

California Offers Online CDL Renewals

California has made it easier for truck drivers to renew their commercial driver licenses through a new online option that is part of the state's ongoing customer-focused digital transformation.

"The online CDL renewal service is intended to make it easier for commercial drivers to renew their license and get back on the road quickly to move California's economy forward. The service is also intended to make the DMV more efficient by reducing wait times and maximizing existing resources," said [Ronald Ongtoaboc](#), spokesperson for the executive division of the state's [Department of Motor Vehicles](#).

Each year, the DMV processes an average of 209,000 CDL renewals.

Now eligible CDL holders can renew their licenses online without having to go to DMV offices, which streamlines the renewal process and eliminates delays.

Ongtoaboc said the DMV "is still evaluating potential savings with the online [CDL] renewal process, but such savings would be tied to efficiencies being



made in other areas."

According to the DMV, California's commercial driving sector is critical to the movement of regional goods and services, which emphasizes the importance of having efficient transportation of essential commodities in such industries as agriculture, manufacturing and retail.

"The convenience of the online CDL re-

(CDL RENEWALS continued on page 6)



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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

First, let me say NOW is the time to register for the 106th annual CMSA convention (registration forms are included with this issue), which will be held at the beautiful Hilton Waikoloa Village from April 30 through May 5. The Association has done its job in negotiating and planning a terrific convention that provides value to our membership! Don't miss this opportunity to kayak and scuba dive, like me, or enjoy any of the many outdoor activities that Hawaii has to offer.

Now, let's talk about this lackluster start to the year. January and February have definitely traditionally been some of our slowest times of the year, and I think coming out of the pandemic, we had an important job to do, so for the last couple of years, it was

nonstop. It didn't matter what month it was. In a small way, we took that for granted, and we, as movers, got used to that. Now, this year, with inflation and rising interest rates, we are experiencing a slowdown in the housing market.

I think a down market and what should traditionally be a slow January and February are upon us. I believe that's a good reason to always be diversified. If you're just doing household locals, start looking into office moving and so forth. I think that's a good reason to use CMSA as a resource. Talk to other members and see what they're doing. Talk to members out of your area and ask questions. We all love the moving business and love to discuss the ins and outs of it.

On a positive note, the feds have signaled that they want to lower interest rates, but the group has signaled that they want to see more positive inflation data coming down before pulling the trigger. Real Estate

(CHAIRMAN'S CORNER continued on page 4)





PRESIDENT'S COMMENTS

By Steve Weitekamp

The transition of California moving regulations from the California Public Utilities Commission (CPUC) to the California Department of Consumer Affairs, Bureau of Household Goods and Services

(BHGS) is one of the major successes of our Association. The impact the California Moving and Storage Association (CMSA) had and continues to have on the transfer from one agency to another could not have been matched by any individual company or smaller industry group. We continue to support BHGS in developing and implementing their major information technology project, including the Connect initiative that will allow all permitted movers to review their regulatory status and history and pay quarterly fees. The electronic payment of quarterly fees is a project that CMSA has been lobbying for even before our transfer from the

CPUC.

During February, I had the opportunity to conduct a MAX 4 Tariff presentation to the BHGS enforcement staff. I was impressed by their knowledge and questions. We even had the chance to discuss issues related to Restoration Companies, another area of BHGS regulations. Both BHGS and the CMSA agree that a Cal-T number and Bureau regulations are required in this area.

February also saw the passing of the scholarship application process and the review by our program evaluator. This extremely successful program, the largest in our industry in both annual awards and cumulative total, is only made possible by the support of our membership through chapter fundraising events. Occasionally, someone will bemoan the frequency of chapter emails or events themselves! Maybe they have never had the child or grandchild of a member of their team receive a CMSA scholarship. These awards are financially beneficial, but the recognition can mean even more to some young people. CMSA Chap-

(PRESIDENT'S COMMENTS continued on page 4)

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(CHAIRMANS CORNER continued from page 2)

industry source Norada reports the California housing market is expected to experience a rebound due to the decrease in mortgage rates. The forecast predicted a substantial increase of 22.9% in existing homes compared to 2023. Based on that

and the fact that 90% of employers are now asking for some in-office hybrid of their workforce (work from home/work in the office), Causing a shift in offices and the need to keep office space. So, hopefully, these two things combined will keep our industry strong.

