

USTRANSCOM Ramps Up Collaboration to Implement Global Household Goods Contract

U.S. TRANSPORTATION COMMAND PUBLIC AFFAIRS

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SCOTT AIR FORCE BASE, Ill. – United States Transportation Command is gaining momentum on its efforts to begin a phased launch of personal property shipments moving under the Global Household Goods Contract (GHC) in September of 2023.

“This major transformation is about providing quality service to our customers,” said Andy Dawson, Director of the Defense Personal Property Management Office (DPMO). “Our success is dependent on persistent and meaningful collaboration across the DOD Personal Property community.”

The USTRANSCOM team, along with GHC prime contractor HomeSafe Alliance LLC, is conducting on-site and virtual events with leaders from the military services, Joint



Personal Property Shipping Offices (JPPSO), and other U.S. Government agencies. Events include exercises to test and improve DOD's information technology system, MilMove, as well as discussions about DOD roles under the GHC.

“These events are part of our larger change management strategy for GHC,” said Melissa Jordan, Chief of Strategic Engagements

for the DPMO. “We’re aiming for multi-directional dialogue and collaboration with our personal property teams who locally manage moves for our customers with a goal of ensuring quality service continues uninterrupted at each location during the transition.”

To launch the program, Dawson and his

(USTRANSCOM continued on page 7)



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CHAIR'S CORNER

by Shiree Hammer

I hope you were able to get registered for the upcoming convention. After what seems like a very long winter, warm days in Rancho Mirage sound promising. I missed the convention back in 1995 when my grandpa, Joe Hammer Sr., came in as the CMSA Chairman. I had a good excuse though; I was a sophomore in high school in Washington state.

I moved to California shortly after that to attend college. Not only did my grandpa employ me when I moved here in 1998; but my grandparents also let me live with them as I found my way around in a new state. It was a big change for me coming from the rural small town of Pt Roberts, WA.

When I look back, I now see that he was giving me a job more for the experience than the need of the company. He was helping me occupy my time; and instead of

hanging out at Cal Relo for something to do, he made me feel as if my role was important. I appreciate this much more now looking back as it certainly helped mold my future.

I always knew I wanted to major in business but studying it while working at Cal Relo gave me the ultimate hands-on knowledge and understanding of running a company. Since we are the first grandfather/granddaughter team in the Chair position I thought it would be interesting to read his articles from 1995 and compare them to my experience this year. What I have learned is that the CMSA board had the same goals back then as they do now; making decisions that guide our industry into a successful future. It is also apparent that a quality mover still values their employees as one of their greatest assets. Interestingly enough, many of the advertising companies remain the same today; this shows how loyal our suppliers and vendors have been over the years.

During my chairmanship this year I have touched on this several times—teamwork.

(CHAIR'S CORNER continued on page 4)





PRESIDENT'S COMMENTS

By Steve Weitekamp

The spring season is always a busy time at the California Moving and Storage Association (CMSA). We are preparing for our 105th annual convention, May 16 to 21 at the Omni Rancho Las

Palmas Resort and Spa, in beautiful Rancho Mirage, California. Hopefully, we will see you there to thank current Chair Shiree Hammer, CFO of California Relocation Services, Inc., for her leadership and welcome incoming Chair Jesse Chabot, president of Golden West Moving Systems, Inc., as he starts his own journey as CMSA chair. There are also many chapter meetings and events as well as other industry events. Please don't forget that our scholarship and charity programs are the best in our industry, success is dependent on a long history of hard work and successful CMSA chapter fundraisers, so register and support.

