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CHAIRMAN'S CORNER

By: Vince Cardinale

February was another busy month for me and CMSA President Steve Weitekamp. We visited 3 chapters starting in Ventura/Santa Barbara and ending with our 12th chapter visit in Sacramento, or actually my 24th chapter visit counting my first Term in 2008/2009.

As CMSA Chairman, one of my favorite duties is visiting fellow mover members at their offices and warehouses. The enthusiasm and pride are very evident as they show President Steve and me their facilities.

I would like to thank Casey McCann of Hazelwood Transfer for the wonderful lunch and tour of his new facility in Santa Barbara, John Lance for the tour of his warehouse, and Mike Sarro & Dennis Doody for taking the time to meet with us to give us a tour of their facility.

In Sacramento, we had a great visit with Chris Higdon of California Relocation Systems and Louis Lane of Mother Lode Van & Storage, Inc. Thank you both for taking the time out of your busy day to meet/chat with us and give us a tour of your facilities.

And a big thank you to all 3 of the chapter presidents John Lance - Ventura Santa/Barbara, Amberly McDowell - Greater Los Angeles Chapter, and Dustin Sandoval - Sacramento Chapter. Kudos and congratulations to all of you for an outstanding job organizing these well-attended and informative chapter meetings. I especially enjoyed the Greater L.A chapter meeting at the Delancy Street Foundation.

The enthusiasm of these CMSA leaders is quite apparent and contagious. It was great hearing so many ideas and suggestions being shared among our mover and associate members.

The moving and storage industry continues to navigate challenges and opportunities alike. While we've seen an evolving regulatory landscape, shifting economic conditions, and changes in consumer be-

(CHAIRMAN'S CORNER continued on page 4)

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PRESIDENT'S COMMENTS

By Steve Weitekamp

We are a little more than a month away from the CMSA convention at Bally's Lake Tahoe Resort in beautiful Lake Tahoe. I have not missed a CMSA convention since I started attending in 1987.

During that entire time, I served as a chapter officer, a member of the board of directors, a board officer, and finally, as association president. Our Association's convention has always been one of the highlights of my year and a not-to-be-missed event. Regardless of the location and the frequently changing economic environment that impacts our industry, it is difficult to envision that the value of participating in our annual event does not exceed potential obstacles related to our busy schedules.

The value of our association far exceeds membership dues, even if you never attend a meeting or convention. This includes but

is not limited to, the information provided in our monthly newsletter and periodic emails and our successful lobbying on California-based laws and regulations shepherded in part by our lobbyist firm, Shaw Yoder Antwih Schmelzer and Lange (SYASL). Additional benefits include access to an extensive list of fellow mover members and industry suppliers from around the state and the country. Association staff, with substantial industry knowledge and relationships with regulators, are ready and able to assist with questions and issues. When needed, referrals to member lawyers who understand transportation law and the nuances of the moving and storage industry.

Still, I cannot understate how much is gained by attending our conventions. All attendees are welcome to participate in the committee meetings and general sessions where invaluable industry information is discussed and shared. It's great to be a part of our always-popular exhibitors' reception, where industry suppliers share new ideas and ways to make your business more profitable in a casual and fun environment. Our

(PRESIDENT'S COMMENTS continued on page 4)

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(CHAIRMANS CORNER continued from page 2)

havior, our resilience and adaptability have been remarkable. The demand for quality moving services remains strong, but with that comes the need to stay ahead of labor shortages, fuel costs, and compliance requirements. Through it all, CMSA members have demonstrated incredible professionalism, ensuring our industry remains vital and respected.

Please know that your CMSA staff and board of directors work every day on your behalf. Use your membership to the fullest.

Be involved, support your local chapter, and attend your chapter meetings and fundraisers.

Our 107th Annual CMSA Convention in beautiful Lake Tahoe is approaching fast. The CMSA conventions are one of my favorite events, where I can gain access to the most current Industry information, share best practices, see old friends and colleagues, and make new ones. I am looking forward to seeing you all in beautiful Lake Tahoe on April 22-27, 2025.

