

FMCSA Launches Operation Protect Your Move, A Nationwide Crackdown on Moving Scams

Tuesday, April 4, 2023 -- *Ahead of busy summer season, agency conducts enforcement sweep to stop fraudsters from holding household goods hostage*

WASHINGTON --

The Federal Motor Carrier Safety Administration (FMCSA) today announced the launch of Operation Protect Your Move, a nationwide crackdown on scam movers ahead of the busy summer moving season. Through Operation Protect Your Move, FMCSA is deploying dozens of investigators across the country in an enforcement sweep to address the significant uptick in complaints of movers holding household possessions hostage to extort exorbitant additional charges from consumers. It will also address complaints against moving companies

and brokers that are not in compliance with federal safety and consumer protection regulations and statutes while transporting household goods. The Operation covers

both movers and the brokers that purport to connect consumers to local movers but instead facilitate fraud by promoting scams.

"Moving is stressful enough without having to worry about being scammed by your moving company, so we're cracking down on moving companies that hold people's possessions hostage, and the brokers who facilitate that fraud," said **U.S. Transportation Secretary Pete Buttigieg**. "If you're planning a move, we encourage you to visit protectyourmove.gov for more information to help protect yourself from moving



to help protect yourself from moving

(FMCSA CRACKDOWN continued on page 7)



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CHAIR'S CORNER

by Shiree Hammer

Rancho Mirage is calling your name; the convention is right around the corner. The CMSA office is working hard to put together the finishing touches to ensure we all have a good experience. Thank you, Steve, Renee, and Gale. They have a way of making the convention the perfect balance of information and fun. This convention will mark the end of my term as the CMSA Chair and welcome Jesse Chabot into the position. Congratulations Jesse, and thank you to everyone who served on the board with me this year as well, I appreciate your support.

As I sit back and reflect on my year as the Chair, there is so much to be thankful for. I remember the past chair, Dennis Doo- dy, telling me to be a sponge and soak up as much as possible, especially while touring with Steve. That was great advice, thank you, Dennis. While visiting all 12 chapters

was time-consuming and took me away from my normal work and home duties, it was worth the time. There really was so much to absorb. Not only from the chapter meetings but from the many visits to moving companies themselves. Thank you to all the chapter presidents hard at work and to all the companies that hosted me. Every company offered a takeaway and something positive for me to bring back to Cal Relo. It was apparent that each company had a niche and its own unique leadership style. A lot of hard work was put into these companies; with an abundance of history and pride as well.

Perhaps the most rewarding is the relationships established along this journey. Not just during my time as the CMSA Chair, but my time serving with the CMSA leadership in all. The framework the CMSA provides in helping establish these relationships is critical. These interactions go beyond just other movers but supplier partners as well.

Whether you are having a rough week and need help from a fellow mover or seek information from a supplier, these relationships

(CHAIR'S CORNER continued on page 4)



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PRESIDENT'S COMMENTS

By Steve Weitekamp

I am fond of saying, "The success of our Association is directly related to the success of our Association." Stated differently, the participation of our membership in meetings, workshops,

conventions, and industry events results in the Association having the opportunity to be more impactful in our many advocacy projects—both regulatorily and legislatively. As your representative I attend many meetings and hearings and the gravitas of being the leader of an active and engaged Association is definitely one of the tools that we use to ensure that our position is heard and considered.

Early in the month, I had the opportunity to lead a call between the National Council of Moving Associations (NCMA), which I chair, and the National Council of State Transportation Specialists (NCSTS) (think

those providing regulation and enforcement of the moving industry around the country). NCMA has met with NCSTA annually for several years and has found value in the engagement. It was a good opportunity for us to share the good work being done in states including California, Illinois, Texas, and New Jersey on behalf of both consumers and the permitted industry.

One of the primary areas of focus on the call was the very recent announcement by the Federal Motor Carriers Safety Administration that they were going to make scam-moving and rogue operators a mission priority. They just issued a press release, see the cover of this issue, on their new enforcement action. We have been told that this will not just be a short-term initiative, but a long-term approach to a challenging issue.

There is still time to register and attend the 105th annual CMSA Convention, May 16-21 in Rancho Mirage, California. You won't want to miss the program or the opportunity to network with CMSA members from around the state and the nation. We are well above our allotted room block but

(PRESIDENT'S COMMENTS continued on page 4)

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(CHAIR'S CORNER continued from page 2)

all serve their own purpose. My network certainly grew this past year.

The healthier the CMSA membership the more successful our industry can be. With all the different leadership styles and company strengths, there is room for everyone's ideas and suggestions. Let us not forget about Steve. He is a great leader; as a mover, I want to be part of CMSA because of

him. He has a positive leadership style and is always willing to help. He is one with humility and one who certainly commits to always giving 100%. The CMSA board recognizes this and it inspires us to do our best for the association and membership. I highly encourage all members to get involved with CMSA leadership, serve on the board, and even go through the chairs. It is a very rewarding experience.

(PRESIDENT'S COMMENTS continued from page 3)

members have still been able to book at our preferred rate (well below the rack rate). If you run into challenges in booking, or for


any reason have to modify/cancel your existing reservation please contact CMSA before the hotel!






