

2022-2023 Chair Shiree Hammer Formally Installed at the 2022 CMSA Convention in Reno, NV

(L-R) 2022-2023 CMSA Chair Shiree Hammer of California Relocation Services receives the CMSA gavel from 2020-2022 CMSA Chairman John Chipman, Jr. of Chipman Relocation & Logistics during the 2022 CMSA Convention held at the Peppermill Resort Spa Casino in Reno, Nevada.



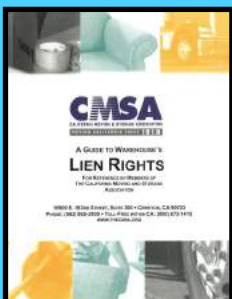
The 104th Annual CMSA Convention was held April 19-24, 2022 at the Peppermill Resort Casino & Spa in Reno, Nevada. Delegates were elated to finally be able to meet in person at the convention after a two-year hiatus due to the pandemic. There was a lot of catching up to do between members both

socially and professionally. The Peppermill Resort provided the perfect venue with delicious food, beautifully decorated rooms and meeting spaces, 24-hour gambling, and stylish bars to cap off the night.

The convention officially started on Tues-

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CHAIR'S CORNER

by Shiree Hammer

Thank you to everyone who attended the 104th CMSA convention in Reno. I am honored to serve in the chair position for the upcoming year and hope to meet many more of you

along the way. Was it just me, or did this convention feel like a reunion? It felt great to interact with everyone in person and re-

connect. Every event seemed to be filled with attendee's eager to mingle and visit with new and longtime friends, as well as suppliers and industry leaders. Steve, Renee and Gale did a

great job orchestrating the whole week. As usual, the convention was packed with events, meetings and information. After two years of canceled conventions, there was some making up to do. Without a doubt, the convention was a success.

The Bureau of Household Goods & Services (BHGS) had two representatives present, Bureau Chief Justin Paddock & Policy Manager Yeaphana La Marr. They spoke on the state of moving in California and future plans of the Bureau. It was interesting to learn that most complaints received were on shipments that were headed out of the state by rogue operators.

On Friday, the IAM provided attendees with an update on the state of the industry. Chuck White touched on the pandemic and the supply chain issues it caused. An interesting term that came out of his presentation was "de-location." During the pandemic, industry saw employees moving out of larger, more expensive cities to smaller, less expensive areas to work remotely. Dan Bradley focused more on the DOD side of things and reviewed the challenges military movers will face this upcoming summer. Saturday's meetings focused more on the domestic side of moving with ATA and the

van line panel. With the industry now facing a labor shortage versus just a driver shortage, topics of discussion included truck automation, freight demand and alternate transport solutions.

Sean Edgar from CleanFleets.net updated convention attendees with the environmental challenges California movers will face in regards to CARB. The bottom line is CARB's goal is to have vehicles on the road that produce zero emission by 2045.

As movers, we provided an essential service during the pandemic. No doubt it

was challenging but if there are a few positive things to take away, it seems as though our industry is more understanding and open to change. During the convention I heard terms

such as, "being more flexible and comfortable with change," "open to new ways of communication," "embrace new innovation and adapt to the new era of mobility," "be patient, move slowly and cautiously," "know your limit and know when to say no." However, Craig Carver from Interstate might have said it best, "Movers have a passion to serve," and that we do. Best of luck to all the movers and suppliers this peak season as we do what we do best.

(CHAIRMAN'S CORNER continued on page 4)

"Movers have a passion to serve."



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PRESIDENT'S COMMENTS

By Steve Weitekamp

May is Moving Month. What does that mean in a world where every segment of our society, from the insignificant to the important, has a day, week, or a month? As I write this column, I see

that today is National Star Wars Day. May the 4th be with you. The design of having May be Moving Month is clear, this month is the beginning of the traditional moving season, remember the traditional seasonality of the household goods moving industry? One of the key elements of celebrating this month is consumer education, there are a lot of risks for consumers trying to navigate the potential minefield of selecting a mover, particularly when using the internet as their sole source. If we can get consumers thinking about their move more than a week in advance, we have a better chance of providing the information they need to make educated choices.

