

CAM News & Updates - February 1, 2016

CAM Mover's Edge ASD

CANADIAN ASSOCIATION OF MOVERS • ASSOCIATION CANADIENNE DES DÉMÉNAGEURS

**INSIDE: 2016 Annual conference ~ Annual golf tournament ~ Supplier representative ~
Supplier advertising ~ New members ~ Member surveys ~ World Cancer Day
~ US carrier news ~ Membership fees ~ Spring directory**

Visit Our Website!

CAM CONFERENCE Mark your calendar!

Our annual conference has been set for **Sunday, November 20 to Tuesday, November 22 in Toronto, Ontario.**

Details will follow.



CAM golf tournament

Block September 19 on your calendar!

We're heading off to a different course again this year. Our tournament will be at the **Lionhead Golf Club in Mississauga on Monday, September 19.** Lionhead has a reputation for excellence and offers its guests one of Ontario's finest golfing experiences. Lionhead has two championship courses that were designed and groomed to excite every level of golfer. We'll be playing on their Masters course which has a traditional design that's harmonized with the natural surroundings of forest and rolling hills. Watch for details about registration.



CAM supplier representative

In December, we launched an initiative to increase our supplier members' participation in affecting the direction of the Association. In January, a Supplier Representative was elected to the Board of Directors for a two-year term by supplier members. The Supplier Representative role will be to understand the wants and needs of the supplier members and bring recommendations to the Board in a formal way. We welcome **Bryan McLoughlin (The GPS Consulting Group & Insurance Agencies Inc.)** as the new Supplier Representative to CAM's Board of Directors.



Advertising opportunity

More good news for supplier members! CAM is now offering our suppliers a great new opportunity to promote their products and services to our readership. We will include our supplier members' advertising in our newsletters.

Remember to support your **CAM suppliers**, like Kentucky Trailer shown here.

[Contact CAM for details](#)



Welcome new member

CAM welcomes this mover as a new CAM member:
Purely Canadian Movers Inc., Coquitlam, BC

[View member directory](#)

CAM member surveys

We are heading into 2016 with an expanded Board of Directors and a new Executive

Committee. They will be working diligently to ensure that the benefits of CAM membership have value. Towards this end, in the next few days, we will be sending CAM members a short survey to collect their views on the Association and its offering to members. Please complete the survey and help CAM to meet your needs.

World Cancer Day

February 4th is World Cancer Day, when the world unites to fight cancer together. Show your support, make a donation, spread the word.

CAM member, **Leonard Hoyt (Hoyt's International)** has put a call out for pledges to support him on February 26 as he participates in a community-based fundraising event - "GUT - Get Up There 2016 - Colorectal cancer fundraiser". Teams will snowshoe up the hill and ski down as many times as they can. Help [support](#) Len in reaching his goal.

US carrier news

The US Federal Motor Carrier Safety Administration recently issued a report on a safety impact analysis of its Pre-Employment Screening Program (PSP). The PSP was launched in 2010 to help motor carriers screen and hire commercial drivers. It appears the program is having a significant impact on driver safety. Truckinginfo.com published an article on the study. The PSP Customer Service Team is available by [email](#) to answer questions.

[Read more](#)

Membership fees increase in 2016

CAM's membership fees have increased slightly for memberships that commence in January 2016 to keep pace with rising costs. Membership fees for Movers, Suppliers, Affiliates, Internationals and Van Lines have increased but there has not been an increase to the rate for branches of any of these, nor to the rate for companies with multiple (more than five) locations.

[Join CAM](#)

Spring issue of CAM directory

We will be publishing the spring issue of *The Canadian Mover* magazine and member directory in April. To be included, your membership fees must be paid up. We want to make sure that the information we print about your company are up-to-date, so please let us know if you have changed your address, primary contact person, telephone numbers, etc. You can check and update the details we currently have for your company on our [website](#).

Send us your news

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.

[Send news](#)

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CAM News & Updates - March 1, 2016



INSIDE: 2016 Annual conference ~ Annual golf tournament ~ CAM awards ~ Spring directory ~ New member ~ Sentinel Self-Storage ~ Condolences ~ Membership fees

Visit Our Website!

CAM CONFERENCE **Mark your calendar!**

Our annual conference has been set for **Sunday, November 20 to Tuesday, November 22** in Toronto, Ontario.



We have a few speakers already lined up who will ensure that we have a great program. We are welcoming **Greg Sathmary** with **Industrial Mediation Professional Corporation** back to provide an outlook on nation-wide changes affecting workplace safety and insurance. Greg was a highly-rated speaker last year and his presentation will certainly interest you again this year. You can check out Greg's free [e-newsletter](#) to find the latest relating to the Ontario Workplace Safety & Insurance Board and Occupational Health and Safety updates affecting Ontario employers.

CAM annual golf tournament **Register early!**

Our tournament will be at a new course this year - the **Lionhead Golf Club in Brampton** on **Monday, September 19**. Lionhead has a reputation for excellence and offers its guests one of Ontario's finest golfing experiences. We'll be playing on their Masters course which has a traditional design that's harmonized with the natural surroundings of forest and rolling hills. Simply send us a completed [registration form](#) to golf with your colleagues or to sponsor.



New CAM Awards

CAM's Board of Directors just approved the launch of two new recognition awards for mover members. These awards, which will recognize outstanding corporate citizenship and customer service excellence, will be presented at CAM's annual awards dinner along with CAM's other awards.

- A new **Agent of the Year Award** will recognize an outstanding Canadian van line agent. Each van line will assess and nominate their best candidate.
- A new **Independent Mover of the Year Award** will be presented to an independent mover who has been nominated by one of their employees, a business partner or their franchise representative.

Nomination forms for all of CAM's awards can be found on CAM's [website](#).

Spring issue of CAM directory

We will be publishing the spring issue of **The Canadian Mover** magazine and member directory in a couple of weeks. To be included, your membership fees must be paid up. We want to make sure that the information we print about your company is up-to-date, so please let us know if you have changed your address, primary contact person, telephone numbers, etc. You can check and update the details we currently have for your company on our [website](#).

Welcome new member

CAM welcomes this mover as a new CAM member:
Astral RTS, Happy Valley-Goose Bay, NL.

[View member directory](#)

Sentinel Self-Storage opens new facility

CAM member, **Sentinel Self-Storage Corporation**, has just opened a new storage facility in Edmonton at Antony Henday Drive and Rabbit Hill Road. It has five stories, a four-bay indoor loading dock and two large freight elevators. CAM members will receive 15% off. [Contact](#) them for details.

