

## CMSA Officers Invite All Members to Attend the 2023 Annual Convention



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California Relocation  
Services



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Jesse Chabot  
Golden West Moving  
Systems, Inc.



Secretary/Treasurer  
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& Storage

105 years of moving greatness! Save the date for the upcoming 105th annual CMSA convention. This year's convention will be held from May 16-21 at the Omni Rancho Las Palmas Resort & Spa in Rancho Mirage, CA. This location is a favorite to many, including myself, and is a family friendly location. Who can resist a pool with a lazy river! Last year's

(HAMMER INVITE continued on page 7)

Omg it's happening! It's going to be lit !!! Now that I have your attention, please join us for the 105th Annual CMSA Convention at the beautiful Omni Rancho Las Palmas Resort and Spa in Rancho Mirage, California May 16 through the 21st.

Come enjoy great and informative meetings, lots of delicious food and a chance to get your business in front

(CHABOT INVITE continued on page 7)

I would like to invite you to attend the CMSA's 105th Annual Convention in Rancho Mirage, CA. I know it seems like it can be hard to get away from our grinding business, but this one is worth it. The Omni is a great resort with all the amenities for you and your family to enjoy. Being only about an hour and a half from my house, my family would go

(SARRO INVITE continued on page 7)



## Register Now!

**105th CMSA Annual Convention  
Omni Rancho Las Palmas Resort  
Rancho Mirage, California  
May 16-21, 2023**

Visit the convention kiosk at:

<https://bit.ly/CMSA2023Convention>



## CHAIR'S CORNER

by Shiree Hammer

When I read the theme for the convention this year, the first thing I thought of was the Disney movie Aladdin. The overall theme of this movie is that infinite strength and wealth comes from within. Also, that it is better to be yourself, as true identity is a buildup of character not wealth. So, how does this relate to moving... The fact is, we are living in "A Whole New World." This year the GHC award to HomeSafe Alliance will become a reality in September. Whether you are a military mover or not, this will cause you to look at your company identity and see what you can do to protect your business, diversify, or become more versatile. Change is upon us, so knowing what your company does well and excels at can certainly make the process smoother. Trying to push an agenda that is not your company's strength can be an uphill battle. The moving world is also

changing with the need to start looking into electric trucks and improved technology. The zero-emission rules linger in the near future, as well as the technological demand to improve efficiency and please the consumers need for instant gratification.

As mentioned in my convention invitation I have been attending these conferences since the year 2000. One of the many benefits of attending the conventions is the first-hand knowledge on topics like I mentioned above; but most important for me is the part the CMSA has played in my personal growth. I started attending conventions with my family without knowing much about the CMSA or the moving industry. Over the last 24 years, the knowledge, and relationships I have gained from attending CMSA events has certainly helped build my confidence as a leader at Cal Relo. It has also encouraged my growth into a leadership role with the CMSA board and my current position as chair. The bottom line is the more you are involved with something the more you get out of it. The CMSA encourages members to listen with an open mind and communi-

(CHAIR'S CORNER continued on page 4)

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## PRESIDENT'S COMMENTS

By Steve Weitekamp

First, I would like to congratulate CMSA Chair Shiree Hammer for recently completing her 12-chapter visits. Her presentations were well received and our membership appreciated all

that she brings to the table in support of our Association. While her work is not complete, the completion of her chapter visits is a milestone that can seem daunting but always ends up being very satisfying and enlightening in the year of a CMSA Chair. Her year as chair is passing quickly and I hope that you will be with us at our upcoming convention to join me in thanking her for her service to our industry. The good news is that she will be with us well into the future, continuing to have a positive impact on our Association.

CMSA gets notes from members about all manner of criminal activity online, sepa-

rate from the actions of unlicensed operators. Never in the history of mankind has a tool become more pervasive in as short a time as the Worldwide Web. The Worldwide Web is a global information medium which users can access via computers connected to the internet. While many of us have been alive longer than this tool, invented in 1989, it is still difficult to comprehend how new this technology really is, or how we have become so dependent on it. Even in that short window of time, definitions of what a computer is and how one is connected to the internet have changed radically. It seems close to impossible to function in today's society without almost continual engagement with technology and the web. While the positives are many, we continue to encounter negatives—system hacks that can cause real damage to everything from a social media account, individual financial scams, to an entire network held for ransom.

We all need to remain vigilant online. Don't provide personal or company information to anyone you don't know. Don't open any attachments that you are not ex-

*(PRESIDENT'S COMMENTS continued on page 4)*

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(CHAIR'S CORNER continued from page 2)

cate ideas and strategies. All while making sure the movers voice is always heard.

Last month concluded my tour of the state with CMSA President Steve Weitekamp. I had great visits with the Central Valley, Mid Valley, Monterey & Central Coast chapters. Thank you to all the chapter

presidents that arranged and organized these great events. Also, a thank you to IAM leaders Chuck White and Dan Bradley, as well as Ryan Bowley of ATA for their presentations on government and military affairs in January. Now, don't forget to get registered for CMSA's 105th Annual Convention, see you all in the desert!