(PRESIDENT'S COMMENTS continued from page 3)

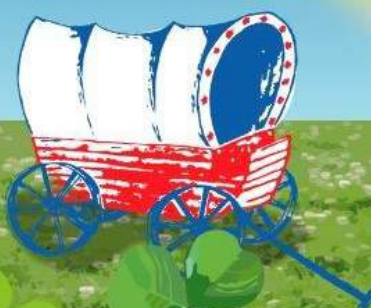
two luncheons are also popular events. On Friday, our lobbyist, SYASL partner Matt Robinson, will have an update on California politics and what we can expect in the year ahead. Friday afternoon, we will conduct the annual military breakout meeting. This year particularly, this will be an event not to be missed. Things appear to be changing rapidly, which could impact all movers. Our Saturday awards luncheon highlights how unique our Association really is. In addition

to recognizing the service of chapter presidents and retiring board members, we celebrate the charity our hard-working members value, our unparalleled scholarship program for college undergraduates and vocational students. We will present awards and our contributions to Special Olympics and St. Jude's, which is this year's Chairman's Choice Charity. Our convention ends Saturday night with our chairman's reception and dinner event. It will be a celebration of lead-

(PRESIDENT'S COMMENTS continued on page 6)

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Bekins Van Lines Names Driver of the Year

San Jose, Calif., driver among the best in the moving industry

Announced Thursday, February 27, at its sixth annual Van Line Summit & Awards Gala, Bekins awarded top driving honors to Joe Childs of Silicon Valley Moving & Storage in San Jose, Calif., with the Driver of the Year award. To be eligible for the award, individuals must first earn a Driver of the Month award between January 2024 and December 2024 and consistently provide superior service to Bekins' customers. Due

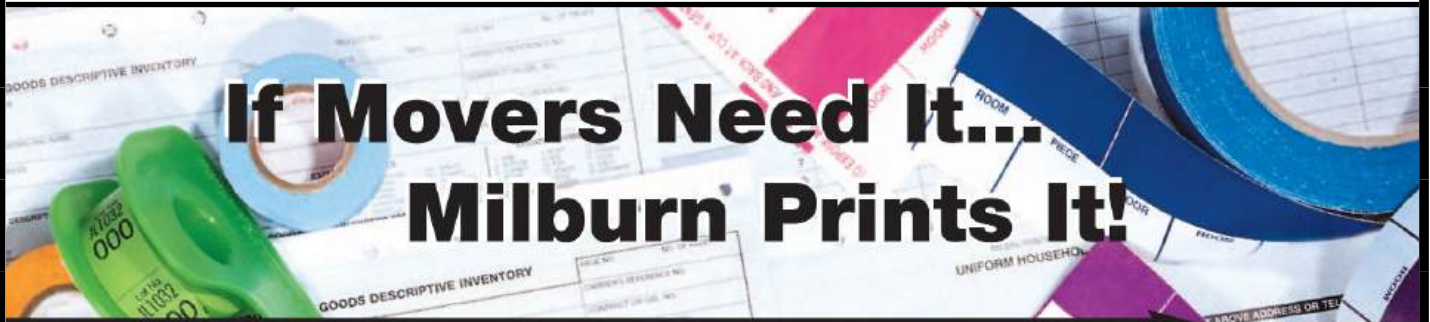


Bekins Director of Traffic Doug Robinson (left) presents Joe Childs (second from left) with the 2024 Bekins Driver of the Year award, which the celebrated driver accepted with his wife Cheri (second from right) and son Joey (far right) at his side.

to excellent records in claims, customer service and safety, Drivers of the Year are among the best in the household goods moving industry. "Joe is an outstanding driver who has not only excelled in his driving responsibilities but has also consistently

gone above and beyond in representing our organization," said Kevin Miller, Vice President of Operations at Bekins Van Lines. "His

(DRIVER OF THE YEAR continued on page 6)



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(PRESIDENT'S COMMENTS continued from page 4)

ership where current Chairman Vince Cardinale passes the gavel to our 2025-26 Chair, Jeanette Homan. You do not want to miss this event.

