

CMSA Signs onto Vocational Trucking Letter

March XX, 2022

Ms. Liane Randolph, Chair
California Air Resources Board
1001 I Street
Sacramento, CA 95814

RE: Truck and Bus Regulation

Dear Chair Randolph,

Since the implementation of California's landmark Truck and Bus Regulation in 2008 requiring the turnover of the in-use truck fleet operating within the state to update to a model year (MY) 2010 or newer engine, the trucking industry has spent about 10 billion dollars upgrading their vehicles to meet the requirements of the regulation. The reduction in PM 2.5 emissions statewide, especially at port complexes, has been significant.

The end of this year is the final phase of the regulation requiring owners of trucks with MY 2007, 2008 and 2009 engines to upgrade to a MY 2010 or newer engine. During normal economic cycles, this final phase could have been achieved without disruptions in the supply-chain; that is no longer true. Both California's and the nation's economy are still adjusting to the effects from a global pandemic that has stressed supply chains worldwide and more importantly, led to insufficient production of new trucks primarily due to a worldwide shortage in computer chips.

(TRUCKING LETTER continued on page 7)



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 John Chipman, Jr.

Holy smokes, what just happened with Canada's truckers? The serially polite long haulers seemingly traded civility, courtesy and decorum for blocked borders, a siege of Ottawa and arrests by armed Mounties. *Sacre bleu!*

Could California be next? According to law enforcement officials, here are the truck stop warning signs: mullets instantly stylish, Molson tallboys weirdly popular, a preposterous mix of Gordon Lightfoot and Drake serenade fuel pump customers, and worst of all, Bolshevik versions of Bob and Doug McKenzie ("Hoser!") tricking innocent CA truckers into parking big rigs on the Capitol Mall lawns in Sacramento. Without eternal vigilance at the Pilot Flying J, it could happen in CA.

Are there other major concerns California movers and suppliers should be aware of? Glad you asked, Mon Cherie.

The CA Truckers Association's ("CTA") case against Sacramento's heavy-handed worker classification law, Assembly Bill 5 ("AB5"), patiently sits on the marble steps outside of the US. Supreme Court waiting for its day in court. You remember AB5; it's the California Legislature's attempt to prevent independent contractors, including motor carriers, from doing business as entrepreneurs in the Golden State. The law includes a presumption of an employment relationship that can only be rebutted by satisfying the nearly impossible "ABC test."

Why stuck on the courthouse steps? The US Department of Justice hasn't responded to the high court's November 15, 2021, request for the Biden administration's position on AB5. According to CTA's CEO Shawn Yadon, "Still no response from the U.S. Solicitor General...While there is no specific deadline for the Solicitor General to submit her filing with the Supreme Court, we should see something submitted sometime during the Spring." The timing is tricky, but, if the Supreme Court decides to hear the case, a Spring or even Fall court date is a

(CHAIRMAN'S CORNER continued on page 4)

CDS MOVING EQUIPMENT

would like to wish you a very

Happy St. Patrick's Day



PRESIDENT'S COMMENTS

By Steve Weitekamp

The next issue of the Communicator will come out in May. At that time, the California Moving and Storage Association (CMSA) will have a new chairman, Shiree Hammer, the fourth woman

and a member of the first family to have a grandfather and granddaughter to both serve as chairmen. Her grandfather, Former CMSA Chairman Joe Hammer Sr., served from 1995 to 1996. Shiree is right for the job in so many ways, but there will be plenty about that in the months to come.

People decide to serve in a leadership position of an organization for many different reasons. But that service can benefit an entire industry. If you have attended a CMSA Convention Chairman's Ball you might have heard me say, "that in calm seas or rough waters CMSA Chairmen have always risen to the job and served our members well." Our 104th annual convention will

honor two chairmen, one who is stepping away, hopefully briefly, and one who will become senior chairman for the 2022-2023 Association year.

Thomas McCarthy is stepping away from the board, as all Senior Chairmen do after their service in the leadership chairs. Thomas served the last 2 years as senior chair and remains an active member of the San Diego chapter.

Chairman John Chipman Jr. will begin his year as senior chair once Shiree's board is sworn into service. John is to be recognized and celebrated for his unique service to our Association. As a result of the pandemic and our inability to conduct in-person conventions for the last two years, a decision was made to freeze the board of directors for the same timeframe. John and the entire board supported this move, and his service during this time has been invaluable. In the 2020-2021 Association year, we all learned how to conduct meetings virtually. John fulfilled his obligation of attending a meeting for each chapter, even if we were just faces on a computer screen.

(PRESIDENT'S COMMENTS continued on page 6)



KENTUCKY TRAILER

A Servant Leader Company

138 Years In The Making



Kentucky Trailer Custom-Built Truck Bodies

Tough. Safe. Dependable. That's what you need in a truck body, and it's what we put in every vehicle we've built since 1879.