(PRESIDENT'S COMMENTS continued from page 3)

pecting. Pay close attention to who is actually emailing you, if the email doesn't seem right just delete it. Always use Two-factor authentication (2FA) on all financial accounts. Regularly review email policies with your team, it only requires one nefarious email attachment to be opened to place your entire system in a ransomware predicament. Let's hope that you have your computer backed up on an external drive.

On January 18, BHGS Advisory Council met. Several items related to Household Movers were on the agenda:

Our friend, BHGS Policy Manager

Yeaphana LaMarr, has left the Bureau to take the job of Legislative Chief at the Contractors State License Board. Congratulations Phana, we will miss you at the Bureau!

We received an update on the Bureau's Information Technology modernization program. We expect to have the HHG permit application online by the end of February and the opportunity for permitted movers to file and pay quarterlies online Fall 2023.

We discussed BHGS Sunset Review, a requirement for each state agency to make their case for continuing to operate to the California Legislature.

BHGS was required by legislation in the

(PRESIDENT'S COMMENTS continued on page 6)

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(PRESIDENT'S COMMENTS continued from page 4)

2018 transfer of authority from the CPUC to do a fee study (what movers pay the state) by 2023. Recently conducted, the study called for a significant increase in fees. The Bureau, based upon our current financials has stated that they will not implement a fee increase at this time, but we don't expect this to last forever.

Expect enforcement of permitted movers in the future. For the last 5 years we have

seen almost no action against permitted movers. I don't expect a high frequency, but any enforcement could hold greater consequences for those violating the regulations.

Now is the time to register for the 105th Annual CMSA Convention. We have made considerable effort to provide a quality program and venue, but we need you to make our convention a success!



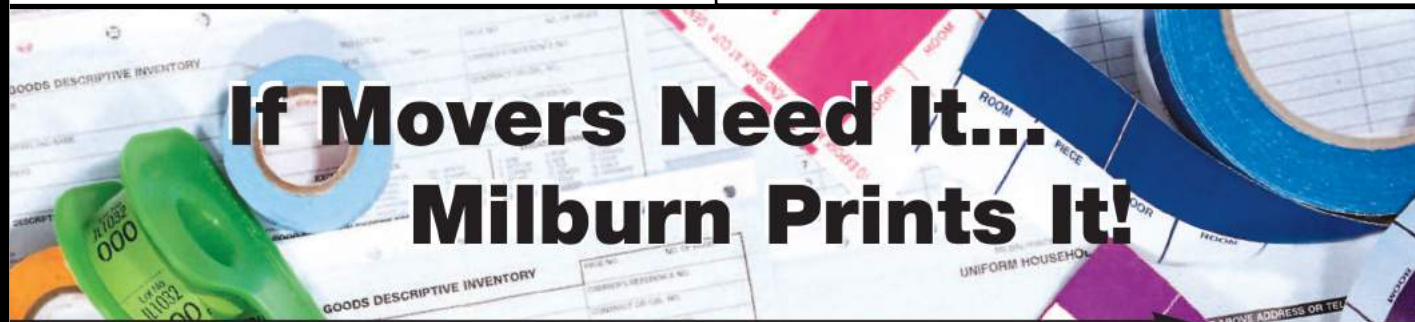
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*(HAMMER INVITE continued from page 1)*

convention in Reno was well attended and enjoyed after the two-year pause due to the pandemic. I have been attending CMSA convention since the early 2000's and each convention has a unique itinerary with an abundance of information to be shared. There will be no shortage of that this year. On top of learning about important issues

facing our industry it is always great to see old moving friends and meet new ones. It is never too late to get involved and become active with the CMSA and its leadership. I truly hope you consider making the trip out to the desert for the convention and the celebration as Jesse Chabot's takes on his new role as the CMSA Chair.

*(CHABOT INVITE continued from page 1)*

of business leaders, and partners all over the country.

Use this convention as an opportunity to catch up with old friends, make some good business contacts, get out of your comfort zone and meet some new people. Meeting new people should be your number one goal.

The hotel itself has everything from

beautiful rooms, great dining options, a lazy river and waterslides. So when we're not in meetings we can be making business deals floating down the river.

With everything ending on Saturday night with the grand finale of the Chairman's Ball. The last hurrah for the week. So come enjoy yourself, improve your business and don't leave early.

*(SARRO INVITE continued from page 1)*

here for quick little get-out-of-town trips. I would even recommend a couple of our favorite stops like The Living Desert Zoo, The Palm Springs Aerial Museum or my favorite The Palm Springs Aerial Tramway. You wouldn't know it, but there are pine trees at the top of that big desert hill. You can spend a whole day up there.