Condolences to family of Boyce Bessey

Boyce Bessey passed away on February 14 after a year-long battle with cancer. Boyce was the manager of Household Movers and Shippers in Goose Bay, NL. Our condolences to Boyce's family and friends.

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[Send news](#)

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CAM News & Updates - April 1, 2016

CAM Mover's Edge ASD

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INSIDE:

2016 Annual conference ~ Annual golf tournament
~ CAM awards ~ Spring directory ~ CAM flyers
~ New members ~ UVL earns Platinum
~ Campbell Bros. award finalist ~ Alberta licence
~ Industry events ~ Membership fees



Visit Our Website!

CAM CONFERENCE

Nov. 20-22 at the Toronto Airport Marriott!

Moving Forward with Our Partners

is the theme of our 21st annual conference. With the support of our sponsors and supplier members, we are able to bring you this highly-informative program to help you prepare for the changes and challenges on the horizon in the relocation and trucking industries, workplace and driver safety, claims and insurance management, electronic logging and disaster planning.



[Read more ~ Register ~ Sponsor](#)

HOTEL

[Register your room](#) early at the prestige Toronto Airport Marriott at the special conference group room rate for **Canadian Association of Movers Annual Conference** attendees.

CAM golf tournament

Tee-time is at 1 pm on September 19!

Registrations are flowing in already. We'll be at the **Lionhead Golf Club in Brampton** on **Monday, September 19** this year. Lionhead has a reputation for excellence and offers two championship courses that were designed and groomed to excite every level of golfer. We'll be playing on their Masters course which has a traditional design that's harmonized with the natural surroundings of forest and rolling hills.



Register today!

[Register](#)

New CAM Awards

CAM is introducing two new recognition awards for mover members: a new **Agent of the Year Award** will recognize an outstanding Canadian van line agent and a new **Independent Mover of the Year Award** will be presented to a deserving independent mover. Nomination forms for all of CAM's awards can be found on CAM's [website](#).

Last chance for Spring issue of CAM directory

We will be mailing out the spring issue of The Canadian Mover magazine and member directory in a couple of weeks. This is your last chance to tell us if you have changed your address, primary contact person, telephone numbers, etc. **To be included, your membership fees must be paid up.** You can check and update the details we currently have for your company on our [website](#).

Choosing a Mover Flyers

CAM's Marketing & Internet Committee has just updated our CHOOSING A MOVER flyer. This is the flyer that members' sales folks leave with prospective customers to assist them in

validating a mover's reputation. The flyer has a strong message about the consumer's responsibility to find a reputable mover and the dangers and risks of not doing so. These new flyers are available in both English and French for a small fee.

[Contact CAM for details](#)

Welcome new members

CAM welcomes these movers as a new CAM members:

Ascent Moving Services, Toronto ON
Hendra Moving & Storage, Victoria BC

[View member directory](#)

United Van Lines (Canada) Ltd. Best Managed Platinum

Congratulations to United Van Lines (Canada) Ltd. on being awarded Platinum Club member status with Canada's Best Managed Companies for 2015. They are the first and only van line to win this highest honour from Best Managed.

[Read more](#)

Campbell Bros. - Chambers of Commerce award finalist

Congratulations to Campbell Brother Movers!

"This year Campbell Brother Movers is delighted to announce that we have been selected as a finalist for the Business Achievement Awards by the London Chambers of Commerce in the Large Business Category. Here at Campbell Brothers we always promise a "Higher Standard of Care" and feel that this past year we have had the opportunity to go above and beyond to establish this with the strength of our present team of staff and management. Our ongoing expansion of core services has solidified Campbell Bros. as the only Canadian, family-owned company to provide customized relocation and moving services from a single point of contact on a worldwide platform making us a truly vertically-integrated company. We are eagerly awaiting the results on March 23rd as well as extend good wishes to all remaining finalists!"

Licence requirement in Alberta

In Alberta, if you are involved in direct selling in a place other than your place of business, then you are required to hold an Alberta Direct Selling Business Licence, or be subject to enforcement action. Movers need to be aware that this includes soliciting, negotiating, quoting for services or concluding a contract in person in a client's home. Application instructions, forms and supporting documentation may be found on Service Alberta's [website](#).

Industry events

Here are several industry events that are noteworthy.

British Association of Removers 2016 Conference - May 19-21 [website](#)
California Moving & Storage Association 98th Annual Convention - May 10-15 [website](#)
Canadian Employee Relocation Council 2016 Conference - September 25-27 [website](#)
Claims Prevention & Procedure Council, Inc. 2016 Workshop - April 22-23 [website](#)
International Association of Movers 54th Annual Meeting - October 21-24 [website](#)
Southwest Movers Association Spring Meeting - April 10-11 [website](#)

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CAM News & Updates - May 1, 2016

CAM Mover's Edge ASD

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INSIDE:

2016 Conference ~ 2016 Golf tournament ~ Overseas shipping ~ Insurance ~ New members ~ SIRVA Conference ~ Atlas Canada news ~ Campbell Bros. ~ Victory Packaging ~ Armstrong Moving ~ CAM Awards ~ Jobs ~ Reader award ~ Membership fees

Visit Our Website!

CAM CONFERENCE

Nov. 20-22 at the Toronto Airport Marriott!

Moving Forward with Our Partners

The spring issue of *The Canadian Mover*, CAM's member directory and magazine will be landing on your desk in the next couple of weeks. In it you will find a program overview and a registration form. With the support of our sponsors and supplier members, we are able to bring you this highly-informative program to help you prepare for the changes and challenges on the horizon in the relocation and trucking industries, workplace and driver safety, claims and insurance management, electronic logging and disaster planning.



[Read more ~ Register ~ Sponsor](#)

HOTEL

[Register your room](#) early at the prestige Toronto Airport Marriott at the special conference group room rate for **Canadian Association of Movers Annual Conference** attendees.

CAM golf tournament

Sponsorships are still available!

50 folks have already registered for our annual golf tournament at the **Lionhead Golf Club in Brampton on Monday, September 19.**

Lionhead has a reputation for excellence and offers two championship courses that were designed and groomed to excite every level of golfer. We'll be playing on their Masters course which has a traditional design that's harmonized with the natural surroundings of forest and rolling hills. Don't wait until the last minute - register to play or sponsor today.



[Register](#)

Canada overseas shipping news

CAM's International Committee met on April 20th and discussed two items that have an effect on household goods coming into and leaving Canada.