No one builds a better truck body than Kentucky Trailer. No one. Each is custom made, and every one is

"Built KT Strong"

CONTACT US:

**To order your
Custom-Built Truck Body.
"Built KT Strong"**

Contact:

888-598-7245

kytrailer.com



(CHAIRMAN'S CORNER continued from page 2)

possibility.

CTA and CMSA hope the high court will strike down AB5 as a violation of the Federal Aviation Act of 1958. However, the justices could just as easily rely on the Court's super precedent as laid down in *Marbury vs. CA Legislative Hubris*.

Another concern is the California Air Resources Board's ("CARB") march to zero emission for vehicles. Lofty goals and deadlines have been set. But, *who pays for it?* CARB has a secret: the expense of emissions compliance won't be limited to the vehicle's owner.

According to CARB's language in the "Advanced Clean Fleets Regulation Prepared Draft Regulation Language" (September 2021), the "controlling party" bears the responsibility and expense.

Furthermore, from CARB: "...a vehicle is considered to be under an entity's control if that entity operates the vehicle using that entity's state or federal operating authority or other registration...displaying the same name or logo, or contractors who represent

the same company are considered to be under common ownership or control."

To borrow a phrase from syndicated communist Joe Bob Briggs: "Communist Double Alert!" I'm no regulatory wizard, but the expense for CARB compliance could potentially be paid by any company using an independent contractor model in CA. Advice to movers and van lines about hiding logos: best to shrink wrap vehicles like sofas when operating in CA. To learn more about CARB's regulations, contact Sean Edgar at sean@cleanfleets.net.

CMSA 104th Annual Convention – April 19-24, 2022!



Group rates at the Peppermill Resort are good until March 20, 2022 or until sold out, whichever comes first. Don't wait! Book now to ensure you get a room!

<https://bit.ly/ConventionResortInfo>

MOVING SUPPLIES


2430 S. Grand Ave • Santa Ana, CA 92705


call: 800-628-6567 | Pioneerpackinginc.com

PIONEER

supplying the moving and storage industry

 PIONEER PACKING

 @PIONEER_PACKING

 PIONEER PACKING INC.



All-inclusive move & operations management software

It's not too late! Save time & simplify for peak season.

- Everything you need in one place
- Send & receive shipments, digital inventories, updates & more



Book your **FREE** demo

WWW.EDC-MOVESTAR.COM



WYNPIPE™

Mover CRM

Win the race for **revenue & growth!**



- Know which leads to **focus on**
- Be the **fastest** to provide a quote
- **Automate** your follow ups & responses

Start your **FREE** 14-day trial

WWW.WYNPIPE.COM



Enterprise Database
CORPORATION

Simplify®

www.edcus.com / sales@edcus.com / (703) 393-0440 Ext 1
Copyright © 2022 Enterprise Database Corporation (EDC®). All rights reserved.

(PRESIDENT'S COMMENTS continued from page 3)

John was a valued resource as we navigated the pandemic, essential services, AB 5, and legislation by disruptors trying to encroach on our industry without participating in regulation. In the 2021-2022 year, John showed us that he was ready and enthusiastic to get out and see our membership, and he wasn't afraid to have a little fun. I wish you could have seen him dancing to a mariachi group at a Northern Region chapter meeting in Oakland. If you make it to our convention and attend our Friday night dinner, where we will celebrate John's years as chair, you just might!



Another important reason to attend our upcoming convention will be the opportunity to be a part of the discussion related to major changes in the future of the Military Moving program. USTRANSCOM's Global Household Goods Contract (GHC) was awarded to HomeSafe Alliance and has now passed out of the General Accounting Office (GAO) protest period, where the protests were found to be without merit. Of course, this does not mean that the other bidders will necessarily go quietly into that long night. I'm sure there will be questions and hopefully some answers at our Military Breakout session.

If you haven't registered for the convention yet, there is still time, but don't wait any longer.

Sacramento Chapter Bowling Tournament Fun!

The Sacramento Chapter had its annual Bowling Tournament on February 18. We had a great turnout with an exciting night of competition. It was a close finish, but Colonial Van and Storage's team edged out the win against Mee's Moving & Storage's team. A big thank you to J&S Paper Co. and CDS Moving Equipment for sponsoring the event! –CMSA Sacramento Chapter President Dustin Sandoval

1st Place

Colonial Van & Storage

2nd Place

Mee's Moving & Storage



CMSA Members enjoying the comradery at the bowling event!



AUCTIONEER FOR HIRE

1% COMMI\$SION

For First Time Customers only

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

1-714-271-2770

If You Hire Dave Hester
You Get Dave Hester

CALL TODAY!