(PRESIDENT'S COMMENTS continued from page 3)

ter fundraisers are in full swing, some pun intended. Please consider supporting them. Not only is there the opportunity for networking and a little fun, but you will be supporting the CMSA scholarship and charity efforts as well.

Congratulations to our 2023 – 2024 CMSA Chairman Jesse Chabot for completing another milestone of his year as Chairman. Jesse has visited all twelve CMSA chapters, sharing his personal history and the importance of our Association. In addition to chapter events, we still have a few seats left for our March 19th CMSA Legislative Day in Sacramento; call our office if you

are interested in joining us. Finally, now is the time to register for the 106th Annual CMSA convention at the Hilton Waikoloa on the big island of Hawaii. Hopefully, you already have your room reservations; this is a terrific event at a value not to be missed.



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newal service underscores the state's recognition of the significance of commercial drivers and their pivotal role in supporting the smooth operation of the world's fifth-largest economy," DMV noted.

The DMV has been launching numerous online efficiency improvements for the state's trucking industry. In September 2022, the DMV began moving from a paper-based process to score CDL drive tests to an electronic method using iPads.

"The transition was done in phases starting with the DMV's Commercial Drive Test Centers and then moving to other offices offering CDL drive tests. By February 2023, all DMV field offices offering CDL drive tests were scoring exams utilizing iPads," Ongtoaboc said.

California DMV examiners were among the first in the nation to use electronic tablets to administer exams, which eliminates the use of paper score sheets and computer data entry. The DMV has also modernized the skills test to streamline the exam process. These improvements help get more qualified drivers on the road faster to benefit California's economy. The DMV has administered 127,000 CDL drive tests using the iPads so far.

"The reaction from DMV examiners and management has been positive. The electronic platform saves time by sending information directly to the Commercial Skills Test Information Management System and retaining data, which can be used to ensure the offices are meeting service expectations," Ongtoaboc said.

He noted that customer feedback has been positive about DMV innovations, which allow the DMV to conduct more CDL tests each day.

The DMV has taken many steps to offer more digital services and encourages all customers to

use its online services and other service channels to complete transactions, including eligible driver's license and vehicle registration renewals.

The DMV has more than doubled the number of services available online to 48 today from 20 in 2019, while also reducing transaction times by two-thirds and eliminating obstacles for staff to process transactions more quickly. At the same time, DMV has provided customers with necessary tools that are resulting in lower wait times for office visits than in the past.

Source: Transport Topics



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FMCSA Warns About Fake Safety Audit Scam

FMCSA says the phishing emails include what appears to be a SAFER URL and mirrors FMCSA's MC-150.

The Federal Motor Carrier Safety Administration is warning motor carriers of an email phishing scam involving a fake DOT [safety audit](#).

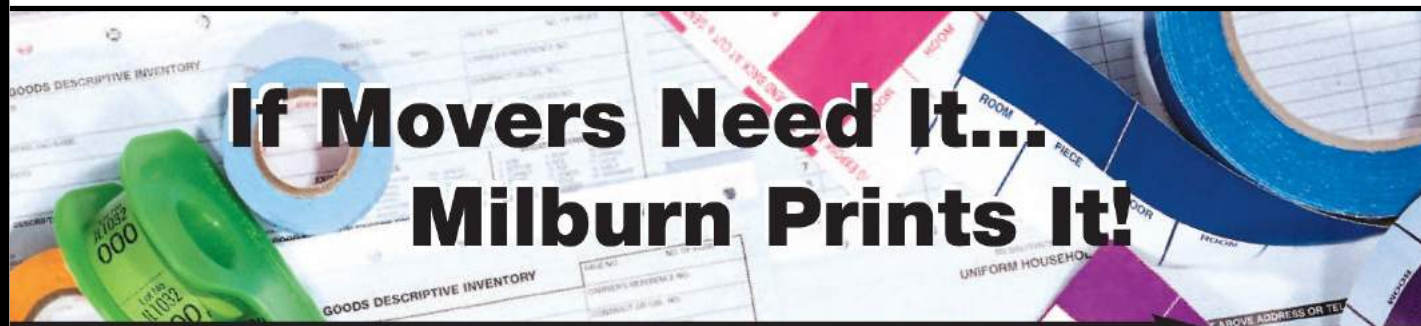
An email is being sent to registered motor carriers by someone pretending to be FMCSA and notifying the recipient that they need to schedule a [safety audit](#). The link to request the safety audit has what appears to be a SAFER URL and mirrors FMCSA's [MC-150](#), but includes fields to enter a PIN #, EIN #, and Social Security Number.