As I mentioned in my February column, I serve as a member of the ATA MSC Board serving as Leader of the Government Affairs Committee – Enforcement and Consumer Protection Task Force. Earlier this year, we conducted a workshop for enforcement personnel from all levels (Federal, State, and Local) with the goal of reinforcing the issues that consumers face when they make a poor decision by selecting a rogue operator for their move. On the California intrastate moving front, our strong advocacy for permitted movers and the moving public is paying dividends with the Bureau of Household Goods and Services (BHGS) and their actions against rogue operators. Even the Federal Bureau of Investigation (FBI) seems to be finally taking the matter seriously and the Federal Motor Carrier Safety Administration (FMCSA) say that it is now (finally) a strategic priority.

We are working with BHGS leadership to put together a joint piece on the benefits of

selecting a permitted mover, something we were never able to accomplish with our previous regulators. Hopefully, you'll be able to see and share on the CMSA Facebook page.

This issue includes a terrific recap of our 104th annual convention. There are so many people to thank for making the event one of the best in the industry. Thanks to all that participated in the program, Van Lines, Move Managers, National and International Association leaders, Industry and Subject Experts, Exhibitors, Event Partners and M/C's, Board and Committee members, CMSA Staff; and it wouldn't have been possible without the membership support and participation. The spirit of goodwill was evident at every event, where members were happy to share a smile and a laugh with friends, many of whom, had remained apart over the last two years. It is truly great to be back!

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day with the Executive Committee Meeting in the afternoon followed by the Movers & Shakers dinner. Invited dinner guests included, CMSA Board and Committee members, chapter presidents, convention panelists and speakers. **DEWITT CO./Royal Hawaiian Movers** was a partner for the reception and **TransGuard Insurance Company of America** was a partner for the dinner.

Wednesday's schedule was full with committee and board meetings throughout the day. Outgoing CMSA Chairman **John Chipman, Jr.** met with board members to wrap up old business with his



two-year term, 2020-2022 CMSA Board of Directors. Incoming CMSA Chair **Shiree Hammer** went over new business with her 2022-2023 CMSA Board of Directors.

On Thursday morning, golfers who had registered for the convention golf tournament woke up early to cold, rainy weather. About an hour before the tournament, the tournament coordinator at the Club at ArrowCreek let CMSA know that snow had begun to fall. Still hoping for a change in weather, the majority

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of golfers showed up at the golf course, along with the tournament co-partners, **Champion Risk Insurance Services L.P.** and **Vanliner Insurance Company**. The tournament ended up being canceled, but there were 15 determined golf-

ers that decided to still play on their own regardless of the uncooperative weather. Since the tournament was canceled, there was no \$25K hole-in-one contest. However, we would still like to acknowledge **Trans-Guard Insurance Company of America** for having set those contests up for our tournament.

Later in the day, the CMSA Young Professionals Group (aka YP) made up of members under 45 years of age (or young

at heart) met with CMSA leadership and got to know one another better in a speed meeting exercise. YP Leaders **Jesse Chabot** of **Golden West Moving Systems** and **Dustin Sandoval** of **CDK Relocation Services** rang a bell every three minutes to signal members to make a new one-on-one intro-



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duction, saying what company they were with and what they wanted from the convention.



Shortly after the YP meeting, the Associate Member meeting led by Associate Board Representative **Casey Myers of Champion Risk & Insurance Services L.P.** met to discuss old and new Associate business.

Casey was re-elected to serve another two-year term as the Associate board representative.

Then came the Exhibitors Welcome Reception partnered by **New Haven Moving Equipment Corp.**, which was well attended



by both vendors and movers. CMSA had sold out all the booths and could not accommodate every vendor that wanted one.

Delegates enjoyed great food, visiting exhibitors, meeting new people, and catch-

ing up with friends.

Friday breakfast was partnered by **Victory Packaging**. A hearty buffet breakfast was served to kick off a busy day!



The Friday General Session opened to a packed room. The master of ceremonies was former CMSA Chairman **Rick Hosea of OneRelo Worldwide LLC**, who started the session off with lots of jokes and kept things moving smoothly.

Joe Hammer Sr. of California Relocation Services proudly led the delegates in reciting the Pledge of Allegiance. Incoming Secretary/Treasurer **Mike Sarro of Blue Chip Moving & Storage** did the invocation and paid respect to the CMSA members

who passed away during the past year. CMSA President **Steve Weitekamp** also came up on stage to pay respect to former CMSA President **Doug Hill** and wife, **Becky**, that also passed away during the pandemic.