[@davethemogul](https://twitter.com/davethemogul) [.com/storagewarrior](https://www.facebook.com/storagewarrior)
www.davehesterauctioneer.com

The well documented shortage of new truck availability has forced larger fleets to hold onto their older trucks for longer than is typical which in-turn has reduced the amount of used trucks in the secondary market causing prices of available trucks to skyrocket¹. In fact, ACT Research has reported that average used truck prices are currently up 83 percent compared to January 2021.

CARB's own data shows that more than 40,000 heavy duty trucks will no longer be able to operate on California highways beginning in 2023. That number grows to over 80,000 if all classes of diesel-powered trucks are included above 14,000 pounds. Truck owners unable to locate or purchase affordable used trucks will be forced from the marketplace, adding to the supply-chain difficulties that are a significant factor in the inflationary pressures facing our economy.

We request the California Air Resources Board (CARB) institute a one-year pause in the final phase of the Truck and Bus Regulation in order to allow truck markets to "hopefully" return to pre-pandemic levels of availability and more importantly affordability.

Sincerely, (see attached list of companies/trade associations)

Copy: Governor Gavin Newsom
Richard Corey, Executive Officer, CARB

¹ ACT: Used Class 8 prices rise, trailer orders remain low. <https://www.fleetowner.com/equipment/trucks-trailers/article/21234819/used-class-8-truck-prices-increase-commercial-trailer-orders-remain-low>



YOUR ALLY IN MOVING & STORAGE

Since 1973, IAT TransGuard has been a leader in the Moving & Storage industry, offering a specialized program and loss control services to meet the unique needs of our industry. Coverages include auto liability, physical damage, cargo, general liability, warehouse legal, property, crime, moving equipment and umbrella.

TransGuard Insurance Company of America, Inc. holds an A.M. Best Rating of A- (Excellent).

TransGuard Moving & Storage
Program Office:

301 North Lake Avenue, Suite 400
Pasadena, CA 91101
(800) 252-6725

Claims Center for all TransGuard units
is located at:

P.O. Box 2148, Warrenville, IL 60555
(800) 474-2526

www.transguard.com



TransGuard
Insurance
Company of
America, Inc.



SUPPORT. COMMITMENT. TRUST. LONGEVITY.



NATIONAL VAN LINES:
A place you can call home.

800.323.3135
www.NationalVanLines.com
Become an agent TODAY!
Your opportunity is waiting.



California Set to Reassert Itself as Leader in Battle Against Emissions

The Biden administration is moving to restore California's legal power to lead the nation in stifling auto emissions and accelerating the transition to electric vehicles.

The U.S. Environmental Protection Agency is poised to issue a new waiver empowering the most populous state to mandate zero-emission vehicles and enforce its own stringent limits on greenhouse gas emissions from vehicle tailpipes. The action, which would reverse a Trump-era decision to curtail California's power, is expected within days, said people familiar with the matter who were not authorized to speak about the effort.

"EPA is working to finalize a decision on

the California waiver" that is "consistent with its obligations under the Clean Air Act," EPA spokesman Nick Conger said by email. The agency "expects to issue a decision in the near future."

The shift would once again put California in the driver's seat when it comes to environmental policy. Under the Clean Air Act, the state has special treatment to set air pollution policies that are tougher than those of the federal government. More than a dozen other states, representing more than a third of the U.S. vehicle market, have chosen to adhere to California's emission limits.

After the EPA began formally considering

(EMISSIONS continued on page 10)



2023 HINO L6 Low Pro 26ft x 108"H x 102"W Box van



TRUCK SALES/LEASING

195 N 30th Street
San Jose, CA 95116
408-275-0500

29899 Union City Blvd
Union City, CA 94587
510-476-0680

*Based on 12 months @ \$1,349.93/month + tax. Lease end residual \$31,000.00. 5.99% APR up to 72 months, subject to credit approval. Lease startup \$799.01 includes first payment, security deposit, admin fee, and governmental fees. Expires 09-30-2022.

26ft Professional Movers Truck

2023 Hino L6 26ft x 108"H x 102"W Box van



TRUCK SALES/LEASING

195 N 30th Street
San Jose, CA 95116
408-275-0500

29899 Union City Blvd
Union City, CA 94587
510-476-0680

*Based on 12 months @ \$1,349.93/month + tax. Lease end residual \$31,000.00. 5.99% APR up to 72 months, subject to credit approval. Lease startup \$799.01 includes first payment, security deposit, admin fee, and governmental fees. Expires 09-30-2022. #799001

(EMISSIONS continued from page 9)

the waiver's reinstatement last year, Democrats urged the administration to move swiftly, arguing that state leadership is essential to spur innovation in clean vehicles.

