

CMSA Officers Invite All Members to Attend the 2024 Annual Convention



Chairman
Jesse Chabot
Golden West Moving
Systems, Inc.

There is a hip new saying that kids are using nowadays "do it for the plot"; it has quickly become one of my favorite phrases. If you think about it, we are the main character in our movie, so anything we do, any decisions we make, moves the plot of our movie forward.

I believe when you look at life like that, most decisions come a little easier. So when

(CHABOT INVITE continued on page 5)



Vice Chairman
Vince Cardinale
Cardinale Moving &
Storage, Inc.

I would like to extend my invitation to our entire membership and encourage you all to attend our California Moving & Storage Association's 106th Annual Convention at the beautiful Hilton Waikoloa Village. The natural beauty of The Big Island of Hawaii with its lush tropical greenery, beautiful coastlines and warm island hospitality is the perfect

(CARDINALE INVITE continued on page 5)



Secretary/Treasurer
Jeanette Homan
Lambert Enterprises, Inc.

Aloha, Please join us on the big island for an amazing event for the California Moving & Storage association. You will not be disappointed! So much helpful information whether you are doing military, civilian or office moves. California Moving & Storage association is our advocate for so many government entities. Let's support our association and lift each other up to be fruitful and successful!

REGISTER NOW!!!

The 2024 CMSA Convention
will be held at the Hilton Waikoloa Village
on the "Big Island" of Hawaii!
April 30-May 5, 2024

Click [here](#) for the convention kiosk.

Convention Forms are included in this issue.



CHAIRMAN'S CORNER

by Jesse Chabot

As 2023 wound down, I reflected on these past months that I have served as your CMSA chairman, and what a whirlwind ride it has been.

From what seemed so far away, we are now ready to jump into our 106th California Moving Association's convention at the Hilton Waikoloa from April 30 to May 5. This is a massive property where there will be lots of fun for the family. Although this is in Hawaii, and I know many of us will want to have fun, I think this is also a great chance to meet with business leaders and hopefully get some new news coming out of the Global Household Goods Contract (GHC) and the winning bidder HomeSafe Alliance (HSA), as unlikely as it might be.

I went back and reread senior chairperson Shiree Hammer from California Relocation Services' monthly column. You can almost cut and paste all our concerns from last year to this year, and I'm really worried

to say that we will be in the same uncertain times next year going into summer 2025. I'm hoping that the GHC becomes a little more transparent, as unlikely as that sounds, so we can plan for the future, whether investing in becoming part of the GHC, buying trucks, or marketing ourselves in other markets. I believe that diversification will be the key, no matter what happens.

Being the chairman and having the opportunity to travel with our President to different chapters has been a great experience. We just finished the military panel with visits and presentations from Twin Counties chapters to San Diego with our last stop in Lemoore. The chapter president and the team of each one of those chapters did an amazing job. I would also like to thank Dan Bradley from IAM. I traveled around with him and heard his presentation (3 times). My next chapter visits will be to the LA chapter and the Ventura chapter in February. It has been great meeting new people and seeing some old friends. The stories and lessons I've learned have impacted me and my business, so thank you, everyone.

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Year

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PRESIDENT'S COMMENTS

By Steve Weitekamp

Happy New Year! A few might ask what to be happy about, to which I would reply that optimism and happiness are the true measure of success and far superior points of view to the alternative.

Optimism does not mean we do not see or understand the challenges that come our way, only that we address them with a workman-like attitude, not freezing up with thoughts of dread or despair. We will do all that we can to ensure that our position is heard and considered in all matters related to our industry. Having just returned from our annual CMSA January Military meetings road trip, I reflect on our unique situation as California movers.