Next came the Roll Call of Delegates, where each person stands up one by one to introduce themselves.



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Outgoing CMSA Chairman John Chipman Jr.

followed by sharing his experience being chairman for the past two years through the pandemic.

Chuck White, president of the **International Association of Movers (IAM)** made his appearance on the

stage and shared his insight on the state of international shipping.

Former 2019-2020 Chairman **Thomas McCarthy** was recognized for his service and given his lifetime CMSA membership certificate and Chairman's gavel plaque. Thomas also shared a few memories from his time as chairman.

The Session closed with a



Regulatory Panel Discussion with **CMSA** President **Steve Weitekap**, **BHGS** Bureau Chief **Justin Paddock** and **BHGS** Policy Manager **Yeaphana La Marr**. Delegates had lots of questions and praise for BHGS!

After a busy General Business Session, delegates headed for the Capri Ballroom for a delicious meal. **Chipman Jr.** introduced the head table and thanked **HUB International Insurance Services, Inc.** for being the luncheon partner.



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Weitekamp acknowledged the new 2022-2023 CMSA Board of Directors. Then **Josh Shaw** and **Matt Robinson** of **Shaw Yoder Antwih Schmelzer & Lange** (SYASL), the CMSA

legislative advocacy firm, spoke about the accomplishments and challenges still ahead for CMSA and the moving industry.



The Military Breakout Session followed the luncheon with **Jeanette Homan** of **Lambert Enterprises Inc.** serving as master of ceremonies and as a panelist. She reviewed the antitrust guidelines and introduced **Dan Bradley** of the **IAM** who gave an overview of issues facing military moves and moderated the panel discussion, which included **Homan** (as mentioned previously), **Michael Wilson** of **National Forwarding Co.**, **Jamie McDaniel** of **The Suddath Companies**, and **Matt Connell** of **Total Military Manage-**

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ment (TMM). Refreshment partners for the breakout session included **National Van Lines, The Suddath Companies, and TMM.**

For Friday's dinner, CMSA held a special event called, "This is Your CMSA Life, **John Chipman Jr.**" Due to the pandemic, Chipman Jr. has the unique distinction of not only serving as chairman for two consecutive terms but also not having his own Chairman's Ball. To make up for that, this night was all about him! Family and friends shared stories of



Chipman Jr., a slideshow which included him busting out all his dance moves at a chapter meeting, and a fun trivia game was all done in his honor. Dinner partners included **Kentucky Trailer, Milburn Printing, Pioneer Packing, Supermove, California Relocation Services, Allied Van Lines, Atlas Van Lines, National Van Lines, North American Van Lines, UniGroup, Wheaton | Bekins, and Interstate Van Lines.**

The next morning, delegates that were able to get up early made it to the delicious Saturday Breakfast that was partnered by **Lambert Enterprises, Inc.**

The Saturday General Business Session started promptly at 9 a.m. Former Chairman

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THANK YOU, CMSA!

Thank you, CMSA and all our clients and partners for a great convention! Wishing everyone a safe and prosperous peak moving season.



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Steve DeBolt of Sullivan Moving & Storage was the Master of Ceremonies.



The first speaker on stage was **Bill Sullivan of the American Trucking Association (ATA)** who spoke about the creation of the Moving & Storage Conference (MSC)

in 1919 and its programs, which include ProMover, training certifications, BOC-3, and arbitration.

Sean Edgar of CleanFleets.net gave delegates an update on CARB regulations and how it may impact their fleet of trucks.