First, anyone involved in the overseas shipping of household goods in Canada is urged to review recent amendments to the Safety of Life at Sea (SOLAS) convention concerning mandatory container weight verification requirements, or Verified Gross Mass (VGM), taking effect on July 1, 2016.

[Read more](#)

The second matter involves revised guidelines for both commercial and casual importers of used and second-hand mattresses and mattress materials. Some Canada Border Services Agency offices are focusing on enforcing the regulations.

[Read more](#)

Home and auto insurance for CAM members

CAM is currently exploring the possibility of offering an exclusive Group Home and Auto Insurance Program to CAM members/employees, spouses and dependent children at

significantly reduced insurance premium rates. This program is offered by our long-standing CAM supplier member **Moore McLean Insurance Group Ltd.** This discounted Group Home and Auto Program includes your Home, Cottage, Condo, Personal Auto, Watercraft, ATV, Snowmobile and Trailer Insurance that is traditionally only available to large employee and member based groups. CAM endorses this program and urges members to complete Moore-McLean's recent survey and express your interest.

Welcome new members

CAM has added a lot of new members to the roster this month. Welcome to all!

Movers

Collins-Mehling Transfer Ltd., Mississauga, ON

Les Déménagements Tremblay Express Ltée, Jonquière, QC

Penfold Cartage, Sault Ste. Marie, ON

Perfect Packers Moving & Storage, Barrie, ON

Perfect Packers Moving & Storage, Ottawa, ON

Riteway Movers - Calgary, Calgary, AB

Riteway Movers - Edmonton, Edmonton, AB

TWO MEN AND A TRUCK® - Calgary, Calgary, AB

International

Agarwal Packers & Movers Ltd., New Delhi, India

[View member directory](#)

CAM President attends SIRVA Conference

CAM's President **Paul Leader** recently attended **SIRVA Canada LP's** 2016 Operational Conference in Edmonton (April 14-16). Paul, on the left in this picture of vendors at the conference, says he finds these events to be a valuable opportunity to connect with CAM members and to convey CAM's message about the importance of being a part of an Association working for the benefit of all of Canada's household goods moving industry. Supplier members are the critical element in the Association's ability to deliver its services.



Atlas Canada news

New services

Atlas Canada has just announced the official re-brand of their President's Gold Leaf Service to **Avail Move Management Services**. "President's Gold Leaf Service has served Atlas' corporate customers well over the past 20 years, winning four service excellence awards in the past five years" said **Fred Haladay**, Senior VP & Chief Commercial Officer.



[Read more](#)

Logistics

Atlas Van Lines Canada has recently changed the name of their Special Products Division to **Atlas Canada Logistics** to better reflect today's marketplace. **Earle Birt** has been hired as VP and his mandate is to re-structure and build the overall Logistics division's service levels and capacity.

[Read more](#)

Campbell Bros. is Best Managed Company

Campbell Bros. Movers Ltd. has just been recognized as one of Canada's Best Managed Companies. "This acknowledgement in itself is great honor but we are delighted to say that we are the first relocation company to ever be recognized", said owner **Don Campbell**. "Best Managed companies are strong in strategy, capability, commitment and financial performance. They are all great Canadian business success stories", said Peter Brown, Partner, Deloitte and Co-Leader, Canada's Best Managed Companies program.



[Read more](#)

Victory Packaging expands to Ottawa

To improve service to CAM members, **Victory Packaging** is NOW OPEN in Ottawa! You can find them at 1157 Parisien St., Doors 6 & 7, Ottawa, ON K1B 3N3. Send all your Pick-up orders to csny@victorypackaging.com for processing. Victory Packaging is also offering ALL NEW LOWER Packing prices effective May 1st, 2016! Contact your rep [Steve Stockill](#) for further information.

Move for Hunger recognizes Armstrong Moving

Armstrong Moving & Storage (Mississauga, ON) was Move for Hunger's [Mover of the Month](#) for January 2016. Armstrong collected over 30,000 pounds of food to help feed the hungry in their community. That amounts to 25,000 meals! Congratulations to Armstrong for their extraordinary commitment to fighting hunger in their community.

CAM Awards

Nominations are starting to roll in for CAM's annual awards. This year we are introducing two new recognition awards for mover members: a new **Agent of the Year Award** will recognize an outstanding Canadian van line agent and a new **Independent Mover of the Year Award** will be presented to a deserving independent mover. Nomination forms for all of CAM's awards can be found on CAM's [website](#).

Job postings

We have some new job opportunities posted on our website. Visit [Job Postings](#) for details.

CAM wins reader award

Thanks to you, our readers, CAM recently earned an All Star Award for 2015 from our newsletter software-provider, **Constant Contact**, that's based on our excellent readership track record for our monthly newsletters. Only 10% of Constant Contact customers receive this annual designation. Thanks to all of our readers for helping us to win this award!



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CAM News & Updates - June 1, 2016

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INSIDE:

CAM President leaving ~ Aid for Alberta ~ 2016 Conference ~ 2016 Golf tournament ~ CAM magazine ~ NSTSA appointment ~ New CAM member ~ Moving company for sale ~ CAM Awards

Visit Our Website!

CAM President is stepping down

Paul Leader has advised that he will be stepping down as CAM President on December 31, 2016. CAM has established a succession committee to find a suitable candidate to replace Paul. The committee has defined the role to be a part-time position in which the successful candidate would be the representative of the Association to the Canadian moving industry, consumers, media, government and non-government agencies, as well as moving associations around the world. The committee is looking for a candidate who will have a track record of leadership in a moving-industry position. He or she will have demonstrated skills in both written and oral communications, organizing diverse groups, government relations and consensus building. The candidate must have a reasonable level of proficiency in computer operations. The successful candidate would assume the role on November 1, 2016 which would be the beginning of a two-month transition period. Interested parties may submit an application to the [national office](#). All applications will be held in confidence with only CAM staff and members of the committee knowing the name of the applicant.

CAM members provide aid to Alberta

The wildfires continue to burn in Alberta and have spread into Saskatchewan. The loss and devastation in these provinces is tremendous. The fires have now consumed almost 600,000 hectares in Alberta alone. Entire communities remain evacuated, although the Alberta Government just announced a conditional, phased re-entry plan for residents to return to Fort McMurray beginning on June 1.