I strongly encourage you to attend the 107th Annual CMSA convention in Lake Ta-

hoe next month. In addition to everything previously listed, you will have the opportunity to establish relationships with movers outside of your area and may even make a real friend. Do not procrastinate; sign up today, and be sure to book your room at Bally's un-

(DRIVER OF THE YEAR continued from page 5)

commitment to delivering exceptional service, often at the expense of personal time and comforts, truly sets him apart."

Childs' journey in moving and storage began at the young age of 19, when he obtained his Class A license and began hauling freight for the family business, Pozas Bros., in San Jose, Calif. In 1990, Childs founded Silicon Valley & Storage. Working alongside his wife, Cheri, Joe focused on customer moves and estimating, while Cheri managed the office. Over the decades, the company has become a trusted name in the industry, and a respected company in the San Francisco Bay Area that services thousands of residential and commercial clients annually.

Childs' son Joey took the microphone at the awards ceremony after Joe's acceptance speech, recognizing Joe's hard work through the years and acknowledging that Joey recently earned his own CDL at age 19, the same as his father.

Silicon Valley Moving & Storage has received numerous accolades from Bekins Van Lines, including most recently: Spire (2021-2024), Customer Loyalty (2022 & 2024) and Agent of the Month (August 2024). Childs has earned the Driver of the Month Award three times and has been a number one rated driver for 45 straight months.

Childs is active in his community, heavily involved with Wreaths Across America, dedicating his time, trucks, drivers, and ware-

(DRIVER OF THE YEAR continued on page 10)

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Transportation Lawmakers Take Aim at Moving Industry Scams

Bipartisan Bill Would Give State Agencies Federal Funds to Fight Fraud

A bipartisan bill that aims to protect consumers from falling victim to unscrupulous practices when moving goods and property was recently unveiled in Congress.

The Household Goods Shipping Consumer Protection

Act is designed to boost certain guidelines at the Federal Motor Carrier Safety Administration to help reassure individuals about consumer protections in place for moves made around the country.

"We cannot allow bad actors

in the shipping and moving industry to violate consumer trust and harm our nation's supply chain. Our bipartisan, bicameral legislation will give the Federal Motor Carrier Safety Administration the tools they need to hold these thieves accountable," said Sen. Deb Fischer (R-Neb.), a member of the freight policy committee, Jan. 30. Fischer is the bill's co-lead sponsor in her chamber.

"Bad actors are constantly developing new ways to defraud hardworking Americans, so it's critical we keep our legislation up to speed so we can protect our constituents from the latest scamming techniques," added co-lead sponsor Sen. Tammy Duckworth (D-Ill.), also on the Commerce Committee on freight policy.

Reintroducing the bill on the other side of the Capitol were Reps. Mike Ezell (R-Miss.) and Eleanor Holmes Norton (D-D.C.). The House lawmakers are senior members

of the Transportation and Infrastructure Committee. The pair had introduced an earlier version of the bill during the previous session of Congress, but that version did not reach the president's desk for enactment.

"The Household Goods Shipping Consumer Protection Act aims to tackle fraudulent practices in the moving and shipping industry that damage consumer trust and disrupt our national supply chain," Ezell said.



"We cannot allow bad actors in the shipping and moving industry to violate consumer trust and harm our nation's supply chain," Fischer said. (Alex Brandon/ssociated Press)

"Shipping fraud is a widespread issue that affects every corner of our nation. I will continue working to fight deceptive business practices by shipping companies," added Holmes Norton.

Specifically, the bill would equip FMCSA officials with authority to levy civil penalties against unregistered shippers. The agency also would be authorized to set requirements to ensure motor carriers, brokers and freight forwarders are operating legitimately in the marketplace. In targeting entities that threaten to hold customers' goods hostage until exorbitant bills are paid, the measure would allow state agencies to access federal funds to increase protections for household articles and personal possessions.

David Bell, CEO of CloneOps.ai, discusses the impact of AI on the trucking industry. Tune in above or by going

(INDUSTRY SCAMS continued on page 10)

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(INDUSTRY SCAMS continued from page 8)

to RoadSigns.ttnews.com.

The bipartisan bill was referred to committees in the House and Senate. Votes on the bills have yet to be scheduled.