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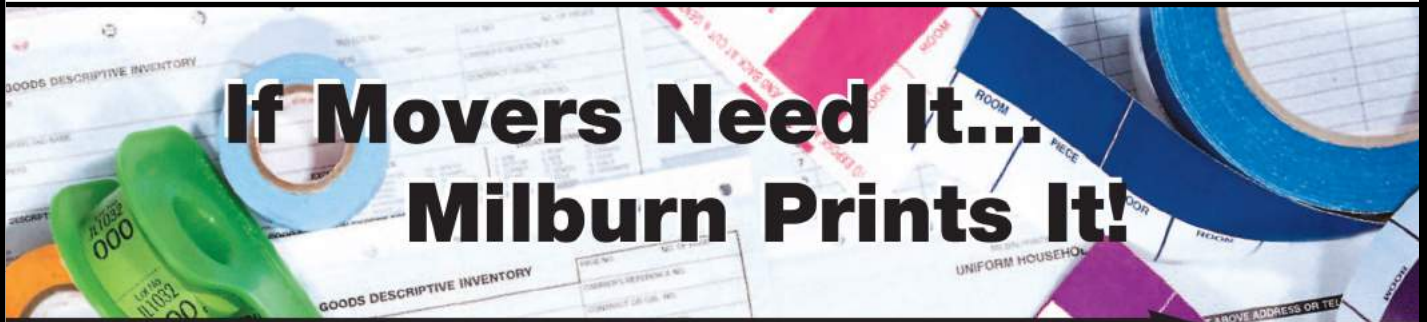
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(FMCSA CRACKDOWN continued from page 1)

scammers.”

“FMCSA takes its responsibilities very seriously to help protect consumers when moving their household valuables from one state to another,” says **FMCSA Administrator Robin Hutcheson**. “Consumers should feel confident they can trust the company hired to transport their possessions.”

Frequent complaints have been filed with FMCSA alleging companies of using deceptive business practices that are causing consumers to pay higher fees, experience delays in receiving their household goods, or in some cases not receiving their possessions at all. FMCSA is making every effort to protect consumers from these moving scams. The agency will formally document violations and has the authority to review and revoke the licenses of movers and brokers. Cases involving potential criminal misconduct may be referred to the U.S. Department of Justice for further investigation. Additionally, FMCSA will work directly with consumers to guide them through the process and help get their

money and goods back.

The Operation is the first of many efforts planned over the next several months to address non-compliant household goods moving companies and brokers. In addition to ramped-up investigations, FMCSA is taking several actions to crack down on mover

scams, including doubling the number of investigators assigned to moving complaints and enhancing partnerships with consumer protection and attorney general offices across the country.



FMCSA also provides important information on its website at www.ProtectYourMove.gov for consumers planning an interstate move. Consumers can download a moving checklist, view videos on spotting red flags, confirm a mover or broker's registration with FMCSA, and check the number of complaints against a particular company. Consumers can also file a complaint against a company regulated by FMCSA by visiting the agency's National Consumer Complaints Database (NCCDB) at <https://nccdb.fmcsa.dot.gov>.

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Chipman Relocation & Logistics Announces Leadership Transition



(L-R) Arthur & Dorothy Chipman, CMSA Senior Chairman John Chipman Jr., & Justin Chipman.

Dateline: Alameda, CA., January 2, 2023 —Chipman Relocation & Logistics, a full-service moving, storage, and logistics company, is pleased to announce the transition of the Chipman organization to its third generation.

Justin Chipman has been named Chief Executive Officer (CEO). Justin has been serving as the President & Chairman of the Board since 2015, successfully leading all aspects of branch business operations. Under Justin's leadership, Chipman will continue to strategically position the company's core focus and drive the organizational core values which are designed to promote a better customer experience, drive growth, and to be the employer of choice in the industry.

John Chipman Jr. will continue his role as Executive Vice President, a position he has held since 2018. John Jr. will continue to lead and guide the organization in areas of legal, risk, and organizational representation within UniGroup and in the industry. As

the Senior Chairman of the California Moving & Storage Association, John Jr. is interested in advocating for improvement in the moving and storage industry.

Justin and John Jr. will continue the family ownership of the Chipman organization, each of these leaders represents strategic thinking, strong execution, and a dedicated commitment to their family business that has succeeded and grown for over 80 years.

Chipman Relocation & Logistics was founded in 1939 with full-service facilities in San Diego, Los Angeles, San Francisco, Napa, Sacramento, Portland, and Seattle. Chipman has grown to be the largest family-owned and operated moving and storage organization based on the west coast. Chipman Relocation & Logistics is a long-standing member and Class A shareholder in UniGroup Inc., the parent company of United Van Lines and Mayflower Transit. www.chipmanrelo.com.

EPA OKs California Rules Phasing Out New Diesel Trucks

Manufacturers Must Sell Higher Percentage of Zero-Emission Vehicles Starting in 2024

The [U.S. Environmental Protection Agency](#) has granted California environmental regulators waivers to officially move forward with the agency's aggressive plans to transition diesel trucks to electric vehicles and expand the length of truck warranties.