We're hearing some amazing stories about how CAM members are contributing to relief efforts. For example, **Domestic Moving & Storage** in Newfoundland & Labrador offered free shipping of care packages to evacuees in Alberta from their families in NL. **Atlas Van Lines (Canada) Ltd.** announced that many of their agents across Canada would act as drop off centres for donations to Fort McMurray and Atlas would transport the donations to the Edmonton Emergency Relief Centre. So far, they've collected and delivered four trailer loads of donations with more to go. As well, the International Association of Movers' partner, the **American Logistics Aid Network (ALAN)**, is actively helping to provide disaster relief. Contact [Kathy Fulton](#) to find out how you can help with that.

Well done, CAM members! Please do what you can to support the affected movers and the communities and to contribute to the relief efforts.

Red Cross Relief

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[Register](#)

CAM's magazine & directory - printer error

The spring issue of CAM's magazine and directory, *The Canadian Mover*, was recently mailed out. We've had a few reports from readers that their issues were missing pages 29-44. Please check your issue and let us know if your copy is incomplete so we can send you a replacement.

NSTSA welcomes new Board member

In March, 2016, **Kim Inglis**, General Manager, **Hoyt's Moving and Storage Limited**, Dartmouth, NS, was appointed as a new Board member to the **Nova Scotia Trucking Safety Association**. Kim will be representing the moving and storage group of companies who are members of that Association. Congratulations, Kim!

Welcome new member

CAM welcomes **YRC Freight** (Winnipeg, MB) as a new supplier member. You can find a complete listing of CAM's supplier members on our dedicated [web page](#).

[View member directory](#)

Moving company in GTA for sale

A moving company in the Greater Toronto Area is for sale, including all stock and equipment. The company is a long-standing member of CAM. Interested persons can call the CAM national office for details.

CAM Awards

The deadline for nominations for CAM's annual awards is July 29, 2016.

Nomination forms for all of CAM's awards, including our new **Agent of the Year Award** and our new **Independent Mover of the Year Award**, can be found on CAM's [website](#).

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STAY CONNECTED:

CAM News & Updates - July 1, 2016



Happy Canada Day!

INSIDE: CAM Awards ~ Job opportunities ~ 2016 Conference ~ 2016 Golf tournament ~ New Insurance program ~ New CAM members ~ Lobby effort ~ Canada Company ~ Global News ~ Driver safety ~ Data mining ~ Moving company for sale ~ Referrals



Visit Our Website!

CAM Awards

The deadline for nominations is just 4 weeks away!

Nominations for CAM's annual awards close on **July 29, 2016**. Please nominate a worthy moving industry professional for a job well-done. We recognize outstanding achievement and professionalism with these awards:

- Distinguished Service Award
- Industry Achievement Award
- Innovators Award
- Public Service Award
- Agent of the Year Award (new)
- Independent Mover of the Year Award (new)

Nomination forms for all of CAM's awards are on our [website](#).

Job opportunities

As we mentioned last month, Paul Leader will be stepping down as CAM President at the end of this year. If you are interested in the position, please submit your application to the [CAM national office](#). All applications will be held in confidence. It's a part-time position in which the successful candidate would be the representative of the Association to the Canadian moving industry, consumers, media, government and non-government agencies, as well as moving associations around the world. The preferred candidate will have a track record of leadership in a moving-industry position and demonstrated skills in both written and oral communications, organizing diverse groups, government relations and consensus building. The candidate must have a reasonable level of proficiency in computer operations. The successful candidate would assume the role on November 1, 2016 which would be the beginning of a two-month transition period.

You can also view other [job opportunities](#) on our website in the Employment area.

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This is a great opportunity to showcase your business, its products and services - **sponsorship opportunities are still available and the trade show still has room for exhibitors.**

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[Register](#)

New Group Home & Auto Insurance for CAM members

Save Now on Group Home and Auto Insurance Products

There's Strength in Numbers!

The **Moore-McLean Insurance Group** has partnered with **Economical Select Insurance Company** to bring CAM members, their spouses and their dependent children a variety of Group Home & Auto Insurance products at discounted rates.

[Read on!](#)

Welcome new members

CAM welcomes these movers as new members of the Association.

Associated Van Lines, Red Deer County, AB
Campbell R & B Moving Systems, Cold Lake, AB
Penfold Cartage, Sault Ste. Marie, ON

We also welcome this new international member to CAM.
Carloking Freight Services, Greater Accra, Ghana

[View member directory](#)

CAM lobbies for change

On June 21, CAM asked mover members in Canada to send a letter to their federal Member of Parliament to request that current Customs clearance practices in Canada be applied consistently across the country. We hope this campaign will result in improvements to the current process and an equitable system for all movers handling inbound international relocations.

Canada Company

On June 13, **President Paul Leader** participated in the **8th Annual Canada Company Golf Tournament** at Devil's Pulpit in Caledon, ON. **Canada Company** is an organization working to assist our Canadian military personnel transition into jobs within Corporate Canada. Paul said he had an excellent day and everyone involved in putting the day together outdid themselves.

Defenders **Mike Hansen (L. Hansen's Forwarding; centre)**, **Dave Coughlin** (retired from Atlas Canada; right) and **Paul Leader** (2nd from right) stand on guard with Canada Company and Canadian military personnel.



Global News

CAM was recently approached by Global BC & BC1 for comments on a mover's liability in a household goods move. CAM **Director Doug Kellough (Salmon's Transfer Ltd.)** was interviewed for the story. Here's a [link](#) to the Global News report.

Driver Safety

It's after midnight, and the road ahead is clear. You know you can make up some time. Yet you also start to feel a little drowsy. Your best bet: find a safe place to pull over and rest. That's pretty good advice from **Penske Truck Leasing**. Here's an article from their *Safety*

Bulletin: [Focus on Safety: Six Fatigue-Fighting Tips to Keep You Alert](#) .

Data mining

Some CAM members have received an email from a data marketing company about their "recent contact acquisition of Canadian Association of Movers Professionals Contacts from various sources like Trade Shows, Exhibitions, and Data Partners etc." CAM does not distribute, release or sell its member contact information to third parties, so the company's information has been collected by other means.

Moving company in GTA for sale

A moving company in the Greater Toronto Area is for sale, including all stock and equipment. The company is a long-standing member of CAM. Interested persons can call the CAM national office for details.

Referrals from CAM

CAM offers consumers several ways to connect with our mover members. Consumers can call us and we'll recommend three members near them. They can visit our website and browse our member list and call members near them. They can also send a message directly to movers listed on our website with a few details about their upcoming move. These are automated requests that are sent directly to movers by consumers via our website. **Please be sure to check the email address in the "To" box when you reply to these consumer requests to ensure you are sending your response to your prospect and not to CAM.** On average, we make about 160 referrals per month to our members.

Send us your news

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.