As I traveled to the ATA Moving and Storage Conference (ATA MSC) 2nd annual meeting in Orlando Florida, I was thinking about how significant a role CMSA members continue to play in our industry. Our strength, not only within our own association and California but nationwide, is a point of pride, but our reach is not limited to our own extensive and powerful state. The incoming chairman of the ATA MSC is CMSA Member Bill Lovejoy, president of Republic Moving and Storage. Senior CMSA Chairman John Chipman Jr., executive vice president of Chipman Relocation & Logistics, is a member of the Executive Committee and chair of the always important Government Affairs Committee. Additionally, CMSA Board Member Griselda Gonzalez, contracts manager for CG Moving Company, Inc., and former CMSA Chairman Chris Higdon, president of California Moving Systems, sit on both the ATA MSC and MSI boards with me. Incoming CMSA Secretary-Treasurer Jeanette Homan, president of Lambert Enterprises, is also an ATA MSC Board Member. The current vice chair of the

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His September article discussed this very subject. This is definitely something I acquired from watching him in a leadership role. He mentions how important it is to be there for your team; and that it is hard to make a difference if you are not around to contribute and lead. So very true!

My grandpa went to his first CMSA meeting in 1955, I would not attend one until 43 years later. My first experience was very similar to his. The CMSA opened both our eyes to the moving world. It taught us that there is much more to moving than putting boxes in a truck. It also taught us that the more you are involved and educate yourself, the more you realize how much more there is to learn.

Perhaps one of the most notable articles

of his I read reminded me of a quote he hung in his office; "The bitterness of low quality lingers much longer than the sweetness of low price." At the time of this article, one of the major mover topics was discount levels. I still have this quote in my office today.

Although my days of hanging out at Cal Relo for "something to do" are long over, I appreciate the process from then to now; and everything that has happened in between. The role the CMSA has played in both his career and mine is not just a coincidence. Many have told me that I am a younger version of him as I always tend to get myself involved in everything. I guess I have him to thank for that! Joe Sr. and I will both be out in Rancho Mirage and hope to see you there.

(PRESIDENT'S COMMENTS continued from page 3)

International Association of Movers (IAM) Board is CMSA Member John Burrows, president of DeWitt Move Worldwide, and Jeff Nadeau of DeWitt sits with me on the IAM DAB Management Board.

As we have stated many times, we operate in an industry that is dependent on change. In a world that is changing ever more rapidly year after year, being a part of a proactive association with leadership that

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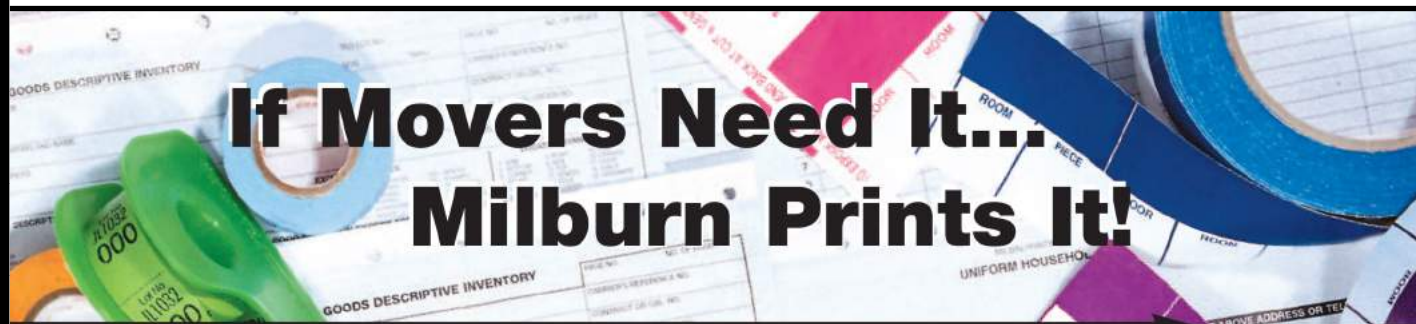
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includes the individuals listed above is critical to the success of your organization. Our upcoming Convention will include participation by HomeSafe Alliance, the US TransCom selected operator of the Global Household Goods Contract. They will present their upcoming program and have an exhibit

booth, where members can make their own contacts. To many, this should be incentive enough to sign up for the convention. If you haven't participated in military business in the past but have always wondered how you could get involved, this could be your opportunity.