Our annual Military Chapter meetings in early January are unique to CMSA and show the value of different groups working together. We started a dozen years ago by

inviting the International Association of Movers (IAM) to come and speak to the CMSA San Diego Chapter about annual modifications and updates to the military moving program, then managed by the Military Surface Deployment and Distribution Command (SDDC). Just saying that gives me the nostalgia of simpler times or at least a period when the military would listen to industry for the betterment of military families and those who provided moving services. We also invited IAM members and move management companies to participate. The event's success was the genesis of its growth to include other chapters, AMSA, and its successor, ATA MSC, in subsequent road shows.

This year's roadshow included member visits and chapter meetings in the Twin Counties, San Diego, and Central Valley chapters. It was a successful and worthwhile trip that included 600 miles of road time, hotels, and flights for guests. Other than high winds in the Grapevine and frost in the Central Valley, California avoided the

(PRESIDENT'S COMMENTS continued on page 4)

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(PRESIDENT'S COMMENTS continued from page 3)

severe weather that impacted most of the country the week of our event. California is blessed with the best climate regardless of political or economic climate!

It is difficult to over-emphasize the importance of member participation in the success of an Association. You can have a terrific leader and an effective staff, and still, without membership buy-in, participation, and support, it is difficult, if not impossible, to achieve your goals. CMSA is blessed with the best membership in our industry!

In addition to Chairman Chabot, IAM VP Dan Bradley and former Chairman Tim McCarthy and I made it to all three meet-

ings. I speak frequently about the unique nature of volunteer leadership in the CMSA, but this year is something special. The leadership (Chairmen) of both IAM, Chairman John Burrows, and ATA MSC, Chairman Bill Lovejoy are not only California Movers, but active members of the San Diego Chapter of the CMSA. Amazing maybe, but CMSA has long produced industry leaders, and you never know where you can end up, if you don't start.

I look forward to seeing you at upcoming CMSA Chapter meetings and fundraisers as well as at what is sure to be another memorable convention! Register today for CMSA's 106th annual convention.



106th Annual CMSA Convention
Hilton Waikoloa Village
Waikoloa, HI
April 30 - May 5, 2024

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(CHABOT INVITE continued from page 1)

I say, do you want to come to the 106th annual CMSA convention with some awesome opportunities to learn up-to-date information about our industry, hang out with some old friends and definitely put yourself out there and meet new ones and enjoy an awesome time? You're going to say "absolutely" then, when I tell you attending the 106th annual CMSA convention is going to be in Hawaii at

the Hilton Waikoloa Village with 4 acres of ocean fed saltwater lagoons with sea turtles and tropical fish, with three 9-hole golf courses and an oceanfront setting, and some of the best discounted room rates with extra shoulder dates available. So bring your family and make some great memories out of it. Now when I say, do you want to move the plot forward in your story?? You absolutely have to say "YES".

(CARDINALE INVITE continued from page 1)

place to relax, recharge our batteries, see some old friends, make new friends, and develop new relationships while getting the most current information about the many issues facing our Industry.

With the many business and economic challenges ahead, the CMSA provides us the opportunity to be up to speed on the most current industry information. Many new opportunities are born through the challenges we face. With CMSA leading the way together we can gather strength and unity preparing us for future "opportunities".

I am certain you will find the business sessions we have prepared very informative, with Industry leaders speaking on important issues. The Scholarship luncheon is always one of my favorite events, especially hearing the scholarship winners speak.

I invite you all to come explore and enjoy the many amenities of this incredible property at The Hilton Waikoloa Village and know that the CMSA will continue to be strong only from the participation of its membership. Thank you and I look forward to seeing you all on the Big Island, in support of our great Association. Aloha!

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A Multitude of Minimum Wages

California no longer has a minimum wage. Instead, the state has 50 minimum wages, differing depending on where you work or what you do.

California was an early adopter of the minimum wage, in 1916 requiring a 16-cent per hour wage for women and children. The California wage floor was extended to men in 1974; it had risen to \$2/hour by then.

For the past 25 years, California's minimum wage has been higher than the federal wage floor. Today, California's \$16 hourly base wage (annually adjusted for inflation) is more than double the federal hourly minimum wage.