Former Chairman **Jay Casey of**

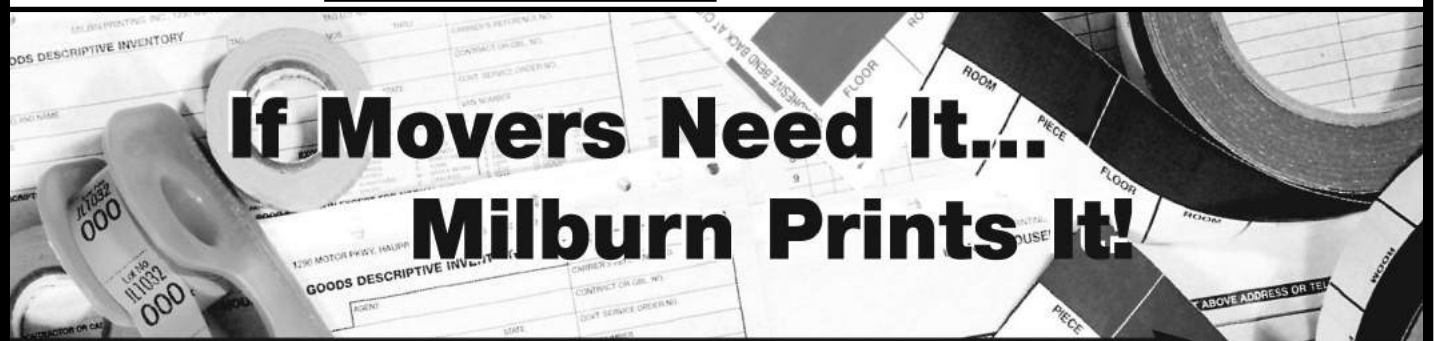


Casey Moving Systems took the stage next to moderate the Van Line Panel Discussion, which included **Paul Gregory of National Van Lines**, **Steven McKenna of Allied Van Lines**, **Heather Paraino of Uni-Group**, and **Craig Carver of Interstate Van Lines**. Panelists touched on a variety of topics, including industry consolidation, app-based operators, capacity and industry challenges.

Joshua Erdman of Torchlight Marketing went through the history of



(CONVENTION continued on page 15)



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Once the General Business Session wrapped up, it was time for the Saturday Awards Luncheon partnered by **Total Military Management (TMM)**. CMSA Secretary/Treasurer **Mike Sarro** of **Blue Chip Moving & Storage** served as emcee and introduced the head table.



The Move for Hunger

California Moving Companies of the Years from 2019 to 2021 were as follows: 2019 **Ace Relocation Systems** (San Diego), 2020 **Worldwide Moving & Storage**, and 2021 **Real RocknRoll Movers**.

Vanessa King, the director of corporate



partnership at the **Special Olympics Northern California** accompanied Special Olympics athlete **Eric Dart**. Both of them thanked CMSA for the \$5K donation and Dart ex-

pressed what it means to him to be able to compete as an athlete.

Grateful Gatherings was **Chipman Jr.'s**



Chairman's Choice Charity for a second year. **Donna Wright Sommerville** and **Chris Flitter**, the founders of **Grateful Gatherings** told delegates the organization was able to thrive not only because of the monetary donations from CMSA, but by **Chipman Relocation & Logistics** delivering the goods to the people in need.



The 2022 **CMSA Scholarship** winners were announced. This year's scholarships included a **Richard Homan Memorial Scholarship** funded by donations after his passing. Scholarship awards are based on a competitive essay contest. Students with the top essays receive \$2K each, with the best essay (as chosen by an independent third-party judge) receives the **CMSA Outstanding Essay Award in Recognition of Doug & Becky Hill** for \$3K. A total of \$45K in scholarship money will be distributed this year to deserving students. A few of the winners were in attendance at the luncheon and were able to thank delegates personally.

CMSA chapter presidents were recog-

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nized for their service to the association. Each chapter president or a representative came up to receive their certificate and announced their chapter's donation to the CMSA Charity Fund.



The Chapter of the Year award went to two chapters—**Griselda Gonzalez & Olga Garcia** of **CG Moving Company** on behalf of the **CMSA Northern Region Chapter** and **Adria Skiff** of **Republic Moving & Storage** on behalf of the **San Diego/Imperial Counties Chapter**. Congratulations! (The Co-Chapter of the Year awards went to these same two chapters in 2020 but were never announced due to the pandemic canceling our convention. No award was given in 2021 due to the meeting limitations again due to the pandemic.)

Retiring CMSA Board Members **Thomas McCarthy** of **McCarthy Transfer & Storage**, **Mike McGrath** of **McGrath Moving & Storage**, and **Carl Freese** of **Hollister Moving & Storage** were recognized for their service to **CMSA**.