Specifically, the EPA's waiver approval gives the California Air Resources Board permission to adopt its Advanced Clean Trucks Regulation that requires manufacturers to produce and sell increasing quantities of medium- and heavy-duty zero-emission trucks in California.

The [2018 Heavy-Duty Warranty amendments](#), also approved by EPA, will extend the emissions warranty periods for 2022 and subsequent model year on-road heavy-duty diesel engines and for 2022 and sub-

The EPA Administrator, Michael Regan, signed the following notice and EPA is submitting it for publication in the Federal Register (FR). While we have taken steps to ensure the accuracy of this internet version, it is not the official version of the notice. Please refer to the official version in a forthcoming FR publication, which will appear on the Government Printing Office's FDsys website (www.epa.gov/fdys/search/home.actop) and on Regulations.gov (www.regulations.gov) in the Docket Numbers listed below. Once the official version of this document is published in the FR, this version will be removed from the Internet and replaced with a link to the official version.

6560-50-P

ENVIRONMENTAL PROTECTION AGENCY

[EPA-HQ-OAR-2022-0330, EPA-HQ-OAR-2022-0331; FRL-9900-02-OAR]

California State Motor Vehicle and Engine Pollution Control Standards; Heavy-Duty Vehicle and Engine Emission Warranty and Maintenance Provisions; Advanced Clean Trucks; Zero Emission Airport Shuttle; Zero-Emission Power Train Certification; Waiver of Preemption; Notice of Decision

AGENCY: ENVIRONMENTAL PROTECTION AGENCY (EPA).

ACTION: Notice of decision.

SUMMARY: The Environmental Protection Agency (EPA) is granting the California Air

sequent model year diesel vehicles with a gross vehicle weight rating exceeding 14,000 pounds powered by such engines.

Under the Clean Air Act, California is afforded broad discretion to adopt emissions requirements to meet its significant air quality

(EPA continued on page 10)

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(EPA continued from page 9)

ty challenges, but it must seek waivers from EPA for new motor vehicle emission standards. The state has the dirtiest air in the nation.

"In this instance, CARB requested two waivers for regulations relating to heavy duty vehicles and engines," EPA said in a March 31 release. "After reviewing the technical information provided by CARB, reviewing comments submitted by the public, and applying the limited authority for review under section 209 of the Clean Air Act, EPA determined it appropriate to grant the waiver and authorization requests."

"Under the Clean Air Act, California has long-standing authority to address pollution from cars and trucks," [said EPA Administrator Michael Regan](#). "Today's announcement allows the state to take additional steps in reducing their transportation emissions through these new regulatory actions."



CARB announced its request for a federal waiver in June, and EPA held a two-day hearing to solicit input on the regulations. The state agency's plan has not been well-received by many in the trucking industry.

American Trucking Associations [President Chris Spear said in a release](#) that the decision to allow California to move forward with what he described as, "damaging and unrealistic" emissions rules will harm the industry nationwide.

"By granting California's waiver for its so-called 'advanced clean trucks' rule, the EPA is handing over the keys as a national regulator," Spear said. "This isn't the United States of California, and in order to mollify a never-satisfied fringe environmental lobby by allowing the state to proceed with these technologically infeasible rules on unworkable and unrealistic timelines, the EPA is sowing the ground for a future supply chain crisis."

(EPA continued on page 20)

