

## **INSIDE: CONFERENCE UPDATE ~ CUSTOMS UPDATES**

### **CAM'S ANNUAL CONFERENCE UPDATE**

**November 1-3 at the Ottawa Marriott Hotel in Ottawa, ON**

[Register](#) early for this terrific opportunity to learn how to build your business or to sponsor.

#### **THANKS TO SPONSORS**

New this year, we've expanded the sponsorship opportunities for our annual conference - and there's been a terrific response! We want to thank the suppliers and van lines that are sponsoring our event so far.

***Atlas Van Lines (Canada) Ltd. ~ Déménagement Outaouais Moving Inc.  
The GPS Consulting Group & Insurance Agencies Inc.  
L. Hansen's Forwarding ~ Ogilvy Insurance ~ SIRVA Canada LP  
United Van Lines (Canada) Ltd. ~ Victory Packaging***

A couple of sponsorship options are still available, such as three coffee breaks and Tuesday's breakfast and lunch.

#### **HOTEL REGISTRATIONS**

A dedicated website is now available for you to book your [hotel room](#) online. Reservations can be made online or by calling (1) 800-853-8463(1) 800-853-8463. The deadline for the special room rate is

**October 9, 2015** so book early.

### **TRANSPORT CANADA'S AIR CARGO SECURITY PROGRAM**

Transport Canada's Air Cargo Security Program allows cargo to move securely through the supply chain. Transport Canada will be amending the *Canadian Aviation Security Regulations, 2012* to expand its security program, to take effect in the fall of 2016. Shippers wishing to participate in the program may begin an application process in the fall of 2015. You can read Transport Canada's [shipper fact sheet](#) for more information.

### **CANADA BORDER SERVICES AGENCY**

#### **CROSS-BORDER CLEARANCE**

As we reported last month, CAM President Paul Leader and CAM Director Serge Nadeau (Mackie Moving Systems) have been meeting with the CBSA to discuss ways to streamline the customs clearance process for household goods carriers and their customers. CAM has submitted some suggestions to the CBSA and will be meeting with them on June 1st to follow up.

#### **SUFFERANCE WAREHOUSES**

The CBSA assesses the risk of and releases all imported goods coming into Canada. This is usually done at the border; however, in some cases, this can be done inland at licensed warehouses, including sufferance warehouses. Sufferance warehouses are licensed by the CBSA for short-term storage of imported goods not yet released by the CBSA. Imported goods for which security bonds have been posted are eligible to be stored in these facilities for specific time periods. On May 6, 2015, regulatory amendments supporting the eManifest initiative were announced. eManifest requirements for warehouse operators to send CBSA an Electronic Notification of the Arrival of goods are now mandatory with the following implementation timelines:

- From May 6, 2015, to July 10, 2015, the CBSA will provide warehouse operators with a period of transition during which penalties for non-compliance will not be issued. The CBSA will work closely with warehouse operators to help them comply with eManifest requirements.
- **Beginning July 10, 2015**, warehouse operators who do not comply with eManifest requirements may be issued monetary AMPS penalties.

You can [read more](#) here.

### **NEWS FROM CFIB: 2015 FEDERAL BUDGET SUPPORTS SMALL BUSINESS**

Why was the 2015 federal budget so promising for small businesses?

Small businesses, including owners of self storage facilities, were the big winners in the latest federal budget. Among a lot of other great news in the budget, self-storage businesses and other passive income earners may soon be able to access the small business corporate tax rate. In addition, the moving industry will be pleased to learn their rides are about to get smoother! \$5.7 billion in funding was announced through the New Building Canada Fund, much of it dedicated to upgrading highways, roads and bridges. The Canadian Federation of Independent Business (CFIB) gave this budget an A grade: check out all the [details](#) in this budget breakdown, along with commentary from CFIB President Dan Kelly.



Did you know that as a member of CAM, you get a discounted rate for your CFIB membership? Contact CAM about [joining](#). For more information about CFIB, visit [www.cfib.ca](http://www.cfib.ca) or call 416-222-8022.

### **PUBLIC WORKS & GOVERNMENT SERVICES CANADA SURVEY**

Public Works and Government Services Canada (PWGSC) has been consulting with industry in order to improve procurement processes and services and make it easier for small and medium enterprises (SME) to participate in federal procurement. In 2012, PWGSC implemented its SMART Procurement initiative that improved its procurement processes. PWGSC is now seeking our industry's input through its 2015 SME Study that will measure the progress and the impact of its process changes. Your feedback, by June 30th, will guide future improvements to their services. You can access the study [here](#).