I can't express the value that comes from attending these events. Before I was involved in the CMSA, I just viewed everybody as a competitor. Over the last 10 years I cannot begin to describe the relationships that I have built throughout the entire state. It has definitely helped Blue Chip Moving and Storage grow and become who we are

today. Not to mention the friendships that I have formed along the way. I have lost count how many times I needed help with a potential sale or that somebody from the CMSA network was there to help. Having confidence in another company to act as an Origin or Destination agent can make or break a move. I am always willing to help another mover when I can, but when it's my cell phone and a friend you can be sure I am going to do everything I can to help.

So, make sure to get registered early, and if you can, bring the family. You can enjoy the sun by the pool while meeting new moving friends! Don't forget your business cards.

# Senators Introduce Catalytic Converter Theft Bill

Legislation aimed at reducing the theft of catalytic converters was introduced in the U.S. Senate this month.

The Preventing Auto Recycling Thefts (PART) Act, sponsored by Democratic Sens. Amy Klobuchar of Minnesota and Ron Wyden of Oregon, would require marking converters with a traceable identification number. It also would establish converter thefts as a criminal offense.

The bill is in response to nationwide thefts of the devices. The measure's provisions are designed to assist law enforcement.

As Klobuchar said Feb. 2: "By making catalytic converter theft a criminal offense and ensuring each converter can be easily tracked, our bipartisan legislation would provide law enforcement officers with the tools and resources they need to crack down on these crimes." She is a member of the commerce committee on trucking policy.

"This bill will bring us one step closer to solving this problem by strengthening local law enforcement's ability to locate stolen car parts and address these thefts as a criminal offense," added Wyden, chairman of the finance committee on tax policy.

Specifically, the PART Act would require an identification number stamped onto the converter of new vehicles. The bill also would establish enforceability of laws around the theft of a catalytic converter.

To lend bipartisan support to the bill, cosponsors include Republican Sens. Mike Braun of Indiana and J.D. Vance of Ohio.

"This bipartisan bill will crack down on catalytic converter theft by making it a criminal offense and requiring new vehicles to have a Vehicle Identification Number stamped onto the converter to help law enforcement track stolen parts back to their

owners," said Braun, a member of the budget committee.

"I'm proud to introduce this bill with my colleagues and provide our law enforcement with some much-needed assistance to get this problem under control," Vance added.

The bill's committee consideration has yet to be scheduled.

Rep. Jim Baird (R-Ind.) led the bipartisan introduction of companion legislation in the

U.S. House. "Across the country, millions of Americans are faced with costly repairs to their vehicles thanks to skyrocketing rates of catalytic converter thefts," said Baird, a member of the agriculture committee. That bill also has yet to be debated in committee.



*An anti-theft ID on an older catalytic converter. (mastergard.com)*

Stakeholders endorsing the legislation include the American Truck Dealers, American Trucking Associations, the Automotive Recyclers Association, the National Automatic Merchandising Association, the National Automobile Dealers Association and the National Insurance Crime Bureau.

"Consumers across the nation are falling victim to rising catalytic converter theft, leaving them with costly repairs that are often worsened by supply chain woes," said NADA president and CEO Mike Stanton.

"America's franchised auto dealers urge Congress to pass this important legislation."

David Glawe, president and chief executive officer of the National Insurance Crime Bureau, affirmed: "There is very little deterrent for thieves who commit these property crimes and, therefore, it is paramount for Congress to take action and make stealing a catalytic converter a felony. Introducing stiffer penalties can deter would-be criminals from committing these acts in the first place."

*Source: Transport Topics*



# Top 10 Things to do for Your Moving Company to Weather a Potential Economic Storm



We are living in very uncertain times, that is certain. The last few years during many firms in the moving industry did very well. For a variety of reasons such as:

- 1) The transportation industry was considered "essential".
- 2) Covid in many ways increased mobility- as many employers gave their employees the green light to live wherever they wanted, so many chose to move from high cost to lower cost markets to save money and improve quality of life.
- 3) Interest rates were historically low, and it was easy to get a mortgage.

Having said this, times have changed very quickly. Inflation is rampant, interest rates have more than doubled and the standards to obtain a mortgage are much more stringent. As a result, the number of moves will likely be highly reduced as many simply can't afford to move because a mort-

gage on a new home could be double the currently monthly amount. Therefore, it is much more important for us all to manage our business' through the new economic reality. Here are some things to consider:

- 1) *Review all credit cards*- Many of us put a ton of reoccurring expenses on our business and personal credit cards and at times have these on autopay. Now is the time to review each monthly expense and cut out whatever is not essential.
- 2) *Trim all unnecessary labor*- Many of us "carry many additional staff during the off season" even though business volumes do not support this as we want to ensure we have the experienced talent

(TOP 10 THINGS continued on page 10)

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we need for the busy season. Now is the time to evaluate performance and keep only the high producers. Eliminate all marginal staff and free them up, to hopefully find an new opportunity that they can excel at.