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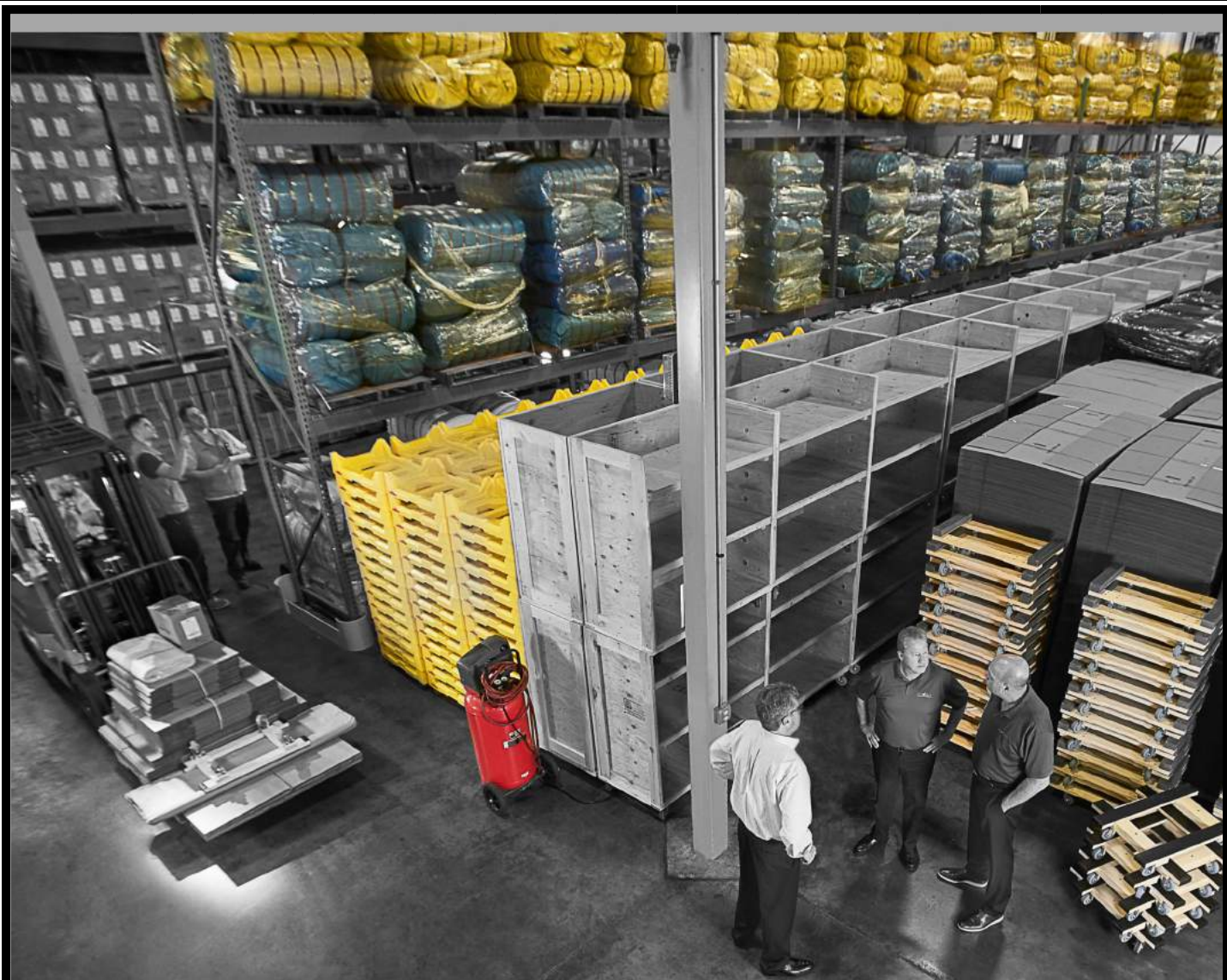


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Diana Corona

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The Value of Relationships

By Tim Helenthal, National Van Lines Chairman & CEO



Tim Helenthal

If you're reading this, it's likely that you're an active member of your state's moving association. Good for you!

The state moving associations provide excellent opportunities to unite with other brick-and-mortar agents to advocate for the industry and promote best practices. State associations also provide a great network for sharing ideas and for developing business relationships that can be mutually beneficial.

Over the years I've had the privilege of attending several different states' moving association conventions. It's always a great opportunity to get in contact with the local businesses that make up the bulk of our in-

dustry – the people that are operating the warehouses, running the crews, and sponsoring the local and over-the-road long-distance drivers.

However, it's important to also consider expanding your network beyond your state.

Fortunately, there is an industry group that can help you do that. The [International Association of Movers](#) (IAM) has an affiliate group consisting of independent and van line agents who provide the trucks, warehouses, and workers called the [DAB Mover Group](#) which was set up to provide a national voice for agents. What is a DAB? DAB stands for Domestic Asset Based Movers, and it consists of independent and van line agents from all over the country who have trucks, crews, and warehouses.

The group started in late 2020, already has well over 100 members, and is very active within the industry to promote best prac-

(RELATIONSHIPS continued on page 15)



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(RELATIONSHIPS continued from page 14)

tices, advocate for regulation that protects customers from rogue operators, and serves as an incredible network of high-quality service providers.



Dan Bradley

The IAM Staff lead for the DAB Mover Group is Dan Bradley. I asked Dan about DAB and how it can help agents. He says, "The US DAB mover segment of IAM is a fast-growing and actively engaged group of moving company lead-ers...independent and van line agents who bring "boots at the curb" assets of trucks, warehouses, and crews to the moving process. They bring their expertise and extensive backgrounds together to help give a voice to US Asset-Based movers."

There is an easy camaraderie among the members due to the similar challenges they face. Dan adds, "This is a group that looks out for other asset-based movers like them. People who willingly share their experiences on growing their business, developing their staff, and resolving their various business challenges. DAB Movers find opportunities to network with other US movers via regularly scheduled "DAB Hour" webcasts; through the "DAB Track" at IAM's annual meeting; via tools like our DAB Digest newsletter; and whenever a group of US DABs get together at various other meetings or conferences."

All of these kinds of interactions are truly valuable to those agents that are looking to provide best-in-class service and are trying to diversify their business into other sales verticals. "Join the DAB and take advantage of not only the wealth of experience as you engage your fellow DABs, but also the many IAM programs that support your business. If you want to learn more, reach out to me (daniel.bradley@iamovers.org) and I'll get you connected with the right people to

answer your questions and provide you with the insight you're looking for. At IAM, we're not just an Association for international movers. We're an international association that represents all movers...US or overseas."

Participation in your state associations and groups like IAM's DAB Mover Group can open a lot of doors for your company. Expanding your network to include more like-minded movers can have a great impact on your business as those relationships will pay to dividends to your business and your bottom line for years to come.



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House Lawmakers Introduce Bill to Protect Moving Privacy

Senate Already Passed Version

Legislation meant to safeguard certain identifiable information of individuals moving internationally was recently introduced in the U.S. House of Representatives.

