

CMSA Officers Invite All Members to Attend the 2022 Annual Convention



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Logistics



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Attention Movers and Suppliers: you need a vacation at the glorious Peppermill Resort Spa Casino in Reno. Wait – Do you remember what a “vacation” is? Does the phrase “CMSA convention” ring a bell? Let’s have a brief refresher course on what it means to “vacation” and “convention.” “Vacation” derives from the

(CHIPMAN JR. INVITE continued on page 9)

I would like to cordially invite you all to join us for the 104th Annual CMSA Convention. This year’s convention will be held at the Peppermill Resort Spa & Casino in Reno from April 19- 24. After two years of canceled conventions, it will be nice to get back to some normalcy. I don’t know about you, but I am Zoomed out! I personally

(HAMMER INVITE continued on page 11)

I would like to take some time to invite everyone to the 104th CMSA convention in lovely Reno, Nevada—“The Biggest Little City in the World.” I always talk about the friends that I’ve made at the conventions and the business that I’ve gotten from them. Come and bring business cards, meet somebody new, share some good

(CHABOT INVITE continued on page 11)



Register Now!

**104th CMSA Annual Convention
Peppermill Resort Spa Casino
April 19-24, 2022**

Visit the convention kiosk at:
<https://bit.ly/CMSA2022Convention>



CHAIRMAN'S CORNER

by Former Chairman Rick Hosea
(2012-2013)

I was honored when I was asked by Steve Weitekamp to contribute as a surrogate for the February Chair's Corner article. I thought how fitting it was that he asked since it was 10 years ago when I served as the Chairman of the CMSA. My very next thought was, "What to say?" because I know well that all who have served and written in the past put great effort into their monthly articles. It didn't take long or much thought for me to decide what I would write about since a lot has happened since my last article back in 2013.

To begin, back in 2012/2013 serving as then Chairman, I was an employee of one of the best Moving and Storage companies in the Bay Area. I spent 26 years in one capacity or another, beginning as a Van Operator (The Best Job Ever!), then as a Sales Rep,

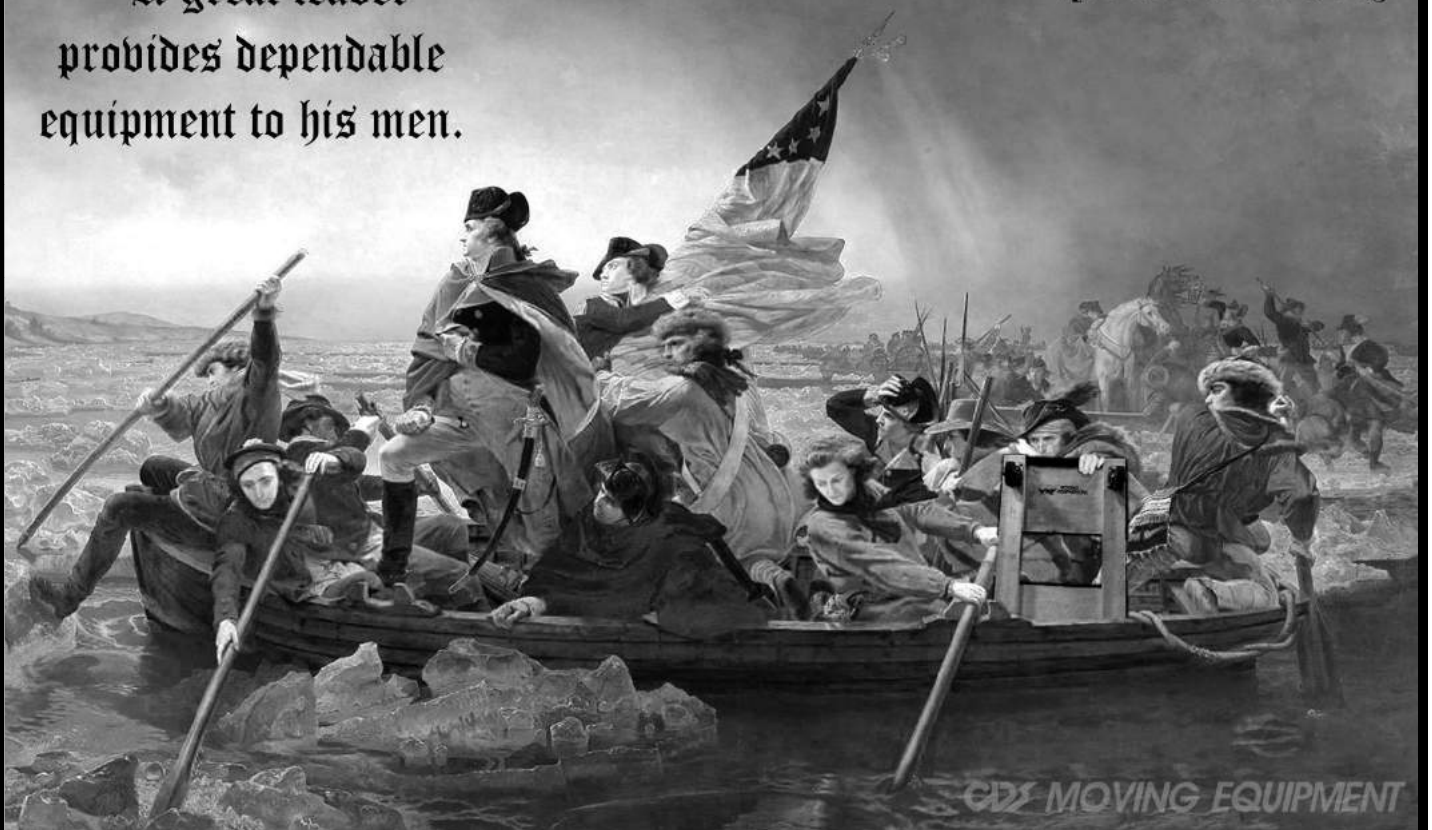
General Manager, and finally as President of their Domestic Division. Every position had its challenges and rewards, but the one common denominator was that each one of those allowed me to take good care of my family, which is the goal for any job we do in life. Today, I have my own business with my wife, Claret, and our partners, Rick and Kim Soeder. We started from the ground up back in August of 2018, and although Rick and I had some 50 years of collective experience between us, it was not an easy endeavor. The work I did as an employee and now an owner differs little, but the responsibilities are worlds apart. Until you have shouldered the accountability to ensure timely payroll for your staff and van operators and contractors, you do realize how the two roles differ from each other. Now with three locations, over 85 employees, and multiple contractors both local and van operators, our responsibilities have increased.