- 3) *Everyone is in sales*- You must create an environment where every staff member, and in fact everyone circle of influence, is a salesperson. Create a "bird dog bonus" for all staff and family and friends that refer anyone that results in work.
- 4) *Work your butt off*- You must internally say that you will not be participating in the recession and you must focus, and get after it!
- 5) *Focus on your staff*- It is critical that you have open and honest dialogue with your teams, set realistic objectives/standards and have an organizational attitude of not making excuses- but meeting performance objectives.
- 6) *Train and retrain*- This is the time to ensure your standards and training are all

buttoned up.

- 7) *Cross train staff*- When possible set up an organizational cross training schedule so that staff know how to do numerous other roles...this will lead to more efficiency.
- 8) *Work on your brand*- get really clear on what your brand stands for and ensure you are organizationally consistently delivering on this.
- 9) *Don't say we don't do that*- we all often focus on what we do best in our business lines. However, if other potential business presents itself (that might not now be your core competency) see if it makes sense to stretch a bit and diversify.
- 10) *Set aside time for solitude*- for me this is a time to get grateful, read, meditate and allow my mind to wonder...it has proved to be valuable and cathartic.

Jim Walsh, Founder/President  
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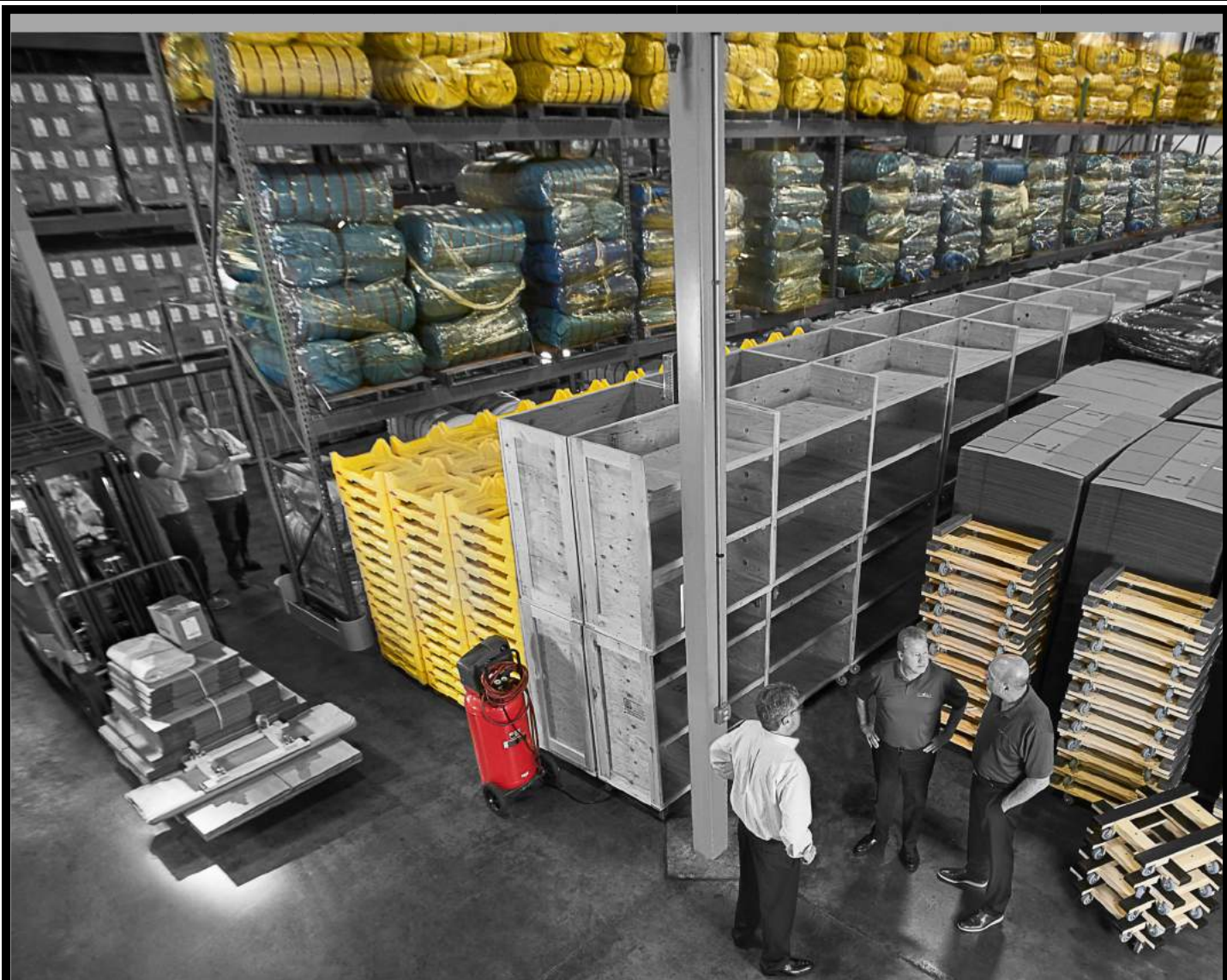
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## Leadership announcement from DeWitt Move Worldwide

San Diego, CA February 9, 2023, - Michelle Hardwick-Yuill has joined DeWitt Move Worldwide as Director of Global Commercial Sales. She is responsible for international sales strategy and oversees a team of account representatives, operations, and customer support. Her focus will include growth and development of clientele with a focus on providing exceptional customer service.