"Reinstating the California waiver means that 17 states and the District of Columbia, representing more than 120 million people and over one-third of the automotive market, can once again exercise their right to safeguard communities from transportation pollution," environmental group Earthjustice said in an emailed statement.

Some conservatives argue the shift gives California too much power and will limit consumer choice. California, long considered the vanguard of American environmentalism, is honing a policy banning the sale of conventional gasoline-powered cars.

A reinstated waiver will result in more stringent fuel economy standards "as well as more widespread and aggressive zero-

emission vehicle mandates," the Competitive Enterprise Institute said in written comments to the EPA. "Those more stringent policies will increase new car prices and further limit consumer choice by restricting the availability of larger, heavier cars and nonelectric vehicles."

But environmental advocates urging a quicker shift to electric vehicles have vowed to pressure California leaders to seize the state's restored power and move more aggressively.

"This decision begins to undo the damage from the Trump years," Scott Hochberg, a transportation attorney at the Center for Biological Diversity's Climate Law Institute, said in an emailed statement. "But it's only meaningful if California uses its unique power to lead the nation with the deep emissions cuts the climate crisis demands."

Source: Transport Topics

NEW MEMBER SPOTLIGHT

DiBuduo & DeFendis
INSURANCE

DiBuduo & DeFendis offers specialized insurance programs and services for the moving industry including in-house claims assistance, knowledgeable experts, training programs, and numerous other resources to make your life easier and increase the amount of time you spend focused on your business rather than your insurance programs.

AMERICAN
AUCTIONEERS
LIQUIDATORS - APPRAISERS - AUCTIONEERS

Highest dollar realized
Largest buyer base
Sold by the vault or piece
Experienced Auctioneers

800-838-7653



**STAY CONNECTED WITH
CMSA!**



<https://twitter.com/cmsa1>



<http://on.fb.me/1jmX52R>



<http://www.thecmsa.org>



Quality Corrugated, Packaging, Cargo Control & Equipment
Substantial Savings & Outstanding Customer Service

**We look forward to
seeing you in Reno,
April 2022**



Los Angeles (800) 421-8700
San Leandro (800) 624-7950

DoD Digital Inventory Mandate made easy!

Digital Inventory Mobile Applications for TSPs, Agents, Crews, Drivers:

- Comply with the DoD business rules for completing inventory at origin and destination.
- Already connected with DoD via EasyDPS®, the application used by TSPs for their DoD business.
- Data exchange ready: already connected to TSPs, domestic and international agents, and to third-party software applications for easy communication of move data and updates.
- Supported by a team who understands your DoD business and has been maintaining and supporting applications for DoD moves since day 1 of the current DP3 system.
- Work without Internet Connectivity.
- Support the ISO standard.
- Run on Android and iOS devices.
- Run on GOgistiX®, a worldwide data exchange network that connects you to your US and global partners and has supported over 4,500,000 moves to date.

From the makers of EasyDPS®,
the only commercial solution
used by TSPs to connect to DoD

Tell me more!

www.edcus.com/inventory 



Non-Temp Storage Submission Information

5.1. Rate Submission.

5.1.1. Rates will be submitted by the NTS TSP on the Schedule of Services and Rates for Personal Property found in Attachment B. Rate submissions may be filed each calendar quarter defined as 01 January thru 31 March, 01 April thru 30 June, 01 July thru 30 September, 01 October thru 31 December. Rate submissions must be received by e-mail no later than the 15th of the 2nd month of the current quarter to be effective the following quarter as follows:

5.1.1.1. Quarter 1 – Received by 15 November, effective 01 January

5.1.1.2. Quarter 2 – Received by 15 February, effective 01 April

5.1.1.3. Quarter 3 – Received by 15 May, effective 01 July

5.1.1.4. Quarter 4 – Received by 15 August, effective 01 October

(NON-TEMP STORAGE continued on page 14)

CMISA's endorsed workers' compensation program for over 27 years

Keep your employees safe.
HUB can help.

- Comprehensive insurance supported by our moving and storage specialists
- Proprietary technology solutions to improve your efficiency
- Risk management experts to provide claims advocacy and support, and to help you prevent losses