Drawings were held for the Booth Bingo Contest with the winner receiving \$370, and the Scholarship Board Tags with two winners receiving \$500 each.

The luncheon concluded with a “Pie in the President’s Face,” an event started by **Jane Carole Bunting** of **Daycos** to raise money for **ALS One** in support of **John Becker**, a longtime moving industry leader that was diagnosed with ALS. Bunting announced that delegates of CMSA had donated more than \$7K! **[Editor’s Note: At the time of this publishing, \$8,335 has**



been donated by CMSA members.

<https://www.classy.org/campaign/move-outs/c403373>]

Delegates returned later for the formal Chairman’s Reception and Dinner/Ball partnered by **CDS Moving Equipment**. This event was the grand finale of the convention. After CMSA officers and their spouses made their entrance into the ballroom, CMSA Vice Chairman **Jesse Chabot** of **Golden West Moving Systems** announced **Shiree Hammer** of **California Relocation Services** as the 2022-2023 CMSA Chair. Hammer made her grand entrance escorted into the ballroom by a long procession of former CMSA Chairmen, including her grandfather, former CMSA Chairman **Joe Hammer, Sr.**



Outgoing Chairman **John Chipman Jr.** was thanked for his service and presented with the chairman’s gavel plaque, honorary lifetime membership certificate, and a gift of appreciation for his service to CMSA.

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Incoming Chair **Shiree Hammer** was introduced to delegates by her father, **Joe Hammer, Jr.** and grandfather, **Joe Hammer, Sr.** Her father gave delegates a picture of Shiree's background growing up, moving to Washington when the family started a moving business, and then later moving back to California. Her grandfather talked about Shiree looking out for him and being a crucial part of the success of their business. Both of them talked about the confidence and pride they had for Shiree.

Shiree thanked her family and CMSA delegates for the opportunity to be CMSA

Chair. She announced that the Ronald McDonald's House of Orange County would be her Chairman's Choice Charity.

Hammer was formally installed as the 2022-2023 CMSA Chair with the passing of the ceremonial gavel from 2020-2022 Chairman John Chipman Jr.

The rest of the night was spent dancing to DJ Ensi of McClain's Mobile DJ. Thank you to all the delegates that supported CMSA not only at this convention, but also through the years when CMSA was unable to meet in person. Mark your calendars for the 105th Annual CMSA Convention which will be held May 16-21, 2023 at the Rancho Las Palmas Resort in Rancho Mirage, Calif.

A large advertisement for CDS (California Driveline Services) featuring a white semi-truck driving on a highway at sunset. The truck has the CDS logo on the cab and a list of cities on the trailer: Los Angeles, San Francisco, Sacramento, Las Vegas, and Chicago. The text "PACKING MATERIAL AND SUPPLIES FOR PROFESSIONALS" is also visible on the trailer. In the bottom right corner, the CDS logo is followed by the text "providing you a stress free summer season!".

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Exhibitors Welcome Reception
**New Haven Moving
Equipment Corp.**

Peppermill Luncheon
**HUB International Insurance
Services, Inc.**

High Sierra Awards Luncheon
Total Military Management (TMM)

Chairman's Dinner
CDS Moving Equipment

Silver Level Events

Movers & Shakers Reception
**DEWITT Co./Royal Hawaiian
Movers**

Biggest Little City Breakfast
Victory Packaging

Friday Night Dinner Event
**Kentucky Trailer,
Milburn Printing,
Pioneer Packing, SuperMove,
California Relocation Services
Van Lines: Allied, Atlas,
Interstate, National,
North American, UniGroup,
Wheaton | Bekins**

Reno Sunrise Breakfast
Lambert Enterprises, Inc.

Chairman's Reception
CDS Moving Equipment

Bronze Level Events

Military Breakout Session
**National Van Lines
The Suddath Companies
Tier One Relocation
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Sam & Dana Triantis



Custom Movers Services
Mark Southerland, Cliff Biermann



Dave Hester Auctioneer
Dave Hester, Kamila Tontz



Dayco
Jane Carole Bunting

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Please Support Members that Support CMSA!