As we continued to grow over the first year and a half, I remember thinking that

(CHAIRMAN'S CORNER continued on page 4)

A great leader
provides dependable
equipment to his men.

President's Day





PRESIDENT'S COMMENTS

By Steve Weitekamp

One of the core values of the California Moving and Storage Association is engagement with industry and regulators to improve both the environment for the moving public and the legal and permitted industry. We also work with these groups to continually improve the image of our industry. We take pride in being professional movers and the work that we do and take personal offense to the unethical and frequently criminal actions of rogue operators. Our engagement has resulted in a seat on the ATA Moving and Storage Conference Board of Directors, where I also serve as the Enforcement and Consumer Protection Task Force Leader for the Government Affairs Committee, with the larger committee chaired by CMSA Chairman John Chipman Jr.

The ATA MSC recently conducted a Moving Industry Enforcement Summit with

regulators from both Federal and State agencies (BHGS, FMCSA, FBI, FMC, STB and numerous state regulators and law enforcement agencies) additionally Move Rescue, a Unigroup company, made an excellent presentation.

I had the opportunity to work with ATA MSC Executive Director Katie McMichael over the last several months to develop the program. Katie did most of the organizing and was the event host. The event was a great opportunity for the industry to share our concerns with a broad range of state and federal agencies that could have a positive impact on the problems created by unlicensed operators in our industry. We shared that these illegal operators are doing real damage to the moving public, the regulated movers who follow the rules, and the taxpayers. One important philosophical issue that some bureaucratic agencies need to understand is that Regulations are not just for the Regulated but for anyone who attempts to engage in regulated business! Thankfully that is not an issue that we currently face in California.

(PRESIDENT'S COMMENTS continued on page 6)



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(CHAIRMAN'S CORNER from page 2)

each day got just a little bit easier until COVID-19 entered the picture. Yup, enter stage left a full-blown pandemic the likes of which no one had seen before, at least in my lifetime. Surely, that was going to be what brought down this house of cards, I remember thinking back in early 2020. I knew this was bad for any business, not just those who had started up 18 months earlier. I knew we didn't have the resources to weather this storm. Our debt at that time alone would surely have thrown us into a tailspin if we had to shut down our operations for even a short period of time. We did what we could, stayed safe by using face coverings, temperature checks on employees, cleaned our facility daily, and prayed a lot. Each day, like most of you, we focused on the safety of our staff and our customers. We became flexible, we had staff working from home, when possible, we endured long absences, even my own as COVID affected my ability to go in for nearly 22 days. Frank-

ly, we took things day by day which again was all we could do with the hopes that we would someday see the other side of this most unfortunate time in our lives.

As an industry, our customers were affected by this pandemic as well. We saw capacity tighten up like never before. Entire crews were home sick or infected with COVID. Van Operators found themselves alienated with many agents closing up and restaurants no longer serving food. The simple act of showering became an even greater challenge with truck stops' staff reductions. Even though our teams had to wear face coverings, customers would lock themselves in rooms to limit contact with the crews. To be completely honest, life and business back then were a complete mess. I wish I could report that this is finally behind us, but we know that we are just one more variant away from the next set of challenges. The good news is that we have learned to be resilient, we've learned to be flexible, we have also learned that the human will is

(CHAIRMAN'S CORNER continued on page 6)



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(PRESIDENT'S COMMENTS continued from page 3)

I was pleased that leadership from the Bureau of Household Goods and Services (BHGS) attended the Summit. I shared the success story of BHGS in California. On the interstate enforcement front, BHGS has reunited 171 victims of hold hostage actions with their household goods since 2019. This is an awesome number that is not matched anywhere else! BHGS has also signed a Memo of Agreement (MOA) with the Federal Motor Carrier Safety Administration (FMCSA) that gives them legal authority to enforce federal law related to household goods. Ten other states have also signed MOA's and our Enforcement and Consumer Protection Task Force is encouraging other

states to follow suit. State enforcement of federal law is the quickest and most effective way to protect consumers making interstate moves.

It is always our goal to drive business to the legal and permitted mover and making illegal moving an uncomfortable place in which to operate is definitely a step in that direction.

I hope that you are planning to join your fellow CMSA members for our 104th Annual Convention in Reno, Nevada from April 19-24. The team from BHGS will be there and would appreciate the opportunity to meet with as many CMSA members as possible. It is also a great opportunity for us to thank them for the great job they are doing.

(CHAIRMAN'S CORNER from page 4)

stronger than any pandemic placed in our way.

As I think back to how all of us have been affected during the past two years, no one customer group has been affected as much as our U.S. Military service members.

The men and women serving our country have seen their lives turned upside down by this pandemic. Our military is the single largest customer we have in the moving and storage business. When they receive their PCS (Permanent Change of Station) orders, they don't have a choice to go or not to go.

(CHAIRMAN'S CORNER continued on page 13)



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MEMORIAL BULLETIN



Mark Millian 1961–2021

Mark Andrew Millian of Carlsbad, California, was born on February 14, 1961, in Washington, D.C., and passed away suddenly at age 60 on December 8, 2021, shortly after leaving the rink from

his weekly ice hockey game. Mark was a devoted and beloved husband to Susanne Millian, to whom he was married for 34 years, and a devoted and beloved father to their children Barbara and Nicholas.

Mark's professional passion was CompuMove Systems Corporation, a software company focused on the moving and storage industry that he co-founded in 1984 and

has led since the company's inception. CompuMove has grown through the years to serve clients in 32 states. Many of those clients became Mark's good friends, as did the members of the CompuMove team. One of Mark's great joys in the last year of his life was working alongside his son Nick, who joined CompuMove in late 2020. Following Mark's passing, CompuMove continues to serve its clients under the leadership of Nick and Mark's brother John.