CONTACT US TODAY

Tricia Smith-Bermudez • (210) 507-5905
tricia.smithbermudez@hubinternational.com



Risk & Insurance | Employee Benefits | Retirement & Private Wealth

- 5.1.2. Rates submitted and accepted will remain in effect until revised as provided herein. Revised rates will be incorporated into the TOS by modification. Each rate item is considered individually. When proposed rate changes result in prolonged negotiations, the above time frame may not be effective and may be subject to delay. The Government will process all proposed rate changes as expeditiously as possible. In order to meet administrative needs, the Storage Program Manager is obligated to accept or reject the rate change in order to allow time for input into the WHIST/TOPS program. The Government reserves the right to designate a specific due date if a mass response for changes of rates or services is anticipated.
- 5.1.3. NTS TSP must submit offers for all zones and on all items enumerated in the Schedule of Services and Rates for Personal Property in section 2. If there is to be no charge for an item, an entry such as "No Charge", or the letters "NC", must be made in the unit price column of the schedule. If the NTS TSP does not have operating authority for a zone listed on the schedule, an entry of "No Operating Authority" or "NOA" must be entered in the unit price column of the rate schedule. When rate schedules are filed at more than one installation, the rates for Item I - Packing, Item II - Wardrobes/Hi-Value Items, Item IV - Handling-In, Item V - Storage, Item VI - Handling-Out and Item VIII - Unpacking, must be the same for each installation. For example, the price of Item I must be identical to the price for Item I in a second rate schedule submitted for another installation.
- 5.1.4. NTS TSP must submit a properly completed Certificate of Independent Price Determination (Attachment E) with all rate filings.
- 5.1.5. The rate schedule is intended to be all inclusive. Payment for unusual service requirements may be approved by the Transportation Officer, in writing, in advance, depending on the specifics of the individual move.

MoversSuite

EWS



MAKE THE MOVE TOWARDS...

By Movers. For Movers.
Affordable. Cloud Based. Hassle-free.

Increased visibility for improved performance and decision making.

Standardized processes for consistency and accountability organization-wide.

Online accessibility means no expensive upfront hardware costs, automatic backups, and available from anywhere, all the time.

U.S based product support
for one-on-one help every step of the way.



Learn why MoversSuite is the software choice for Movers on the move.



WWW.EWSGROUP.COM



970-256-1616

Inflation is on the rise: Will the other shoe fall?

The U.S. Bureau of Labor Statistics recently released its most-updated data regarding inflation and spending trends in the U.S. The numbers are historically bad. The rate of inflation has hit a 40-year high. Across the nation, people are reeling as inflation continues to climb. The consumer price index, which measures the cost of dozens of items used by Americans each day, was up a startling 7.5 percent year over year. The trend continues in 2022 with an additional rise in January of 0.06 percent. This is unsustainable inflation.

Rising inflation naturally hits lower and middle-income families the hardest. People on a fixed income, like senior citizens, are especially vulnerable. For example, shelter costs, which represent close to one-third of all costs measured in the data, were up 4.1 percent last year. That pace marks the fastest spike in 15 years. Many people are feeling the burn from the high inflation hikes. A recent economic analysis showed that the average US household is spending

\$276.00/month more due to inflation. According to Ryan Sweet, a senior economist at Moody Analytics—"that's a big burden." Mr. Sweet compiled his data by comparing what the average household spent under 7.5% inflation versus the amount it would have spent when inflation was 2.1%, the average difference in 2018 and 2019.

Dan Siracusa, President of Siracusa Moving and Storage, stated "it is a bit like the wild wild west right now as the pricing for materials has really spiked—particularly as it pertains to the plastics for products like shrink wrap and tape where costs have risen some 20 percent in the last 60 days...if you can even get the product."

Dan went on to say, "movers that have a high concentration of national accounts are being hurt badly now if they are not able to negotiate price increases to their existing contracts with corporations or relocation management companies."

According to Eric Scorzelli of Victory

(INFLATION continued on page 17)

SEE YOU IN RENO!

The past two years have been difficult, but as always movers rose to the challenges and persevered. Throughout it all, the CMSA kept our industry connected and informed.

Champion Risk looks forward to seeing colleagues and friends at CMSA's 104th Annual Convention.