Hardwick-Yuill brings over 11 years of industry experience in overseas relocation and project management for corporate and private clients. She earned a bachelor's degree in Humanistic Psychology from Sonoma State University and spent a semester abroad in Florence, Italy. She became fascinated with other cultures and traveling the world during that time. This is ultimately what planted the seed for her career in the ever-evolving international moving industry.

DMWW Executive Vice President Jeff Nadeau said, "Michelle brings top-notch client experience and valuable knowledge of international partnerships to our organization."

Prior to joining DeWitt Move Worldwide Hardwick-Yuill was an international account executive for Unipack and an art consultant at Kuivato Glass Gallery in Sedona, Arizona. She lives in Encinitas, CA where she enjoys gardening and spending time with her husband and 3-year-old daughter.

Every project that comes across my desk requires a fine attention to detail and



an ability to take the reins from start to finish to ensure not only satisfaction but a smooth and seamless transition for our clients," she said.

Hardwick-Yuill's extensive experience has earned her proven success through superior customer service skills and the ability to set and exceed her goals.

DMWW President John Burrows said, "We are excited to welcome Michelle to our organization and look forward to her perspective on how we can effectively grow in the international space. Her experience in global relocations is sure to be a major asset to our organization as we continue to grow in 2023 and beyond."

*Source: DeWitt Move Worldwide,  
Contact: Jeff Nadeau, Executive VP*

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# Warehouse Safety Best Practices for OSHA Compliance

## [Champion Risk & Insurance Services](#)

welcomes the opportunity to provide you with important information about insurance coverage and issues that can help you mitigate risk for your business. This month, we're sharing information about best practices for warehouse safety to keep your business compliant with OSHA rules and regulations and reinforce safety culture. Please contact [Casey Myers](#) with questions about any insurance-related matters.

Warehouse safety relies on workers being aware of their surroundings and being prepared to respond to hazards that arise. OSHA warehouse rules and regulations address the varying dangers that can affect the safety of workers.

In fiscal year 2022 (Oct. 2021 – Sept. 2022), [OSHA issued 400 citations for a total of almost \\$1.7 million dollars in penalties to warehouse owners](#). The most

common violations were for:

- 1) Powered industrial trucks.
- 2) General materials handling.
- 3) Maintenance, safeguards and operational features for exit routes.
- 4) General
- 5) Hazard communication

As of mid-January, [OSHA's maximum penalty amounts](#) increased as follows:

- Serious / Other-Than-Serious / Posting Requirements - \$15,625 per violation.
- Failure to Abate - \$15,625 per day beyond the abatement date.
- Willful or Repeated - \$156,259 per violation.

In addition, states that operate their own [Occupational Safety and Health Plans](#) are required to adopt maximum penalty levels that are at least as effective as Federal OSHA's.

## Top Tips for Warehouse Safety

Using the tips below, you can help warehouse workers stay safe, free from injury, illness and even death. A safe work environment translates into more productive employees with less turnover, so keeping your team safe and healthy boosts your bottom line, too.

### 1) **Keep areas clean and organized**

- Dispose of trash and recyclables immediately. Keep work surfaces clear and orderly. Improve employee movement and efficiency by grouping similar items in a logical flow. Clean up spills. Have spill control measures ready. Tape work area outlines on floors. To reduce slips and falls,

keep cables tied up and remove anything that could become a trip hazard.

- 2) **Only certified personnel should operate equipment** - this may seem obvious, but it's a good reminder. Certification helps operators learn the correct way to load and unload forklifts, properly move and stack boxes, how to maintain equipment and how to guide the forklift.
- 3) **Define forklift paths** - Forklift and pallet jack paths should be clear. Consider upgrading to lithium-ion batteries which charge in as little as one hour, eliminating the need to remove



(WAREHOUSE SAFETY continued on page 15)



large heavy forklift batteries. It also removes the risk of toxic spills from battery watering and the necessity for battery charging rooms. After making this change, forklift paths may need to be adjusted and simplified.

- 4) **Supply and require the use of PPE** - personal protective equipment should be tailored to your warehouse conditions and may include safety vests, steel toed boots, hardhats and hearing protection.
- 5) **Inspect equipment regularly** - conduct regular inspections and maintenance of racks, conveyors and lift



equipment.

- 6) **Hold routine safety training** - Conduct initial training for all new hires. Schedule ongoing training sessions quarterly or as needed. Anticipate the need for new safety standards when internal and external changes occur, like acquiring new equipment and modification of state or federal regulations.
- 7) **Optimize warehouse layout** - Develop a logical flow. Reduce difficult and awkward movements for people and equipment. Solicit feedback from managers and workers about how reconfiguring tasks or flow could enhance productivity.
- 8) **Have an emergency plan and hold readiness drills regularly** - Develop emergency preparedness procedures

(WAREHOUSE SAFETY continued on page 16)

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- 9) **Encourage communication** - Solicit input from the floor. Having a safety suggestion box is an anonymous way for people to provide new ideas. In addition, you may want to hold safety feedback meetings to uncover small or large changes that can help reduce risk of injury, preserve health and improve employee morale as their voices are heard.