Mark met his wife, Susanne, at Colorado College where he was an economics major and she an exchange student from Bamberg, Germany. A year after Susanne returned to Germany Mark asked if she would visit him in California if he sent a plane ticket. That visit led ultimately to their marriage in 1987 and a happy, loving life together in Carlsbad with many visits to Bamberg, where they intended one day to retire.

Donations in Mark's memory may be made to the Sierra Fund.

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(CHIPMAN JR. IINVITE continued from page 1)

Gallic words for "Frequent Flyer Miles" and "Out-of-Office Auto-Reply." While "Convention" can be traced back to the Nordic words for "Resort Attire" and "Extra Drink Tickets." Afterall, Norsemen operated the first party boats.

Let's sift our brains for memory fragments of the pre-Covid-19 world. CMSA's movers and suppliers vacationed at marvelous convention sites. CMSA conventions of old aren't like today's sanitized, mouth washed Zoom Calls. Yuck! They were festive affairs where members engaged in physical contortions like "handshaking" during break-out meetings, and "bear hugging" at the bar. Don't tell our California health overlords, but the convention rituals include dining *together* at elegant restaurants and delicious buffets and dancing "cheek to cheek" at Saturday evening's Ball with the incoming Chairperson. (Shiree Hammer will be our new Chair!) Don't even mention that Nevada casinos permit "in-door" smoking – it's a secret.

"Vacationing" doesn't mean binge-watching *Emily in Paris* in your bunker-like basement with your spouse or BBQing in the back yard with your bubbled family. It means reserving a room (Today!) at the glorious Peppermill Resort Spa Casino (Nevadans have grammatical permission to use four consecutive nouns) from April

19–24, 2022. Get ready for nightly live music and an "extensive whiskey collection" at the Terrace Lounge. Join President Steve Weitekamp at the Spa Toscana, which was "inspired by the glorious baths of Roman times." Help Steve pick out a colorful nail polish at the Salon. Think of it: matching pedicures!

Are the memories of CMSA's last convention in ~~Rancho Mirage~~ (2021), ~~Kauai~~ (2020), San Diego (2019) starting to come back? If not, here are several other tempting activities available in the "Biggest Little City in America." Play in CMSA's Annual Golf Tournament; the course is located at The Club at ArrowCreek. Enjoy "Reno's most luxurious poker room." Heckle me as I lose my shirt at Pai Gow. Don't forget about the Young Professionals special meeting on Thursday afternoon, right before our wonderful suppliers strut their gear at the Exhibitor Welcome Reception.

Husker Du: Do you remember? "Yes"; very good! So, ditch the grumpy, old shelter-in-place sweatpants and trash the dorky crocs. (They are not permitted at the resort.) Schedule a haircut and excavate your party clothes. Because you'll be vacationing this April with friends, colleagues, and family at the best moving and storage convention in the world. Got the idea? Be there at the Peppermill Resort Spa Casino.

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seeing you in Reno,
April 2022**



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Play The Club at ArrowCreek – Site of 2022 Convention Golf Tournament

This year's Convention golf tournament will be held 9:00 a.m. on Thursday, April 21, 2022 at The Club at ArrowCreek, a private golf club nestled in the southern hills of Reno, Nevada.

It is known for its two premiere golf courses—Legend and Challenge. We will be using the Legend Course designed by golf icon Arnold Palmer, which originally opened on August 25, 1999. Legend weaves around ravines, dry creeks and high desert landscape.

The course features forced carries, tall grasses that sway in the Nevada breeze and fast greens. With a full-length target driving range, practice putting greens and

designated short game practice area, The Club at ArrowCreek offers the most unique and best golf experiences in Reno, Nevada.

Click on the link below for the Golf Registration Form and sign up today!

<https://bit.ly/2022ConventionGolfForm>



(HAMMER INVITE continued from page 1)

attended my first CMSA convention in the spring of 2000 at Incline Village located in Lake Tahoe. Where does the time go! Over the last 22 years, not only have I gained knowledge about important issues in our industry, but I have also created friendships and partnerships that are an essential part of California Relocations. The CMSA puts on a great itinerary that offers something for everyone. Since we met in San Diego three years ago, there have been many changes in our industry, both locally and globally. Let

this convention be the perfect time to re-charge and better prepare yourself and your business for the ever-changing future of moving. I truly hope you consider making the trip to Reno to support the CMSA, and myself as your incoming Chairman.



Shiree at her first CMSA Convention.

(CHABOT INVITE continued from page 1)

stories with some old friends or hopefully some new friends, and spark up a conversation with somebody you don't know. Gamble a little bit, learn a lot, and generally have a great time!!!!

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(CHAIRMAN'S CORNER from page 6)

They must report as ordered to their new duty station on time or risk being charged with being AWOL (Absent Without Leave). Many scheduled moves to only find out that there were no movers to handle their relocation, some only finding out at the last minute.

According to the slides provided during the USTC scheduled calls and confirmed by Dan Bradly of IAM, there are some 313,830 PCS, ETS (Expiration Term of Service) booked by the military each year. While I can't say how many moves went unserved due to a lack of capacity or blackouts, I do know that there were many families who had to come up with a DIY (Do It Yourself) move last minute and without prior notice. The other alternative was rebooking the shipment as Short Fuse. Caleb Mixon, Director of Network Development of Suddath Government Services (SGS), was able to provide some insight as SGS books roughly 35,000-38,000 shipments a year. In

addition to the return of Unlimited Refusals and Short Fuse shipments to manage some of these capacity limitations, Caleb added that essentially "demand smoothing" forcefully happened as a result. He went on to mention that they recognize the demand for quality service is met with pricing. He acknowledges the reluctance of agencies overbooking business in jeopardy of service failure to the member, which essentially created the mass number of blackouts USTC and the service members witnessed this past peak. "You won't find an agency who intentionally wants to do a bad job. Service failures are often happening out of the control of the agent, and that causes triage processes to take place. Labor, of course, being a massive issue. We saw TMOs, TSPs, and agents working together at a high level to create solutions for last-minute changes." Caleb recognizes the tireless work of the agent network and their partners around the U.S. and abroad to diligently keep our ser-

(CHAIRMAN'S CORNER continued on page 14)

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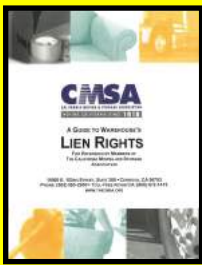
vice members well served during this time of COVID and added that it couldn't be done if TSPs and agents weren't aligned. He also brought to light the revelations surrounding several new hurdles that could impact future DoD capacity such as new rules and regulations set by USTC and new tracking technology such as "Air Tags," obviously a conversation for future articles. This is something we will hear more and more of as we enter into 2022's peak season which is only 75 days or so away from the release of this article.