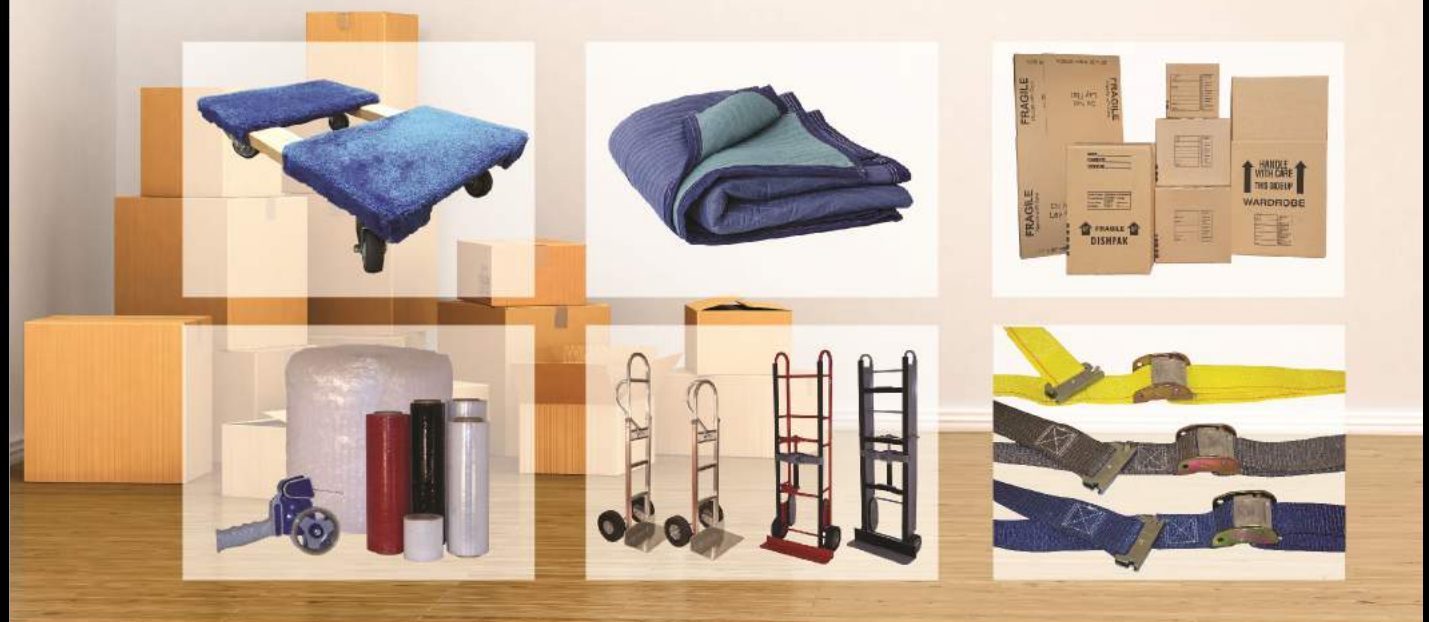
CHAMPION RISK
& Insurance Services



VISIT US AT BOOTH #9

ChampionRisk.com | Insurance License 0H18156

Moving equipment, boxes and packing supplies
where you need it.



victorypackaging.com



**Victory
Packaging**
A WestRock Company

(INFLATION continued from page 15)

Packaging, a packaging supplier to the industry:

Virtually all products have had an increase in 2021. Early in 2021, there was a paper shortage, and now this seems to be partially recovering. As it pertains to plastics, like stretch film and tape, as a distributor Victory used to be able to work off a very predictable lead times of four-weeks to manage inventory...now this is closer to four months. At this point, Victory has been proactive to address these supply chain delays cutting out shortages. We have been pre-building our inventory by buying much more than in the past and warehousing this inventory. We now have over 5 million square feet of warehousing space, plus we are partnering with movers in certain markets for additional warehousing space. Pricing will continue to go up, there is no doubt due to the rising costs of fuel, labor, and transporta-

tion costs.

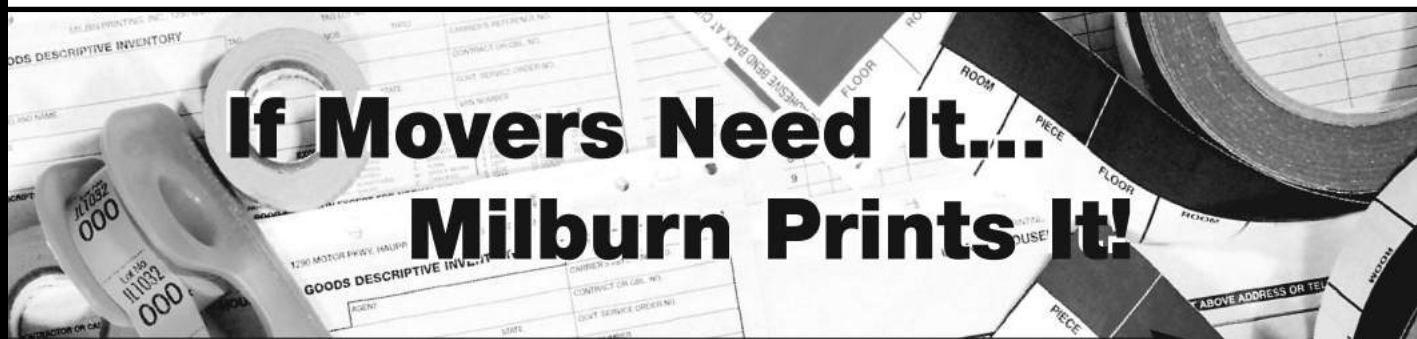
Ted Edwards of Movers Supply House, a supplier of new and used trucks to the industry, said:

I have been in the industry 35 years, and I have never seen such a challenging time. If you placed an order for a truck today, you might receive delivery in September or October. In the past, you could place an order today- and have the truck in time for the moving season. They now have no trucks available. The four major chassis manufacturers are International, Freightliner, Hino, and Mack and it is very difficult to get a chassis. Many of these firms have cut the allocations (the number of truck bodies they will provide) in 2022 by 40 percent due to supply chain issues. There is massive demand—if someone is not making money now, they are doing something wrong.