Phishing e-mails masquerade as being from reputable companies or entities in order to get the recipient to reveal personal information, such as passwords and credit card numbers. In this case, some of the information being requested is not only sensi-

tive personal information that could be used for purposes such as identity theft, but this information would also allow the unauthorized party to gain access to your FMCSA account.

The agency says the email containing the link is very convincing as coming from FMCSA.

[FMCSA explains](#) that communications relating to safety audits will typically come directly from an FMCSA dedicated mailbox, or from the state entity that has been assigned the responsibility to conduct the safety audit. While these emails typically end in a ".gov", FMCSA recommends that you verify any potentially suspicious email or communication with the appropriate agency or contact your FMCSA Division Office directly to clarify.



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New Jersey Lawmakers Raise Minimum Insurance

Truckers Oppose Increase to \$1.5 Million

The New Jersey Legislature has passed a law requiring heavy trucks to carry a minimum \$1.5 million in liability insurance — double the [current federal minimum insurance requirement](#) of \$750,000.

Under the new law, the owner or a registered owner of a commercial motor vehicle weighing more than 26,000 pounds will be required to maintain motor vehicle liability insurance coverage of at least \$1.5 million to insure against loss resulting from liability imposed by law for bodily injury, death and property damage.



Earlier attempts to pass the law, which goes into effect July 1, were hung up in the Legislature for more than a year before the bill was signed into law by Democratic Gov. [Phil Murphy](#) on Jan. 16. Its primary sponsor was [Nicholas Scutari](#), president of the state's senate, who

also is an attorney.

The current [Federal Motor Carrier Safety Administration](#) standard requiring carriers to maintain a minimum of \$750,000 in liability insurance has been in place since 1985. Alt-

(RAISE INSURANCE continued on page 12)



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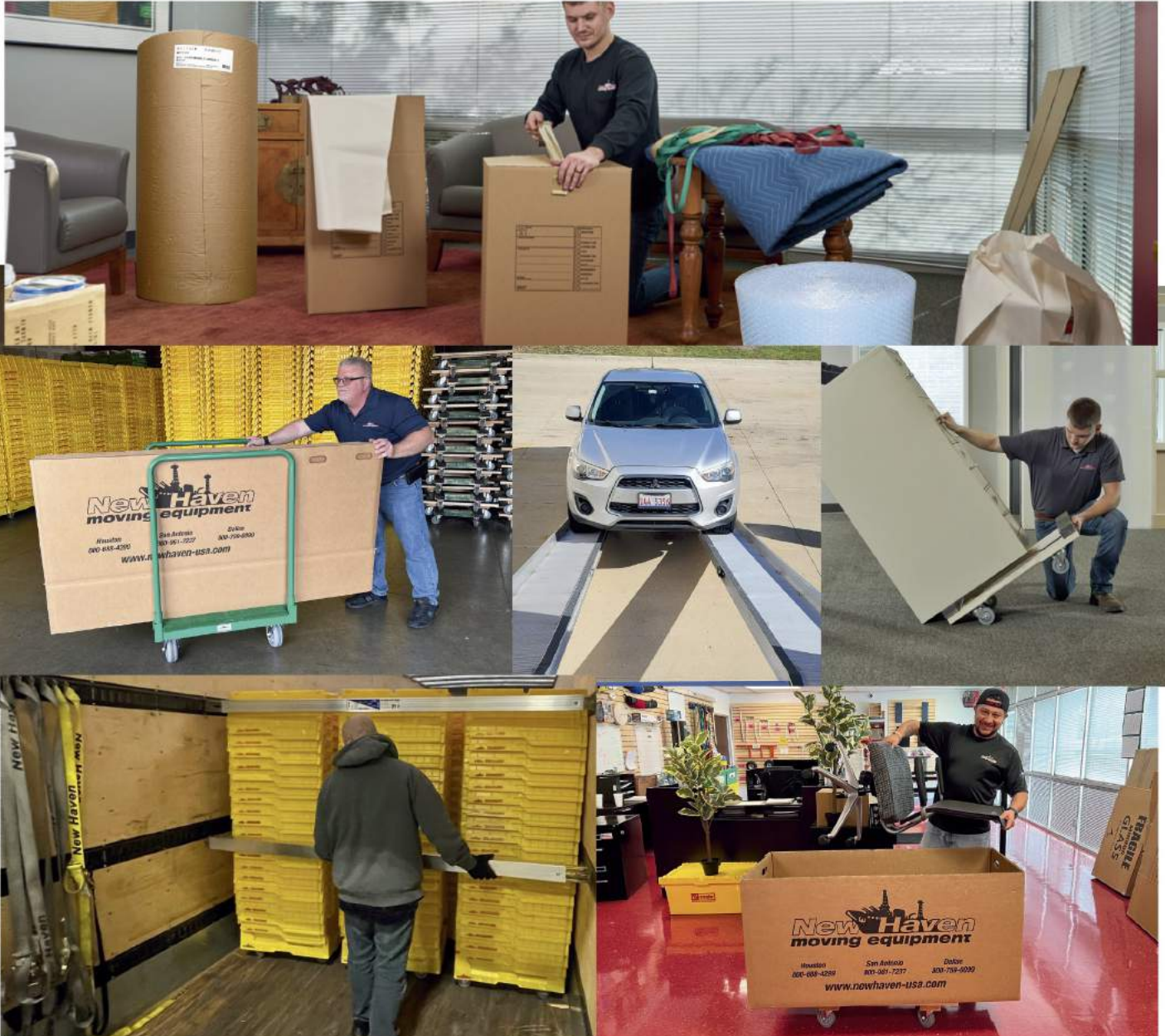
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Ask AI