Photo taken at the ATA MSC Conference held February 28, 2023 in Orlando, Florida



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team have developed a measured, conditions-based phase-in approach for personal property shipments under GHC in an effort to reduce risk factors that could impede successful implementation.

“Our work with HomeSafe Alliance is helping us confirm our systems and operational processes are fully integrated and tested before we launch into peak moving season of 2024,” said Dawson.

An initial hand-selected group of domestic shipments under GHC will occur in September of 2023 with a plan to gradually phase in all domestic shipments by the summer of 2024. International shipments under GHC are scheduled to begin phasing in during September of 2024, with a goal of all personal property shipments moving under the GHC program by May of 2025, the beginning of “peak season.”

The command plans to use a methodical, deliberate approach to the phase in, to ensure issues are addressed early, before shipment volume increases.

“We want to make sure that both MilMove is fully integrated with HomeSafe’s system, and that quality packers and movers supporting the service members are fully prepared before taking on the higher summer move volume,” said Dawson. “We’ll be able to dial up or dial down the number of shipments during the phase in to make sure

the transition is as smooth as possible.”

Jordan emphasized sharing the progress of GHC efforts is important, but USTRANSCOM is timing their customer communication to avoid potential confusion.

“In addition to the counseling and support from installation personal property offices, service members can find a wealth of information to inform their upcoming move on Military OneSource at www.militaryonesource.mil/personalproperty,” she said.

As the 2023 peak moving season winds down, customers will see a shift on the Military OneSource “Moving Your Personal Property” webpages, adding more information about what to expect under GHC in 2024. Jordan noted that under GHC, customers can expect modernized tools to manage their move, more streamlined communication with HomeSafe, and a more seamless process should they need to file a claim for loss or damage.

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Taxes on businesses, entrepreneurs, and wage earners sustain hundreds of billions of dollars in state and local government spending, including jaw-dropping budget surpluses over the past couple years.

Affordability Crisis

California may be one of the greatest prosperity generators the world has ever seen. But even so, it's often no match for the toll that the state's relentless cost of living takes on affordability for working and middle-income families. This crisis of affordability — much of it a result of or exacerbated by public policy — is the clearest and most immediate threat to continuing California's greatness.

The Governor **agrees**. "So as we go forward," Governor Gavin Newsom proclaimed in his 2023 Inaugural Address, "we must continue our quest for an honest accounting of where we've fallen short: on affordability, on housing, on homelessness."

In some ways, the great success of California sowed the seeds of the affordability crisis. Economic growth, the international renown of our high tech, biotech, entertain-

ment and agricultural sectors, and our world class higher education systems, to name a few — these accomplishments can cloud



the judgment of elected leaders, leading them to treat California as a "luxury good," believing that residents are willing to pay an ever-increasing cost to live here. This attitude gives rise to expensive and divisive policy initiatives that serve political constituencies and cul-

tural trends, but which do not register with residents and taxpayers.

It costs a lot to make a life in the Golden State.

The good news is that California family income growth has outpaced the nation. Between 2011 and 2021, median inflation-adjusted household income **increased** by 27% in California, compared with 17% **nationally**. Hourly wages in California for private sector workers are about one-sixth higher in **California** than in the nation, and have climbed by 42% over the past decade, compared with a 38% increase nationally.

The typical family and worker is making more in California, which is a good thing, because it sure costs more to live here.

Housing: Biggest Expense

The biggest expense for most Californians is housing, and every year costs grow for both prospective homeowners and renters. California housing costs are infamous nationally and are perhaps the biggest selling point for workers when workplaces are expanded or moved outside of the state.

But most dispiriting is that the cost of housing is among the greatest contributors

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(CALIFORNIA continued from page 8)

to poverty in California. According to the **Public Policy Institute of California (PPIC)**, if the cost of housing had held constant at 2013 levels, 800,000 fewer Californians would have been in poverty in 2019. Unless more housing is built for every income level, which is the only solution to high housing costs, no amount of safety net relief can reverse poverty trends in the state.