Local Minimum Wages

But this is only the start. More than a quarter of the state's population lives in localities with even higher minimum wages: 33 cities in the San Francisco Bay Area, plus Los Angeles, the unincorporated parts of Los Angeles County, San Diego, Pasadena and Santa Monica.

These cities and communities have wage floors that range from three cents to \$3.67/hour higher than the state's minimum wage. Some cities even have wage tiers depending on the size of the business.

But the current municipal champion is the city of West Hollywood, where the \$19.08/hour minimum wage is 23% higher than the wage floor in neighboring Beverly Hills. Depending on your perspective, for now West Hollywood has either the glorious or ignominious distinction of having the highest minimum wage in the nation.

Merchants in the city have apparently had enough. Recent reporting found that the minimum wage in West Hollywood climbed

by more than \$6/hour for small businesses and \$5 for larger ones in a span of just 2½ years. Full-time workers get 12 paid days off per year, with part-timers getting prorated

time off, and everyone able to cash out unused time upon separation.

The result: desperate employers marching in protest and more than 175 shuttered businesses since 2021. "For God's sake, give us a break," said Genevieve Morrill, president of the West Hollywood Chamber of

Commerce.

Some local governments under pressure from labor advocates have adopted wage floors for workers in large hotels. Los Angeles, Glendale and Santa Monica have a \$19.73/hour wage for covered hotel workers, Long Beach has \$17.55 and Anaheim has a wage ordinance aimed at the Disneyland resort area.

Last summer, as strikes engulfed the hospitality industry in Southern California, the Los Angeles City Council considered a \$30/hour minimum wage for travel and tourism industry workers. A study conducted for the industry found such an increase would potentially cause job losses, increase homelessness as vulnerable workers are priced out of the labor market, and increase costs for working families and businesses when the full range of affected workers is considered.

But wait, there's more.

Targeted Industries

In 2023 the Legislature passed and the Governor approved two laws governing wages in targeted industries, a quantum step insinuating the state deeply inside a



(MINIMUM WAGE continued on page 8)



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(MINIMUM WAGE continued from page 6)

company's balance sheet. The new minimum wages will set an aggressive compensation floor for quick service restaurants and health care providers.

The law aimed at quick service restaurants took a circuitous route. First passed in 2022 to empower a "Fast Food Council" to set wages and impose other working conditions, with few guardrails, it was stymied as opponents qualified a referendum measure for the 2024 ballot.

More negotiations followed in 2023, with an agreement that enacts a statewide hourly minimum wage for workers in quick service restaurants of \$20/hour beginning in April 2024. A new fast food council would revisit the wage annually beginning in January 2025 through 2029, and the statewide wage mandate would supersede any local minimum wages that apply to quick service restaurant workers.

On a separate track, the Legislature in 2023 also adopted first-ever bespoke minimum wages for health care facilities, ranging from \$18 to \$23/hour beginning in 2024,

depending on the type of facility, topping out at \$25 to \$28 hourly later this decade, with inflation adjustments to follow.

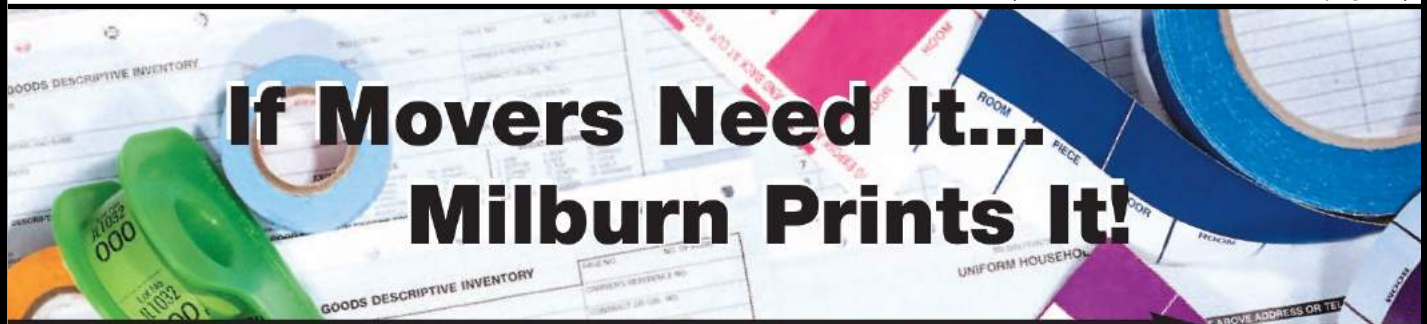
These wage mandates will cover hospitals, skilled nursing facilities, dialysis centers, urgent care and surgical centers, community clinics, county facilities, and physicians' offices. The wage mandate covers not just health care workers, but anyone working any job in those facilities. The wage tiers are based on facility type, size and proportion of patients in rural areas, or participation in government programs.