Send news

Canadian Association of Movers

PO Box 26004, RPO Churchill, Mississauga ON Canada L5L 5W7
Tel: 905-848-6579 | Toll-free: 1-866-860-0065 | Fax: 1-866-601-8499
Email: admin@mover.net | Web: www.mover.net



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CAM News & Updates - August 1, 2016

CAM Mover's Edge ASD

CANADIAN ASSOCIATION OF MOVERS • ASSOCIATION CANADIENNE DES DÉMÉNAGEURS

INSIDE:

**2016 Conference sponsors ~ Conference update ~ Golf tournament
New supplier member ~ CAM vacancy ~ Lobby update ~ Workplace safety
Sentinel Storage ~ Parking safety ~ CAM Referrals**

Visit Our Website!

Conference Sponsors

It is with the generous and ongoing support of these CAM sponsors that we will be able to deliver a quality conference program for 2016. Thanks to all!

**Thanks to CAM's 2016
Conference Sponsors!**



CAM CONFERENCE

Nov. 20-22 at the Toronto Airport Marriott Hotel

Moving Forward with Our Partners

Registration for CAM's annual conference is open.

You'll find a program overview and a registration form in the spring issue of *The Canadian Mover*. With the support of our sponsors and supplier members, we are able to bring you this highly-informative program to help you prepare for the changes and challenges on the horizon in the relocation and trucking industries, claims and insurance management, electronic logging, disaster planning and, **just added to the program, the future of intermodal transportation.**



Our conference is a great opportunity to showcase your business, its products and services - only a couple of sponsorship opportunities are still available however the trade show still has room for exhibitors.

[Read more ~ Register ~ Sponsor](#)

HOTEL

[Register your room](#) early at the prestige Toronto Airport Marriott at the special conference group room rate for **Canadian Association of Movers Annual Conference** attendees.

CAM golf tournament

It's just 7 weeks away!

Join us at the **Lionhead Golf Club in Brampton** on **Monday, September 19**. Bring your clients and colleagues or come alone. Sponsor a hole or competition - don't miss this opportunity to promote your company.



[Register](#)

Welcome new supplier member

CAM welcomes [Zootly](#) to the Association as a new supplier member. Zootly offers an on-demand moving services app that lets you locate a moving truck or van near you, book it and get your stuff from point A to point B with minimal fuss or book a scheduled local or long distance move.

[View member directory](#)

CAM vacancy

At the end of this year, the position of CAM President will be vacant. If you are interested in the position, please submit your [application](#) to CAM's national office. All applications will be held in confidence. It's a part-time position in which the successful candidate would be the representative of the Association to the Canadian moving industry, consumers, media, government and non-government agencies, as well as moving associations around the world. The preferred candidate will have a track record of leadership in a moving-industry position and demonstrated skills in both written and oral communications, organizing diverse groups, government relations and consensus building. The candidate must have a reasonable level of proficiency in computer operations. The successful candidate would assume the role on November 1, 2016 which would be the beginning of a two-month transition period.

You can view details on this and other [job opportunities](#) on our website in the Employment area.

CAM's lobbying update

On June 21, CAM asked mover members in Canada to send a letter to their federal Member of Parliament to request that current Customs clearance practices in Canada be applied consistently across the country. Thanks to everyone who sent the letter. We've had one MP ask for more information. We'll keep you informed on the progress of this campaign.

Workplace Safety changes coming

There are significant changes to Ontario's Workplace Harassment Law taking effect on September 8th, 2016, according to **Greg Sathmary** (Industrial Mediation Professional Corporation). Come on out to our annual conference in November to hear what Greg has to say about this and other changes.

[Read more](#)

Sentinel Storage in Edmonton

Sentinel Storage's Edmonton [Windermere](#) location at Anthony Henday Dr. and Rabbit Hill Road NW has a Grand Opening on September 17, 2016! First month's rent is \$1 - no obligation!

Safe overnight parking

Finding a safe place for overnight parking is a big concern for truckers. Here are some tips from **Penske Truck Leasing** on finding safe, available parking at night. *Safety Bulletin*: [Planning Ahead to Find Safe Overnight Parking](#) .

Referrals from CAM

CAM offers consumers several ways to connect with our mover members. Consumers can call us and we'll recommend three members near them. They can visit our website and browse our member list and call members near them. They can also send a message directly to movers listed on our website with a few details about their upcoming move. These are automated requests that are sent directly to movers by consumers via our website. **Please be sure to check the email address in the "To" box when you reply to these consumer requests to ensure you are sending your response to your prospect and not to CAM.** On average, we make about 160 referrals per month to our members.

Send us your news

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.

[Send news](#)

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CAM News & Updates - September 1, 2016



INSIDE:

*Annual Awards Dinner ~ 2016 Conference program ~ Golf tournament ~ New members
Lobby update ~ CAM directory ~ IAM country guides ~ Driving safety ~ CAM Referrals*

Visit Our Website!

CAM'S ANNUAL AWARDS DINNER
Nov. 21 at the Toronto Airport Marriott Hotel

Our annual awards dinner is CAM's most popular event. This year it will be even bigger and better with two new awards being presented. Register for the dinner today - bring a colleague, a deserving employee, your spouse. Join us to celebrate the achievements of these distinguished award recipients:

Distinguished Service Award

Jim Calhoun

Industry Achievement Award

Bob (Smitty) Smith

Innovators Award

Franco Collard

Public Service Award

Jay's Transportation Group (accepting: Terry Simonson, President/CEO)

Independent Mover of the Year

MIB Moving Inc. (Fort McMurray, AB)

Agent of the Year

AMJ Campbell Van Lines (North Bay, ON)

[Register](#)

CAM Conference Program is in the mail
Nov. 20-22 at the Toronto Airport Marriott Hotel
Moving Forward with Our Partners

Our conference program has been finalized, printed and is now in the mail. You'll also find the program and a registration form in the fall issue of *The Canadian Mover* which will be mailed out later this month.

Our sponsors and supplier members have really helped CAM to put together a highly-

informative program that will help you prepare for the changes and challenges on the horizon. We'll hear about developments in the relocation and trucking industries, labour and workplace safety news, electronic logging, disaster planning and the future of intermodal transportation.



Exhibitors at the trade show will be showcasing their products and services - find out what's new in the marketplace.

[Read more ~ Register](#)

HOTEL

[Register your room](#) early at the prestige Toronto Airport Marriott at the special conference group room rate for **Canadian Association of Movers Annual Conference** attendees.

CAM golf tournament

It's just 2 weeks away!