This month, Reps. Mike Waltz (R-Fla.) and Bill Pascrell (D-N.J.) introduced the bipartisan Moving Americans Privacy Protection Act.

The bill would require U.S. Customs and Border Protection to remove personally identifiable information from cargo manifests before public disclosure. Such information includes Social Security and passport numbers. The measure is specific to individuals



moving internationally with household goods.

“The personal information of every American should be safe and secure,” said Waltz, a member of the Armed Services Committee, on March 10. “However, due to the current public disclosure of cargo manifests, our service mem-

bers and their families experience a higher risk of identity theft and fraud as they move abroad.”

“It is critical we take the necessary steps to protect them against dangerous and fraudulent activity,” the Florida Republican added. “That’s why I am proud to introduce

(MOVING PRIVACY continued on page 17)

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legislation in the House to secure international travel and help safeguard the livelihoods of Americans.”

“In the modern world, protecting privacy is a difficult, constantly evolving challenge. This is especially true for our brave servicemembers protecting America’s interests abroad who are increasingly victims of identity theft,” observed Pascrell, a member of the Ways and Means panel on tax policy. “This common-sense measure would protect Americans from accidentally having their own information end up in the wrong hands. I am proud to co-lead this bipartisan legislation designed to support our servicemembers and their families.”

According to background information about the bill its sponsors provided, “In recent years, [personally identifiable information] of relocating individuals has been released, enabling identity theft, credit card fraud and unwanted solicitations. [U.S. Customs and Border Protection] does offer a process for consumers of shipping services

to make their information confidential. However, these forms [typically] take two months to process and are often processed after the individual has moved. Consumers should not have to request the confidentiality of their [personally identifiable information], it should be the default.”

“This legislation would simply amend the manifest disclosure process to explicitly require the removal of individuals’ [personally identifiable information], such as names, addresses, Social Security numbers, and passport numbers,” per the background about the bill.

The bill’s consideration in the GOP-led chamber has yet to be scheduled by floor managers.

On the other side of the Capitol, Sens. Steve Daines (R-Mont.) and Gary Peters (D-Mich.) introduced a Senate-passed version of the bill. The chamber, led by Democrats, approved the measure on March 9.

“Montanans’ private, personal information should never be jeopardized just because they’re moving or traveling abroad. Safe-

(MOVING PRIVACY continued on page 18)



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(MOVING PRIVACY continued from page 17)

guarding Americans from identity theft and fraud is a top priority of mine. I'm glad to see my common-sense, bipartisan bill pass the U.S. Senate," Daines said soon after the bill's passage. He is a member of the Finance Committee on tax policy.

"Identify theft is costly and disruptive to the lives of people in Michigan and across the country," noted Peters, chairman of the Homeland Security and Governmental Affairs Committee. "Removing sensitive personal information from manifests will help protect Americans who are moving back from abroad from fraud, while maintaining safe and secure international travel and trade."

Key stakeholders are endorsing the bipartisan legislation. "Americans shouldn't be

at increased risk of identity theft because they are returning home after an overseas military deployment or job posting," Ryan Bowley, executive director of American Trucking Associations' Moving and Storage Conference, said in a statement accompanying the bill's introduction.

"This legislation will address this long-standing problem by ensuring the government is not inadvertently enabling the sale of personal information to data brokers or those with ill intent. Americans trust movers to

move the household goods, and we thank Rep. Waltz and Rep. Pascrell for working to protect the privacy and security of Americans' personal data," Bowley added.

Source: Transport Topics



Moving Americans Privacy Protection Act

In light of recent increases in identity theft, the *Moving Americans Privacy Protection Act* seeks to protect the personally identifiable information (PII) of those who make international moves with their household goods.

U.S. Customs and Border Protection (CBP) requires manifest sheets in order to disclose and document the cargo of incoming vessels for customs and security purposes. In 1984, the public disclosure of certain manifest information was required. The original intent of this provision was to increase competition, to facilitate better public analysis of import trends, and allow port authorities and transportation companies to more easily identify potential customers and changes in their industries. However, in recent years, PII of relocating individuals has been released, enabling identity theft, credit card fraud, and unwanted solicitations. CBP does offer a process for consumers of shipping services to make their information confidential. However, these forms typically take two months to process and are often processed after the individual has moved. Consumers should not have to request the confidentiality of their PII, it should be the default.

This legislation would simply amend the manifest disclosure process to explicitly require the removal of individuals' PII, such as names, addresses, social security numbers, and passport numbers. This protects the original intent of manifest disclosures and protects PII.

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3 NorthStar Moving	1,669 lbs.	9,421 lbs.	28,717 lbs.	1,426,173 lbs.
4 Ace Relocation Syst-SD	174 lbs.	7,851 meals	23,931 meals	1,188,478 meals

Move for Hunger Fact

According to Feeding America, [72% of the households](#) served by its affiliated food banks live at or below 100% of the federal poverty line and have a [median annual household income of \\$9,175](#).