Fiscal Impacts

The inevitable costs of the measures have begun to take shape: the Newsom administration has estimated the first-year fiscal impact of the health care minimum wages will be \$4 billion, a hefty sum at any time, much less when the state is facing a \$68 billion budget deficit.

In December 2023, Pizza Hut franchises filed notices with the state Employment Development Department that more than 1,100 delivery driver positions would be eliminat-

(MINIMUM WAGE continued on page 10)



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(MINIMUM WAGE continued from page 8)

ed, starting in February 2024. [News reports](#) attributed the planned layoffs to the upcoming minimum wage hike. Most of the canceled positions were in Los Angeles, Orange and Inland Empire counties with the remaining posts scattered in the Central Valley.

It is notable that the quick service and health care wage floors were exhaustively negotiated with affected industries, in order to avoid more aggressive increases without any protections. Industries and impacted companies negotiated compromises on these two measures that included numerous guard rails like sunset dates, adjustment to exempt salary thresholds, prohibition on additional wage mandates for these industries from local governments, and costly ballot initiatives targeting these industries.



2024 Ballot Measure

The ambition to ratchet up the statewide minimum wage for workers seems to have no limiting principle: the establishment of a new floor simply means another floor must be built atop it. Just so, a [measure has qualified](#) for the 2024 ballot to re-bench the statewide minimum wage from the current \$16/hour to a new floor of \$18/hour by 2025. (It is unclear if the higher wage floors for quick service and health care workers would be preempted by this measure.)

California is a costly state, and affordability obviously hits harder lower-income workers and families. But mandated wage increases at any level exacerbate affordability and limit opportunities for potential workers who don't get jobs or hours in industries hamstrung by high wage mandates.

Source: *CalChamber Alert*

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Enterprise Database Corporation (EDC®) Announces its Board of Advisors

[Gainesville, VA] — Enterprise Database Corporation (EDC®), a leading technology company known for its cutting-edge software and technology solutions, is proud to announce the establishment of its Board of Advisors. This esteemed group of experts brings a wealth of knowledge, experience, and forward-thinking perspectives to EDC®'s continued strategic vision and innovative leadership.

Meet the Members of the EDC® Board of Advisors:



Major General Charles "Charlie" Fletcher: Retired Major General Charles "Charlie" Fletcher, CEO of Fletcher Consulting LLC, is a graduate of the US Military Academy at West Point, and served 37 years in the military, beginning in combat aviation and retiring as the Director, Operations and Plans at U.S. Transportation Command. He served with distinction, including in operational, mobility, and logistics roles, and has since served as a Logistics Senior Mentor at NATO and President of McLane Advanced Technologies, among other key roles prior to founding Fletcher Consulting. His military expertise and proven vision for operational and collaborative excellence underscore his key strategic insights and visionary leadership.



Kimmo Piironen: Kimmo Piironen, Founder and CEO of Scan Wireless Batteries, Inc. and CEO of U-Smell-It LLC, is a visionary entrepreneur known for his innovative contributions to technology and healthcare, including the XPRIZE-winning U-Smell-It™ project. He is gifted with vision to see connections and opportunities, even in challenging markets, and is passionate about seeing beyond predictable paths. His love of technology dovetails with this innovative vision and brings distinct value and enthusiasm.