Question:

Can a California-based trucking company test its drivers for marijuana usage?

Answer from Copilot (Microsoft Windows-based Artificial Intelligence):

Certainly! In California, trucking companies can test their drivers for marijuana usage, but there are specific guidelines and limitations. Here's what you need to know:

Pre-Employment Testing: Trucking companies cannot require pre-employment tests for marijuana use.

This means they cannot test drivers for marijuana before hiring them.

Random Testing During Work: While drivers are actively working, employers are not allowed to conduct random marijuana tests. This applies to all employees, including truck drivers.

Off-Hours Use: Employers cannot penalize or discriminate against drivers based on marijuana use that occurs outside of work

and away from the workplace. However, if marijuana use impairs a driver's work performance, the company may take action.

Medical Marijuana: Even if a driver has a valid medical marijuana prescription, employers do not have to accommodate its

use during work hours. Federal law still considers marijuana illegal, which affects workplace policies.

Exceptions:

There are exceptions for certain positions, such as those in the building and construction trades or roles requiring federal government back-

ground investigation or security clearance.

In summary, while testing for marijuana usage is allowed under specific circumstances, California-based trucking companies must adhere to these guidelines and respect employees' rights regarding off-hours marijuana use. If you have further questions or need legal advice, consider consulting with a California labor lawyer.



(RAISE INSURANCE continued from page 10)

though the agency has kicked around the notion of raising the insurance minimum requirement, in [a 2022 report it concluded it could not find the justification to do so](#).

"In order for FMCSA to adequately assess the sufficiency of the financial responsibility requirements, the agency would need access to more detailed information from the insurance industry, including anonymized claims data," the report said.

Although there are clear indications that

litigation jury verdicts and settlements are on the rise, "catastrophic motor carrier crashes are relatively rare," according to a 2013 study by the [John A. Volpe National Transportation Systems Center](#) cited in the FMCSA report.

The law has faced strong opposition from such trade groups as [American Trucking Associations](#), the [New Jersey Motor Truck Association](#), the [Truck Renting and Leasing Association](#), the [New Jersey Warehouse](#)

(RAISE INSURANCE continued on page 15)

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MEMORIAL BULLETIN

Gary M. Rossiter 1950 - 2024

Gary M. Rossiter passed away peacefully, with family by his side, on Tuesday, January 30, 2024, at 73. He was the beloved husband of 15 years to Denise Rossiter; a cherished father to Larry Baumgarten, Felicia (Rob) Rossiter, Paul Rossiter, Alex (Ellen) Rossiter, and Max Rossiter; and a beloved grandfather to Jordan, Nick, Kalson, Taylor, Abby, Alena, and Brynn. Gary was also a treasured brother-in-law, uncle, great-uncle, nephew, and friend to many.

Gary was born and raised in Stockton, California. He played football and baseball, earned the title of state debate champion, was student body president, played trom-



bone in the pep band, and participated in school plays. Gary was the first student from Linden to participate in their foreign exchange student program (American Field Service), where he spent a summer with a family in Peru.

