

PRESS RELEASE

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January 2, 2023 - FOR IMMEDIATE RELEASE

THE BUREAU OF HOUSEHOLD GOODS AND SERVICES PUBLISHES ITS 5TH ANNUAL REVISION OF THE MAX 4 TARIFF

(CMSA, Cerritos, CA) – The 2023 MAX 4 Tariff became effective January 1, 2023. Based upon calculations established by a CMSA petition in 2011 the annual increase on all tariff rates is 6.4%. Rate increases are based on Consumer Price Index information from both Northern and Southern California and then multiplied by a productivity factor. Prior to CMSA's petition, the factor was 0.66 which resulted in a long-term deterioration in moving rates. Our advocacy resulted in a dramatic change in the factor, which has resulted in the current multiplier of 0.95.

BLS All Urban Consumers Index Category			
	October 2021		October 2022 ²
LA-R-O area	871.446		936.600
SF-O-SJ area	963.065		1020.851
2020 total	1834.511	2021 total	1957.451
2020 avg.	917.256	2021 avg.	978.726
(21 avg. - 20 avg. / 20 avg.) x 100 = change x 0.953 = adjustment			
((917 - 877.354) / 877.354) x 100 x 0.95 = 4.3%			

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rounded:

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CHAIR'S CORNER

by Shiree Hammer

Happy New Year! Just like that, the holidays are over, and a new year begins. Typically, January 1st is the time of year when people set New Year's resolutions and goals. Whether it is to maintain a healthier diet, exercise more, spend less, or even drink less. It sets the tone for a fresh start. But, what about a New Year's resolution for your company? Businesses deserve a fresh start as well, right? Some resolutions or goals work the same for a business: save money, learn something new, get organized, grow or break a record, obtain new business, and strengthen relationships with employees, partners, and suppliers. Change can be positive and contagious, when you make a change in one area you are bound to see it flow through other areas of your life and business. I recently read a quote online that says, "Wherever your attention goes, your

energy flows."

In 2022, the industry talked a lot about being more flexible and comfortable with change and being open to new ways of communication and doing business. Perhaps a good New Year's resolution for your company is to embrace new innovations and adapt to the modern era of mobility. Another idea that comes to mind is to inspire others to encompass these ideas as well. Whether it is through training or driven through leadership, teamwork, and attitude. It is always good to set updated goals and targets as you strive to accomplish success in the new year.

The idea of resolutions and goals can also work industry wide. Emerging technology increased compensation, and employee understanding, as well as a positive industry culture has the potential to appeal to a new generation of drivers and movers.

January also brings the end to my CMSA tour with CMSA President Steve Weitekamp as we plan to visit the Central Valley, Mid Valley, Monterey, and Central Coast chapters this month. The Twin Counties, San Di-

(CHAIR'S CORNER continued on page 4)

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Year

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PRESIDENT'S COMMENTS

By Steve Weitekamp

2023 has started and I hope you took a moment in the final hours of 2022 to look back on what a wild year it had been! We started 2022 in a lingering pandemic (who could have ever conceived it would plague us for more than two years?) with many things still challenging even for those of us who remained healthy while continuing to provide essential services to our customers and our crews. The silver lining, at least until mid-July was the longest peak season in industry history. Remaining busy and profitable (although most would suggest at a smaller margin) covers up many issues and concerns. I hope you took a moment to congratulate yourself and your team on surviving, not just physically intact, but financially and psychologically in what has been a challenging time for many.

The home buying market slowed signifi-

cantly in mid-July of 2022 when interest rates, which had been historically low for several years, quickly spiked. The spike was a reflection of actions taken by the Federal Reserve to address quickly increasing inflation in our country. Regardless of why, the reality was that if you listed a home for sale on July 1, 2022, it was most likely purchased within a week with multiple offers over asking price with the possibility that there had never been an in-home visit by the future buyer. If you listed a home for sale on July 25, 2022, it languished several months on average, and if the seller wasn't reasonable (think concessions or reductions), who knows. All of which is negative for the business of a household goods mover. All the more reason that even when things are at their best we are always looking for diversification opportunities.

Personally, 2023 has started with some lessons, at least one of which I will share with you here. I have always been an individual who believes in hard work and the not always prudent philosophy that if we are mentally tough we will overcome the obsta-

(PRESIDENT'S COMMENTS continued on page 4)

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(CHAIR'S CORNER continued from page 2)

ego, and Central Valley will all host IAM and ATA discussing business with the US military. These will all be great meetings and I

hope to see you there.

I wish you all success this month and in the year ahead. Now, let's get Moving!