Charles "Chuck" White: Charles "Chuck" White, retired President of the International Association of Movers (IAM), is a highly distinguished leader and advocate in the logistics industry, renowned for his extensive career that bridges both the civilian and military sectors. His two decades of experience and leadership in moving, relocation, logistics, and military affairs, and his rich industry knowledge, uniquely position him as a valuable voice for key market sectors and those they serve.

"We're delighted to welcome these exceptional individuals to our EDC® Board of Advisors," said Diana Corona, Co-Founder and President of EDC®. "Their diverse backgrounds, wealth of expertise, and dedication to excellence align perfectly with EDC®'s mission to create cutting-edge solutions. We look forward to the invaluable insights and guidance they will provide as we continue to innovate and expand our horizons."

The formation of the EDC® Board of Advisors marks a significant milestone in the company's journey, reinforcing its commitment to delivering innovative technology solutions and simplifying business processes for clients worldwide.

CARB extends deadline for initial reporting for Clean Truck Check program

Heavy-duty truck owners operating in California have
until Jan. 31, 2024 to report in new database for
smog-check reporting

SACRAMENTO –The California Air Resources Board (CARB) has extended the reporting deadline for [Clean Truck Check](#), giving heavy-duty truck owners and operators an additional month to enter their information into a new database that will track

compliance. Vehicle/fleet owners now have until Jan. 31, 2024 to finalize the initial reporting requirement and compliance fee payment for 2023. Vehicle/fleet owners are required to report in the new [Clean Truck Check-Vehicle Inspection System \(CTC-VIS\) reporting database](#).

The goal of the new Clean Truck Check program, previously known as the Heavy-Duty Inspection and Maintenance (HD I/M) Regulation, is to reduce air pollution in Cali-



fornia communities by preventing high-polluting buses or trucks from registering for operation in California and encouraging the rapid repair of malfunctioning emissions systems. The new reporting requirements aim to increase convenience for fleet operators, making

it possible for properly equipped vehicles to submit smog-check results remotely without traveling to a designated testing location.

After registration is finalized and annual compliance fees are paid, the next compliance milestone is projected to take place in July, when heavy-duty vehicle owners will need to report in [CTC-VIS](#) the results of a smog check that ensures that the vehicle's

(CARB DEADLINE continued on page 14)

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(CARB DEADLINE continued from page 13)

emissions control systems are properly functioning or that they have completed needed repairs. In order to determine applicable compliance deadlines, visit the [Clean Truck Check program page](#). The reporting database (CTC-VIS) opened on Oct. 1, 2023, and for a vehicle to be considered compliant, owner and vehicle information must be reported, annual compliance fees paid, and periodic testing requirements met by the applicable deadline; the Jan. 31 deadline is to ensure compliance for 2023.

The reporting requirements apply to vehicles that exceed 14,000 lbs. gross vehicle weight rating (GVWR) and are powered by diesel or alternative fuel, with rare exception. This includes in-state and out-of-state vehi-

cles that travel within California, as well as public vehicles (federal, state and local); motorcoaches; transit, shuttle and school buses; personal vehicles; California-registered motorhomes; single vehicle fleets; and vehicles registered outside of California (not including motorhomes).

CARB has mounted a multi-point awareness campaign to ensure that vehicle owners report their vehicle before the deadline, including radio ads in targeted languages such as Spanish and Punjabi, advertising at truck stops across the state, and on-demand webinars that explain the requirements.

Visit the [TruckStop Clean Truck Check page](#) to learn about upcoming deadlines that may affect vehicles; there are also more de-

(CARB DEADLINE continued on page 15)



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(CARB DEADLINE continued from page 14)

tailed regulation and training resources on the [Clean Truck Check Program page](#) . More information is available by [subscribing to email updates](#) and following CARB Truck-Stop on X (formerly known as Twitter) @CARBTruckStop.