Conclusions:

- The pandemic has clearly revealed the

(INFLATION continued on page 20)



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

- Our Knowledgeable Staff is always ready with ***Real Answers*** to Your Questions!
- ***Decades of Experience*** Servicing the Moving & Storage Industry
- Membership in ***all Moving & Storage Associations***
- 24 Hour Ordering at ***www.milburnprinting.com***
 - Inventory Tape • Container & Baggage Seals
 - All California Forms: Combination Agreement for Moving Service and Bill of Lading, Estimated Cost of Services, Change Order for Service, Important Notice To Shippers, Shipper's Consent to Use of Electronic Documents and Electronic Signatures
 - Interstate Bill of Lading, Estimate, Order for Service and Consumer Booklets

800.999.6690
www.milburnprinting.com

MILBURN
PRINTING

A Cautionary Tale

By CMSA President Steve Weitekamp

I know that many of you are like me, in that you have out-of-area friends and colleagues who are moving and assume you can't help them until they run into trouble. Or even worse, call you for advice and recommendations then do the complete opposite anyways! If I were still selling moving, I might share the following with anyone considering "more economical methods." The names have been changed to protect those who failed to listen in the first place!

A friend, Nick, more like someone I knew for a short time 30 years ago, sent me a message on social media. Hey Steve, I'm moving from the Pacific Northwest to a Southern State and want your advice on moving. A reasonable request as I run the largest state moving association and moving-related pieces make up a good part of my social media presence.

When someone asks for help, the very first thing I want them to understand is that there are very bad actors online who represent themselves as movers, but are really scammers, and make promises that a real mover can't. The reason they can do this is not because they are "Disruptors" who have found a better and more cost-effective way of moving your household goods from point A to point B. The reason they can give better pricing and service dates is that they are liars and have absolutely no intention of standing behind any of their promises. In fact, they know as they convince you to electronically transfer your significant deposit (red flag) that not one cent of this deposit will be applied to the cost of your move!

Nick is an intelligent guy, I mean he has a significant job as an Information Technology guy at a large company, so I assumed he understood what I shared about scammers attacking consumers in our industry. I then

I warned him.



shared a referral of a quality interstate mover in his relatively remote area, I felt very confident with the recommendation as the mover is a long-time friend and someone, I would feel comfortable moving my own family. The mover conducted a professional survey of Nick's goods and gave him a detailed break-

down of the services and costs of his potential move. The mover and his salesperson even called me to discuss general issues related to the move. I felt comfortable that I had done my good deed in connecting a quality mover with a consumer in need. At that point, I thought the story was over.

Several weeks later, I received an email from Nick, "I'm in trouble and could really use your help." He stated that he wished he would have taken my advice and wrote, "We were on the hook at the company we went with at the time you gave me advice." The "broker" they went with hired some pirates who took two days to pack their home this past week, and as they were all done loading and closed the trucks up, they told him that their \$17k non-binding estimate would be \$29k. They then told Nick they were taking his things to a warehouse in Washington, and it would be 10-21 days before he'd get his stuff. The broker originally told him he'd have his stuff by this Sunday. He put a tracker in one of his boxes and found out that they put the stuff in storage a couple of blocks from his house. So, he called the police who intercepted them. Thankfully, this is possible in a small town, most have far less luck in a metropolitan area. Incidental to the police stop, one of the four movers was a fugitive wanted in Texas for parole violations after aggravated robbery convictions. So, they arrested him. Through the police process, the movers agreed to put the stuff

(A CAUTIONARY TALE continued on page 20)



Association Leaderboard Report

California (CMSA)
132 Enrolled Movers!

CMSA Report Food Collected and Delivered			Association	Total Lbs.
Monthly	Year to Date	All Time	1 Pennsylvania (PMSA)	2,456,263
13,226 lbs.	19,211 lbs.	1,669,368 lbs.	2 Illinois (IMAWA))	2,252,567
11,022 meals	16,009 meals	1,391,140 meals	3 North Carolina (NCMA)	1,700,277
			4 California (CMSA)	1,669,368
			5 Southwest Movers (SMA)	1,488,040