What I will say is, if we focus on our "Say/Do" ratio, we should really have little to

worry about. Honesty and transparency are the keys to overcoming our industry challenges. I can't wait to see you all in Reno for the 104th Annual CMSA Convention, April 19- 24, at the Peppermill Reno Resort Spa & Casino.

Safe Travels!

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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NorthStar Moving Wins Trademark Infringement Case Against Florida Moving Company

Federal judge finds operator of King David Van Lines guilty of deceiving consumers, issues damage award of \$13 million to NorthStar Moving

LOS ANGELES, CA – January 11, 2022 – NorthStar Moving® Company, longtime CMSA member, today announced that it has won its trademark infringement lawsuit against King David Van Lines and its operators. A federal judge awarded NorthStar Moving \$13 million against Ohad Guzi personally after finding that Mr. Guzi willfully infringed NorthStar Moving's trademark by deceiving consumers into believing they were hiring NorthStar Moving.

Florida-based King David Van Lines, led by Mr. Guzi, conducted business under the name Northstar Movers and the domain name northstarmovers.com. In a bench trial, the U.S. District Court Southern District, Florida Fort Lauderdale Division, found that he did so to mislead customers and convince them they were hiring NorthStar Moving Company. The judge ruled Mr. Guzi was liable for trademark infringement, unfair competition and violated the Anticybersquatting Consumer Protect Act. The judge added on \$100,000, the maximum allowed, for the cybersquatting violation. In addition, Mr. Guzi was ordered to pay NorthStar Moving's attorney fees.

"NorthStar Moving is pleased that it will no longer have to worry about its customers being deceived, scammed and financially harmed by Mr. Guzi," said NorthStar Moving attorney Deborah A. Gubernick of Snell & Wilmer LLP. "Justice was served and hopefully the message to Mr. Guzi and other infringers is clear. You can't engage in blatant and willful infringement and think the court won't notice; an individual responsible for infringement can't use a corporate entity as its scapegoat to avoid liability."



NorthStar Moving's Florida trial counsel Joseph W. Bain of Shutts & Bowen LLP added, "This case is significant because the individual found to be the 'conscious moving force' behind the infringing activity of a company is liable for the company's infringing profits."

"Wrongdoers sometimes disguise themselves as real

and reputable companies to lure in the public. They use a company's good name and valuable reputation to attract customers but then subject their victims to horrific service and countless nightmares," said NorthStar Moving Co-Founder Laura McHolm. "We discovered the infringement when Mr. Guzi's victims contacted us with complaints, believing we were the moving company they hired. The horrible tales these victims told us, made us heartsick. We couldn't stand by while innocent people were being ripped off. We knew we needed to take action and to invest the time and the money to hold this infringer responsible and send a message to others. Make no mistake, our name has, and always will, stand for stellar service, community involvement and kindness."

When choosing a moving company, reputation and experience are crucial. To uncover if a moving company is a legitimate moving company with extensive experience, ask these key questions. Asking critical questions not only uncovers a wealth of knowledge about the company and helps prepare you for moving day, but a little extra research can save you from being a fake moving company's victim.

NorthStar Moving was represented by Deborah A. Gubernick of Snell & Wilmer LLP, as well as Joseph W. Bain and Jodi-Ann Tillman of Shutts & Bowen LLP.

Road Deaths Rise at Record Pace as Risky Driving Persists

WASHINGTON — The number of U.S. traffic deaths surged in the first nine months of 2021 to 31,720, the government reported Feb. 1, keeping up a record pace of increased dangerous driving during the coronavirus pandemic.

The estimated figure of people dying in motor vehicle crashes from January to September 2021 was 12% higher than the same period in 2020. That represents the highest percentage increase over a nine-month period since the Transportation Department began recording fatal crash data in 1975.

The tally of 31,720 deaths was the highest nine-month figure since 2006.

Federal data from the department's Na-

tional Highway Traffic Safety Administration showed that traffic fatalities increased during the nine-month period in 38 states and was flat in two states. The numbers declined in 10 states and the District of Columbia.

Transportation Secretary Pete Buttigieg has pledged help and [released a new national strategy last week aimed at reversing the trend](#), which he calls a

crisis. He told The Associated Press last week that his department over the next two years will provide federal guidance as well as billions in grants under President Joe Biden's new infrastructure law to spur states and localities to lower speed limits and embrace safer road design such as dedicated



(ROAD DEATHS continued on page 17)

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(ROAD DEATHS continued from page 16)

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He cited as well safety benefits under the infrastructure law by building out alternative modes of travel to cars such as rail and public transit, "if only because every other mode of transportation is safer."

NHTSA also plans to move forward on rulemaking to require automatic emergency braking in all new passenger vehicles, and set new standards on car safety performance by emphasizing crash-avoidance features such as lane-keeping assistance, though no firm deadlines were set for action.

Traffic deaths began to spike in 2019. NHTSA has blamed reckless driving behavior for increases during the pandemic, citing behavioral research showing that speeding and traveling without a seat belt have been higher. Before 2019, the number of fatalities

had fallen for three straight years.

Traffic deaths for the first nine months of the year are now up almost 33% over the past decade as auto safety advocates urge action by NHTSA to implement safety rules ordered by Congress, such as rear seat belt reminders, that are years overdue. Nearly 7,800 more people died from January through September in 2021 compared with figures from 2011, according to government estimates.



Transportation Secretary Pete Buttigieg

"People make mistakes, but human mistakes don't always have to be lethal. In a well-designed system, safety measures make sure that human fallibility does not lead to human fatalities," Buttigieg said Feb. 1 in a statement. "That's what we will be doing for America's roads with the National Roadway Safety Strategy and the safe system approach that it embraces."