(PRESIDENT'S COMMENTS continued from page 3)

cles placed in front of us. I will admit that for an extended period (kind of embarrassed to go any deeper), I have suffered from at least moderate abdominal pain. Generally, it happened in the evening and rarely had a negative impact on my work so I foolishly ignored and or rationalized the issue, avoiding a medical exam which would have most likely identified the problem more than a year ago.

The first week of January included our very successful MAX 4 Tariff review with 100 screens, our maximum, representing approximately 100 CMSA member companies. The second week of the year included the annual chapter military meetings with the International Association of Movers and their leadership, President Chuck White, and Military and Government Affairs VP Dan Brady as well as a first time visit to this event from ATA MSC Executive Director

Ryan Bowley. The Tuesday meeting of the Twin Counties Chapter in San Bernadino went very well with respectful and active member participation. The personal issues for me arose on the drive from San Bernadino to San Diego.

I was lucky to have Chuck and Dan with me on the night drive between the two chapter meetings. Almost immediately after heading out on our 107-mile journey I felt ill with both stomach and back pain, many say in the late stages of my illness symptoms mimic a heart attack. My first lesson, if you are having an issue, tell someone, many people want to and can help. I have been a student of the school of my problems are my own and I don't want to burden anyone for a longtime, I obviously failed to read the email that the school had been closed long ago and their teaching had been discredited.

(PRESIDENT'S COMMENTS continued on page 6)

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(PRESIDENT'S COMMENTS continued from page 4)

Finally at Miramar Rd I pulled off the road and announced to Chuck and Dan that I felt ill and couldn't drive any further, Chuck immediately sprang into action and remained a huge help until I was in the hospital. Chuck asked if he could take me to an urgent care, to which I responded no. I guess I thought it was better to just suffer in my hotel room. I rationalize that I had probably eaten something that disagreed with me.

After being extremely ill the majority of the night and not feeling any better in the morning I took Chuck up on his offer to take me to the local urgent care which resulted in immediate hospitalization and robotic surgery to remove my gallbladder two days later. There is so much more to the story, but this was more about the lesson.

I am lucky, first my health is quickly recovering. Second, how blessed I am to have my CMSA network of real friends and respected colleagues. I want to thank Chuck White for ensuring that I got the care I needed. My staff for continuing to support me and genuinely showing care. Thank you to

Tim and Linda McCarthy for driving me home from San Diego on Friday evening after my hospital stay. A special thanks to CMSA Chair Shiree Hammer with whom I remained in contact and who was in attendance at all three military affairs meetings. Thank you to all of you who care about our Association, and its leadership.

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December 19, 2022

California Highway Patrol (CHP)
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RE: CMSA Comments on CHP Proposed Regulations Requiring Electronic Logging Devices for Intrastate Motor Carriers and Drivers (CHP-R-2018-09)

The California Moving and Storage Association (CMSA), the trade association representing the state's regulated and permitted moving companies, submits the following comments on the CHP's regulatory proposal to require an Electronic Logging Device (ELD) as the method for preparing an intrastate driver's Record of Duty Status (RODS) to demonstrate Hours-of-Service (HOS) compliance. Specifically, CMSA appreciates and acknowledges the CHP's obligation to conform with federal law in this area, including the need for further modifications to the CHP's proposal to extend the current short-haul air mileage radius exception from 100 to 150 air-miles, consistent with federal law. Further, given the significant financial and logistical burdens facing companies subject to this regulatory proposal, CMSA urges the CHP to delay its implementation and enforcement by one year.

Consistent with federal conformity requirements found in 49 CFR Part 350, the CHP's current regulatory proposal will align state regulations with federal regulations by requiring ELD used by all commercial drivers, including those that solely operate intrastate, who are required to prepare RODS to demonstrate HOS compliance. An "Electronic Logging Device" is defined under the proposed regulation as "a device or technology that automatically records a driver's driving time, facilitates the accurate recording of the driver's hours of service, meeting the requirements of Title 49, Code of Federal Regulations, Part 395, Subpart B, as those regulations now exist or are hereafter amended." The federal rules set ELD performance and design standards and require ELDs to be certified and registered with the Federal Motor Carrier Safety Administration (FMCSA).

From a financial perspective, FMCSA estimates that the average annual cost of an ELD will be \$495 per truck. Depending on the size of one's fleet, this can add up very quickly. Given that there already is another effective form of reporting compliance – logbooks – adding the financial burden of this additional cost onto the backs of small moving companies seems unreasonable and unnecessary, particularly when there is little support to prove that highway safety will be improved. From a practical perspective, there are a host of additional privacy and logistical concerns that are raised whenever a governmental entity mandates that unproven technologies be used.