High-Cost Essentials

In addition to the high cost of housing, Californians also face a “luxury tax” on other essentials. We have among the highest utility rates and gasoline prices in the nation, much of it a direct result of public policy.

The consensus of California’s elected officials is to move full speed ahead to make California a world leader to address the root causes of climate change. The resulting policies have created real-world costs for Californians.

California Exodus

Choosing to make California a luxury good means we are pricing ourselves out of

the market. Residents and businesses are voting with their feet.

According to the **Department of Finance**, the current fiscal year marks four straight years of population decline, during which California’s population has decreased by about 643,000 residents — more than the combined headcount of Long Beach and Santa Rosa. The preponderance of the CalExodus is to nearby states, to whom we’ve lost residents every year since 2001.

Historically, residents who left California **were different** from those who moved into the state. In general, new Californians were more likely to be employed, better educated, and to earn high wages than those who moved away. But in the past five years that trend has changed; the flow of middle-income residents out of the state has accelerated and net gains among higher-income adults have ceased.

Workable Ideas

The Legislature has at hand any number of sensible, workable ideas to reverse the unaffordability trend and promote growth.

(CALIFORNIA continued on page 10)

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(CALIFORNIA continued from page 9)

To name a few:

- **Reform the California Environmental Quality Act (CEQA)** to reduce time-consuming and costly litigation that discourages or prevents construction of new housing, renewable energy projects, and critical water storage.
- **Reject new taxes, and hidden taxes**, that penalize employers for investing or producing in California, and that increase costs or reduce availability of products or services.
- **Restore a just and accessible forum for workplace disputes** by replacing the broken Private Attorneys General Act (PAGA) scheme with a responsive administrative process that puts employees first and reduces costs and uncertainties for employers.
- **Ensure that further greenhouse gas mitigation measures are technology-neutral, cost-effective, and include system reliability and public safety as guiding principles.**

- **Mitigate future employer costs and hiring disincentives** by helping repair the Unemployment Insurance Fund deficit and reforming the program going forward to reduce costs and increasing efficiencies.

Shadow of Reality

California retains significant competitive advantages as a place to start or grow a business. Employers, alongside many elected and community leaders, toil diligently to make California home for their enterprises. But our economic recovery and return to the post-pandemic new-normal is shadowed by the reality of just how much it costs to live in California.

Public policies have created luxury taxes on essentials for living, and make our state increasingly unaffordable for California residents and unattractive to those who might otherwise come here to invest in our economy.