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HUB International Insurance Svcs, Inc.
Lisa Paul, Tricia Smith-Bermudez



InterWest Insurance Services, Inc.
Will Lawrence, Taylor Lawrence



J & S Paper Co.
Ricky Greene, Ken Jordan



Kentucky Trailer
Jake Lambroza



Milburn Printing



Move For Hunger
Taylor Heideman

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Associates Play a Vital Role in Supporting the Moving Industry.

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MoveHQ



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Moving.com
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National Van Lines
Paul Gregory, Mark Doyle, Michael Wilson



New Haven Moving Equipment Corp.
Mark Hildreth, Alma Jimenez, Rob Longo



Rainier Overseas Movers Inc.
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Relo Solutions Group
Jim Walsh

(EXHIBITORS continued on page 24)

Exhibitors Provide Products and Services that Movers Need.

(EXHIBITORS continued from page 23)



Robinson Oil Corp.
Razan Haddad



SmartMoving Software
Tobe Thompson, Edward Sanchez



Sterling Van Lines
Julie & Jay Clitheroe



Storage Auction Experts
Donna & John Cardoza



Supermove
Heidi Liou, David Leong



Torchlight Marketing
Jacob Erdman, Joshua Erdman



Trans Advantage
Tim Siner



TransGuard Insurance Co. of America
Kelly Reynolds, Kevin Kolb

(EXHIBITORS continued on page 25)

Thank You Convention Exhibitors!

(EXHIBITORS continued from page 24)



Vanliner Insurance Company
Brian Perkins, Will Bath



Victory Packaging
Megan Friend, Wyland Lafave, Eric Scorcelli,
John Kay, Gary Ward

CMSA Members Deserving of Special Recognition

Mark Macy, Macy Movers

Thank you for shipping our convention supplies safely and on time!

Fred Wallace, One Big Man & One Big Truck

Thank you for brightening up the registration desk with the beautiful flower arrangement.

Thank you also to **Kara Yamashiro, Darin Vogt, and Mary Casey (Casey Moving Systems)** who assisted CMSA Staff at the registration desk, collected tickets at events, took photos, and managed our audio/visual at the convention. We greatly appreciated your time and commitment you put into making this convention successful!



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Greater LA Chapter's 20th Annual Day at the Races!

A great time was had by all at our 20th Annual Greater Los Angeles Day at the Races on April 3rd at the beautiful Santa Anita Racetrack. This year we were happy to partner up with our neighbors from the Orange County Chapter.

We want to thank all our movers and vendors for coming out and supporting our chapters.

Special thank you to our event Sponsors:

New Haven Moving Equipment
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Champion Risk & Insurance Svcs
Ship Smart Inc.
CDS Moving Equipment
Relo Solutions Group
Total Military Management



Ventura/Santa Barbara Chapter Holds 1st Annual Corn Hole Tournament

On March 12th, the Ventura/Santa Barbara Chapter held its first Annual Corn Hole Tournament. With over 65 attendees, this event was fun for all ages. We had two bouncy huts set up for the children, corn hole games set up for children and adults, and the weather could not have been better. We would like to thank all our sponsors for their support:

NMS Moving Systems
Hazelwood Allied
New Haven Moving Equipment
Atlas Van Lines
Victory Packaging
Champion Risk & Insurance Svcs
Dewitt Move Worldwide
Pioneer Packing
CDS Moving Equipment
National Van Lines
TLC Insurance.

We could not do this without all your support! Thanks to all who attended and see you next year!



March's Average Used Class 8 Retail Price Breaks \$100,000

The average retail price in March of a used Class 8 vehicle pushed past the \$100,000 mark for the first time, ACT Research reported.

"It was \$101,736," ACT Vice President Steve Tam told Transport Topics. "A year earlier it was \$53,412. Not quite double, but darn near."

The previous record was set in February at \$94,321.

Total sales climbed, too.

ACT estimated used Class 8 sales in March numbered 25,200 compared with 23,800 a year earlier. In February, sales were 21,900.

"We are getting a lot of phone calls from folks wanting to know if this is going to keep going," Tam said.

"We are seeing freight growth get a little less robust than what it's been over this crazy cycle," Tam said. And while opinions vary on what the new economic details imply, this

new questioning element "is something to undermine people's prior thoughts and actions."

Tam said the wholesale markets, or dealers buying from and selling to other dealers, are starting to pick up; and inventory turns are slowing down so it is taking a little bit longer to move the equipment the dealers do have.