OSHA provides resources for employers looking for compliance assistance, including



Casey Myers

a [Warehousing Pocket Guide](#) and an [On-Site Consultation Program](#) which offers individualized assistance to small businesses at no cost. For more information, please contact their [Regional or Area Office](#) near you.

[Casey Myers](#) is an insurance industry veteran with more than 17 years' experience. As vice president for [Champion Risk & Insurance Services](#), she specializes in providing insurance coverage and guidance for moving and storage clients. Prior to joining Champion Risk, Casey worked for Paul Hanson Partners.

She is well-versed in industry trends, challenges and changes facing the household goods industry and serves as an associate board member for the California Moving & Storage Association (CMSA).

*Source: Casey Myers, Champion Risk & Insurance Services*

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## Labor Law Corner



*Are meal break requirements determined by the total length of an employee's shift, or by the number of hours the employee actually works?*

Meal break requirements in California are determined by the number of hours an employee actually works each day. The length of the employee's assigned shift may be longer than the number of hours actually worked in a few situations.

### Basic Meal Break Requirements

First, let's take a look at the basic meal break requirements for nonexempt employees in California:

- An employee who works more than 5 hours is required to take to an unpaid meal break of at least 30 minutes. The employer and employee can mutually agree to waive the meal break so long

as the employee works no more than 6 hours.



- A second 30-minute meal break is required if the employee works more than 10 hours. However, that second meal break may be waived by mutual consent so long as the employee works no more

than 12 hours and as long as the first meal break of the day was actually taken.

### Shift Length vs. Hours Worked

Confusion over meal break requirements can arise when comparing shift length to hours worked. When calculating hours worked, we look at the total shift length and subtract out any unpaid meal periods or other time off.

Consider the following example:

(LABOR LAW CORNER continued on page 18)



## YOUR ALLY IN MOVING & STORAGE

For 50 years and counting, IAT TransGuard has been a leader in the Moving & Storage industry. Our specialized program and loss control services aim to meet your unique needs. Coverages include Auto Liability, Physical Damage, Cargo, General Liability, Warehouse Legal, Property, Crime, Moving Equipment and Umbrella.

Scan the QR code to connect with an agent in California or visit us online at [www.iatinsurance.com](http://www.iatinsurance.com) and select Find an Agent to learn more.



- Joe is scheduled to work from 8 a.m. to 6:15 p.m., which is 10 hours and 15 minutes. Because Joe is scheduled for more than 6 hours, he of course must take at least one 30-minute meal break. But since Joe's shift is 10 hours and 15 minutes long, is he then entitled to a second meal break? The answer is no, since Joe actually worked only 9 hours and 45 minutes because he took a 30-minute meal break.

The law looks to how many hours the employee actually worked, not the total number of hours of the assigned shift. It's important to remember though that all required 10-minute rest breaks do count as time worked for calculating meal break requirements, even though employees are not working during their rest breaks.

Another situation that sometimes causes



confusion is where an employee takes time off during the day, such as for a medical appointment, and uses paid leave time:

- Jane regularly works an 8-hour day from 8 a.m. to 4:30 p.m., and normally takes a half-hour lunch around noon. If Jane was planning to leave work at noon for a medical procedure and use sick leave for the rest of the day, she would not be entitled to a meal break because she

would be working less than 5 hours. Although Jane would be paid 8 hours for the day (4 hours worked plus 4 hours of sick leave) she would not actually work enough hours to trigger the meal break requirement.

It's important to note that there are exceptions to these general meal break requirements in certain industries, such as health care and construction, as well as under some collective bargaining agreements.

*Source: Cal Chamber Alert*

## CALIFORNIA, COVERED

### NORTHERN CALIFORNIA

(800) 817-5581

cstr@victorypackaging.com

### SOUTHERN CALIFORNIA

(800) 288-5100

csla@victorypackaging.com







## Association Leaderboard Report

**CMSA Enrolled  
Movers: 85**

CA Mover 2022 Leaderboard		Total Lbs.	CMSA Report Food Collected and Delivered		
1	Budd Van Lines	543	Monthly	Year to Date	All Time
2	NOR-CAL Moving Svcs	450	1,430 lbs.	1,430 lbs.	1,398,886 lbs.
3	Mother Lode Van & Stg	437			
<b>JOIN THE MOVE FOR HUNGER</b> <a href="https://moveforhunger.org/join">https://moveforhunger.org/join</a>			1,192 meals	1,192 meals	1,165,738 meals