Source: *Transport Topics*

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Everything for the Mover, Everywhere you need it.



**Victory
Packaging**
A WestRock Company



Association Leaderboard Report

Association			Enrolled Movers	Association	Total Lbs.
1	California (CMSA)		132	1 Pennsylvania (PMSA)	2,456,263
2	Southwest Movers (SMA)		117	2 Illinois (IMAWA))	2,251,593
3	Illinois (IMAWA)		77	3 North Carolina (NCMA)	1,700,277
CMSA Report Food Collected and Delivered				4 California (CMSA)	1,656,142
				5 Southwest Movers (SMA)	1,487,926
				Move for Hunger Fact	
Monthly				Year to Date	All Time
5,985 lbs.				5,985 lbs.	1,656,142 lbs.
4,988 meals				4,988 meals	1,380,118 meals
Forty-two million Americans are facing hunger, yet we are wasting 40% of the food we produce.					

CALENDAR OF EVENTS

Tue., Feb. 8	Ventura/Santa Barbara Chapter Meeting	Tue., Mar. 12	Ventura/Santa Barbara Chp. Cornhole Tournament
Wed., Feb. 9	Monterey Bay Chapter Meeting	Tue. & Wed. Mar. 15 & 16	Northern Region Chapter Women on the Move
Wed., Feb. 9	Greater LA/OC Beach Cities Joint Chapter Meeting	Thur., Mar. 24	San Diego/Imperial Counties 30th Annual Golf Tournament
Mon. Feb. 14	<i>Valentine's Day!</i>	Sun., Apr. 3	Greater Los Angeles Chp. Day at the Races
Tue., Feb. 15	North Bay Chapter Chapter Meeting	104th Annual CMSA Convention Peppermill Resort Spa Casino April 19-24, 2022	
Fri., Feb. 18	Sacramento Chapter Bowling Tournament		

CLASSIFIED ADVERTISING

CHARGES: 1-5 Lines \$15; \$2 each addt'l line. CMSA box number \$5. Special heading/setup is extra. Email: information@thecmsa.org to place your advertisement or call (562)865-2900.

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.

Reach potential employees by placing a classified ad in *The Communicator*!

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.

Prepare to Survive an Active Shooter Attack

The enduring nature of violent threats posed to communities from terrorists and perpetrators of hate crimes are substantiated by stories we see on the news all too frequently.

The Federal Bureau of Investigations (FBI) has released videos demonstrating the three tactics you can use to keep yourself and others safe during an active shooter attack: run, hide, and fight. We encourage you to use these films in your work within the community, but please note some of the content is disturbing and therefore should not be screened for young audiences. A short description of each film with links:

Run. Hide. Fight.

In this FBI training video, customers at a bar are caught in an active shooter event. By

employing the run, hide, and fight tactics, as well as knowing the basics of rendering first aid to others, they are prepared, empowered, and able to survive the attack.

<https://www.fbi.gov/video-repository/run-hide-fight-092120.mp4/view>

Prepare to Survive

This FBI training video describes how to employ the run, hide, and fight tactics to survive an active shooter incident. Although set in a house of worship, these

principles can be applied anywhere.

<https://www.fbi.gov/video-repository/prepare-to-survive-092120.mp4/view>

If you have any questions about these videos or the expertise and specialized training offered by our FBI Field Office, please don't hesitate to ask. Additional information is also available at [FBI.gov/survive](https://www.fbi.gov/survive).



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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

CMSA 104TH Annual Convention Registration Form

April 19-24, 2022



EARLY REGISTRATION DEADLINE: FEBRUARY 18, 2022

FULL registrations paid by FEBRUARY 18, 2022 are eligible for the drawing to win \$50 CASH on April 21, 2022!

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)

	Before February 18	After February 18
CMSA MEMBER or GUEST (13+ yrs.)	\$535.00	\$635.00
CHILDREN'S PRICE (up to 12 yrs.)	\$380.00	\$400.00
NON-MEMBERS (each)	\$700.00	\$800.00

Sponsors & Exhibitors—Please use appropriate forms to ensure proper handling of complimentary registrants.

Special Food Requests (e.g. vegetarian, gluten-free, vegan, etc.): _____
We will notify you whether or not your requests can be accommodated and if any additional fees are necessary.

Enclose registration fees with this form. Make checks or money orders payable to **CMSA** or use your **Visa 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 **March 18, 2022** will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). After **March 18, 2022**, we will be unable to make refunds. Substitutions will be accepted, but we need to know one week in advance.*

ROOM RESERVATIONS: Call the Peppermill Resort at (866) 821-9996 to make reservations and reference the Group Code: **ACMSA22** 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 5:00 p.m. PST on **March 20, 2022** to guarantee the special group room rate. All major credit cards are accepted for deposit. Special CMSA rates for upgraded rooms and stay extensions before or after the convention dates are based on availability, so make reservations ASAP!

By registering to attend the CMSA Convention, you agree that you have read and understood the Risk and Liability Statement on the next page.

RETURN COMPLETED FORM TO: CMSA, 10900 E. 183RD ST., STE 300, CERRITOS, CA 90703
 OR FAX TO: (562) 865-2944

Risk and Liability Statement

By registering for the 104th CMSA Annual Convention, all attendees agree to comply with the following Risk and Liability statement:

The Coronavirus pandemic has heightened the inherent risk of attending live events and participating in group activities. With this circumstance in mind, CMSA is taking all legal, prudent, and advisable measures to minimize the risk of virus transmission between people during the 104th CMSA Annual Convention.

- A. I acknowledge these risks, and others, and agree to take full personal responsibility for them. I will not hold any person or organization accountable should I contract an illness or should anything else happen to me due to my participation in the 104th CMSA Annual Convention.
- B. I agree to monitor my own health status and will not attend the convention if I am symptomatic in any way, or if I believe I have been exposed to someone with Coronavirus. If I am symptomatic, I will not come to the conference and will contact CMSA.
- C. I understand that all attendees, based upon current conditions, may be asked to wear masks, stay 6+ feet apart from others, refrain from close personal contact, respect the space of other attendees, and follow any additional social distancing guidance and regulations imposed by the Peppermill Resort Spa & Casino. Regulations may become more or less strict between now and the event date due to circumstances beyond anyone's control. If I am refused entrance or am removed from the convention for not following these regulations, I will not receive a refund.