Over 100 golfers will be participating in CAM's annual golf tournament this year at the **Lionhead Golf Club in Brampton** on **Monday, September 19**. Bring your clients and colleagues or come alone. It's going to be a terrific day with great giveaways, a new competition and fine food. You won't want to miss it.



[Register](#)

Welcome new members

Look who's expanding! CAM welcomes these new and returning members to the Association.

TWO MEN AND A TRUCK® - Downtown Toronto - Toronto, ON

TWO MEN AND A TRUCK® - Edmonton - Edmonton, AB

TWO MEN AND A TRUCK® - Lower Mainland - Burnaby, BC

TWO MEN AND A TRUCK® - Toronto Beaches - Toronto, ON

TWO MEN AND A TRUCK® - Woodbridge-Vaughan - Woodbridge, ON

[View member directory](#)

CAM's lobbying update

On June 21, CAM asked mover members in Canada to send a letter to their federal Member of Parliament to request that current Customs clearance practices in Canada be applied consistently across the country. We've heard from a few MPs and one asked for more information. Our campaign is moving forward.

CAM directory is going to print

Last chance for your changes!

CAM will be printing the fall issue of its magazine and directory, *The Canadian Mover*, in the next few days. If you've moved, changed your telephone number or added a new service or

product your industry should know about, please tell us now so we publish up-to-date information about your company. Our magazine is distributed to about 1400 industry contacts in Canada and worldwide.

[Email to CAM](#)

IAM Country Guides

The **International Association of Movers (IAM)** has been updating its Country Guides list on its [website](#). Their Country Guides provide comprehensive customs information for more than 180 countries.

Safe driving during back-to-school season

Back-to-school season isn't just for children. When the school year begins, there are more cars on the road, more pedestrians and bicyclists to watch for, and a higher risk for accidents. That means it's time to take extra caution on your routes. Here are some tips from **Penske Truck Leasing**. *Safety Bulletin*: [8 Tips to Stay Safe During Back-to-School Season](#)

Referrals from CAM

CAM offers consumers several ways to connect with our mover members. Consumers can call us and we'll recommend three members near them. They can visit our website and browse our member list and call members near them. They can also send a message directly to movers listed on our website with a few details about their upcoming move. These are automated requests that are sent directly to movers by consumers via our website. **Please be sure to check the email address in the "To" box when you reply to these consumer requests to ensure you are sending your response to your prospect and not to CAM.** On average, we make about 160 referrals per month to our members.

Send us your news

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[Send news](#)

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We wanted you to know and couldn't wait to tell you!

What's New?

Today the Canadian Association of Movers surpassed our membership goal for 2016!

Yes, today we are 401 members strong and just had to share the news with you. Not only is this beyond our 2016 goal of 400, but it's 10% more members than last year! We're growing and we're gaining momentum doing it.



Did you know?

- Half of CAM's members have been active members for over 5 years and many for 20 years and longer! They understand that CAM membership is the best way to ensure that their company is connected with the finest movers and suppliers in Canada and they get the recognition and business opportunities they seek.
- There are about 2,900 visits to CAM's website, www.mover.net, each month and that's 33% over each month last year. Our visitors are consumers looking for reputable movers, as well as movers trying to connect with the industry's finest suppliers...and that means business for our members.
- CAM refers consumers looking for a good mover to members about 170 times each month, either through our website or calls to the national office. Can you afford to turn away this kind of exposure for your company?
- CAM is contacted by consumers about 40 times each month just to validate a mover's reputation. Half the time, they ask about CAM members and they learn that CAM screens and endorses its members.
- About 15 complaints about movers are lodged with CAM by consumers every month. Only 2 or 3 of these involve CAM members and, because of our members' commitment to fair business practices, these issues get resolved.

CAM promotes the finest movers and industry suppliers in Canada and provides our members with recognition and business opportunities. If you are not a CAM member, then you are missing out. Contact us for information on how to join.

How do I join CAM?

We want to add your company to our member roster. Information about how to join CAM is available on our website. Contact CAM today - get involved with your trade association, help to guide the future of your industry and find out what CAM can do for you.

JOIN CAM

Canadian Association of Movers, PO BOX 26004,
RPO CHURCHILL, MISSISSAUGA, ON L5L5W7 Canada

CAM News & Updates - October 1, 2016



INSIDE:

Hotel registration ~ CAM Conference ~ Annual Awards Dinner ~ Trade Show ~ Golf tournament ~ New members ~ Survey winner ~ CAM directory ~ Did you know?

Visit Our Website!

DEADLINE FOR HOTEL REGISTRATION THIS MONTH

[Register your room](#) now at the Toronto Airport Marriott to receive our special conference group rate of \$165 per night for *Canadian Association of Movers Annual Conference* attendees. **This rate is only offered until October 28, 2016.**

CAM Conference - only 2 months away
Nov. 20-22 at the Toronto Airport Marriott Hotel
Moving Forward with Our Partners

CAM's annual conference is a superior networking and professional learning event for our industry. Our conference program is loaded with useful information to help you prepare for the changes and challenges on the horizon. Exhibitors at the trade show will be showcasing their products and services - find out what's new in the marketplace.



[Read more ~ Register](#)

CAM'S Annual Awards Dinner
Nov. 21 at the Toronto Airport Marriott Hotel



You won't want to miss our annual awards dinner - it's CAM's most popular event. Bring a colleague, a deserving employee, your spouse. Join us to celebrate the achievements of these distinguished award recipients:

Distinguished Service Award
Jim Calhoun

Industry Achievement Award
Bob (Smitty) Smith

Innovators Award
Franco Collard

Public Service Award
Jay's Transportation Group

Independent Mover of the Year
MIB Moving Inc. (Fort McMurray, AB)

Agent of the Year
AMJ Campbell Van Lines (North Bay, ON)

[Register](#)

CAM Trade Show - Supplying Our Partners **Nov. 21-22 at the Toronto Airport Marriott Hotel**

CAM's trade show is an annual tradition where industry exhibitors showcase the latest products and services to hit the market. Our exhibitors' hall - packed with over 20 booths this year - will be a place where movers can connect with the folks who provide their companies with the tools they need to run their operations. Movers - come on out and find out what's new in the marketplace! Suppliers - there are still booths available, so give us a call!

[Register](#)

CAM golf tournament

Our turnout for our annual golf tournament at the Lionhead Golf Club in Brampton was huge this year. Our 112 attendees had a wonderful day - with great food, fantastic weather, lots of prizes and a great course to play.