### **BOB CLARK JOINS MACKIE MOVING SYSTEMS**

Mackie Moving Systems has announced that Bob Clark joined their team on May 11th, 2015 as Business Advisory Executive, Corporate Household Relocations. Bob is a senior business leader with over 35 years of extensive sales, management and operations experience in the household goods moving industry. He has held a number of positions, including Director of Marketing with North American Moving Services, but was most recently the President and Chief Operations Officer for Atlas Van Lines Canada. He also owned and operated a moving company for several years. Congratulations to Bob and Mackie Moving Systems on this appointment!



Bob Clark, Business Advisory Executive, Corporate Household Relocations, Mackie Moving Systems

### **VICTORY PACKAGING NOW OFFERS PICK-UP SERVICE IN OTTAWA**

Victory Packaging is now offering a pick-up service in Ottawa at 2222 Gladwin Crescent. Call (1) 800-4222-1214 to place your order or email [csny@victorypackaging.com](mailto:csny@victorypackaging.com). If you are not a current Victory customer, contact Steve Stockill at 416-989-9073 or [sstockill@victorypackaging.com](mailto:ssstockill@victorypackaging.com) to set up your account.

### **B2B CREDIT CHEX HAS PARTNERED WITH CAM**

CAM is pleased to announce its new partnership with B2B Credit Chex. B2B provides in-depth commercial and consumer credit profiles. B2B has agreed to offer a 20% discount on the annual portal fee for their services to all CAM members and they are offering a 30-day trial of their complete line of services. Members can contact B2B directly at [sales@b2bchex.com](mailto:sales@b2bchex.com) or by phone at (1) 888-945-5576 or you can visit [b2bchex.com](http://b2bchex.com) for more information on their products and services.

### **COWs ROLLS OUT IN CANADA**

Tom Stephens has joined [COWs](#) (Container on Wheels®) Mobile Storage to help the company's efforts to expand their Mobile Storage Dealership Network for local and long distance services throughout Canada. COWs manufactures and markets easy-to-move shipping containers which are available in the USA and Canada. For more information, you can contact Tom Stephens at 239-549-9985 or [toms@cowsglobal.com](mailto:toms@cowsglobal.com).

### **CAM ANNUAL AWARDS - SUBMIT YOUR NOMINATION NOW**

Nominate your colleague for one of CAM's annual awards today! Nominations close on August 7. You can find the nomination forms on our [website](#). We recognize outstanding achievement and professionalism with these awards:

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

### **CAM ANNUAL GOLF TOURNAMENT**

[Register](#) today.

We'll be golfing at the Royal Ontario Golf Club in Hornby (Milton), ON on Monday, September 14, 2015. Bring your colleagues or come alone. Or sponsor a competition. It promises to be a great day on the links.



### **CAM INTERNATIONAL COMMITTEE**

Over the next few issues of this newsletter, we plan to introduce you to the members of CAM's various working committees. First we'd like to feature our International Committee:

Serge Nadeau, Mackie Moving Systems - Chair  
Darren Bromley, UniGroup Relocation Network Canada  
Nate Edwards, Highland Moving & Storage Ltd.  
Paul Harvey, Crown Relocations  
Leonard Hoyt, Hoyt's International  
Kym Leroux, Déménagement Outaouais Moving Inc.  
Anthony Soward, Brytor International Moving  
Perry Thorne, Greg & Sons Moving and Storage  
CAM Staff: Paul Leader, President & CEO and Marian McGuire, Administrative Manager

Each month these folks meet to discuss issues that impact upon overseas movers and their shipping of household goods into and out of Canada. This committee reviews all applications for CAM membership by overseas movers and finds ways to engage more international movers in CAM - with considerable success. Recently, they've been steering CAM in liaising with the Canada Border Services Agency and Transport Canada on the clearance and security issues mentioned above. Thanks to all!

*Contact CAM if you would like to participate on one of CAM's working committees.*

### **CAM WESITE**

Thanks for your patience while we've worked on transitioning our website to the new platform to enable viewing by hand-held devices. Our new website is now live. If you notice anything that is problematic or looks unusual, please let us know as soon as possible.

### **WHY JOIN CAM?**

CAM membership provides significant exposure that can result in sales for a member. In greater numbers, consumers are calling CAM and searching our website to find reputable movers and verify memberships. In April, we had 15,117 visits to our website, [www.mover.net](http://www.mover.net), which is about 1,000 visits more than in April 2014. And our referrals to members almost doubled in April, from 173 in April last year to 312 this April.

**If you are not a CAM member, then you are missing out on business opportunities.**

A CAM membership has to be active for a mover to be listed on our website. Call us or visit our website for information on how to join.

***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.***

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