All requirements are subject to change and adjustments may be made to the policy based on the most current CDC guidelines.

2022 CONVENTION EVENTS

ALL GENERAL SESSIONS AND PANEL DISCUSSIONS ARE FREE TO ATTEND

Thursday, APRIL 21

YOUNG PROFESSIONALS GROUP MEETING

EXHIBITORS WELCOME RECEPTION

Food, Beverage, Latest in Industry Products and Service Technologies

Friday, APRIL 22

BIGGEST LITTLE CITY BREAKFAST

CMSA GENERAL SESSION

PEPPERMILL LUNCHEON

MILITARY BREAKOUT SESSION

DINNER EVENT

Saturday, APRIL 23

RENO SUNRISE BREAKFAST

CMSA GENERAL SESSION

VAN LINE PANEL DISCUSSION

HIGH SIERRA AWARDS LUNCHEON

CHAIRMAN'S RECEPTION & DINNER/BALL

CMSA ANNUAL GOLF TOURNAMENT REGISTRATION FORM

The Club at ArrowCreek
2905 Arrowcreek Pkwy
Reno, NV 89511
(775) 850-4653



THURSDAY, APRIL 21, 2022
9:00 A.M. SHOTGUN START
(Golfers should arrive at course by 8:30 a.m.)

Dress Code:

Dress shorts, slacks or golf skorts and a collared shirt are required while actively practicing or playing on our courses. Yoga pants or workout gear is not acceptable attire. The Club reserves the right to make determinations regarding questionable or inappropriate attire. You may be asked to change if deemed necessary.

**SPONSORED BY: CHAMPION RISK & INSURANCE SERVICES, L.P.
and VANLINER INSURANCE COMPANY**

ENTRY FEE — \$155.00 per person / Includes: green fee, shared cart, range balls.

Primary Contact:

Golfer 1: _____ Company: _____

Phone: _____ Email: _____

List golfers in your foursome. (Foursomes will be formed by golf co-chairs unless listed below.):

Golfer 2: _____ Company: _____

Golfer 3: _____ Company: _____

Golfer 4: _____ Company: _____

 **\$25,000.00** 

HOLE-IN-ONE CONTEST & Other Prizes at Par 3 Holes!

Sponsored by: **TRANSGUARD INSURANCE CO. OF AMERICA**

Refunds are subject to a \$20 processing fee. No refunds for cancellations after March 18, 2022.

Enclose golf fees with this form. Make checks payable to CMSA, or use your Visa or MasterCard.

() Visa () MC () Check enclosed Total Amount: _____

Name on Card: _____ Card #: _____

Exp. Date: _____ Three-Digit Code: _____

Billing Address & ZIP Code: _____

Phone: _____ Email Address: _____

OPTIONAL ADD-ONS PAID DIRECTLY TO THE CLUB AT ARROWCREEK

GOLF CLUB RENTAL \$55 (Pick up & pay at the Golf Shop.)

Enter # of Rental Sets: _____ Men's RH _____ Men's LH _____ Women's RH _____ Women's LH

BOX LUNCH \$24 - (Pick up & Pay at the Clubhouse Grab & Go Window.)

Box lunch orders must be placed in advance to ensure The Clubhouse is stocked appropriately.
Use the Box Lunch Order Form on the following page.

**Please mail this form, with payment to: CMSA, 10900 E. 183rd St., Suite 300, Cerritos, CA 90703
or fax to: (562) 865-2944.**

CMSA GOLF TOURNAMENT BOX LUNCH ORDER FORM

Beverage, Potato Salad, Chips, Sandwich, & Dessert

Price: \$24.00

**Pick up & Pay at the ArrowCreek Clubhouse Grab & Go Window
on day of Golf Tournament (April 21, 2022)**

All box lunches include a beverage, red bliss potato salad, potato chips, sandwich and dessert:

Selection of Sandwiches - Choose one. If ordering for more than one person, write the amount ordered next to the chosen sandwich.

_____ Tomato, mozzarella, basil, pesto mayonnaise, herbs focaccia.

_____ Grilled chicken Caesar wrap, sun-dried tortilla wrap.

_____ Turkey and Swiss cheese, wheat bread.

_____ Roast beef, creamy brie, Dijon mustard, French baguette.

_____ Tuna salad, cucumber, tortilla wrap.

Selection of Desserts - Choose one. If ordering for more than one person, write the amount ordered next to the chosen dessert.

_____ Chocolate Chip Cookie

_____ Sugar Cookie

_____ Oatmeal Cookie

_____ Chocolate Brownie

Total Number of Box Lunches Ordered: _____

Name of Person Picking Up the Order: _____

Company Name: _____

Phone Number: _____

Exhibitor Registration Form

102nd CMSA Annual Convention

EXHIBIT DATES: April 19-24, 2022

IMPORTANT!: GES Audio Visual will be the official exhibit services contractor. All work performed in the Exhibit Area is under union jurisdiction and under safety jurisdiction. See GES Show Information on Page 2.

STEP 1: RESPONSIBLE PARTY INFORMATION

1. _____
Full Name of Attendee Responsible for Booth

First Name to Appear on Badge

Company Name to Appear on Exhibitor ID Sign

Telephone _____ Fax _____

E-Mail Address (Registration Confirmation will be sent via E-mail)

Special Food Requests: _____

CMSA reserves the right to reject registration from exhibitors deemed inappropriate by the CMSA President and/or the CMSA Board of Directors.

STEP 2: ADDITIONAL ATTENDEES

2. _____
Full Name

First Name to Appear on Badge

E-Mail Address

Special Food Requests: _____

3. _____
Full Name

First Name to Appear on Badge

E-Mail Address

Special Food Requests: _____

USE ADDITIONAL SHEET TO LIST MORE ATTENDEES.

STEP 3: ASSESS EXHIBITOR FEES

Booth registration **includes** one (1) convention registration, an 8x10 pipe & drape display booth, a six-foot skirted table, two chairs, wastebasket and exhibitor ID sign.

