

CAM News & Updates - February 1, 2018



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Visit Our Website!

**President's Message**

Are your salespeople selling your membership in CAM as a benefit to their potential customers? As a CAM member, your customer is guaranteed that you are a validated, trusted, and professional mover. You've been through a stringent vetting process and have passed through the probationary period without a black mark against you. You continue to be a valued member of CAM, as you maintain a high performance rate and resolve issues promptly and fairly with your clients.



Nancy Irvine  
CAM President

I must admit that as a salesperson, I never touted the benefit of being a CAM member, even though I saw the brochure collecting dust on the sales bookshelf. But in this day and age, with the prevalence of rogue movers, website hijacking, and likely a whole new wave of unscrupulous business tactics this summer, your salespeople should be using every advantage they can get. That CAM logo on their email signature, or a line or two about their proud membership in CAM on their quote, could be the selling point they need to make you different from the rest.

I'd be happy to chat with your team about CAM and give them some key phrasing and social media messaging that they could use. You can even use our conference call line if there's more than one in your group interested. Touch base with me at [nancy@mover.net](mailto:nancy@mover.net) if you'd like to take me up on the offer.

Oh, if I only knew then what I know now.



**MOVING & STORAGE COMPANIES  
HAVE A POWERFUL PARTNER  
IN SAFETY**

SafetyDriven provides free non-judgmental safety evaluations and safety program training.

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### LeLacheur retires

December 21st, 2017 marked the official retirement of **Ted LeLacheur** of **Western Moving & Storage** in Edmonton, AB, an agent for United Van Lines. Ted spent 45 years in the moving industry and served eight years in the Association in the positions of CAM Chairman, Vice-Chairman, Secretary-Treasurer and Director. He is very proud to call many of his fellow CAM members 'friends'. Ted's son **Sean**, a fourth generation LeLacheur, has been appointed President and COO of Western Moving & Storage and Ted's wife **Carol** will stay on with the company for the time being. We thank Ted for his many years of service to CAM and wish him the very best in his retirement.



### More milestones

**Ron Ohayon, President at Snowbirds Auto Connection** just celebrated 25 years at SAC and **United Van Lines (Canada) Ltd.** is celebrating their 65th anniversary this year. Congratulations to both of these long-standing CAM members!

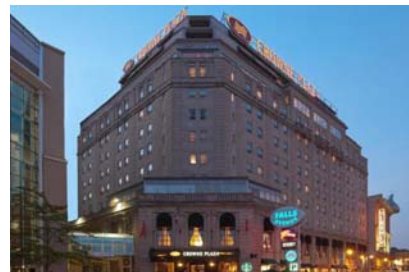
**MARK YOUR CALENDARS!**



Friday, September 14, 2018  
**Annual Golf Tournament**  
Lionhead Golf Club, Brampton ON

Sunday-Tuesday, November 18-20, 2018  
**Annual Conference & Trade Show**  
Crowne Plaza, Niagara Falls ON

*Watch for registration details.*



Crowne Plaza Fallsview

### Electronic logging devices update

Electronic Logging Devices (ELDs) will be coming to Canada through a two-year roll out (see the draft plan at [Canada Gazette \(Part 1 Dec. 16 2017\)](#)).

At the one-month anniversary of the roll out of the ELD mandate in the USA, the **American Moving & Storage Association (AMSA)** reported to CAM that "drivers have reported that they are actually saving time, because it used to take them a lot of time to fill out the paper logs. Some of them used to find the rules so confusing, they would stop running an hour before they ran out of hours, just to be extra careful not to go over the time. Now that they have a machine telling them they have 42 more minutes to go, they are actually able to drive a little longer than before, with more confidence they will be in compliance." AMSA also mentioned that moving TTGs (Transit Time Guide) haven't been altered as a result of ELDs and that so far, their members have not reported any issues with poor cell phone coverage (although this will be more of an issue in Canada).

You can be sure that we will have more information on ELDs at our [CAM conference](#) in November in Niagara Falls. Stay tuned for more info on that. In the meantime, here's a recent article from [Today's Trucking](#) on ELDs in Canada.

## For sale

We've posted a couple of new items for sale on our website. A CAM member has some used household goods storage vaults for sale. As well, we have a moving company for sale in the Chatham area. Check out [these ads](#).

## For hire

Here's a new [job opportunity](#) that we've just posted as well.

## National gas prices

Wondering why it's so tough to make ends meet? Here's what we're paying at the pump.

### National Gas Prices (courtesy of [CAA](#))

<b>Today's National Avg.</b>	<b>119.5/litre</b>
Yesterday (Avg.)	119.3/litre
Week Ago (Avg.)	119.2/litre
Month Ago (Avg.)	117.5/litre
Year Ago (Avg.)	104.8/litre
Lowest price in past month (1/10/2018)	115.6/litre
Highest price in past month (1/26/2018)	120.7/litre
Lowest price in past year (6/25/2017)	100.4/litre
Highest price in past year (9/6/2017)	123.1/litre

*(Prices as of 01/30/2018 at 4:00am)*

## Railroad safety

Trains cannot stop quickly. A 100-car freight train traveling at 55 miles per hour will typically need more than a mile to stop - that's approximately 18 football fields; once emergency brakes have been



applied. Read more in **Penske's** latest *Safety Bulletin*, [Highway-Rail Grade Crossing Safety and Railroad Trespassing Tips](#) (pdf).

## Did You Know?

**Do you know what CAM does for its members?** As part of CAM's mission, we endeavour to enhance a member's profitability by promoting their business in the marketplace. Here's how we do that for them.

- We list a member's company on CAM's [website](#). We have over 3,000 consumer visits to our website each month which is considerable exposure for members.
- We list a member's company in CAM's printed and online directories. Our printed magazine is distributed to over 1,200 readers.
- We assist in closing sales in consumer enquiries. If a consumer calls us to ask about you, we let them know you're endorsed by CAM as a reputable and professional moving business.
- We post a member's HR needs on CAM's website. We can help a member with their search for hired help.
- We advertise a member's buy/sell products and services on CAM's website. A member can send us their ad and we'll post it.
- We offer access to member suppliers and their preferred pricing. Our supplier members are specialists in our industry and they provide the best service and pricing.

How can you afford to not join CAM? [Contact us](#) to find out all that CAM can do for you.

## Don't forget to Like Us!

As CAM begins and grows its social media, it's so important for us to gain likes and followers to help get "noticed".

So check us out:

[Facebook](#)

[LinkedIn](#)

[Instagram](#)

[Twitter](#)



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