CAM President & CEO Paul Leader tried to chat with every one of you and regrets not being able to visit one-on-one with all. Thanks to all who came out and made the day such a great success. More pictures can be viewed on CAM's [website](#).

Welcome new international members

CAM welcomes these two new international members to the Association.

Thompson's Moving Group Limited - Dartmouth, NS
Passer Movers SL - Barcelona, Spain

[View member directory](#)

CAM survey winner

Earlier this year, CAM ran a survey that asked members for their views on the Association and its offerings to members - what members liked, didn't like and their suggestions for improving CAM's members benefits and services. Members who completed the survey had their names entered into a draw for 50% off the cost of their next membership renewal. Congratulations to CAM supplier member **A1 Movers Services Inc.** on winning the draw!

CAM magazine and directory

We will be mailing out the fall issue of our member directory and magazine, ***The Canadian Mover***, in a few days. Will you be included in it? Your membership had to be active for you to be listed in it as a CAM member. Our magazine is distributed to almost 1,400 contacts worldwide and can also be viewed on our website.

Did You Know?

In the last year, CAM has endorsed three new value-added programs exclusively for CAM members.

1. A Group Discount Personal Home/Auto insurance program that offers significantly reduced rates for Home, Cottage, Condo, Personal Auto, Watercraft, ATV, Snowmobile and Trailer insurance. Contact [Shiraz Mohideen](#) at **Moore-McLean Insurance Group Ltd.** for details.
2. A Group Employee Benefits Plan that offers a tailor-made program that fits the needs of your organization. Contact [Bryan McLoughlin](#) at **The GPS Consulting Group & Insurance Agencies Inc.** for details.
3. In-depth commercial and consumer credit profiles through **B2B Credit Chex**. Contact [B2B Credit Chex](#) directly.

Come on out to our trade show on November 21-22 in Toronto and talk to your suppliers about their member promotions.

Send us your news

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.

[Send news](#)

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CAM News & Updates - November 1, 2016



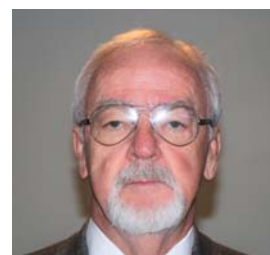
Remember

INSIDE: CAM Presidency ~ Hotel rate extended ~ Annual Conference ~ Annual Awards Dinner ~ Trade Show ~ Trucking jobs ~ New members ~ Hansen's ~ New TWO MEN AND A TRUCK® franchise ~ CAM in the media ~ Stay Healthy ~ *Did you know?*

Visit Our Website!

PRESIDENCY OF CAM

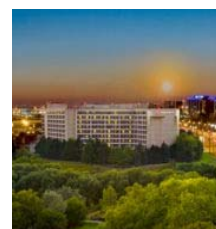
Earlier this year, **Paul Leader** advised the Board of Directors of the Canadian Association of Movers that he would be retiring from the position of president on December 31, 2016. We're pleased to announce that, on September 15, at a meeting of CAM's Board of Directors, **Patrick Greaney CD MBA MCITL** was approved as the new president of CAM. Pat will begin his transition to the role on November 1 and will assume the presidency on January 1, 2017. Pat has a broad understanding of the Canadian moving industry having held positions with the Federal Government, a van line and at the retail level. Pat lives in Calgary and will bring his Western Canada and National perspective on the operations and future of the Association. Welcome to CAM, Pat!



Deadline for preferred hotel rate extended

CAM's special conference group rate of \$165 per night at the Toronto Airport Marriott for Canadian Association of Movers Annual Conference attendees has been extended to November 4.

[Register your room](#) now to ensure you receive the preferred rate.



CAM Conference - only 3 weeks away
Nov. 20-22 at the Toronto Airport Marriott Hotel
Moving Forward with Our Partners

CAM's annual conference is less than a month away. Have you registered yet? It's a superior networking and professional learning event for our industry. Our conference program is loaded with useful information to help you prepare for the changes and challenges on the horizon. Exhibitors at the trade show will be showcasing their products and services - find out what's new in the marketplace.



[Read more ~ Register](#)

CAM'S Annual Awards Dinner
Nov. 21 at the Toronto Airport Marriott Hotel



Almost 100 have already registered for our annual awards dinner. This is CAM's most popular event that you won't want to miss. Bring a colleague, a deserving employee, your spouse. Join us to celebrate the achievements of these distinguished award recipients:

Distinguished Service Award

Jim Calhoun

Industry Achievement Award

Bob (Smitty) Smith

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Public Service Award

Jay's Transportation Group

Independent Mover of the Year

MIB Moving Inc. (Fort McMurray, AB)

Agent of the Year

AMJ Campbell Van Lines (North Bay, ON)

[Register](#)

Booths still available to CAM Trade Show
Nov. 21-22 at the Toronto Airport Marriott Hotel

There are still some booths available at our annual trade show. This is a terrific opportunity for suppliers to showcase their latest products and services to hit the market to the most reputable owners and administrators in the Canadian moving industry. Our exhibitors' hall - named *Supplying our Partners* this year - will be a place where movers can connect with the folks who provide their companies with the tools they need to run their operations. Movers - come on out and find out what's new in the marketplace! Suppliers - get registered today!

[Register](#)

Are truck driver jobs going to disappear?

On October 22, 2016, *The Canadian Press* reported that **Finance Minister Bill Morneau** made a comment at a meeting of the Ontario wing of the federal Liberal Party that some jobs will disappear in the years to come, such as truck drivers and receptionists. You can read the *National Post's* [article](#).

David H. Bradley, President & CEO of the Canadian Trucking Alliance was quick to respond on October 24 with a letter to Minister Morneau. In it, Bradley expressed concern about the impact of these comments on the morale of truck drivers especially at a time when the industry is facing a driver shortage. He advised that, in fact, the number of truck driving jobs that need to be filled in Canada will increase in the years to come. Read Bradley's [letter](#).

Welcome new members

CAM welcomes these new members to the Association.

MOVER

TWO MEN AND A TRUCK® - London, ON

INTERNATIONAL

Matco Moving Solutions - Edmonton, AB

SUPPLIER

Positive Identity Promotional Products - London, ON

[View member directory](#)

L. Hansen's Forwarding - a CAM member for almost 20 years

Beginning with this issue, in each of our upcoming issues, we're going to introduce one of our supplier members to readers. We want our readers to know who our supplier members are and what products and services they can provide to you. CAM's supplier members are the backbone of this Association, helping to support all of our events and activities. Support our supplier members - and you'll be supporting CAM. Here's what **Hansen's**, the first of our profiled members, wants you to know about them.