CALENDAR OF EVENTS

Sat., Apr. 1	North Bay Chapter Bocce Ball Tournament	Fri., Apr. 28	Central Valley Chapter Meeting
Wed., Apr. 12	San Diego Chapter Golf Tournament	Fri., Apr. 28	Mid Valley Chapter Baseball Game Fundraiser
Tue., Apr. 18	Monterey Bay Chapter Mtg	105th Annual CMSA Convention Omni Rancho Las Palmas May 16-21, 2023	
Fri., Apr. 21	Sacramento Chapter Golf Tournament		
Sun., Apr. 23	Greater LA Chapter Day at the Races		
		Fri., Oct. 13	Monterey Bay Chapter Golf & Bocce Tournament

CLASSIFIED ADVERTISING

CHARGES: 1-5 Lines \$15; \$2 each add'l line. CMSA box number \$5. Special heading/setup is extra. To place your ad, contact Renee Hifumi by email at: rhifumi@thecmsa.org or call (562)865-2900.

REACH YOUR TARGET AUDIENCE. ADVERTISE HERE!

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.

FOR SALE

Business closing all equipment for sale. 5 International bobtails, 1 International flatbed, forklift, vaults, safe jacks, pads, dollies etc. Hanford, CA. Send inquiries to waltonfamilymoving@gmail.com

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

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.

(EPA continued from page 10)

Because California has the nation's worst air, it sets strict and often controversial standards to meet "compelling and extraordinary conditions," according to the state's environmental officials. However, for decades EPA has generally agreed to grant the waivers to the state, which require it to implement standards that are at least as protective as federal standards.

Under the new rules, truck manufacturers who certify Class 2b-8 chassis or complete vehicles with combustion engines must sell zero-emission trucks as an increasing percentage of their annual California sales starting in 2024. By 2035, zero-emission truck/chassis sales must account for 55% of Class 2b-3 truck sales, 75% of Class 4-8 straight truck sales and 40% of truck tractor sales, according to CARB.

The new regulations have received support from state air quality officials nationwide, but a number of motor carriers and truck trade organizations have joined ATA in cautioning that the rule is moving forward too fast.

Tweaks to the CARB rule are being planned to allow for certain exemptions when electric trucks are not available to meet deadlines.

The regulation also lengthens the useful life and emission warranty of heavy-duty diesel engines for use in vehicles with a gross vehicle weight rating greater than 10,000 pounds.

EPA has also conducted a public comment process regarding CARB's Heavy-Duty Omnibus Low NOx Regulation which establishes criteria pollutant exhaust emission standards for nitrogen oxide and particulate matter as well as other emission-related requirements for new 2024 and subsequent model year on-road medium- and heavy-duty engines and vehicles. CARB has asked EPA for additional time before the agency acts on the waiver request for the Omnibus regulation. EPA expects to act upon this waiver request as appropriate.

The CARB board is expected to vote on adopting the Advanced Clean Fleets Regulation sometime in late April.



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MOVE WORLDWIDE**

A DEWITT COMPANY

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



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

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

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

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

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

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

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

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

Convention Registration Fee - \$575

CMSA 105th Annual Convention Registration Form

May 16-21, 2023

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



First CMSA Convention? (Y/N) _____

Interested in joining the CMSA Young Professionals Group? (Y/N) _____

Register the following company's representatives.

CMSA Member _____ Badge First Name _____

Guest _____ Badge First Name _____

Guest _____ Badge First Name _____

Company _____ Phone (____) _____ Email _____

Address _____ City _____ State _____ ZIP _____

Date of Arrival _____ Date of Departure _____

REGISTRATION FEE: (See reverse side)

CMSA MEMBER or GUEST (13+ yrs.)

CHILDREN'S PRICE (up to 12 yrs.)

NON-MEMBERS (each)

Before
March 17

\$575.00

\$410.00

\$752.00

After
March 17

\$675.00

\$430.00

\$852.00

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

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

Enclose registration fees with this form. Make checks or money orders payable to **CMSA** or use your **Visa**, or **MasterCard**. Credit card registrations may be faxed to (562) 865-2944.

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

Name on Card _____ Card # _____ Exp. Date _____

Card Billing Address _____

Three-Digit CVV Number _____

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

ROOM RESERVATIONS: Call Omni Rancho Las Palmas at (800) THE-OMNI (843-6664) to make reservations and reference **California Moving and Storage Association** to receive the special group rate. A reservation link can also be found online by visiting www.thecmsa.org and clicking on the Convention Calendar webpage. Reservations must be made by 5 PM (PST) **April 24, 2023** to guarantee the special group room rate. All major credit cards are accepted for deposit. Special CMSA rates apply to extended stay three days before and after the convention dates based on availability, so make reservations ASAP!

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

2023 CONVENTION EVENTS

ALL GENERAL SESSIONS AND PANEL DISCUSSIONS ARE FREE TO ATTEND

Thursday, MAY 18

YOUNG PROFESSIONALS GROUP MEETING

EXHIBITORS WELCOME RECEPTION

Food, Beverage, Latest in Industry Products and Service Technologies

Friday, MAY 19

RANCHO MIRAGE BREAKFAST

CMSA GENERAL SESSION

CACTUS FLOWER LUNCHEON

MILITARY BREAKOUT SESSION

STARRY DESERT NIGHT PARTY

Saturday, MAY 20

DESERT SUNRISE BREAKFAST

CMSA GENERAL SESSION

VAN LINE PANEL DISCUSSION

OASIS AWARDS LUNCHEON

CHAIRMAN'S RECEPTION & DINNER/BALL

CMSA ANNUAL GOLF TOURNAMENT REGISTRATION FORM

Omni Rancho Las Palmas Golf Course
41000 Bob Hope Drive
Rancho Mirage, CA 92270
(760) 568-2727

THURSDAY, May 18, 2023
9:00 A.M. SHOTGUN START
(Golfers should arrive at course by 8:30 a.m.)