## CALENDAR OF EVENTS

Tue., Feb. 14	MAX 4 Tariff Zoom Workshop	Sat., Apr. 1	North Bay Chapter Bocce Ball Tournament
Tue., Feb. 21	North Bay Chapter Mtg	Wed., Apr. 12	San Diego Chapter Golf Tournament
Wed., Feb. 22	San Diego Chapter Mtg	Sun., Apr. 23	Greater LA Chapter Day at the Races
Thu., Feb. 23	Northern Region Chp Mtg	<b>105th Annual CMSA Convention Omni Rancho Las Palmas May 16-21, 2023</b>	
Wed., Mar. 8	CMSA's Legislative Day		
Tue., Mar. 14	MAX 4 Paperwork Review Workshop	Fri., Oct. 13	Monterey Bay Chapter Golf & Bocce Tournament
Fri., Mar. 24	CMSA's Women on the Move - Honrama Wines		

## CLASSIFIED ADVERTISING

### BUSINESS WANTED

We are interested in purchasing all or a part of your business. We are able to provide quick cash for certain assets. We can assist in an exit strategy. Major CA markets are desired. Discussions will be in strictest confidence. Send information to CMSA, Box J1, 10900 E. 183rd St., #300, Cerritos, CA 90703.

### EMPLOYMENT OPPORTUNITY

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

Rebel Van Lines is looking to hire Class A & B drivers. To apply, please email nan@rebelvanlines.com or call 800-421-5045.

### FOR SALE

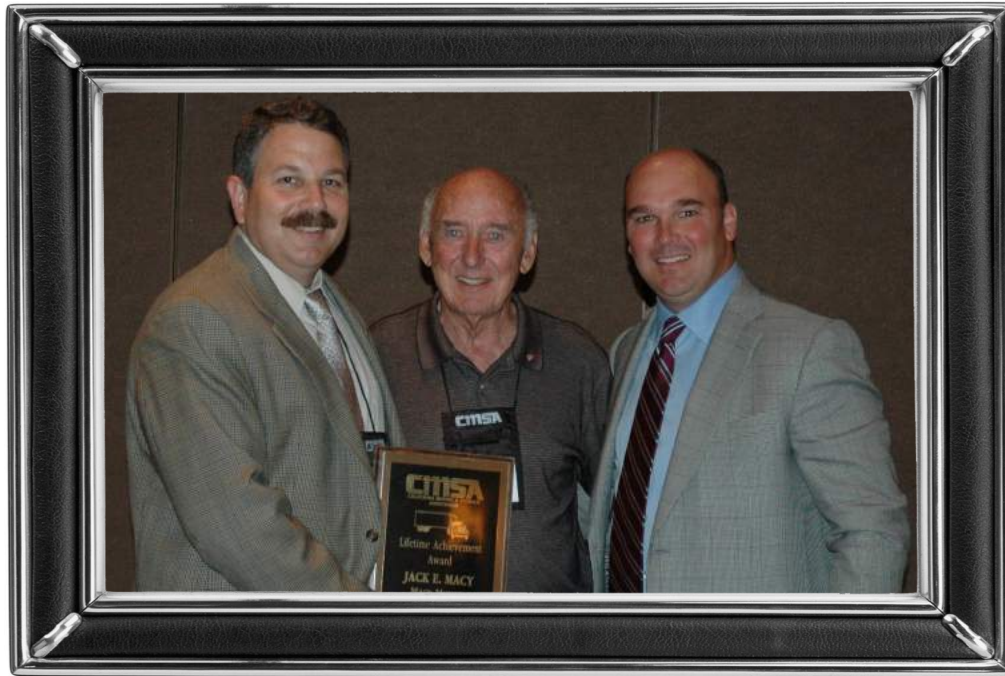
Storage Vaults for sale \$170.00 @ 300 available. Located in Bakersfield, KD and ready for pick up. Moving equipment for sale- Pads, dollies, ramps, carts, etc. Call for list and pricing 661-201-3548.

### EMPLOYMENT OPPORTUNITY

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

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.

# HISTORICAL PHOTO



*Photo taken at the 2008 CMSA Annual Convention at the Omni Rancho Las Palmas - Former CMSA Chairman (1982-1983) Jack Macy (middle) receives a Lifetime Achievement Award for his service to CMSA and the moving industry. CMSA President Steve Weitekamp (left) and Former CMSA Chairman (2007-2008) Steve DeBolt (right).*



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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.**



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### 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.**

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[info@DeWittMove.com](mailto: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](http://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](http://www.thecmsa.org) and clicking on the Convention Calendar webpage. Reservations must be made by 5 PM (PST) **April 24, 2023** to guarantee the special group room rate. All major credit cards are accepted for deposit. Special CMSA rates apply to extended stay three days before and after the convention dates based on availability, so make reservations ASAP!