Booth Registration

Before March 18, 2022 @ \$1,550 \$ _____

After March 18, 2022 @ \$1,950 \$ _____

Booth Electricity—\$150 per booth \$ _____

Additional Attendee(s):

Members \$535 ea./Non-Members \$700 ea. \$ _____

Grand Total: \$ _____

\$10 from each exhibitor's booth fee will be included in the Booth Bingo Raffle!

Refunds for any cancellations done before March 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 March 18, 2022.

STEP 4: CHOOSE YOUR BOOTH

Priority will be given according to seniority and date registration form was received. See booth diagram for choices.

RESERVE BOOTH # (s) _____ FOR MY EXHIBIT.

In case your first choice is taken, please list alternate booth #s.

2nd Choice (s) _____ 3rd Choice (s): _____

Companies you don't want to be next to: _____

Saturday Booth Raffle Drawing? ____ Yes ____ No

STEP 5: SELECT METHOD OF PAYMENT

☐ Check Enclosed ☐ Charge to Credit Card

CREDIT CARD INFORMATION:

☐ VISA ☐ MasterCard ☐ American Express

Name on Credit Card

Credit Card Number

Exp. Date

Billing Address

Billing Zip Code

3-Digit Code on Back of Card

Authorized Signature

Date

STEP 6: RESPONSIBILITY AGREEMENT

By registering to be an Exhibitor at the CMSA Convention, you are agreeing to the terms below:

Exhibitor shall be fully responsible to pay for any and all damages to property owned by Peppermill Resort, its owners or managers which results from any act of omission of Exhibitor. Exhibitor agrees to defend, indemnify and hold harmless the California Moving & Storage Association, Peppermill Resort, its owners, managers, officers or directors, agents, employees, subsidiaries and affiliates from any damages or charges resulting from or arising from or out of the Exhibitor's use of the property. Exhibitor's liability shall include all losses, costs, damages or expenses arising from or out of or by reason of any accident or bodily injury or other occurrences to any person or persons, including the Exhibitor, its agents, employees, and business invitees which arise from or out of Exhibitor's occupancy and/or use of the exhibition premises, Peppermill Resort or any part thereof. The Exhibitor understands that the Peppermill Resort does not maintain insurance covering the Exhibitor's property and that it is the sole responsibility of the Exhibitor to obtain such insurance.

Exhibit Dates: April 21-23, 2022

Set-up available at 3 p.m. on Wednesday, April 20, 2022.

FREIGHT HANDLING

Global Experience Specialists, Inc. has the responsibility of receiving and handling all exhibit materials and empty crates. It is their responsibility to manage docks and schedule vehicles for the smooth and efficient move in and move out of the exhibition. Global Experience Specialists, Inc. will not be responsible, however, for any materials they do not handle. Global Experience Specialists, Inc. will have complete control of the loading docks at all times. If you wish to unload or load, you must report to the GES Freight Desk. Do not proceed to the docks until told to do so.

All Exhibitors are expected to comply with any union requirements in effect and as outlined in the “SHOW SITE WORK RULES” section of the exhibitor kit.

GRATUITIES

Our work rules prohibit the SOLICITATION OR ACCEPTANCE of tips in cash, product or gifts in kind by any employee (union or non-union). Our employees are paid wages denoting professional status, therefore tipping of any kind is not allowed.

ALWAYS HONEST® HOTLINE

GES requires the highest standards of integrity from all employees. Please call our confidential Always Honest® hotline at (800) 443-4113 to report fraudulent or unethical behavior.