Dress Code:

Acceptable attire: Collared Shirt, Long Pants or Walking Shorts.

Unacceptable attire: T-Shirt, Tank Top, Athletic Shorts, Cut-Off's or Denim.

Metal spikes are not allowed.

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

**ENTRY FEE — \$125.00 per person / Includes: green fee, shared cart, and
unlimited use of practice facility on day of play.**

Primary Contact:

Golfer 1: _____ Company: _____

Phone: _____ Email: _____

List golfers in your foursome. (Foursomes will be formed by CMSA unless listed below.):

Golfer 2: _____ Company: _____

Golfer 3: _____ Company: _____

Golfer 4: _____ Company: _____

💰 **\$10,000.00** 💰

HOLE-IN-ONE CONTEST!

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

Refunds are subject to a \$20 processing fee. No refunds for cancellations after April 24, 2023.

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: _____

GOLF CLUB RENTAL FEES ARE PAID DIRECTLY TO THE PRO SHOP—NOT CMSA.

If you would like to reserve a set of golf clubs, please provide a count below so that the pro shop will be sure to have enough on hand and ready for you to pick up. Golf club rentals are available at the pro shop at a rate of \$69 per set and includes one sleeve of golf balls per set.

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

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

Exhibitor Registration Form

105th CMSA Annual Convention

EXHIBIT DATES: May 18–20, 2023

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

STEP 1: RESPONSIBLE PARTY INFORMATION

1. _____
Full Name of Attendee Responsible for Booth

First Name to Appear on Badge

Company Name to Appear on Exhibitor ID Sign

Telephone _____ Fax _____

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

Special Food Requests: _____

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

STEP 2: ADDITIONAL ATTENDEES

2. _____
Full Name

First Name to Appear on Badge

E-Mail Address

Special Food Requests: _____

3. _____
Full Name

First Name to Appear on Badge

E-Mail Address

Special Food Requests: _____

USE ADDITIONAL SHEET TO LIST MORE ATTENDEES.

STEP 3: ASSESS EXHIBITOR FEES

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

Booth Registration

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

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

Booth Electricity—\$150 per booth \$ _____

Additional Attendee(s):

Members \$575 ea./Non-Members \$750 ea. \$ _____

Grand Total: \$ _____

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

Refunds for any cancellations done before March 18, 2022 will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). No refunds will be made after April 24, 2023.

STEP 4: CHOOSE YOUR BOOTH

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

RESERVE BOOTH # (s) _____ FOR MY EXHIBIT.

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

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

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

Saturday Booth Raffle Drawing? ____ Yes ____ No

STEP 5: SELECT METHOD OF PAYMENT

☐ Check Enclosed ☐ Charge to Credit Card

CREDIT CARD INFORMATION:

☐ VISA ☐ MasterCard ☐ American Express

Name on Credit Card

Credit Card Number

Exp. Date

Billing Address

Billing Zip Code

3-Digit Code on Back of Card

Authorized Signature

Date

STEP 6: RESPONSIBILITY AGREEMENT

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

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

Exhibit Dates: May 18-20, 2023

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

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

California Moving & Storage Association

105th Annual Convention – Booth Diagram

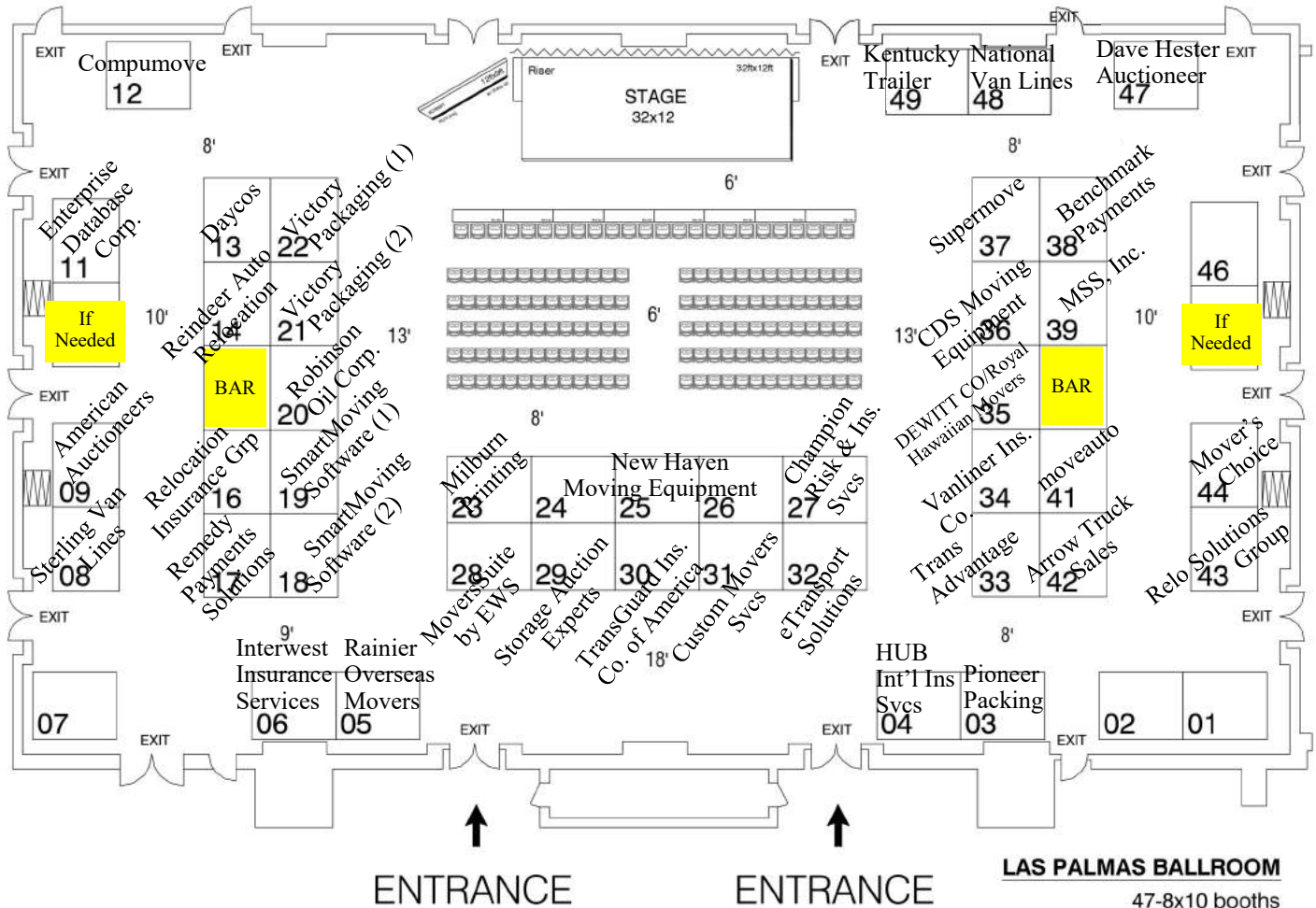
Omni Rancho Las Palmas

41-000 Bob Hope Drive

Rancho Mirage, CA 92270

Exhibit Dates: May 18–20, 2023

LAS PALMAS BALLROOM



As of 4-10-2023

CMSA CONVENTION PARTNERSHIPS/DOOR PRIZE FORM

EVENTS AVAILABLE FOR PARTNERSHIP

1. Tues. May 16 Movers & Shakers Reception*
2. Tues. May 16 Movers & Shakers Dinner♦*
3. Thurs. May 18 Golf Tournament♦
4. Thurs. May 18 Exhibitors Reception♦
5. Fri. May 19 Rancho Mirage Breakfast
6. Fri. May 19 Cactus Flower Luncheon♦
7. Fri. May 19 Dinner Event

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

8. Sat. May 20 Desert Sunrise Breakfast
9. Sat. May 20 Oasis Awards Luncheon♦
10. Sat. May 20 Chairman's Reception & Dinner♦

PARTNERS

DEWITT CO./Royal Hawaiian Movers
TransGuard Ins. Co. of America
Champion Risk & Ins Svs/Vanliner Ins.
New Haven Moving Equipment
Oncue
HUB International Insurance Services
Kentucky Trailer, Milburn Printing, Valley
Relocation & Storage, Sterling Van Lines,
Golden West Moving Systems, Atlas,
National, North American, Interstate, Allied,
Wheaton | Bekins, UniGroup
Lambert Enterprises
TMM
CDS Moving Equipment

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

Event # _____ Amount \$ _____

PERSON CLAIMING FREE CONVENTION REGISTRATION(S):

Name _____ Badge First Name _____

♦Name _____ Badge First Name _____

Company _____

Phone _____ E-mail Address _____

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

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

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

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

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

Name on Card _____ Card # _____

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

Billing Address _____ Billing ZIP _____

~~~~~

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

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

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

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

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

# **2023 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.**

| <u>Page</u>                        | <u>Dimensions</u><br><u>(Width X Height)</u> | <u>Rate</u> | <u>Event Partner Rate</u> |
|------------------------------------|----------------------------------------------|-------------|---------------------------|
| 1/4 Page                           | 3.75"(W) X 5"(H)                             | \$210.00    | \$170.00                  |
| 1/2 Page                           | 7.5"(W) X 5"(H)                              | \$285.00    | \$230.00                  |
| Full Page                          | 7.5"(W) X 10"(H)                             | \$435.00    | \$350.00                  |
| Registration Packet Insert Flyers* | 8.5"(W) X 11"(H)                             | \$510.00    | \$410.00                  |

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

**DEADLINE FOR ARTWORK: MARCH 31, 2023**

## **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)