American Trucking Associations is among the transportation stakeholders backing the bill's introduction.

"When individuals and families begin the stressful process of relocating, the last thing they should have to worry about is being exploited by unscrupulous companies charging exorbitant rates and holding their household goods hostage. We commend Sens. Deb Fischer and Tammy Duckworth for tak-

ing action to help prevent consumers from becoming victims of moving fraud and protect the reputations of legitimate moving and storage companies and their hardworking employees," said ATA's Senior Vice President of Legislative Affairs Henry Hanscom and Moving and Storage Conference Executive Director Dan Hilton in a statement. "By creating additional tools to crack down on scammers, their legislation will help Americans have greater confidence that the moving professionals they entrust with their valuable possessions are experienced, honest and reliable."

(DRIVER OF THE YEAR continued from page 6)

house to ensure tens of thousands of wreaths are delivered to honor-fallen service members. Known for putting others before himself, Childs' selflessness shines through in everything he does. He is a proud family man who enjoys boating, dirt bike riding, camping, off-roading and hunting with his family. He is a lifelong baseball enthusiast who coached both his children, Joey and

Brooke, and continues to spend weekends and off days maintaining the ballpark for the next generation of players - cutting grass, working in the snack shack, and helping families.

Childs received a Driver of the Year plaque from Bekins Van Lines, along with a \$2,000 cash award and a trip to the Awards Gala in Carmel, Indiana.



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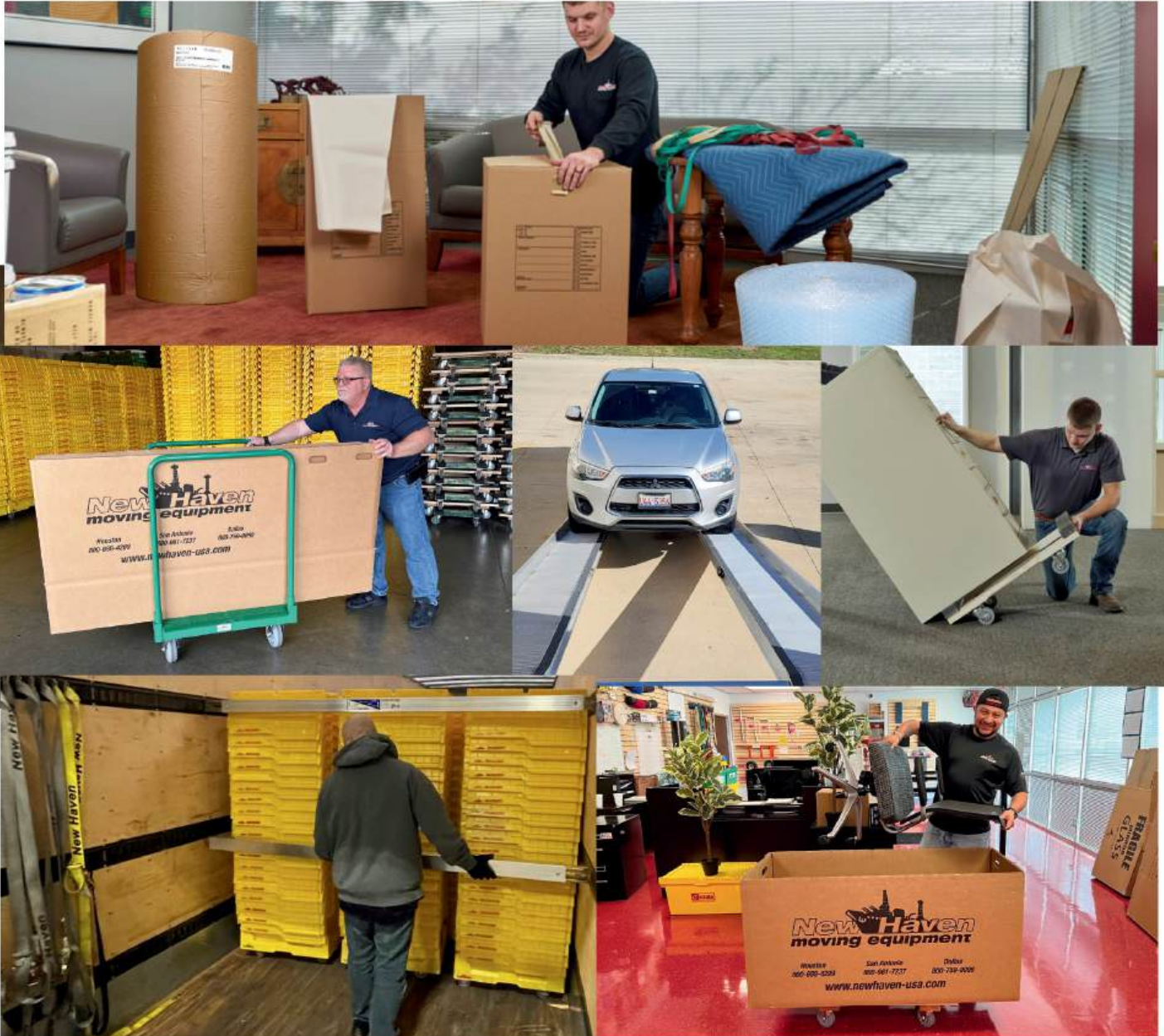
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GUEST EDITORIAL