California Moving & Storage Association

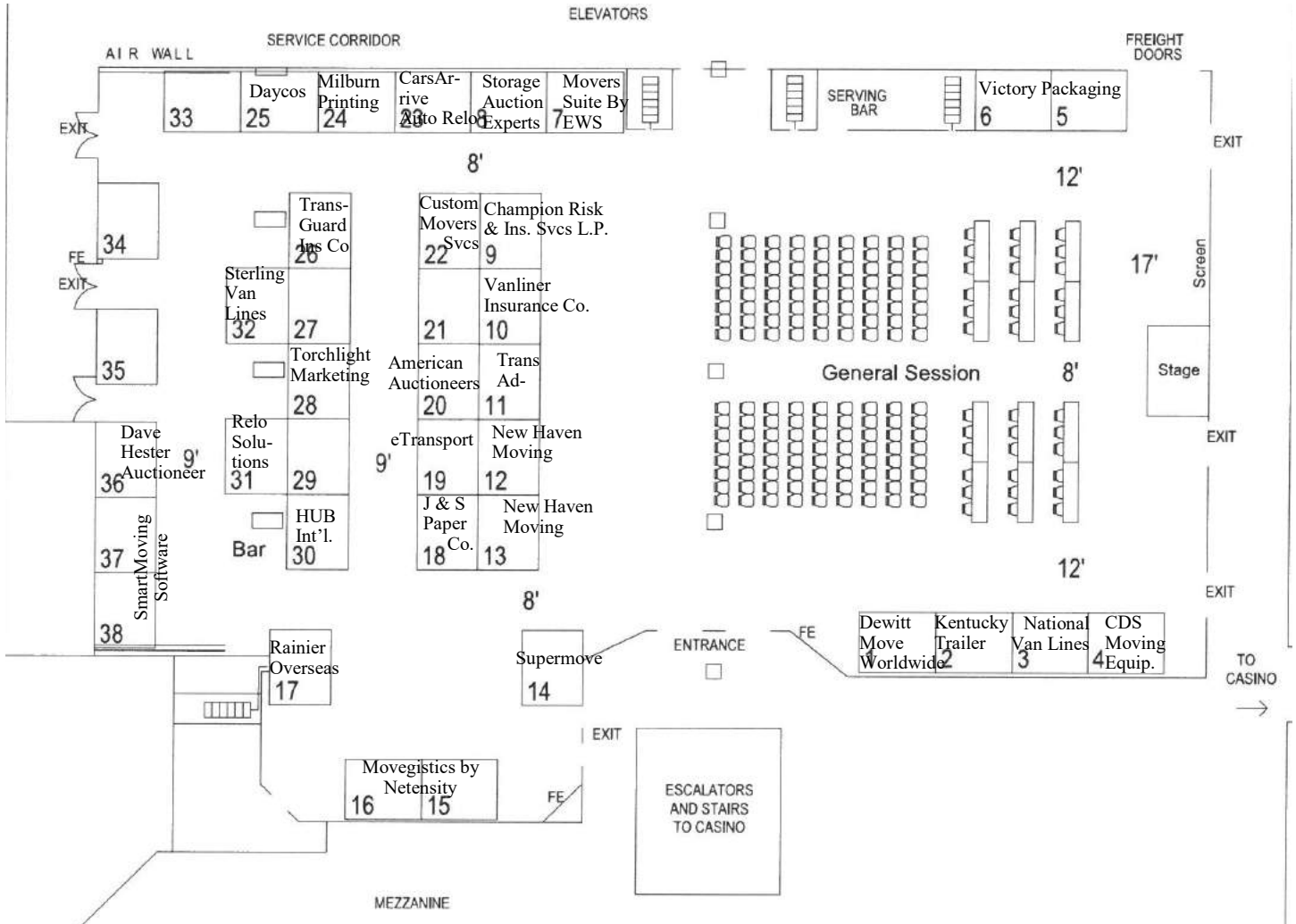
104th Annual Convention – Booth Diagram

Peppermill Resort

2707 S. Virginia St.

Reno, NV 89502

Exhibit Dates: April 21–23, 2022



NAPLES BALLROOM

As of 2-4-2022

CMSA CONVENTION PARTNERSHIPS/ADVERTISING/DOOR PRIZE FORM

EVENTS AVAILABLE FOR PARTNERSHIP

- | | | | |
|---|--------|--------|--------------------------------|
| 1. | Tues. | Apr 19 | Movers & Shakers Reception* |
| 2. | Tues. | Apr 19 | Movers & Shakers Dinner♦* |
| 3. | Thurs. | Apr 21 | Golf Tournament♦ |
| 4. | Thurs. | Apr 21 | Exhibitors Reception♦ |
| 5. | Fri. | Apr 22 | Biggest Little City Breakfast |
| 6. | Fri. | Apr 22 | Peppermill Luncheon♦ |
| 7. | Fri. | Apr 22 | Dinner Event |
| (Unlimited sponsorships available for this event.) | | | |
| | | | |
| 8. | Sat. | Apr 23 | Reno Sunrise Breakfast |
| 9. | Sat. | Apr 23 | High Sierra Awards Luncheon♦ |
| 10. | Sat. | Apr 23 | Chairman's Reception & Dinner♦ |

PARTNERS

DEWITT CO./Royal Hawaiian Movers
TransGuard Insurance Co. of America
Champion Risk & Ins Svs/Vanliner Ins.
New Haven Moving Equipment
Victory Packaging
Paul Hanson Partners
Kentucky Trailer, Milburn Printing,
CarsArrive Auto Relocation, Chipman
Relocation & Logistics,
AtlasVan Lines, The Wheaton Group,
UniGroup, National Van Lines
Lambert Enterprises
TMM
CDS Moving Equipment

* Invitation Only Event / ♦ Partnership of Major Event (includes 2 Free Registrations) - \$2,900 /
All Other Partnerships (includes 1 Free Registration) - \$1,900

Event # _____ Amount \$ _____

PERSON CLAIMING FREE CONVENTION REGISTRATION(S):

Name _____ Badge First Name _____

♦Name _____ Badge First Name _____

Company _____

Phone _____ E-mail Address _____

Special Food Requests (e.g. vegetarian, gluten-free, vegan, etc.): _____

We will notify you whether your requests can be accommodated and if any additional fees are necessary.

For any additional persons registering, be sure to use the Convention Registration form.

Make checks payable to CMSA or use your Visa, MasterCard or Discover Card.

() Check enclosed () Visa () MasterCard () Discover

Name on Card _____ Card # _____

Exp. Date _____ Three-Digit Code on Back of Card _____

Billing Address _____ Billing ZIP _____

~~~~~

☒ YES, I want to support CMSA with a door prize.

Contact Name \_\_\_\_\_ Company \_\_\_\_\_

Phone \_\_\_\_\_ Email \_\_\_\_\_

Door Prize(s) \_\_\_\_\_

**Return with payment and/or door prize(s) to CMSA, 10900 E. 183<sup>rd</sup> St., #300, Cerritos CA 90703  
or fax form to: (562) 865-2944. For questions, call Renee Hifumi at (562) 865-2900.**

# **2022 CONVENTION PROGRAM**

## **ADVERTISING**

The convention program will be 8 1/2" X 11" in size and printed in full-color! Call Renee Hifumi (562) 865-2900 or email: [rhifumi@thecmsa.org](mailto:rhifumi@thecmsa.org) to reserve your advertising spot in the convention program!

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

| <b><u>Page</u></b>                 | <b><u>Dimensions</u><br/><u>(Width X Height)</u></b> | <b><u>Rate</u></b> | <b><u>Event Partner Rate</u><br/><u>(20% Off)</u></b> |
|------------------------------------|------------------------------------------------------|--------------------|-------------------------------------------------------|
| 1/4 Page                           | 3.75"(W) X 5"(H)                                     | \$200.00           | \$160.00                                              |
| 1/2 Page                           | 7.5"(W) X 5"(H)                                      | \$275.00           | \$220.00                                              |
| Full Page                          | 7.5"(W) X 10"(H)                                     | \$425.00           | \$340.00                                              |
| Registration Packet Insert Flyers* | 8.5"(W) X 11"(H)                                     | \$500.00           | \$400.00                                              |

\*Inserts should be no larger than 8.5" X 11" in size and shipped to CMSA at advertiser's expense.

**DEADLINE FOR ARTWORK: FEBRUARY 28, 2022**

## **CMSA SHOUT OUTS!**

Space in the program is not limited to just advertising! If you'd like to do a "CMSA Shout Out" to your fellow CMSA members, we encourage you to do so! See examples below! Shout Out pricing is the same ad advertising pricing.



To place your ad or shout out, contact: Renee Hifumi (562) 865-2900 or email: [rhifumi@thecmsa.org](mailto:rhifumi@thecmsa.org)