(LETTER TO CHP continued on page 8)

Nevertheless, CMSA acknowledges that per 49 CFR Part 350, state laws and regulations pertaining to commercial motor vehicle must be “compatible” with appropriate parts of the Federal Motor Carrier Safety Regulations. Per 49 CFR Section 350.105, in order to prove compatibility, state laws and regulations applicable to intrastate commerce must be identical, have the same effect, or fall within one of the established limited variances. As such, CMSA urges the CHP to make the following modifications to its current ELD regulatory proposal:

1. The current short-haul mileage radius exception should be extended from 100 to 150 air-miles in order to conform to federal law. The CHP has proposed an exception to its ELD rule within 13 CCR Subsection 1213 (b)(4) for short-haul “100 air-mile radius drivers” (13 CCR Subsection 1212(e)), who may continue to use timecards. This exception is warranted as short-haul operators are typically able to sleep at home each night and as a result get better restorative rest. Of critical importance, there is a similar federal short-haul ELD exception in 49 CFR Section 395.1(e)(1) adopted by FMCSA. In June 2020, FMCSA prudently expanded its short-haul exception from 100 to 150 air-miles. As discussed above, in order to be eligible for certain federal transportation funding, the CHP is obligated to ensure state laws in this area are identical, have the same effect, or fall within one of the established variances. Pertinent to the short-haul exception, one of the key variances is found in 49 CFR Section 350.305 (d)(3), which states:

State hours-of-service limitations applied to intrastate transportation may vary to the extent that they allow... Extending the 100-air mile radius under §395.1(e)(1)(i) of this subchapter to a 150-air mile radius.

This provision allows states to extend the short-haul exception up to 150 air-miles but does not appear to allow a state to decrease the mileage radius down to 100, as is currently the case in California. Additionally, California Vehicle Code Section 34501.2 requires that California’s HOS rules be “consistent” with the federal HOS rule:

The regulations adopted under Section 34501 for vehicles engaged in interstate or intrastate commerce shall establish hours-of-service regulations for drivers of those vehicles that are consistent with the hours-of-service regulations adopted by the United States Department of Transportation in Part 395 of Title 49 of the Code of Federal Regulations, as those regulations now exist or are hereafter amended.

Aside from being required by federal and state law to do so, expanding the state’s short-haul exception to 150 air-miles is warranted for several policy reasons. It will create new business opportunities for small short-haul trucking companies, without jeopardizing safety, as it expands the scope of available jobs that may be taken while still utilizing the exception. When adopting the expansion, FMCSA addressed the safety component by stating:

There is no research or data provided to suggest an increase in the air-mile radius would result in increased crash risk, specifically when drivers are still restricted in the amount of time they can spend on-duty and driving.

Further, adopting the federal short-haul exception will not create any new opportunities to falsify time records, and may simplify enforcement. The exception allowing short-haul drivers to use timecards rather than logbooks or ELDs has long existed in HOS rules and should the CHP expand the exception to 150 air-miles, no new additional opportunities to falsify records are created. Additionally, aligning the short-haul

exceptions would eliminate any differentiation in enforcement between interstate and intrastate short-haul drivers.

For these reasons, CMSA strongly urges the CHP to also update 13 CCR Subsection 1212(e) within its regulatory proposal by extending short-haul mileage radius exception from 100 to 150 air-miles.

2. Due to the significant financial and logistical burdens facing companies subject to this regulatory proposal, the implementation and/or enforcement of this proposed ELD requirement should be delayed by one year. By the CHP's own annualized cost estimates, companies that would be required to purchase and use ELDs under this proposal "will be responsible for the majority of the average \$49 million cost burden over the first nine years of implementation," which includes annualized costs for hardware, new installation labor, replacement installation labor, and monthly fees. Moreover, such companies would be subject to additional training costs, as well as additional unanticipated costs and lost revenue, including those due to lost productivity for the installation and maintenance of an ELD. These costs unfortunately come at the least opportune time, as moving companies are already struggling to survive due to rising inflation and historically high diesel prices. Additionally, as is the case with the implementation of any new technology into established business models, there will inevitably be a learning curve for companies to successfully install and employ ELD technology into their daily activities. **As such, CMSA urges the CHP to delay the implementation and/or enforcement of this ELD regulatory proposal for one year from its adoption.**

In conclusion, CMSA appreciates this opportunity to weigh in on the CHP's proposed ELD regulations for intrastate drivers and acknowledges the CHP's obligation to conform with federal law in this area. However, for the reasons stated above, CMSA urges the CHP to modify its ELD proposal by extending the current short-haul air-mileage radius exception to 150 air-miles, consistent with federal law, as well delay the implementation and enforcement of this ELD proposal for one year due to the many financial and logistical burdens associated with implementing this new technology.