CALENDAR OF EVENTS

Tue., Mar. 8	Twin Counties Chapter "Vendor Night" Chp. Mtg.	Thur., Mar. 24	San Diego/Imperial Cntys 30th Annual Golf Tourn.
Tue., Mar. 12	Ventura/Santa Barbara Chp. Cornhole Tournament	Sat., Apr. 2	North Bay Chapter 17th Annual Bocce Ball Tournament
Tue. & Wed. Mar. 15 & 16	Northern Region Chapter Women on the Move	Sun., Apr. 3	Greater Los Angeles Chp. Day at the Races
Fri., Mar. 18	Sacramento Chapter Golf Tournament	104th Annual CMSA Convention Peppermill Resort Spa Casino April 19-24, 2022	

CLASSIFIED ADVERTISING

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

**PLACE YOUR AD
HERE**

EMPLOYMENT OPPORTUNITY

Ortiz Bros Moving & Storage is looking to hire movers and drivers. To apply, please email resume to ortizbrosmove@gmail.com

EMPLOYMENT OPPORTUNITY

Ernie's Van & Storage and the Sowell Relocation Group are looking for a top producing salesperson. Agent for Atlas Van Lines. Locations in Rocklin, Grass Valley & Reno. Family owned since 1935. Email careers@movesowell.com with resume or call (916) 888-MOVE. Salary + Commission, Retirement w/ Company Match, PTO.

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

EMPLOYMENT OPPORTUNITY

Opening for LOCAL CONTRACTOR VENTURA AREA MUST HAVE HHG EXPERIENCE. With or without equipment. Start ASAP. Will assist qualified driver. Local Allied Agent, Call Rudy or Gloria 805-642-0221.

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.

EMPLOYMENT OPPORTUNITY

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

EMPLOYMENT OPPORTUNITY

DISPATCHER MUST HAVE HHG EXPERIENCE FULL TIME VENTURA AREA 805-642-0223 OR SEND EMAIL TO MOVINGMGR@AOL.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.

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.

(A CAUTIONARY TALE continued from page 18)

in storage in Nick's name, and the \$11k they made him pay last night via his credit card he'll be disputing tomorrow. He suspects the \$7k they've already paid the "broker" is a lost cause. Nick said that any advice I might have as to how to deal with this would be appreciated. He also needed to find an economical way to get the contents of his home in storage in Idaho loaded and shipped to his new home.

My response: Nick, Sorry to hear of your struggles, but unfortunately, I am not surprised. Unless you are renting a DIY Truck and doing it yourself, there are not many economical solutions to your current situation. Just because you were scammed once, does not reduce the probability of it

happening again. I have spoken to the mover I referred you to recently and I believe costs have dropped at least a little because of demand changes. If you are asking for my opinion, I would call my referred mover back. One issue to understand is not only were these guys criminals, but they also weren't movers, so who knows the condition of your goods. I would assume that a real mover would not be willing to pay for damage and loss caused by criminals who not only stole from you but from them as well (loss of work). Also, you will need to make a trip back to your origin location to release the shipment and note the current condition. Hope this is helpful, I know it's a little tough love but looking back I see I provided a warning.

(INFLATION continued from page 17)

weakness associated with our global supply chains and many industries are still trying to catch up.

- Inflation is going to continue and will be extremely challenging for many American

families and businesses...keep your powder dry!

By: Jim Walsh, President of Relo Solutions Group; jim@relosolutionsgroup.com



YOUR ONE STOP CONNECTION
to Hawaii, Alaska & Guam

OFFERING WEEKLY CONSOLIDATIONS



Royal Hawaiian Movers
A DEWITT COMPANY

HAWAII

We offer twice weekly service to all islands. Our rates include fuel surcharges and delivery services up to 50 miles from the port of **Oahu, Maui, Hilo or Kona.**



ROYAL ALASKAN MOVERS
A DEWITT COMPANY

ALASKA

Our all in rate includes fuel surcharges and delivery services up to 50 miles from the port of **Anchorage, AK.**



DeWitt Guam
A DEWITT COMPANY

GUAM

We are the Guam experts. Our all in rates include fuel surcharges and delivery services anywhere in **Guam.**

CONTACT US FOR A QUOTE TODAY

www.DeWittMove.com
info@DeWittMove.com | 858.560.1621

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)

CMSA MEMBER or GUEST (13+ yrs.)

CHILDREN'S PRICE (up to 12 yrs.)

NON-MEMBERS (each)

**Before
February 18**

\$535.00

\$380.00

\$700.00

**After
February 18**

\$635.00

\$400.00

\$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: _____

CMSA CONVENTION PARTNERSHIPS/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 Svcs/Vanliner Ins.
New Haven Moving Equipment
Victory Packaging
Paul Hanson Partners
Kentucky Trailer, Milburn Printing,
Pioneer Packing, Supermove,
California Relocation Services,
AtlasVan Lines, Wheaton | Bekins,
UniGroup, National Van Lines, North
American Van Lines, Allied Van Lines,
Interstate 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.**