



Canadian Association of Movers

Canada's Trade Association for the Moving Industry

2016 ANNUAL CONFERENCE

MOVING FORWARD WITH OUR PARTNERS



**Sunday evening, November 20 to
Tuesday noon, November 22
Toronto Airport Marriott Hotel
901 Dixon Road, Toronto, ON M9W 1J5**

CAM **ACD**
Canadian Association of Movers
Canada's Trade Association for the Moving Industry

Moving Forward with Our Partners

Dear fellow moving professional:

I am pleased to invite you to attend the Canadian Association of Movers' 21st annual conference in Toronto, Ontario's capital, where you will connect with professionals who can provide leading-edge information and valuable tools designed to help build businesses in the Canadian household goods moving industry.

Moving Forward with Our Partners is our conference theme this year and, in that vein, we'll be providing attendees with opportunities to develop new partnerships and renew old ones – by networking with industry colleagues, attending business sessions with top-notch presenters and honouring exceptional individuals in the industry at CAM's biggest social event, our Annual Awards Dinner.

We have an exceptional program this year that promises to deliver strategies to promote safety in the industry and reduce costs, respond to new developments in the industry and anticipate changes on the marketplace horizon.

Two keynote presenters will kick off the program:

- Phil Soper, CEO of Royal LePage & Brookfield Real Estate Services, will be commenting on the real estate market outlook that so greatly influences relocation trends, and
- David Bradley, President & CEO of the Canadian Trucking Alliance and the Ontario Trucking Association, will review the challenges that are unfolding in the transportation industry.

We've also invited specialists to bring you up to date on new developments in workplace safety and worker's compensation, prepare you for intense media exposure when a dreaded disaster occurs, introduce you to Fastfrate's intermodal shipping model and prepare you for new electronic logging practices Canadian drivers need to understand.

This event would not be possible without the ongoing support of our partners – our supplier members and sponsors – who endorse CAM and its objectives. The business sessions will run from Monday morning to noon on Tuesday. There will be lots of breaks in-between, as well as two get-togethers, where you can connect with old friends and new ones and meet CAM's key supporters. An informal reception on Sunday evening will be a great opportunity for attendees to meet and mingle over hors d'oeuvres and refreshments. On Monday evening, CAM's very popular Annual Awards Dinner will honour distinguished members in the industry and this year we've added two new awards – Independent Mover of the Year and Agent of the Year.

Leading members of the supplier community will also be showing you their latest products and telling you about their newest services at CAM's trade show that's open during the business sessions and breaks.

CAM's annual conference is an important industry event that's held through the sponsorship of Canada's leading van lines and top industry suppliers, all with CAM's appreciation. Each year, it provides a not-to-be-missed opportunity for members to gain practical business management information that's tailored specifically to meet the special needs of household goods moving professionals.

We can't wait to see you in Toronto!

Regards,



Doug Kellough
Chairman, CAM's Annual Conference Committee

**“These conventions
continually get better
every year.”**

Feedback on CAM's 2015 annual conference.

MONDAY, NOVEMBER 21

Sponsors:



**Victory
Packaging**

We are *Architects* of Packaging Solutions

KEYNOTE SPEAKERS

3 R's: Relocation, Real Estate and Rogues

Sponsor:



Phil Soper, CEO of Royal LePage & Brookfield Real Estate Services

Canadian housing is the subject of intense daily scrutiny in the national media, with armchair quarterbacks regularly debating the industry's continued growth or imminent demise. Phil Soper

will share insight into the state of the nation's housing markets and touch upon:

- foreign investment. Is it behind skyrocketing housing prices?
- the Federal Competition Bureau's legal battle with the Toronto Real Estate Board. What will change for Canadian consumers?
- how dubious practices by rogue real estate companies hurt us all.

Mr. Soper will also speak to the relationship between the moving industry and Realtors and offer advice on the challenge of capturing the attention of what he calls, 'an unruly clowder of cats.'