Sincerely,



Stephen J. Weitekamp
CMSA President

If you would like more information about the proposed regulation on electronic logging devices for intrastate motor carriers and drivers, read the full copy of CHP-R-2018-09 at: <https://www.chp.ca.gov/AdministrativeServicesDivisionSite/Documents/NPR5.pdf>

At the time of this printing, CMSA has not received a response from CHP.

DEPARTMENT OF CALIFORNIA HIGHWAY PATROL

NOTICE OF PROPOSED REGULATION

Title 13, California Code of Regulations, Division 2, Chapter 9.5, Article 3, Amended Section 1212, and Section 1213.3 and Article 6, Amended Section 1254

Electronic Logging Devices for Intrastate Motor Carriers and Drivers

(CHP-R-2018-09)

The California Highway Patrol (CHP) proposes to amend the Motor Carrier Safety Regulations contained in Title 13, California Code of Regulations (CCR) to be consistent with the current version of adopted federal regulations in Title 49, Code of Federal Regulations (49 CFR).

INFORMATIVE DIGEST/STATEMENT OF REASON

Title 13, CCR, Division 2, Chapter 9.5, Article 3, Section 1212, contains general driving requirements, and Article 6, Section 1254, contains current requirements.

This rulemaking action proposes to amend Title 13, CCR, sections in order to align with current California Vehicle Code (VC) sections. The actions will enhance the safety of motor vehicles and increase the competitiveness of California carriers by eliminating or reducing, to the extent possible, regulations which conflict with adopted federal regulations, reducing negative impacts on business. This rulemaking will also allow the CHP to remain consistent with Federal Motor Carrier Safety Regulations (FMCSR) adopted by the United States Department of Transportation, and address inconsistencies and interpretive issues between state and federal regulations.

Currently, state regulations do not require an Electronic Logging Device (ELD) in the method for preparing or retaining driver's record of duty status (RODS), and are subsequently not compatible with federal regulations. In order for the CHP to fulfill its mandate established in Section 16000 of the VC, and in compliance with federal law, the CHP must amend current RODS regulations. The rulemaking action will align state regulations with FMCSR in Title 49, CFR, Part 395, by requiring California interstate carriers and drivers to record RODS using ELDs. Additionally, the use of ELDs will enhance commercial vehicle safety by improving compliance with the applicable hours of service (HOS) rules and reducing the overall (upstream) burden on both motor carriers and drivers. The proposed rulemaking action amends Title 13, CCR, Sections 1212 and Section 1254, and adopted incorporation by reference the most current editions of Title 49, CFR, Part 395, into Title 13, CCR. Adding Title 13, CCR, Section 1213.3, ensures California's regulatory consistency with federal regulations.

MEMORIAL BULLETIN

John L. Becker 1969–2022

John L. Becker, of Shiloh, IL, passed away Friday, December 30, 2022, at the age of 53. Loving husband of Kim A. Becker; beloved son of the late John Becker and Norma Pinon; devoted father of Kelsey (Tyson) Letourneau; and cherished grandfather of Nova and Wild Letourneau.

John was a decorated Master Sgt. Air Force veteran who proudly and honorably served his country. He met his wife, Kim, while serving overseas. After his service in the military John worked as CEO and Vice President for AMSA. He loved his job and everyone he worked with.

John loved to ride his Harley with his wife on the weekends and spend time with their friends. He was a social butterfly and loved



to tell stories to all who would listen. He enjoyed traveling and cherished the trips he took with his daughter, Kelsey. He also loved that she shared his heart for country music and enjoyed taking her to concerts. Family was very important to John, and he loved being a grandpa, and he treasured every moment he was able to share with his family.

John was an avid sports fan and always looked forward to cheering on Mizzou, the St. Louis Cardinals, and the Blues. In his free time, he enjoyed reading, typically historical or military novels. John also had a great sense of style and a clever sense of humor.

John was dearly loved and will be greatly missed by all who knew him. In lieu of flowers, memorial contributions may be made in John's name to the ALS Association.