By: *Griselda Gonzalez*
CG MOVING COMPANY INC.

Broken Trust and Broken Promises: The GHC's Impact on Military Moves

You know that feeling when you're excited to try something new, only to

have the outcome be disappointing? That's exactly how I feel about the Defense Department's sweeping overhaul of military moving services under the Global Household Goods Contract (GHC).

At first, I saw promise in the GHC. As a management executive for CG Moving in San Francisco, I've spent nearly two decades handling complex office and industrial moves. I was eager for the opportunity to expand our services and support military families. But after sitting through GHC town

halls and trade association events, my enthusiasm quickly faded. The company now managing all military moves under the contract offered little insight, few answers, and even less collaboration.

What became clear in these interactions is that the GHC prime contractor lacks respect for the expertise and experience of professional movers like me. Instead of working alongside long-time industry professionals to ensure a smooth transition, they appear dismissive of the very people who understand the logistical and personal complexities of military relocations.

Assessing, scheduling, packing, moving, storing, and delivering household shipments isn't just about logistics — it's about real-life challenges. We've navigated hurricane-force winds to deliver shipments, worked under blistering desert heat, and protected trucks from theft on steep San Francisco streets. And we do it gladly, especially for our nation's military families. These chal-

(GUEST EDITORIAL continued on page 14)



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(GUEST EDITORIAL continued from page 13)

lenges aren't unique to us; they're daily realities for movers across the country and overseas.

Yet the company in charge of this transition has limited experience handling military moves and is failing to fully engage with the professionals who do. Alienating the workforce that has the trucks, the warehouses, and the institutional knowledge making these moves possible is a mistake that will have real consequences for military families.

Military families aren't just numbers on a spreadsheet or a case study in a PowerPoint presentation. They are real people who sacrifice so much for our country and deserve the dignity of a reliable, well-organized move. Unfortunately, we're already hearing from families who are experiencing late moving dates or no-shows that left them scrambling at the last minute.

Service members move, on average, every two and a half to three years. A smooth transition is critical for their families'

well-being and peace of mind. While there was certainly room for improvement under the previous system, why are we so quick to throw the baby out with the bath water? The majority of military moves have long been handled by experienced, hardworking movers who care about these families and understand the intricacies of military relocations — how to access bases, how to properly pack household goods for long-term storage, and how to provide the care these families deserve.

Trust is essential in any business. Sadly, the GHC prime contractor has damaged trust by failing to provide clear communication and guidance on how moving companies should comply with new federal compensation requirements under the Service Contract Act. The lack of transparency has left movers like me uncertain about our future under this contract.

The GHC could have been a chance to revolutionize military moving for the better. Instead of dismissing the industry's expertise, the contractor could have embraced a

(GUEST EDITORIAL continued on page 19)

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Customer and Carrier Advisory

March 6, 2025
CA-25-03-06/0013

Subject: REAL ID Full Enforcement
Deadline May 8, 2025.