Heavy-duty vehicles contribute most of the on-road nitrogen oxide and particulate matter emissions. When fully implemented, the regulation is projected to cut statewide nitrogen emissions by over 81 tons per day and particulate matter emissions by 0.7 tons per day in 2037.

Clean Truck Check is part of the state's multipronged effort to reduce toxins and pollutants that impact California's air and imperil the public health of residents, particularly those who live in communities disproportionately burdened by multiple sources of pollution.

Source:



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Association Leaderboard Report

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2 Daly Movers	23,249 lbs.	21,210 lbs.	223,767 lbs.	1,621,307 lbs.
3 Ace Relocation Systems - San Diego	19,370 lbs.	17,675 meals	186,473 meals	1,351,089 meals

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CALENDAR OF EVENTS

Tues., Jan. 9 Twin Counties Chapter
January Meeting

Wed., Jan. 10 San Diego/Imperial
Counties Chapter
January Meeting

Thurs., Jan. 11 Central Valley Chapter
January Meeting

Tues., Mar. 19 Legislative Day

106th Annual CMSA Convention
Hilton Waikoloa Village
April 30-May 5, 2024

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Republic Moving & Storage is seeking a Dispatcher to efficiently plan, direct, and dispatch crews and trucks, all while ensuring our customers receive top-notch service. Our style and culture fosters an efficient and exciting atmosphere as we take a modern approach to planning, in an effort to maximize our abilities. In addition to the logistical planning comes a host of social interactions and management of crews that will have the most seasoned dispatchers starting from scratch. That's why we offer a detailed training program of not only the position but how we here at Republic execute it. Here's your chance to be a crucial part of our team!
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CMSA Chairman Jesse Chabot, IAM VP of Government and Military Relations Dan Bradley and CMSA President Steve Weitekamp presented at the CMSA Central Valley Chapter meeting. They spent the week presenting issues related to Military moving around the state.



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MOVE WORLDWIDE**

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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

CMSA 106th Annual Convention Registration Form

April 30-May 5, 2024

EARLY REGISTRATION DEADLINE: MARCH 31, 2024
FULL registrations paid by MARCH 31, 2024 are eligible for the drawing to win \$50 CASH on May 4, 2024!



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 31**

\$675.00

\$510.00

\$852.00

**After
March 31**

\$775.00

\$530.00

\$952.00

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 **March 31, 2024** will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). After **March 31, 2024**, we will be unable to make refunds. Substitutions will be accepted, but we need to know one week in advance.*

ROOM RESERVATIONS: Call Hilton Waikoloa Village at (800) HILTONS (445-8667) 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 **March 31, 2024** 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

2024 CONVENTION EVENTS

ALL GENERAL SESSIONS AND PANEL DISCUSSIONS ARE OPEN TO ALL MEMBERS

Thursday, MAY 2

YOUNG PROFESSIONALS GROUP MEETING

EXHIBITORS WELCOME RECEPTION

Food, Beverage, Latest in Industry Products and Service Technologies

Friday, MAY 3

BIG ISLAND BREAKFAST

CMSA GENERAL SESSION

LEHUA BLOSSOM LUNCHEON

MILITARY BREAKOUT SESSION

FRIDAY EVENT TBD

Saturday, MAY 4

WAIKOLOA SUNRISE BREAKFAST

CMSA GENERAL SESSION

VAN LINE PANEL DISCUSSION

KOHALA COAST AWARDS LUNCHEON

CHAIRMAN'S RECEPTION & DINNER/BALL

CMSA ANNUAL GOLF TOURNAMENT REGISTRATION FORM

Waikoloa Beach Resort Golf
69-600 Waikoloa Beach Drive
Waikoloa, HI 96738
(808) 886-7888

THURSDAY, May 2, 2024
9:00 A.M. SHOTGUN START
(Golfers should arrive at course by 8:30 a.m.)