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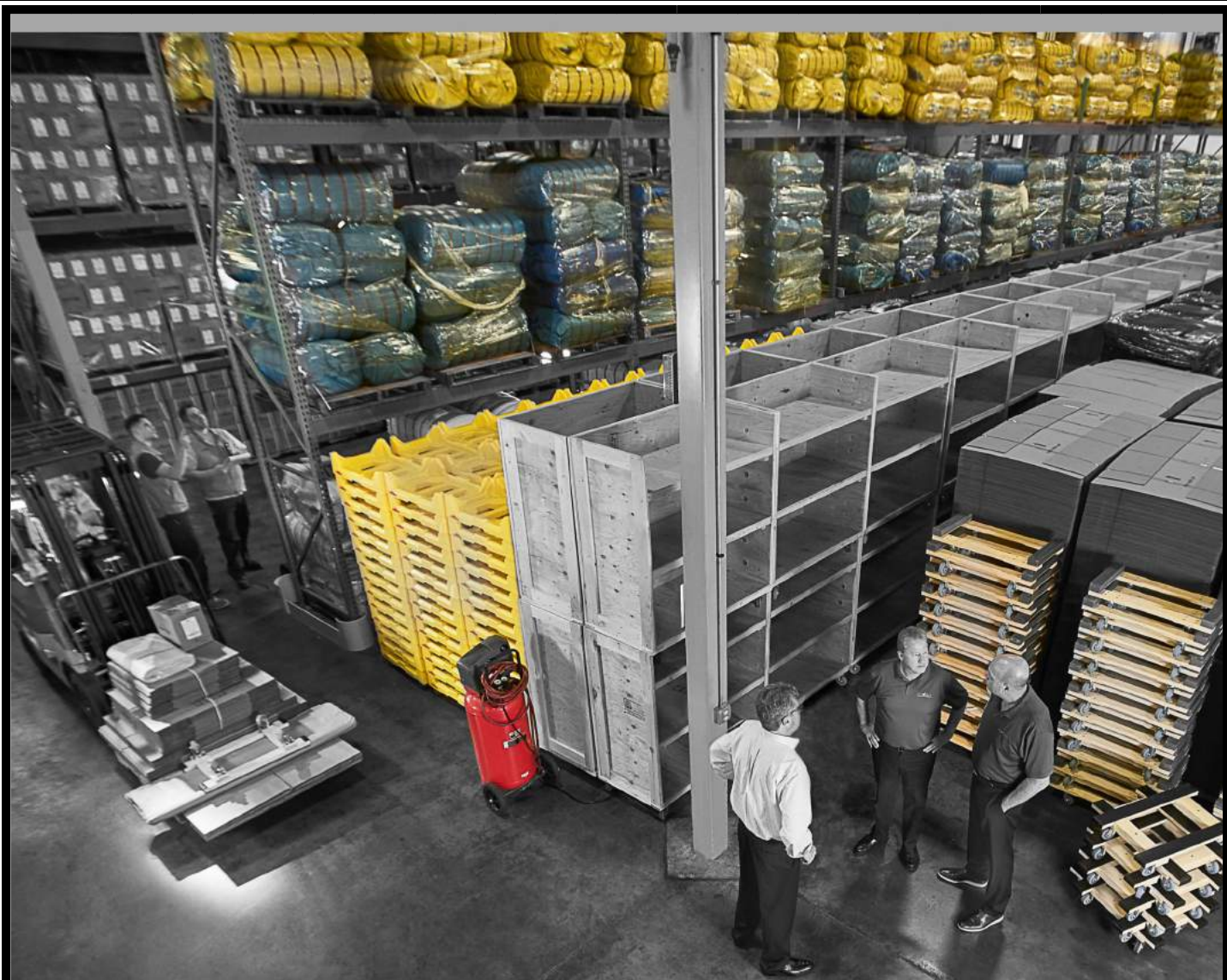
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ATRI Weighs Challenges For BEV Infrastructure Shift

A new study from the American Transportation Research Institute that assessed the infrastructure needs for converting the U.S. vehicle fleet to battery-electric — with an emphasis on trucking — underscored that the challenges inherent in such a shift will reverberate far and wide. The study looked at:

- U.S. electricity supply and demand
- electric vehicle production
- truck-charging requirements

ATRI identified some key challenges. For one, existing power generation and distribution networks are older, yet demand is set to rise. Plus, sourcing the required tens of millions of tons of raw materials for batteries expected to be needed for U.S. vehicles will deepen involvement with largely overseas supply chains. And situating truck-charging stations will bump into already deep difficulties with finding adequate authorized truck parking spaces.

At the same time, however, the need to lower truck emissions is increasingly clear to many, including those in state and federal government, truck makers and component manufacturers, corporate America and an increasing number of early adopter fleets.

ATRI's study concluded battery-electric trucks will not be a one-size-fits-all emissions solution for "a large swath" of the trucking industry.

"In the near term, there are discrete applications for BEV trucks. Local and regional truck operations that rely on shorter trips and return the truck to terminals for nightly charging are feasible today," according to ATRI.