Purpose: To notify stakeholders of the May 8, 2025 implementation date for the REAL ID Enforcement.

Be Advised: On April 27, 2021, the Department of Homeland Security (DHS) announced it was extending the REAL ID full enforcement date by 19 months, from October 1, 2021, to May 3, 2023, and then again to May 7, 2025, due to circumstances resulting from the COVID-19 pandemic. Now that the deadline is approaching, DHS will not be extending the date.

As a result, (card-based) enforcement of REAL ID for DoD base access will be in effect beginning May 8, 2025.

Until May 7, 2025, DoD installations may continue to accept State (including DC and the territories) issued driver's licenses or non-driver's license ID cards from REAL ID-compliant States and territories for installation access purposes regardless of the presence of the "REAL ID star" on the card. The prohibition on accepting driver's licenses and non-driver's ID cards that bear markings along the lines of "Not Valid for Federal Purposes", "Federal Limits Apply", and/or "Not for Official Use", or other similar markings (known as "marked cards") is already in effect and will remain so.

After May 7, 2025 Real ID cards must be presented for DOD base access. Use of

REAL ID for DOD base access is to be enforced. If personnel do not have a REAL ID, then they will have to provide supplemental identification documents for base access. Supplemental identification documents are identified in DoDM 5200.08 Volume 3 (Physical Security Program: Access to DoD Installations): U.S. passport or passport card, Transportation Worker Identification Card (TWIC), Veteran Health Identification Card (VHIC), birth certificate, and social security card. These documents must supplement the non-REAL ID-compliant driver's license for access.

Transportation Service Providers (TSPs) should continue to check the Transportation Facilities Guide (TFG) for installation access information. Transportation personnel should ensure their TFG pages are updated with the most current access requirements, to include information on REAL ID requirements. Specific access-related questions should be directed to the points of contact listed in the TFG.

Additional information on REAL ID can be found at <https://www.dhs.gov/realid/real-id-faqs>.

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March Meeting

Fri., Mar 14 Sacramento Chapter
Bowling Tournament

Wed., Mar 19 Legislative Day
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Thurs., Mar 20 Mid Valley Chapter
Golf Tournament
and Bingo

Sun., Mar 23 Greater Los Angeles
“Day at the Races”

Fri., Mar 28 San Diego Chapter
Golf Tournament

Sat., Apr 5 North Bay Chapter
Bocce Ball Tournament

Fri., Apr 11 Sacramento Chapter
Golf Tournament

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collaborative approach, learning from the professionals who actually do the work. Instead, we got vague presentations, confusing Excel spreadsheets, and empty promises.

Technology was touted as the solution to many moving inefficiencies, yet we waited endlessly for a promised demonstration that never came. When it finally did, it was just another slide deck. No amount of tech can replace skilled movers — you can't teleport furniture.

On top of this disastrous rollout, the GHC has coincided with a major reduction in reimbursement rates for Personally Procured Moves, where military families arrange their own moves. This seems like an effort to force families into a broken system by forcing them to choose between the flailing GHC

and the exorbitant costs of coordinating their own moves.

Professional movers deserve better. Military families deserve better. And the taxpayers deserve better. I urge elected officials at all levels to listen to the concerns of industry professionals like me and, more importantly, prioritize the needs of the brave men and women who serve our country. The GHC rollout has been riddled with missteps, and it's time to correct course before it does even more harm. Our military families deserve a moving system that works for them, not one that makes an already stressful transition even harder.

Griselda Gonzalez is the Corporate, Government & Non-Profit Relocation and Storage Contract Manager for San Francisco-based CG Moving Co Inc.

107th Annual CMSA Convention **Important Information**

If you haven't done so already, it is time to sign up for the upcoming convention being held April 22 – 27, 2025 at Bally's Lake Tahoe Casino Resort, Lake Tahoe, Nevada! Click [here](#) to access the CMSA Convention kiosk.

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The golf tournament will be held at the Genoa Lakes Golf Course. Click [here](#) for the golf tournament registration form.