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



## **2023 CONVENTION EVENTS**

**ALL GENERAL SESSIONS AND PANEL DISCUSSIONS ARE FREE TO ATTEND**

**Thursday, MAY 18**

**YOUNG PROFESSIONALS GROUP MEETING**

**EXHIBITORS WELCOME RECEPTION**

Food, Beverage, Latest in Industry Products and Service Technologies

**Friday, MAY 19**

**RANCHO MIRAGE BREAKFAST**

**CMSA GENERAL SESSION**

**CACTUS FLOWER LUNCHEON**

**MILITARY BREAKOUT SESSION**

**STARRY DESERT NIGHTS PARTY**

**Saturday, MAY 20**

**DESERT SUNRISE BREAKFAST**

**CMSA GENERAL SESSION**

**VAN LINE PANEL DISCUSSION**

**OASIS AWARDS LUNCHEON**

**CHAIRMAN'S RECEPTION & DINNER/BALL**

# 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](mailto:information@thecmsa.org)

# California Moving & Storage Association

105th Annual Convention – Booth Diagram

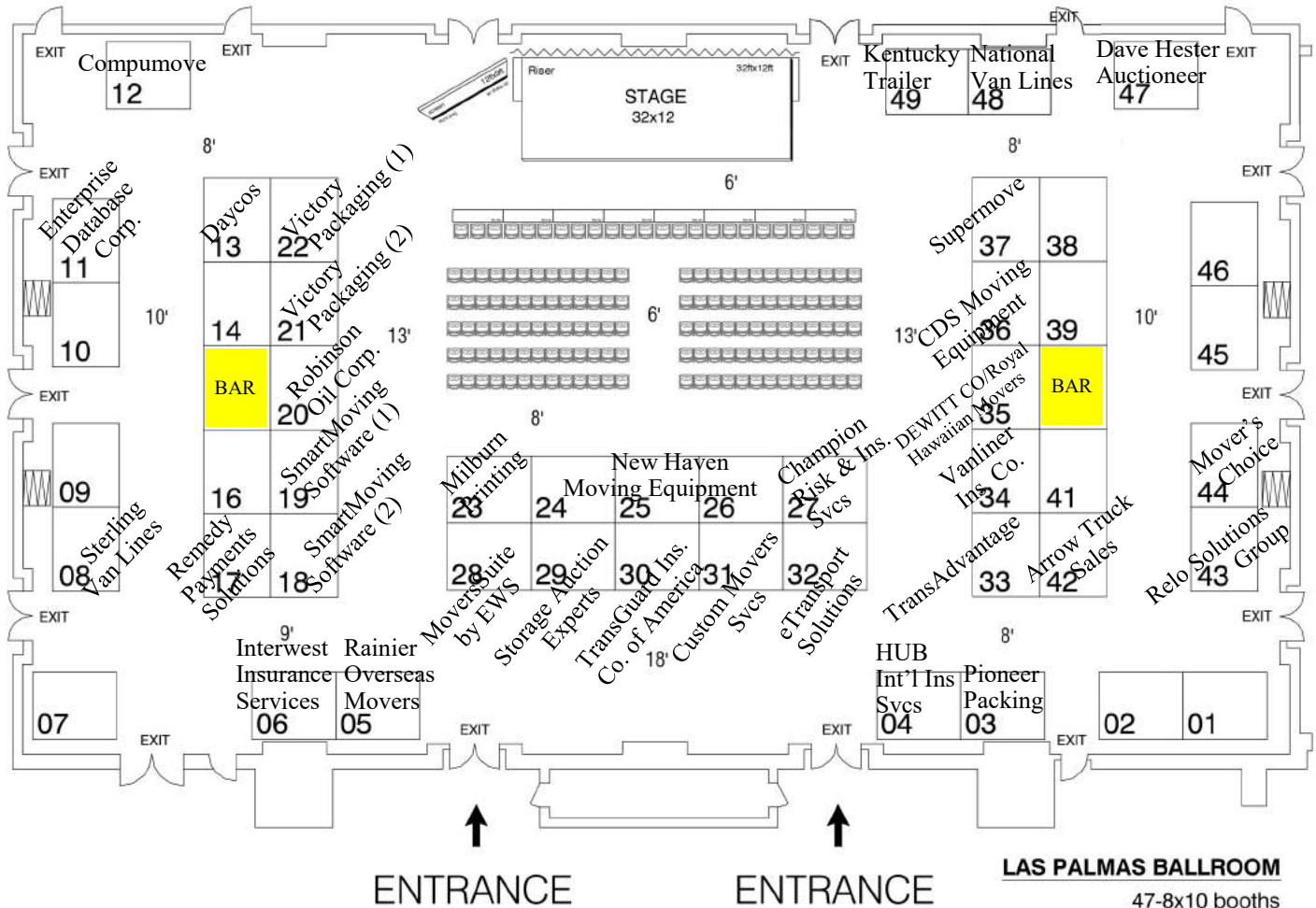
Omni Rancho Las Palmas

41-000 Bob Hope Drive

Rancho Mirage, CA 92270

Exhibit Dates: May 18–20, 2023

## LAS PALMAS BALLROOM



As of 1-27-2023



## 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, Golden West Moving  
Systems, Atlas, National, North American,  
Interstate, Allied, Wheaton | Bekins  
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 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