Longer term, if government or regulatory bodies do not create policies that mandate the purchase of battery-electric vehicles for trucking "it will come down to the cost of truck, shipper/freight requirements, and access to abundant and inexpensive electricity. It is inappropriate, however, to place these burdens squarely on motor carriers."

ACT Research data included in the report



ATRI identified some key requirements for converting the U.S. vehicle fleet to battery-electric, especially when it comes to trucking.

found the cost of a battery pack accounts for about 55% of the cost of an electric truck — and the base cost, excluding possible subsidies, for a heavy-duty BEV could range from \$400,000 to \$500,000. A similar diesel truck could cost \$135,000 to \$150,000.

"Operating margins for truckload carriers were about 10% of revenue in 2021; the extreme increase in marginal operating costs that would result from a potential 3+ fold increase in equipment costs would most certainly erase these margins unless the costs can be passed on to consumers," according to ATRI, the trucking industry's 501(c)(3) not

(ATRI continued on page 14)

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Workers repair equipment at a substation in North Carolina. U.S. electrical infrastructure is aging while demand is set to increase.

-for-profit research organization.

Electrical outages could halt surface transportation, ATRI wrote.

A report from the U.S. Energy Information Administration found in 2020 there were 180 major disruptions to the power grid compared with approximately two dozen in 2000.

U.S. electrical infrastructure is aging while demand is set to increase, ATRI wrote in the report, noting that a Department of Energy report estimated 70% of power transformers and transmission lines were at least 25 years old, with many being substantially older. An estimated 60% of distribution lines have outlived their 50-year life expectancy, it said.

ATRI's study landed four days after two rural substations in North Carolina were knocked out by gunfire by persons unknown, leaving 45,000 people without electricity.

"The damage is beyond repair in some areas," Jason Hollifield, a general manager for Duke Energy, said in a statement about the incident. "That leaves us with no option but to replace large pieces of equipment."

The FBI is investigating.

"From this incident, it appears that the electrical grid continues to be extremely vulnerable," Jon Wellinghoff, CEO of GridPolicy Consulting Inc. and former chairman of the Federal Energy Regulatory Commis-

sion, told Bloomberg News.

With electric vehicle production, internal combustion engines will be replaced by electric motors and lithium-ion batteries, ATRI noted, creating higher demand for the components. "There is concern that the mining of the raw materials for batteries will have large global impacts related to environmental and social issues," it said.

Finally, ATRI reported it is unclear how power will be delivered to truck parking locations. "Currently, the electricity demands at any given truck parking facility are considerably lower than what would be needed for truck electrification."

Also, the business model for electric vehicle charging at the nation's 273,000 private truck stop spaces is unclear, ATRI found. "Emerging issues related to charging at private truck stops include disputes between truck stop operators and electric utilities that relate to who is responsible for infrastructure development, oversight of electricity sales and what amount can be charged per kilowatt hour."



Padmanabhan

The findings illustrate that vehicle electrification in the U.S. "will be a daunting task that goes well beyond the trucking industry — utilities, truck parking facilities and the vehicle production supply chain are critical to addressing the challenges identified in this research," Srikanth Pad-

manabhan, president of engine business at Cummins Inc., said in a comment included with the report. "Thus, the market will require a variety of decarbonization solutions and other powertrain technologies alongside battery-electric."

ATRI's report followed one it released in May that quantified the environmental impacts of traditional diesel engines compared with trucks that run on electricity and hydrogen across the life cycle of each vehicle type. Both studies were identified as priorities by ATRI's research advisory committees.

The study is available for download at ATRI's website, truckingresearch.org.

Source: Transport Topics

Atlas Van Lines Promotes McConnell to COO, President

Ryan McConnell has been promoted to president and chief operating officer at national leading moving company Atlas Van Lines.

McConnell is now responsible for leading the Atlas Van Lines household goods division in the U.S., which includes transportation services, corporate marketing, revenue distribution, customer service, agency development and information technology. He has more than 25 years of expertise in transportation and logistics.

"Ryan has been involved in nearly every facet of the business and has been integral to the strategic growth and innovation of the Atlas enterprise," said Jack Griffin, chairman and CEO of Atlas World Group. "With Ryan at the helm, I am confident in the continued success of our largest subsidiary."

From Boonville, Ind., McConnell previously served Atlas as the vice president of



Ryan McConnell

strategic planning. In that role, he implemented corporate strategy and defined objectives to gain market share and maximize profitability. He also served as vice president of corporate marketing and managed sales, marketing, global travel and corporate meeting teams as well as agent sales and marketing that generated more than \$500 million in revenue annually.