Dress Code:

Acceptable Attire: Men—collared shirts, slacks or golf shorts.

Women—dresses, skirts, slacks, mid-length golf shorts.

Unacceptable Attire: Men—tee shirts, tank tops, denim, cut-offs or swimsuits.

Women—halter top, tee shirts, tank tops, denim, cut-offs, or swimsuits.

Soft-spikes or spike-less shoes are required for both men and women.

**EVENT PARTNERS: CHAMPION RISK & INSURANCE SERVICES, L.P.
and VANLINER INSURANCE COMPANY**

**ENTRY FEE — \$175.00 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: _____

Refunds are subject to a \$20 processing fee. No refunds for cancellations after March 31, 2024.

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 \$55 (price subject to change) 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.

CMSA CONVENTION PARTNERSHIPS/DOOR PRIZE FORM

EVENTS AVAILABLE FOR PARTNERSHIP

1. Tues. April 30 Movers & Shakers Reception*
2. Tues. April 30 Movers & Shakers Dinner♦*
3. Thurs. May 2 Golf Tournament♦
4. Thurs. May 2 Exhibitors Reception♦
5. Fri. May 3 Big Island Breakfast
6. Fri. May 3 Lehua Blossom Luncheon♦
7. Fri. May 3 CMSA Convention Partnership
(Unlimited co-partnerships)

8. Sat. May 4 Waikoloa Sunrise Breakfast
9. Sat. May 4 Kohala Coast Awards Luncheon♦
10. Sat. May 4 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
 Valley Relocation & Storage
 HUB International Insurance Services
 Milburn Printing, Relocation & Storage,
 Cardinale Moving & Storage, Inc.,
Van Lines TBD
 Lambert Enterprises
 TMM
 CDS Moving Equipment

* Invitation Only Event / ♦ Partnership of Major Event (includes 2 Free Registrations) - \$3,200 /
 All Other Partnerships (includes 1 Free Registration) - \$2,050

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.**



# Exhibitor Registration Form

106th CMSA Annual Convention  
EXHIBIT DATES: May 2-4, 2024

**IMPORTANT!:** International Convention Services (ICS) will be the official exhibit services contractor, and will be in contact with you after you register. ICS 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 March 31, 2024 @ \$1,700 \$ \_\_\_\_\_

After March 31, 2024 @ \$2,100 \$ \_\_\_\_\_

Booth Electricity—\$150 per booth \$ \_\_\_\_\_

Additional Attendee(s):

Members \$675 ea./Non-Members \$852 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 31, 2024 will be subject to administrative fees plus any incurred costs (not to exceed 50% of total fees paid). No refunds will be made after March 31, 2024.

## 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 Hilton Waikoloa Village, 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, Hilton Waikoloa Village, 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, Hilton Waikoloa Village or any part thereof. The Exhibitor understands that the Hilton Waikoloa Village 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 2-4, 2024