Trucking Going Forward

Sponsor:



David Bradley, President & CEO, Canadian Trucking Alliance & the Ontario Trucking Association

There are many parallels between the trucking industry and the moving sector including labour challenges and regulatory changes. In this presentation, David Bradley will provide an

update and insights into the key issues.

SESSIONS

Contracting Out – Your Legal Risks and Liabilities under OHSA and Canada Labour Code

Sponsors:



Greg Sathmary, Industrial Mediation Professional Corporation

Are you considering hiring a sub-contractor(s) or an Independent Operator? Regardless of whether you obtain a WCB/WSIB Certificate of Clearance, this will not protect your company from Occupational Health and Safety

(OHS) violations and prosecution under the OHSA or the Canada Labour Code. Whether you use Temporary Placement Agencies or contract out other areas of your business, there are significant legal vulnerabilities that you need to be aware of. This seminar will provide participants with basic due-diligence advice in managing and mitigating your financial risks when using a sub-contractor or Independent Operator.

Topics include:

- dos and don'ts of WCB/WSIB certificates of clearance.
- understanding what the certificate of clearance will not cover.
- OHS vulnerabilities when contracting out – legal case study.
- 5 due-diligence tips to mitigate your exposure from prosecution when contracting out.

ELD Final Rule: What Are the Next Steps to be Compliant?



Paul Kelly, Senior Account Manager, Fleetmatics

Carriers are at different stages of adoption for electronic logs. Find out what the impact and requirements are for you to take that next step toward the ELD final rule compliance timeline. Paul Kelly will provide an overview of the mandate. He'll also cover

what you'll need to outfit your fleet to meet the rules and how to overcome objections and find the benefits instead during the transition from paper to e-logs.

TUESDAY, NOVEMBER 22

Sponsors:



SESSIONS

Fastfrate Connects Canada Coast to Coast



Ron Tepper, Chairman of Consolidated Fastfrate Inc. & President of Tepper Holdings Inc.

Fastfrate is the largest privately owned rail LTL service-provider in Canada with 13 facilities across the country located either within or just adjacent to Canadian Pacific Rail intermodal yards.

Fastfrate recently started doing business with companies such as U-Haul which provide their customers with shipping boxes (approximately 600 cu. ft.) to load. Fastfrate picks the boxes up in one city and delivers them to another. Ron Tepper will speak about how consumers are finding this is a less costly way to move their private goods, how this business is increasing at a greater rate than Fastfrate's regular LTL business and how it all fits for movers.

Incident First Response

Sponsor: **MooreMcLean**
INSURANCE GROUP LTD.



Michael Guy, BBA, FCIP, CRM, Vice President/Branch Manager (Toronto, ON), Charles Taylor Adjusting

Rory Barnable, BA, LLB, LLM, Barnable Law Professional Corporation



Addressed through a discussion of general themes, and specific case studies, this presentation will cover immediate response strategies following an incident, including who you should contact and why, the roles of the parties and what they can do for you, the involvement of private sector and government actors, the rights and obligations of the involved parties, evidence preservation, media and communication.

MONDAY, NOVEMBER 21

7:30 AM – Registration and buffet breakfast

7:30 AM to 6:00 PM – Trade show

9:00 AM to 4:30 PM – Presentations, lunch and breaks

10:30 AM to 10:45 AM – Annual General Meeting

5:30 PM to 9:00 PM –

Chairman's Reception and Awards Dinner

TUESDAY, NOVEMBER 22

7:30 AM – Registration and buffet breakfast

7:30 AM to noon – Trade show

9:00 AM to noon – Presentations, break and lunch

CONFERENCE ACTIVITIES

Sunday Evening Reception

Sponsor:



November 20, 5:00 PM to 10:00 PM

This informal event has become a CAM conference tradition. All attendees can come together for a relaxing pre-conference evening in the **Bistro West By East**. You can network with fellow movers from around Canada and your suppliers and have refreshments and some hors d'oeuvres.

