



CANADIAN ASSOCIATION OF MOVERS • ASSOCIATION CANADIENNE DES DÉMÉNAGEURS

August 1, 2014

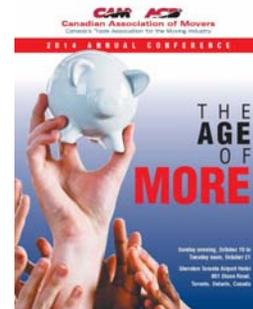
PRESIDENCY OF CAM

Last fall, John Levi advised the Board of Directors of the Canadian Association of Movers that he would be retiring from the position of president on December 31, 2014. On July 16, at a meeting of CAM's Board of Directors, Paul Leader, who has served in various senior positions with Atlas Van Lines in Oakville, ON, was approved as the new president of CAM. Paul has accepted the position and will begin officially in the role in the fall. We've had a very positive response to our announcement about Paul's appointment. Come on out and meet Paul at our Golf Tournament on September 15 and our Annual Conference on October 19-21. Welcome to CAM, Paul!



CAM'S ANNUAL CONFERENCE - REGISTRATION IS UNDERWAY

Register today for CAM's annual conference which will be held on October 19-21, 2014 at the Sheraton Toronto Airport Hotel. The theme will be **The Age of More** and the program will address how industry stakeholders are looking for more and dealing with more in this age of more choices, more competition, more opportunity, more social media, etc. CAM's [conference flyer](#), which includes a registration form, outlines the conference program - the sessions, the keynote speakers, the awards dinner, the trade show.



A "solid program with variety that was balanced and informative" - that's what we heard about our conference program last year and we expect to hear positive comments again this year.

CAM'S ANNUAL AWARDS - AUGUST 8 DEADLINE

Our call for members' nominations for CAM's awards closes on August 8. You can find the nomination forms on our [website](#). We recognize outstanding achievement and professionalism with the following awards:

- Distinguished Service Award
- Industry Achievement Award
- Innovators Award
- Public Service Award

CAM ANNUAL GOLF TOURNAMENT

Register today for our annual golf tournament!

Our annual golf tournament will be held at the Richmond Hill Golf Club in Vaughan, ON on Monday, September 15, 2014. Bring your colleagues or come alone. It promises to be a great day on the links. [Register](#).



GOVERNMENT OF CANADA'S HOUSEHOLD GOODS MOVING CONTRACT

The Federal Government's contract for the movement of household goods and effects and private motor vehicles has been awarded. It's been a long, arduous and complex process.

IAM ESTABLISHES A YOUNG MOVERS GROUP

The International Association of Movers will hold its annual conference on October 7-10, 2014 in Orlando, Florida. Immediately prior to the conference, IAM will host a Young Movers Leadership Summit on October 6. The objective of the meeting will be to establish a Young Movers group within IAM and to set objectives and parameters for its operation. CAM is looking for a young mover (>40) who will be attending the conference and would be interested in representing the Canadian Association of Movers. Contact the CAM office if you are interested.

CAM'S MAGAZINE & DIRECTORY

CAM's magazine and member directory is going to print in early September. Our editorial deadline is August 22. Do you have a story to tell? Do you want to place an advertisement? Contact CAM as soon as possible to let us know you want something included in this edition. As well, members need to make sure their memberships are active to be assured of being included in the member listings. Contact CAM to renew your membership or update your contact information.

CAM WEBSITE

CAM's website is currently being reformatted to enable browsing by handheld devices. Your customers will be able to find you even more quickly and easily. We will advise you as soon as the changes have been made.

Our website traffic has been extremely busy. CAM just hit an all-time new high number of visits. In June, we had 15,334 visits to our website, www.mover.net, where visitors search for reputable movers and verify memberships. Also in June, we made 325 referrals to CAM members and received 23 enquiries about them. CAM's website provides significant exposure for CAM members that can result in sales for the company. If you are not a CAM member, then you are missing out on business opportunities. Visit our website for information on how to join.

CAM IS WORKING WITH REVENU QUÉBEC

In January 2014, CAM wrote to ministries in all provincial governments and several in the federal government expressing concern about rogue movers. We had some positive responses. But just recently, we were contacted by Revenu Québec. We will be meeting with them in September to talk about Quebec moving companies that do not pay their taxes, pay their workers in cash, offer pricing that does not include tax and only accept cash payments from consumers. Your input would be useful and appreciated, so please contact us if you have information. Sources will be kept confidential.

A CAUTIONARY TALE

CAM recently had a call from a member in Western Canada who had quoted on a move but was undercut by a company offering \$2000 less for the same move. The original price was very competitive as the move would be combined with another to a close-by destination. When we checked the company's Better Business Bureau record (www.bbb.org), it had an F rating and 25 complaints.

The message to you is that you should use the tools available to you to remain competitive. There are scammers, rogues and thieves out there who will steal your moves. Fight back! When you know who your competition is, look them up at Google, check them out at the BBB and contact CAM. Each one of these resources can provide you with information that will help you to remain competitive in this marketplace. **Don't lose these moves to the disreputable element that's giving our industry a bad name!**

DOLLIES & BOXES IS BACK!

Dollies & Boxes has rejoined CAM. It's under new management. Take an opportunity to meet Marc Hyman and check out to their product line online at www.dollies-boxes.com. All the best to Louise Cameron in her new endeavours.

EQUIPMENT FOR SALE

You'll find some [equipment for sale](#) in Alberta on CAM's website.

CANADA'S NEW ANTI-SPAM LEGISLATION TOOK EFFECT JULY 1

Canada's new anti-spam legislation came into force on July 1, 2014. It will better protect Canadians while ensuring that businesses can continue to compete in the global marketplace. [Read more](#). As a CAM colleague, your email address is currently on a distribution list for our newsletters. Please let us know if there are other colleagues in your company that you'd like to add to our distribution list. Should you wish to discontinue hearing from us, you may at any time UNSUBSCRIBE below. We appreciate your support and hope you'll choose to stay in touch.

MEMBERS SHOW CAM'S LOGOS

CAM members can validate your affiliation with CAM by using CAM's logos on your communications, website and trucks. Contact us for our logos if you don't have them. And don't forget to order your CAM truck decals. Two decals are printed on one sheet and these are available in either English or French.

IF YOU HAVE NEWS OR AN ANNOUNCEMENT THAT CANADA'S MOVING INDUSTRY SHOULD KNOW ABOUT, please let us know and we will include it in an upcoming issue of this newsletter. CAM reserves the right to include and/or edit news and announcements.

Canadian Association of Movers, PO Box 30039, RPO New Westminster,
Thornhill ON Canada L4J 0C6

Tel: 905-848-6579 Toll-free: 866-860-0065 Fax: 1-866-601-8499

Email: admin@mover.net Web: www.mover.net