Event Partnerships Still Available

Co-Partnerships are still available for \$2,050 and include one complimentary convention registration. You will also be recognized in the program and at the convention for your event partnership! Call the CMSA office for more information.

Don't miss out! Sign up for the convention today!



Association Leaderboard Report

CA Leaders for the month of February

Total

1	REAL RocknRoll Movers	2,500 lbs.
2	123 Moving & Storage, Inc.	280 lbs.
3	Mother Lode Van & Storage	199 lbs.

CMSA Report Food Collected and Delivered

Monthly	Year to Date	All Time
3,209 lbs.	5,131 lbs.	2,009,403 lbs.
2,674 meals	4,276 meals	1,674,503 meals

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CMSA 107th Annual Convention Registration Form

April 22 - 27, 2025

EARLY REGISTRATION DEADLINE: MARCH 5, 2025

FULL registrations paid by **MARCH 5, 2025** are eligible for the drawing to win **\$350 credit towards 2026 Conv. Registration**

The "Best Bet" In Town
107th Annual CMSA Convention

Bally's Lake Tahoe
Lake Tahoe, Nevada
April 22 - 27, 2025

First CMSA Convention? (Y/N) _____

Interested in joining the CMSA Young Professionals Group? (Y/N) _____

Register the following company's representatives.

Name _____ Badge First Name _____

Name _____ Badge First Name _____

Name _____ Badge First Name _____

Company _____ Phone (____) _____ Email _____

Address _____ City _____ State _____ ZIP _____

Date of Arrival _____ Date of Departure _____

REGISTRATION FEE: (See reverse side)

Before
March 24

After
March 24

CMSA MEMBER or GUEST (13+ yrs.)

\$675.00

\$775.00

CHILDREN'S PRICE (up to 12 yrs.)

\$510.00

\$530.00

NON-MEMBERS (each)

\$852.00

\$952.00

Sponsors & Exhibitors—Please use appropriate forms to ensure proper handling of complimentary registrants.

Dietary Restrictions (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 e-mailed to giwashita@thecmsa.org

() Visa () MC () AMEX () Check enclosed Amount \$ _____

Name on Card _____ Card # _____ Exp. Date _____

Card Billing Address _____

CVV Number _____

****CANCELLATIONS:** Cancellations made before **March 24, 2025** will be subject to administrative fees plus any incurred costs. After **March 24, 2025**, we will be unable to make refunds. Substitutions will be accepted, but we need to know one week in advance.

ROOM RESERVATIONS: Call Bally's Lake Tahoe at (800) 648-3353 to make reservations and reference the following group code **STCMS2** 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 24, 2025** 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 EMAIL TO: giwashita@thecmsa.org

2025 CONVENTION EVENTS

ALL GENERAL SESSIONS AND PANEL DISCUSSIONS ARE OPEN TO ALL MEMBERS

THURSDAY, APRIL 24	GOLF TOURNAMENT—GENOA LAKES GOLF COURSE YOUNG PROFESSIONALS GROUP MEETING EXHIBITORS WELCOME RECEPTION Food, Beverage, Latest in Industry Products and Service Technologies
FRIDAY, APRIL 25	ALPINE BLUE BREAKFAST CMSA GENERAL SESSION MOUNTAIN BREEZE LUNCHEON MILITARY BREAKOUT SESSION FRIDAY EVENT TBD
SATURDAY, APRIL 26	TAHOE BLUE SUNRISE BREAKFAST CMSA GENERAL SESSION VAN LINE PANEL DISCUSSION SUMMIT OF SUCCESS AWARDS LUNCHEON CHAIRMAN’S RECEPTION & DINNER/BALL

CMSA ANNUAL GOLF TOURNAMENT REGISTRATION FORM

Genoa Lakes Golf Course
1 Genoa Lakes Drive
Genoa, NV 89411
(775) 782-4653

THURSDAY, April 24, 2025
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 — \$135.00 per person / Includes: green fee, shared cart, and range balls

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 \$25 processing fee. No refunds for cancellations after March 31, 2025.

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, price TBD 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 email to: giwashita@thecmsa.org