Source: Alert, CalChamber



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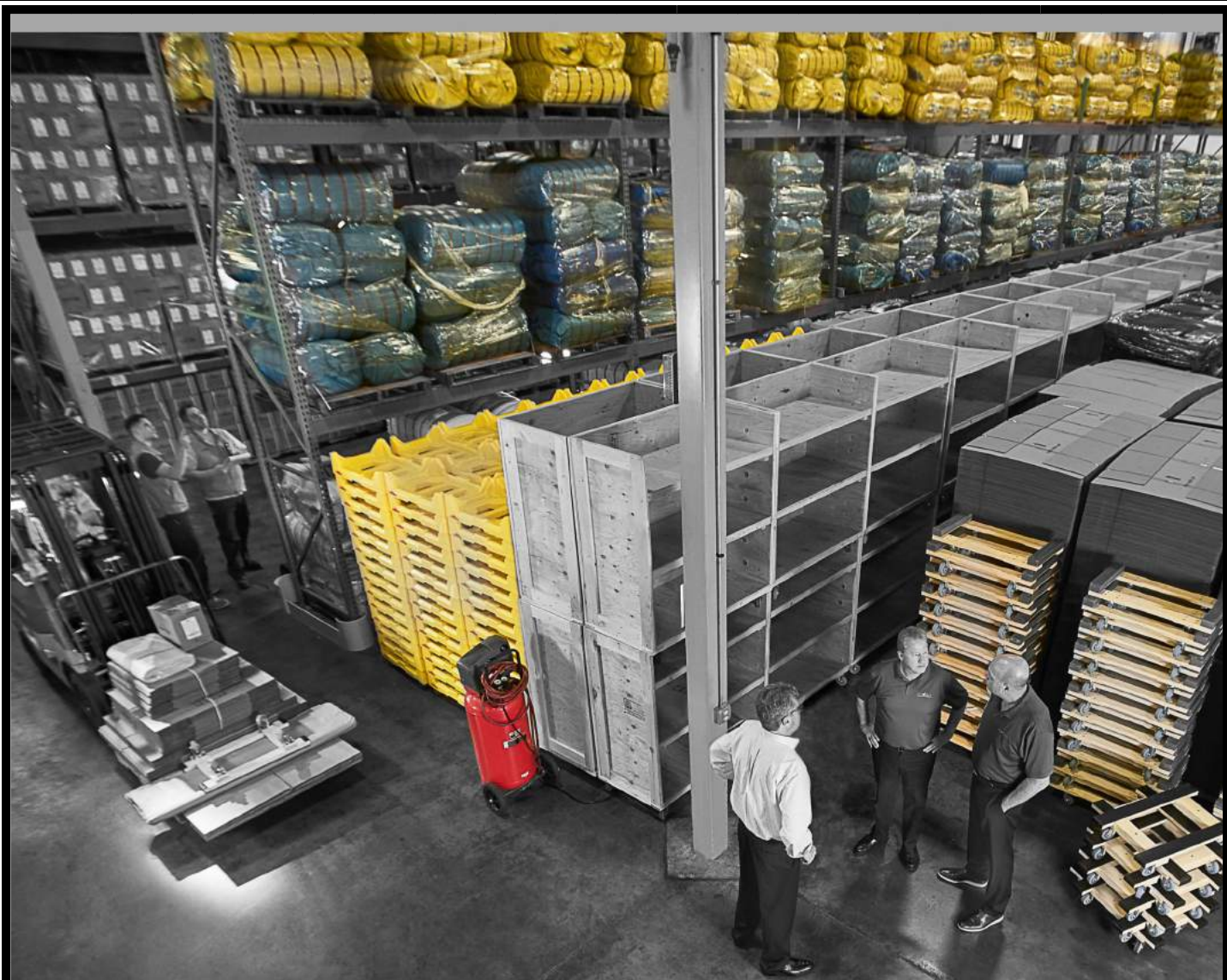
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New Moving Conference Chairman Bill Lovejoy Has Full Plate of Challenges

When it comes to the many challenges of getting customers moved from point A to point B, Bill Lovejoy, the new chairman of American Trucking Associations' Moving and Storage Conference, has pretty much done it all.

Lovejoy, owner of San Diego-based Republic Moving and Storage, will now be guiding fellow members of the moving industry through their toughest challenges and accomplishments.

He has a lot on his plate.

One of his major challenges will be helping the transition of his fellow movers for one of the biggest, and most complicated, global military moving contracts ever. The sole-source contract, valued at up to \$20 billion, [will be run by HomeSafe Alliance](#), a Houston-based firm that will manage an estimated 325,000 annual moves of military families worldwide.

The trouble is, nearly everyone, including Lovejoy, is not quite sure just how the contract will work.

"I don't think it's going to be an easy one," Lovejoy said. "It's a challenging time with all military moves managed by a single source provider. The industry hasn't got its arms around it yet. I've talked with several major players in the moving business who are at a loss. What's the future?"

He's convinced things will work out, and HomeSafe executives say it will be a high-tech, well-managed boon for the industry, and that it plans to spend a lot of time educating movers before it goes into full effect. A session is planned at the MSC meeting beginning Feb. 27 in Orlando, Fla. The De-

partment of Defense also is scheduled to talk to movers at the meeting.

Who better to lead the movers' confer-

ence in challenging times than Lovejoy, said Ryan Bowley, executive director of ATA's MSC.

"Bill got into the moving business when he was young," Bowley said. "He worked his way up the industry — worked with well-respected movers, came up through the ranks. He's worked across all aspects of the operation — in the field, at the warehouse, and now as a top executive."