"I am thankful for the opportunity to continue my growth at Atlas Van Lines in this important leadership role," said McConnell. "It is an honor to work alongside the best employees and agents in the business to hold up the industry-leading standard Atlas is known for."

Atlas World Group ranks No. 46 on the Transport Topics Top 100 list of the largest for-hire carriers in North America.

Source: Transport Topics

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2022 Migration Patterns

EVANSVILLE, IND. (January 3, 2023) – According to one of the nation's leading movers Atlas® Van Lines' Annual Migration Patterns Study, many people relocated to areas with growing populations in 2022, following two years of unprecedented economic and societal shifts. The company has published the annual study since 1993 that tracks the nation's interstate, cross-border, and international moves based on internal data.

Atlas Van Lines' data shows that people are leaving some of the most affordable states like Iowa, Indiana, and Illinois, indicating cost of living is being surpassed by other motivations to move, like being closer to family. Overall, the Migration Patterns Study showed 13 U.S. states classified as outbound, meaning more people moved out of the state rather than in, and 13 U.S. states were classified as inbound, which indicates more people moved into the state rather than out.

The 10 U.S. states with the highest per-

centage of inbound and outbound moves in 2022 are included in order below.

The fastest-growing state in 2022, Florida was once again a preferred destination for movers. North Carolina tops this year's inbound list, and Illinois is designated as the country's outbound leader, following New York's four-year stand. Oregon was also one of the top outbound states for the first time in the last decade, following three consecutive years with a balanced status.

2022 Top 10 Inbound

- | | |
|-------------------|-------------------|
| 1. North Carolina | 6. Washington |
| 2. Maine | 7. New Mexico |
| 3. Arkansas | 8. Tennessee |
| 4. Florida | 9. Alabama |
| 5. Montana | 10. New Hampshire |

2022 Top 10 Outbound

- | | |
|-------------|-----------------|
| 1. Illinois | 6. Minnesota |
| 2. Indiana | 7. Pennsylvania |
| 3. New York | 8. Wyoming |
| 4. Iowa | 9. Mississippi |
| 5. Michigan | 10. Oregon |

(2022 MIGRATION PATTERNS continued on page 17)

CHAMPION RISK DELIVERS FOR CMSA MEMBERS

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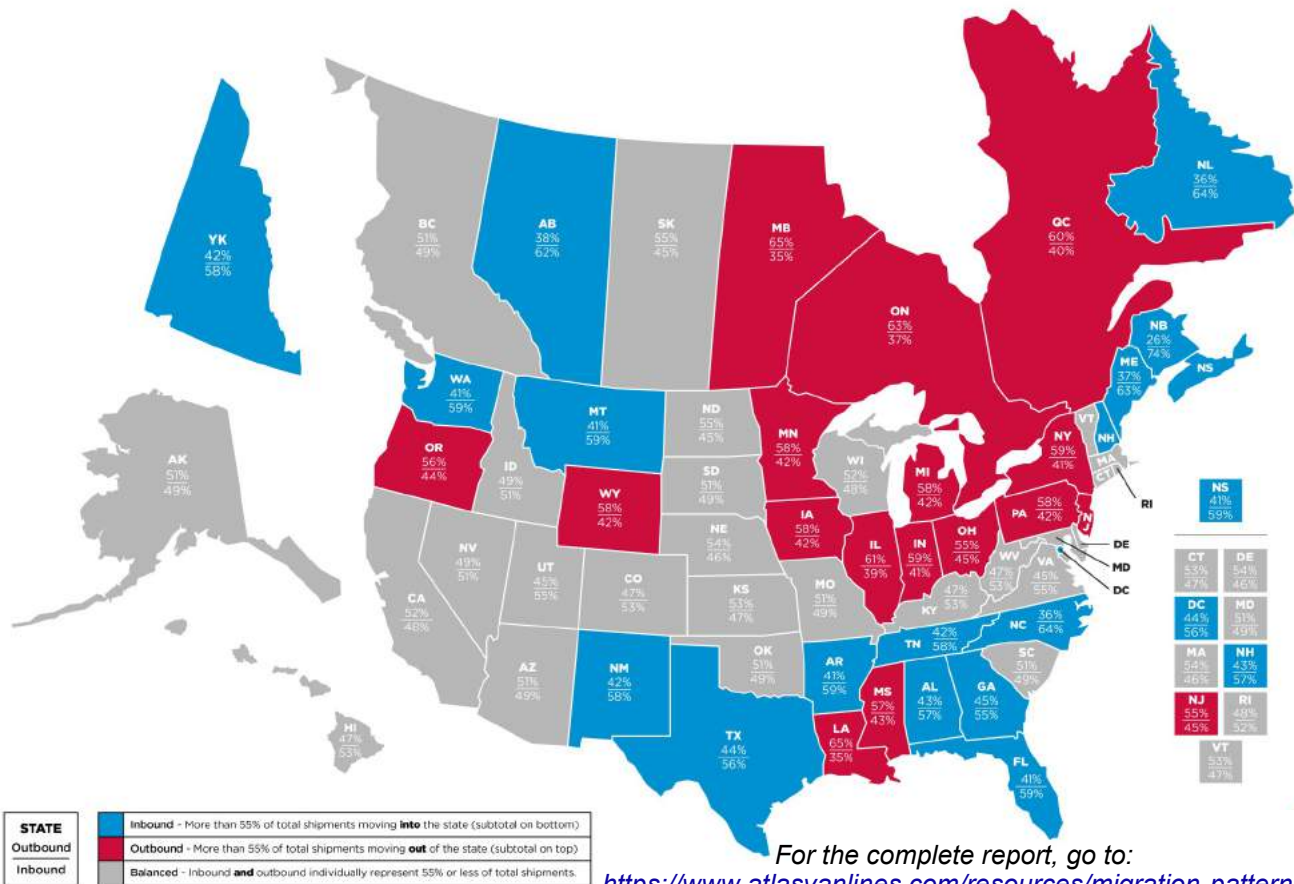
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Based on Interstate Household Goods Move from January 1, 2022 through December 15, 2022