After high school, Gary studied pre-dental at the University of Pacific. While attending UOP, he started working in the moving industry to help pay for school.

Much to his parents' chagrin that would ultimately lead to a career with United Van Lines, spanning almost 50 years. Over those years, he was a helper, packer, dispatcher, manager, coast-to-coast van operator, and ultimately, owner and shareholder of Rossiter Relocation Services in Livermore, California. Gary eventually retired in 2017.

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(RAISE INSURANCE continued from page 12)

[and Movers Association](#), and others.

It does not specifically say whether the law is intended to just cover New Jersey-based carriers, or interstate carriers conducting business in the state.

ATA has called the new law, at a minimum “bad policy,” and has cautioned if interstate truckers passing through or doing business in the state were subject to the law it could result in a legal challenge.

[Insurance Stories](#)

[Jennifer Blazovic](#), interim executive director of the state trucking association, said

members have not yet determined how the bill will impact motor carriers in the state. “We’re still working on it.”

The group has from the beginning opposed the new law.

Blazovic said her association is still trying to get firm answers as to who must carry the higher requirement — New Jersey-based carriers or any carriers traveling through the state.

“As far as the impact goes, the majority of our members have \$2 million or more in

(RAISE INSURANCE continued on page 19)

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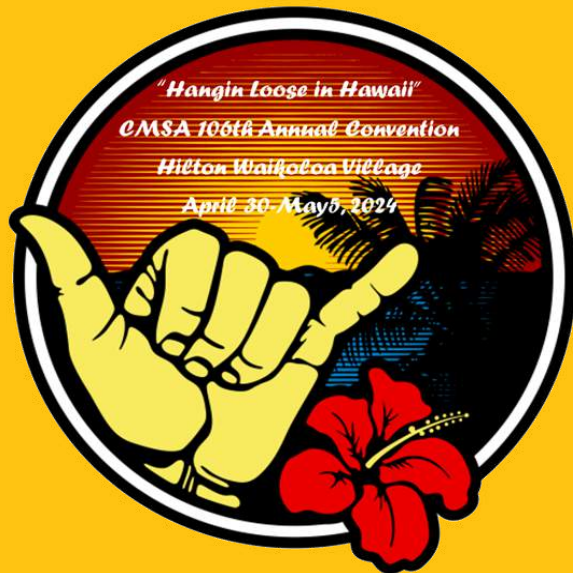
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Tues March 19 LEGISLATIVE DAY

Sat April 6 North Bay Chapter 19th Annual Bocce Ball Tournament

Sat April 6 Ventura/Santa Barbara 3rd Annual Cornhole Tournament

Sun April 7 Greater LA Chapter's "Day at the Races"

Tues April 9 San Diego/Imperial Counties Chapter Golf Tournament

Fri April 12 Sacramento/San Joaquin Valley Chapter Spring Golf Tournament

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

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insurance,” Blazovic said. “So the impact on our members might not be as great as with others.”

“There’s just no precedent on this,” said ATA General Counsel [Richard Pianka](#).

“There’s nothing very clear in statute. We don’t really know what the scope of the law is even meant to be. But it appears to be meant for vehicles registered or principally garaged in New Jersey.”

Pianka added, “We’re not in favor of arbitrary increases. If the data shows that they should go up, then that’s one thing. But it’s another thing if the plaintiff’s bar wants to make sure everybody’s pockets are bigger when they want to bring a claim. That’s certainly what drives a lot of the discussion around this issue.”

[Tracy Denora](#), executive director of the New Jersey Warehouse and Movers Association, said it’s very likely the new law will cause insurance premiums to rise.

“It’s going to cost at least \$20,000 to \$40,000 or more each year, up to a 20% in-

crease,” Denora said. “What’s going to happen now is that when motor carriers are sued, plaintiff attorneys will be going for higher verdicts and settlements. It’s going to especially hurt small mover motor carriers.”

“If the new law applies to out-of-state carriers doing business in the state it could be open to court actions since it would be in violation of FMCSA’s requirement,” said [Greg Feary](#), managing partner of the Indianapolis-based transportation law firm of [Scopelitis, Garvin, Light, Hanson & Feary](#). “So if they enforce it by stopping and impounding vehicles or fining carriers, I think that’s a problem.”

“Any increase in these minimum insurance levels will lead to a dramatic increase in insurance premiums for all trucking companies,” the Truck Rental and Leasing Association wrote in a letter last month to Scutari, a Democrat. “FMCSA has set the national standards of interstate commerce based on a series of studies and statistics that find that over 99% of all accidents are covered by the \$750,000 limit.”