*Set-up available at 3 p.m. on Wednesday, May 1, 2024.*

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

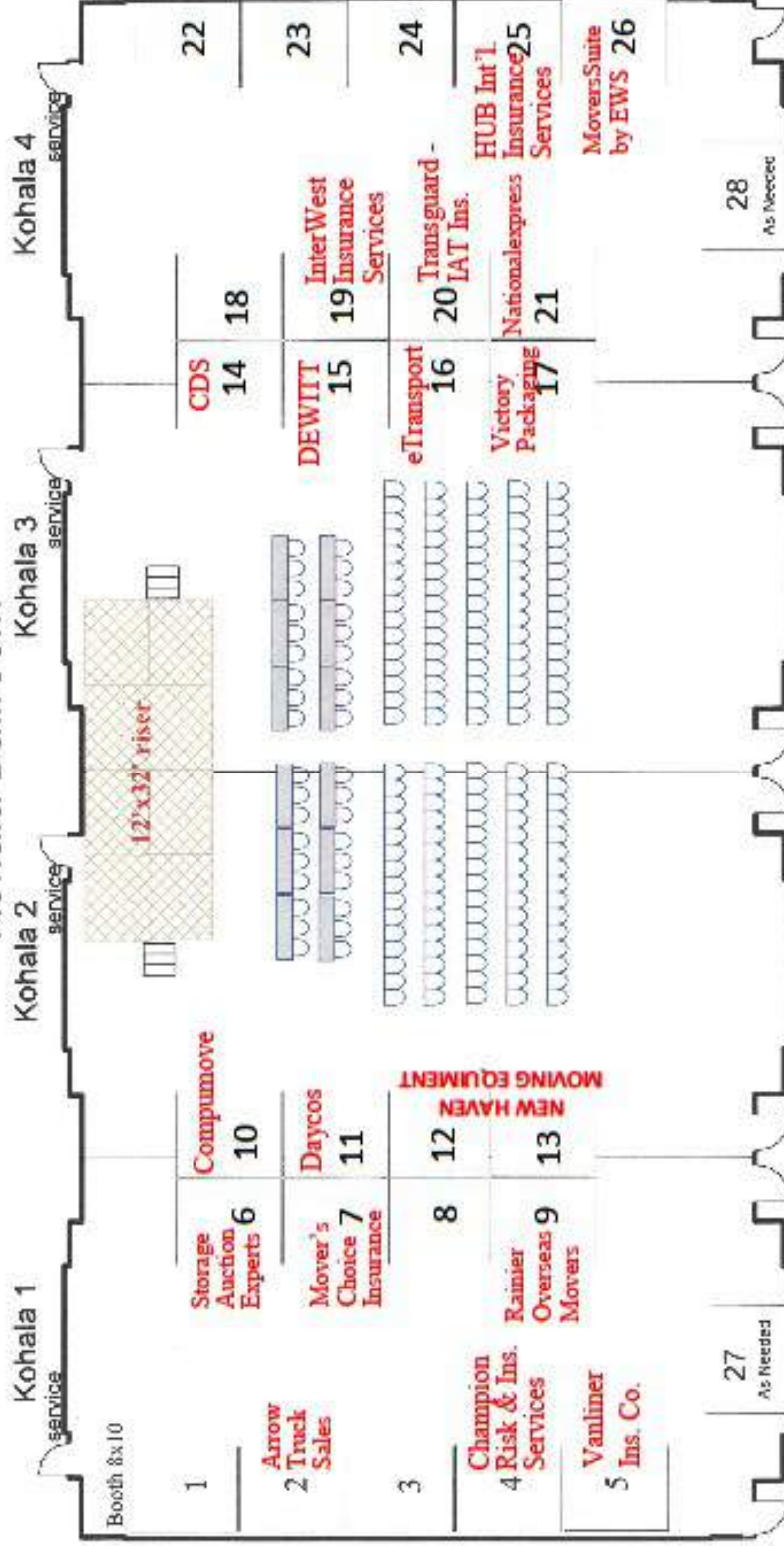
106th Annual Convention – Booth Diagram

Hilton Waikoloa Village

Waikoloa, HI

Exhibit Dates: May 2 –4, 2024

## Kohala Ballroom





# **2024 CONVENTION PROGRAM**

## **ADVERTISING**

The convention program will be 8 1/2" X 11" in size and printed in full-color! Call Gale Iwashita (562) 865-2900 or email: [giwashita@thecmsa.org](mailto:giwashita@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                  |
| Full Page (Inside Cover)           | 7.5"(W) X 10"(H)                             | \$560.00    | \$450.00                  |
| Full Page (Back Cover)             | 7.5"(W) X 10"(H)                             | \$660.00    | \$530.00                  |
| 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: February 23, 2024**

## **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 as advertising pricing.



To place your ad or shout out, contact: Gale Iwashita (562) 865-2900 or email: [giwashita@thecmsa.org](mailto:giwashita@thecmsa.org)