For the complete report, go to:
<https://www.atlasvanlines.com/resources/migration-patterns>

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MAX 4 Tariff Zoom Workshop is a Hit!

On Thursday, January 5, 2023, CMSA held a free MAX 4 Tariff Workshop via Zoom to review the new changes to the tariff. Due to capacity restrictions, the workshop was limited to 100 computer sign-ins, more than a few

had multiple people using one screen. CMSA had such an overwhelming response of members wanting to register for the workshop that another Zoom workshop has been set up for Tuesday, January 17 to handle the overflow (as of the time of this issue more than 50 have signed up for the 2nd workshop).

The Bureau of Household Goods & Services (BHGS) released its 5th annual revision effective January 1, 2023. BHGS does



MAX 4 Tariff Workshop

Thursday, January 5, 2023

10:00 a.m. – 11:30 a.m.

not mail out revised pages so many moving companies may not be aware that a revised tariff is now available. Luckily, you are a CMSA member and got the news!

CMSA President Steve Weitekamp led the workshop,

which had 97 CMSA member companies logged in to watch! The 1 1/2-hour workshop was packed with useful information, and attendees were allowed to ask all their burning MAX 4 Tariff questions, which led to robust discussions.

If you missed the first workshop, don't miss the next one! We will be scheduling another Zoom meeting in the very near future. Be sure to check your emails!



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Association Leaderboard Report

**CMSA Enrolled
Movers: 85**

CA Mover 2022 Leaderboard		Total Lbs.	CMSA Report Food Collected and Delivered		
1	Ace Relocation Sys - LA	127,770	Monthly	Year to Date	All Time
2	All-Ways Moving & Stg	98,009	127,255 lbs.	288,734 lbs.	1,377,160 lbs.
3	Worldwide Moving & Stg	25,860	106,046 meals	240,612 meals	1,147,633 meals
JOIN THE MOVE FOR HUNGER https://moveforhunger.org/join					

CALENDAR OF EVENTS

Wed., Jan. 11	San Diego Chapter Mtg.	Fri., Jan. 27	Sacramento/San Joaquin Valley Chapter Meeting
Thu., Jan. 12	Central Valley Chapter Meeting	Wed., Mar. 8	CMSA's Legislative Day
Tue., Jan. 17	MAX 4 Tariff ZOOM Workshop - TO BE RESCHEDULED	Mar. 22-23	CMSA's Women on the Move Maui Edition
Wed., Jan. 18	No. Region Chapter Mtg.	Thu., Mar. 30	San Diego Chapter Golf Tournament
Tue., Jan. 24	Mid Valley Chapter Mtg.	105th Annual CMSA Convention Omni Rancho Las Palmas May 16-21, 2023	
Tue., Jan. 24	North Bay Chapter Mtg.		
Wed., Jan. 25	Monterey Chapter Mtg.		
Thu., Jan. 26	Central Coast ChapMtg.		

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.

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.

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

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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.

HISTORICAL PHOTO



On January 29, 2010, a group of moving industry delegates from Japan visited CMSA. The Association facilitated visits to CMSA members in both Southern and Northern California to learn more about successful business models used in California. One of their stops included Blue Chip Moving & Storage. Current CMSA Secretary Mike Sarro spoke with delegates during their visit.



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