Bowley added, "When he bought Republic it was pretty much on its last legs. He purchased it and really turned it around, made it into a really strong performer."

Today Republic is one of the larger military movers in the United States, but also is a \$20 million company and top 10 booker.

(BILL LOVEJOY continued on page 14)

An advertisement for Dave Hester Auctioneer. It features a man in a black shirt and cap holding a fan of cash. The text reads: "AUCTIONEER FOR HIRE 1% COMMI\$SION For First-Time Customers only • Bonded & Insured Since 1992 • As Seen on Storage Wars 1-714-271-2770 If You Hire Dave Hester You Get Dave Hester CALL TODAY! @davethemogul .com/storagewarrior www.davehesterauctioneer.com".

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(BILL LOVEJOY continued from page 12)

Lovejoy, 64, married and a father of six, said he constantly works to keep a balance between work and family life. His “stress-relieving hobbies” include racquetball, basketball, tennis and golf.

“I started working on trucks for my dad’s company when I was 11,” he said. “You learn a lot — good, bad and indifferent. I’ve told my parents I want to be a lot of things when I grow up. Mover was not one of them. But here I am.”

Lovejoy said as chairman, he’ll continue to work with ATA’s Truck PAC, advocate in Congress, obtain military base access for drivers and protect the contractor model.

One of his more urgent issues will be to fight against fraud in the industry, which he calls the “wild West.” Scammers use the internet to set up phony websites, issue quotes, then raise the cost, while holding customer goods hostage. “We



Ryan Bowley, ATA
MSC Executive
Director



Steve Weitekamp,
CMSA President

want money from FMCSA for enforcement and continue to simplify the industry. We haven’t made a lot of progress on that.”

Steve Weitekamp, president of the California Moving & Storage Association, said Lovejoy is a big supporter of industry associations at both the state and national levels.

“He invests time as well as resources in support of association activities and programs,” Weitekamp said. “He’s innovative and an early adopter of new technology that enhances the moving process for both internal and external customers.”

“Bill will be a great leader of the Moving and Storage Conference,” said David Marx, president of New World Van Lines and outgoing MSC chairman. “Bill is dedicated to the industry and his industry knowledge and business savvy is a great combination.”

Source: Transport Topics



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Private Employers Can Choose Whether to Observe/Pay for State Holidays

California will have three new state holidays in 2023: Juneteenth, the Lunar New Year, and Genocide Remembrance Day. Are we required to give employees days off and pay them for these holidays?

Several new state holidays were created by the California Legislature in 2022 and approved by Governor Gavin Newsom. For example, the State Assembly and Senate passed a resolution declaring April 24 a “statewide holiday” known as Genocide Awareness Day.

But the designation of these new holidays in California is largely symbolic. They are not paid days off for state employees.

Regarding California state holidays, there are two significant things to know:

- California state holidays are regulated by statute and apply to public offices and public employees.



- Private employers in California are not required to close on any of the holidays designated as state holidays or to provide special treatment to their employees.

Federal holidays work the same way. They apply to government offices and employees.

(STATE HOLIDAYS continued on page 17)

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Public Employers

In California, there are 11 state holidays on which state offices/schools are closed and state/school employees are paid.

The observed state holidays for 2023 are:

- Monday, January 2: New Year's Day (observed);
- Monday, January 16: Martin Luther King Jr. Day;
- Monday, February 20: Presidents' Day;
- Friday, March 31: Cesar Chavez Day;
- Monday, May 29: Memorial Day;
- Tuesday, July 4: Independence Day;
- Monday, September 4: Labor Day;
- Friday, November 10: Veterans Day (observed);
- Thursday, November 23: Thanksgiving Day;
- Friday, November 24: Day after Thanksgiving;



Monday, December 25: Christmas Day.

State Holidays: Public Offices Open

For 2023, there are four recognized state holidays that do not include closures of public offices or paid days off for public employees:

- Sunday, January 22: Lunar New Year;
- Monday, April 24: Genocide Remembrance Day;
- Monday, June 19: Juneteenth;
- Friday, September 22: Native American Day.

