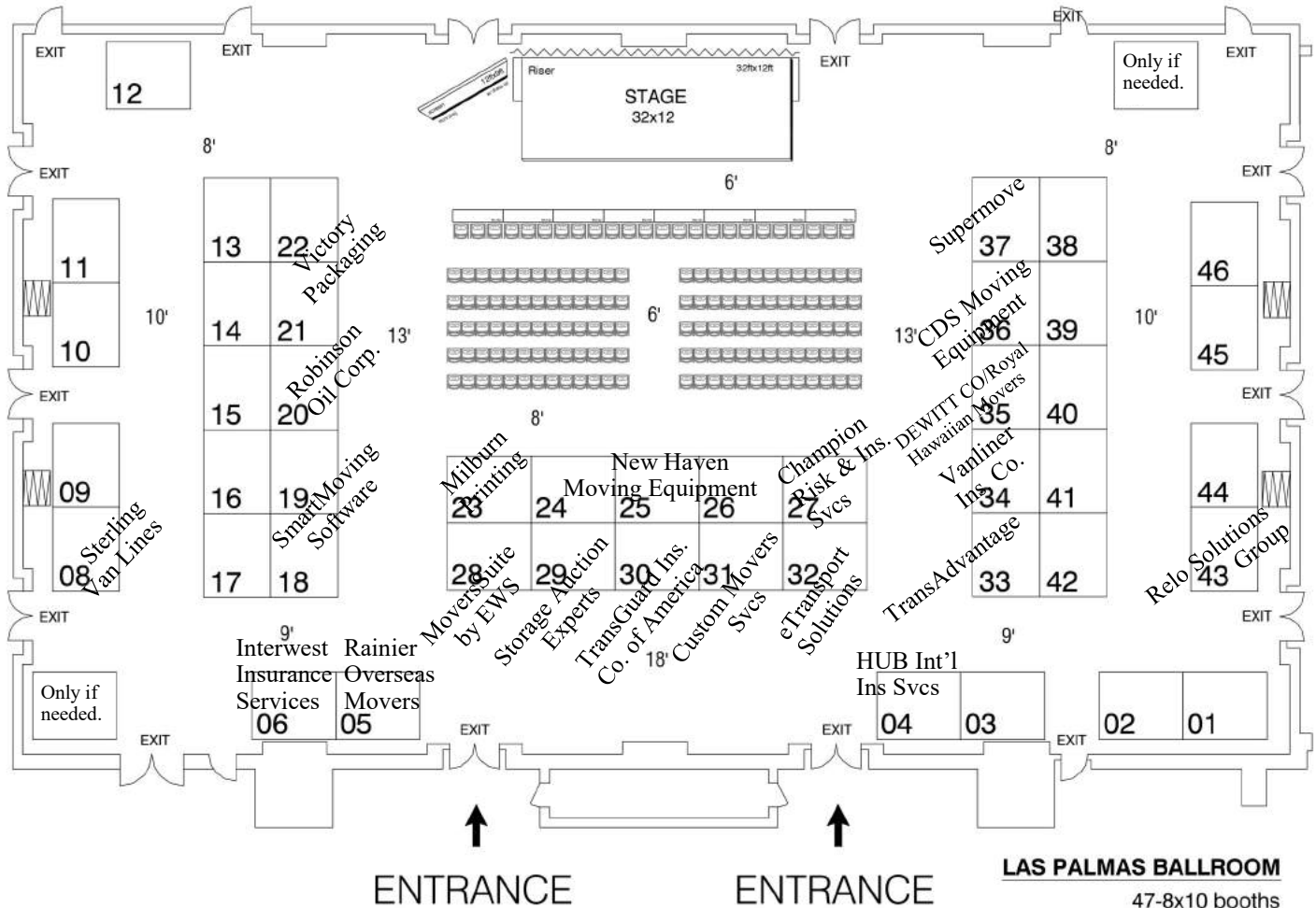
Omni Rancho Las Palmas

41-000 Bob Hope Drive

Rancho Mirage, CA 92270

Exhibit Dates: May 18–20, 2023

LAS PALMAS BALLROOM



LAS PALMAS BALLROOM

47-8x10 booths
154-general session seats
Ceiling heights 13'/17'
Aisle widths as noted

As of 12-9-2022

CMSA CONVENTION PARTNERSHIPS/DOOR PRIZE FORM

EVENTS AVAILABLE FOR PARTNERSHIP

1. Tues. May 16 Movers & Shakers Reception*
2. Tues. May 16 Movers & Shakers Dinner♦*
3. Thurs. May 18 Golf Tournament♦
4. Thurs. May 18 Exhibitors Reception♦
5. Fri. May 19 Rancho Mirage Breakfast
6. Fri. May 19 Cactus Flower Luncheon♦
7. Fri. May 19 Dinner Event
8. Sat. May 20 Desert Sunrise Breakfast
9. Sat. May 20 Oasis Awards Luncheon♦
10. Sat. May 20 Chairman's Reception & Dinner♦

**(Unlimited co-partnerships
available for this event.)**

PARTNERS

DEWITT CO./Royal Hawaiian Movers
TransGuard Ins. Co. of America
Champion Risk & Ins Svs/Vanliner Ins.
New Haven Moving Equipment
Supermove
HUB International Insurance Services
Kentucky Trailer, Milburn Printing,
Golden West Moving Systems,
Atlas Van Lines (More Van Lines TBD)
Lambert Enterprises
TMM
CDS Moving Equipment

* Invitation Only Event / ♦ Partnership of Major Event (includes 2 Free Registrations) - \$2,950 /
All Other Partnerships (includes 1 Free Registration) - \$1,950

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.**