The market for the much older, higher mileage trucks is continuing to reset lower, something Tam mentioned in ACT's February report. "So this is a continuation and a confirmation."

Eventually, that trend will work its way up the 'food chain' to newer model, lower mileage equipment, he said. "But we are months away from something like that happening."

The average price for 3-year-old trucks climbed to \$151,811 compared with \$96,759 a year earlier. "I don't think there is much room left to run [in this segment]." March's

(USED CLASS 8 continued on page 28)

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price was essentially flat with February's average price of \$151,850.

The average mileage on a Class 8 sold in March was 429,000 compared with 422,000 a year ago, according to ACT. The average age remained the same as a year earlier, at 6 years, 4 months.

Each month, ACT surveys a sample of dealers, wholesalers and auctioneers as well as a few large fleets to determine average price, age and mileage, and estimated industry volumes.

Chris Visser, commercial truck senior analyst at J.D. Power Valuation Services, wrote in a recent report:

"For more than a year, we've been discussing the various factors keeping the freight market superheat-

ed and predicting what could cause eventual cooling. Based on published freight volume and pricing data, it is apparent the freight environment is undergoing some degree of maturation."

Still, while used truck sales per dealer rooftop are 20% to 25% below what he would expect in a typical economy, Visser wrote this lower percentage is due solely to an inadequate supply of trucks to sell, not lack of demand.

David Jackson, CEO of Knight-Swift Transportation Holdings Inc., said during the company's latest earning call the operational pressures are mounting, especially for small carriers and recent entrants.

"The cost of everything is on the rise, especially for those that don't have economies of scale, speaking particularly to small carriers that we might compete with," Jackson said. "Cost per mile has been irreversibly

increased in many ways, in many areas."

Jackson noted his fleet is not selling its used trucks at the normal pace that it is accustomed to because it can't replace them with all the new trucks it needs — truck makers continue to face persistent supply chain woes that have crimped production for many months.

"And the limited number of used trucks we are selling, in some cases, we're selling these for as much or close to what we paid for them brand new before we put 450,000

or 500,000 miles on the trucks," he said. "And so that sets up a whole new problem if the economy is headed for a little soft patch, and the banks decide to not be so aggressive in the financing. I would say that watching what's happening with



Knight-Swift trucks. The fleet says it's not selling used trucks at its usual pace because it struggles to replace them. (Knight-Swift Transportation)

equipment is maybe the most valuable thing we can look at for the crystal ball for full truckload."

Meanwhile, J.B. Hunt Transport Services reported about \$18 million of gains on sale of equipment in the first quarter, "which are atypical for us," Chief Financial Officer John Kuhlrow said during the company's earnings call. "We had very few trades last year as we hold most of our equipment to support our organic growth." He did not offer more commentary.

J.B. Hunt also reported its truckload segment ended the first quarter with 709 company-owned tractors compared with 798 a year earlier. Independent contractors provided 1,527 tractors compared with 918 a year earlier.

Source: Transport Topics

NEW MEMBER SPOTLIGHT

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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))	2,253,034
3	Illinois (IMAWA)	77	3 North Carolina (NCMA)	1,700,405
CMSA Report Food Collected and Delivered			4 California (CMSA)	1,679,329
			5 Southwest Movers (SMA)	1,492,176
			Move for Hunger Fact	
Monthly	Year to Date	All Time	According to The National Resource Defense Council, if we were able to rescue just 15% of the food we waste, we'd save enough to feed 25 million Americans each year.	
10,511 lbs.	29,868 lbs.	1,680,025 lbs.		
8,759 meals	24,890 meals	1,400,021 meals		

CALENDAR OF EVENTS

Fri., May 20 Central Valley Chapter Meeting

Tue., May 24 CMSA Webinar
Warehouse Lien Manual
Educational Workshop

Wed., May 25 Monterey Bay Chapter Meeting

105th Annual CMSA Convention
Omni Rancho Las Palmas
May 16-21, 2023

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.

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.

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.

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EMPLOYMENT OPPORTUNITY

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HISTORICAL PHOTOS



Sue Geissel of **Galbraith Van and Storage, Inc.**, was installed as the CMSA Chair during the CMSA's 79th Annual Convention in Palm Springs, May 1997.



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