Public employees may take one of these new state holidays off in lieu of receiving a personal holiday.

Private Employers

Non-governmental private employers are not required to provide holidays to employees. An employer has the discretion to be open or closed on holidays, to pay or not pay its employees if closed, or to pay or not pay special premi-

(STATE HOLIDAYS continued on page 18)



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(STATE HOLIDAYS continued from page 17)

um wages if open.

According to the state Department of Industrial Relations, "Hours worked on holidays, Saturdays, and Sundays are treated like hours worked on any other day of the week. California law does not require that an employer provide its employees with paid holidays, that it close its business on any holiday, or that employees be given the day off for any particular holiday."

(www.dir.ca.gov/dlse/FAQ_Holidays.htm)

In practice, many employers provide holidays as an employee benefit. This is done by closing on identified holidays, such as Thanksgiving and Christmas, and paying the employees their full wages as holiday pay. Employers also may remain open on certain holidays, but pay employees premium wages, such as 1.5 or 2 times their reg-

ular rate. These decisions are left to the discretion of the employer.

It is important to note, however, that employers must reasonably accommodate employees' religious beliefs, which may include leave for religious reasons or holidays. Employers do not have to provide leave for a religious reason if they can show it creates an undue hardship on the business.

Time off and pay for holidays, like paid vacations, have long been ways for employers to compete for employees and attract workers who value their personal time. Employers are free to completely ignore the California list of holidays or to design a policy that fits within their business needs and company culture.

Source: Alert, Cal Chamber

HOLIDAY PAY?

CALIFORNIA, COVERED

NORTHERN CALIFORNIA

(800) 817-5581

cstr@victorypackaging.com

SOUTHERN CALIFORNIA

(800) 288-5100

csa@victorypackaging.com



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Association Leaderboard Report

**CMSA Enrolled
Movers: 85**

CA Mover 2022 Leaderboard		Total Lbs.	CMSA Report Food Collected and Delivered		
1	Coleman Worldwide Moving - San Diego	256	Monthly	Year to Date	All Time
JOIN THE MOVE FOR HUNGER https://moveforhunger.org/join			256 lbs.	1,686 lbs.	1,399,142 lbs.
			213 meals	1,405 meals	1,165,952 meals

CALENDAR OF EVENTS

Wed., Mar. 8	CMSA's Legislative Day	Wed., Apr. 12	San Diego Chapter Golf Tournament
Tue., Mar. 14	MAX 4 Paperwork Review Zoom Workshop	Tue., Apr. 18	Monterey Bay Chapter Mtg
Fri., Mar. 24	CMSA's Women on the Move - Honrama Wines	Sun., Apr. 23	Greater LA Chapter Day at the Races
Sat., Mar. 25	Ventura/Santa Barbara Chapter Cornhole Tournament	105th Annual CMSA Convention Omni Rancho Las Palmas May 16-21, 2023	
Sat., Apr. 1	North Bay Chapter Bocce Ball Tournament	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.

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.

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

2014 International 4300
Moving 24' Box with Attic on Tailgate
Engine IH Maxx Force DT-215/6/D
Transmission Eaton: FS5406A
Mileage 188,000
Price: \$38,500

2017 International 4300
Moving 24' Box with Attic on Tailgate
Engine Cummins: 200/6/D
Transmission Eaton: FS5406N
Mileage 138,000
Price: \$52,550

2012 International 4300
Moving 24' Vault Box with Attic
Engine IH Maxx Force DT-215/6/D
Transmission Eaton: FS5406A
Mileage 190,000
Price: \$35,000

If interested, call 619-952-7621.

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.

HISTORICAL PHOTO



Various photos of Joe Hammer, Sr. during his year as CMSA Chairman (1995-1996).



**DEWITT
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YOUR ONE STOP CONNECTION
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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

Exhibit Dates: May 18–20, 2023

As of 3-6-2023

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
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)