Tradeshow

Sponsors:



Monday, November 21, 7:30 AM to 6:00 PM

Tuesday, November 22, 7:30 AM to noon

Suppliers to the Canadian moving industry will showcase their latest products and services. These companies have the products and services that help our industry to thrive. This is an opportunity for movers to view and discuss the latest products and services in a face-to-face forum.

Awards Dinner

Sponsors:



Monday, November 21

Chairman's reception – 5:30 to 6:30 PM

Awards dinner – 6:30 to 9:00 PM

Each year, CAM members get together to honor deserving members of the Canadian moving industry. The awards are: Distinguished Service, Industry Achievement, Innovators, Industry/Public Service and, new in 2016, Agent of the Year and Independent Mover of the Year. Worthy awardees for 2016 will be honored at CAM's most popular event.



CAM Chairman Perry Thorne (left) presenting award to Past Chairman, Tom Finlay, at 2015 Awards Dinner.

Annual General Meeting

Monday, November 21, 2016

- Call to order and opening remarks
- Notice of meeting and adoption of agenda
- Ratification of actions
- Approval of the minutes of the Annual General Meeting held on November 2, 2015
- Committee chairs' reports
 - Annual conference committee
 - International committee
 - Marketing & internet committee
 - Membership committee
- Treasurer's interim report for the fiscal year ending September 30, 2016
- Appointment of auditor
- President's report
- Chairman's report and direction for 2017
- Election of directors
- Adjournment

This agenda constitutes the notice of the annual general meeting as required by the Canadian Association of Movers' bylaws.

Annual Conference Committee

Members of CAM all recognize and appreciate the efforts of the conference committee members and chair.

Doug Kellough, Salmon's Transfer Ltd. (chair)

Jim Carney, Rawlinson Moving & Storage Ltd.

John Delanty, Kenwood Moving & Storage Inc.

Tom Filgiano, Meldrum the Mover Inc.

Bryan McLoughlin, The GPS Consulting Group & Insurance Agencies Inc.

Phil Murphy, Allied Van Lines Canada

Toronto Airport Marriott Hotel

The Toronto Airport Marriott is a world-class luxury hotel located less than a mile from the Toronto Pearson Airport that offers a complimentary airport shuttle facilitating easy arrivals and departures. Travelers



will enjoy the hotel's modern and well-designed accommodations, which feature amenities like deluxe bedding, spacious sitting areas and 37-inch LCD TVs. The Marriott caters to the modern traveler by offering high-speed Internet access, 24-hour room service, a fitness center, pool, sauna

and game room. Many attractions are near the hotel, including the International Centre and Woodbine Racetrack or, in just 20 minutes, you can be downtown Toronto where you can visit major attractions such as the

CN Tower and the Rogers Centre. A special room rate of \$165 per night is available for the "Canadian Association of Movers conference" until October 28, 2016.



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2016 ANNUAL CONFERENCE

You have five ways to register:

Phone: 1-866-860-0065 • Fax: 905-756-1115

Online: http://www.mover.net/movers1/events/2016Conference.pdf • Email: members@mover.net

Mail: Canadian Association of Movers,
PO Box 26004, RPO Churchill, Mississauga, ON Canada L5L 5W7

Name 1 _____ Name 2 _____

Company _____

Address _____

City _____ Prov. _____ Postal Code _____

Phone _____ Email _____

CONFERENCE FEES:

Table with columns: Conference Fees, Members, Non-members. Rows include Full Conference - Monday and Tuesday, Trade show booth, Monday only (Conference and Awards Dinner, Awards Dinner only, Awards Dinner - Accompanied Spouses), and Tuesday only.

Sub-total _____
Tax (13% HST) _____
TOTAL _____

1 Non-member premiums (\$75 per conference day) can be applied to CAM membership up to six months after the conference.
2 In addition to conference fees - supplier members only

PAYMENT: Visa MasterCard AMEX Cheque

Cardholder name _____

Card number _____ Expiry date _____

Signature _____