Source: Transport Topics



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CMSA 106th Annual Convention Registration Form

April 30-May 5, 2024

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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. 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, Cardinale Moving &
Storage, Inc., Atlas Van Lines, Interstate
Van Lines, National Van Lines, North
American Van Lines, UniGroup, Wheaton |
Bekins
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

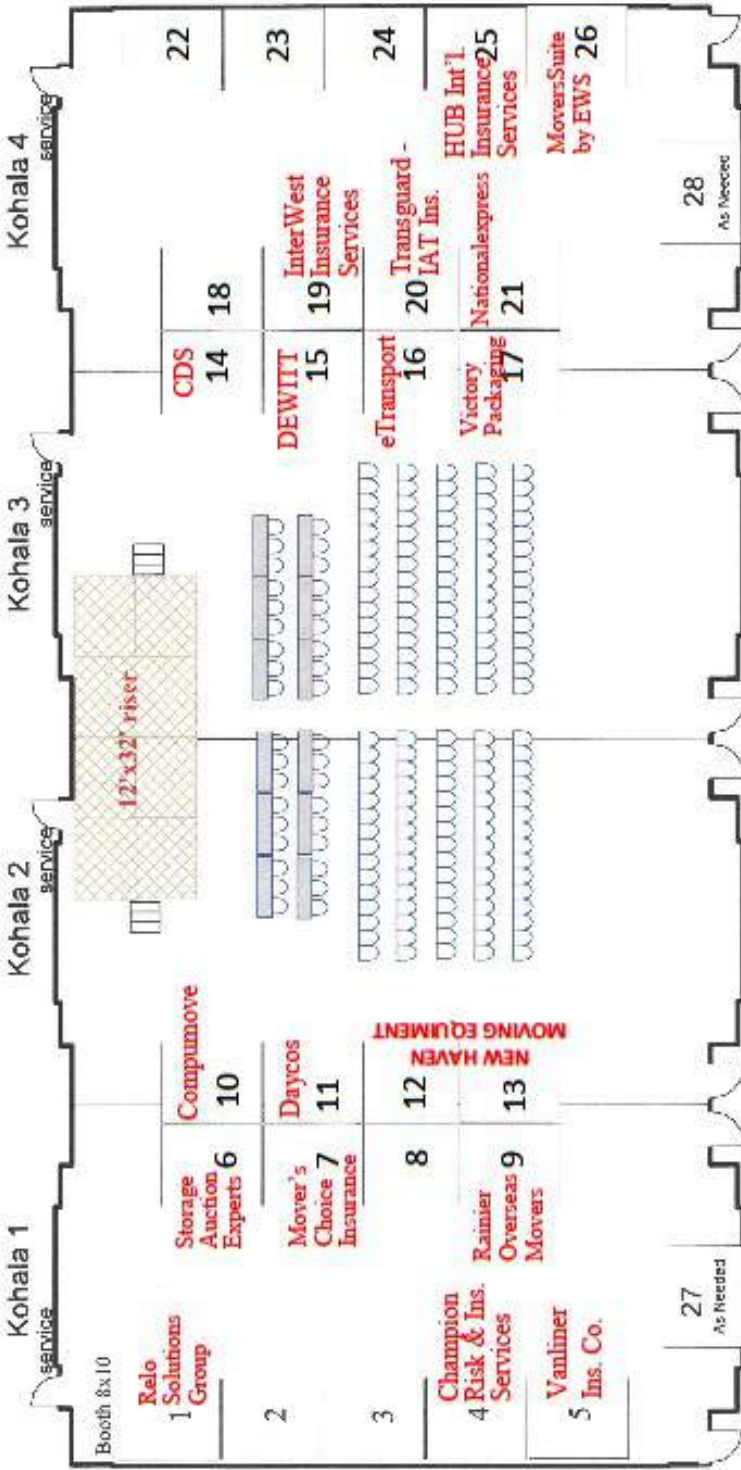
106th Annual Convention – Booth Diagram

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.**

| <b><u>Page</u></b>                 | <b><u>Dimensions</u><br/><u>(Width X Height)</u></b> | <b><u>Rate</u></b> | <b><u>Event Partner Rate</u></b> |
|------------------------------------|------------------------------------------------------|--------------------|----------------------------------|
| 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 1, 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 ad advertising pricing.



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