Hansen's is a proudly Canadian-owned company with over 35 years of experience in the vehicle relocation industry. With branches from Halifax to Vancouver,



Hansen's has you covered. **Hansen's** is a leader in technology implementation, and our state of the art system lets you obtain pricing, place orders, trace in real time, and pull reports 24/7. This proactive approach to customer service extends to our driving fleet as well through the use of paperless handheld devices. Enjoy the peace of mind that comes with dealing with Canada's number one vehicle transporter: [Hansen's](#).

TWO MEN AND A TRUCK® Canada opens Toronto East franchise

On October 27, 2016, **TWO MEN AND A TRUCK® Canada** officially opened its new Toronto East franchise. Owner and General Manager **Paul Bolté** and his staff will service the entire Scarborough area. Congratulations to this CAM member!

[Read more](#)

CAM in the media

CAM Director Doug Kellough was recently contacted by *Global News* for CAM's views on a couple's long distance move from Halifax to Vancouver. The mover in this case demanded full payment up front. Show this [video](#) to your customers so they'll understand what could happen if they move with a non-CAM member.

Out of the 145 complaints filed with CAM this year so far, only 5% have involved CAM members. By far, CAM members are more reliable in delivering on their promises to customers. CAM members also make a commitment to CAM to resolve disputes with their customers.

Stay Healthy Between Your DOT Physical Exams

At least once every two years, as a professional driver, you visit your doctor for your DOT physical exam. It gives you a great baseline on your current health status. However, the actions you take between those exams make the biggest difference in your overall well-being. Here are some tips from **Penske Truck Leasing**. [Safety Bulletin: Stay Healthy Between Your DOT Physical Exams](#).

Did You Know?

CAM members are authorized to use CAM's logos and identifiers in their sales and marketing. Members are urged to post CAM's logos on their website with a link to CAM's website, www.mover.net, as validation of their membership in Canada's trade association for the household goods industry. [Contact](#) CAM to obtain our logos which are available in English and French in a variety of formats, including as truck decals.

Send us your news

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.

Send news

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CAM News & Updates - December 1, 2016



INSIDE: 2017 Conference in Montreal ~ Annual General Meeting ~ Armstrong Moving & Storage ~ New Québec regulations ~ UK customs clearance ~ New members ~ Mover's Equipment & Supplies ~ McLean Hallmark Insurance Group Ltd ~ Company for sale ~ Seat belts ~ *Did you know?*



Season's Greetings

Visit Our Website!

CAM's holiday hours

The Canadian Association of Movers' office will be closed during the holidays, from noon on Friday, December 23 and until 9 AM on Tuesday, January 3, 2017 (Eastern time). During that time we will have limited access to voicemail and email.

CAM ANNUAL CONFERENCE IN MONTREAL IN 2017!



2016 CAM Executive, Directors and Award Recipients

Our annual conference in Toronto was another great success, based on the feedback we've received so far. We had about 100 attendees at the sessions, 21 trade show booths and 150 attendees at our annual awards dinner - our most ever! Thanks to our sponsors and exhibitors for supporting the event and to all the attendees who helped

to make it a very rewarding experience. The presentations can be viewed on CAM's website. Our Conference Committee will now begin planning our 2017 conference to be held in Montreal. Watch for details.

Presentations

CAM's Annual General Meeting

CAM's Board of Directors will be reviewing the minutes of the Annual General Meeting that was held on November 21, 2016 at their next meeting. Once approved, the draft version of the minutes will be circulated to the principal contacts for all member companies. They will then be on the agenda for approval by members at the next Annual General Meeting in the fall of 2017.

Move for Hunger honours CAM member

Move for Hunger made a special presentation to one of CAM's members, **Armstrong Moving & Storage** (Mississauga, ON), at our recent annual awards dinner. Armstrong Moving joined Move For Hunger in November 2011. Since then, they have rescued and delivered 31,134 pounds of food and delivered to their local food bank, the Mississauga Food Bank. This is enough food to provide nearly 26,000 meals for those in need. The Armstrong Moving Team was awarded the Move For Hunger Mover of the Month in January 2016. [Click here](#) to read the article and see picture. In August 2015, they challenged their staff in their [Pan ARM Games Food Drive](#), where they collected 560 lbs of food for the food bank! The Armstrong Moving Team in Toronto is truly passionate about helping the community they serve and Move For Hunger is honored to assist them with their hunger relief efforts. The award was accepted by **Rod Speers**. Congratulations to everyone at Armstrong for a job well done.



New regulatory amendments in Québec

New regulatory amendments to road vehicle safety standards came into force on November 20, 2016 in Québec. The circle check is a sight and sound inspection of the accessible components of a vehicle that makes it possible to detect defects, quickly notify the operator/owner and prevent the vehicle from being operated when its condition poses a risk of an accident or a breakdown. You can access the relevant information directly on the [SAAQ](#) (Québec's Société de l'assurance automobile) website.

New process for customs clearance into the UK

The British Association of Movers just informed CAM that a new process for clearing household goods and personal effects into the UK will take effect from January 1st, 2017. We recommend that you read their [letter](#) to help prepare for the changes.

Welcome new members

CAM welcomes these new members to the Association.

INTERNATIONAL

Premiere Van Lines - Winnipeg, MB

SUPPLIER

Omnitracs Canada - Oakville, ON

[View member directory](#)

Mover's Equipment & Supplies 20 years a CAM member

Mover's Equipment & Supplies has all your moving needs. They have been catering to the moving industry for the past 26 years! Mover's Equipment closed their Ottawa location in November and relocated **Blake Ward**, who was running the day-to-day out there, back to their Mississauga office where he will be heading up their NEW Rental Division of Dollies, Screen Carts, Opens Bins and Terminal Carts. "We are looking forward to our new venture in renting commercial equipment in the GTA," said **Tracy Ward**. "Mover's Equipment would like to wish you all a Merry Christmas and Happy New. All the best for 2017."



McLean Hallmark Insurance Group Ltd.

Moore-McLean Insurance Group Ltd. recently announced that they acquired Hallmark Insurance and are now operating as **McLean Hallmark Insurance Group Ltd.** Look for their new brand on our [Suppliers](#) web page. Contact Vice President [Glenn Meyer](#) for details. Congratulations to McLean Hallmark on this acquisition and to CAM Affiliate Member **Limor Friedman** of **Vancouver in the Box** who won an iPad Mini at Glenn's trade show booth.



Moving company for sale

Mike's Moving & Storage is a well-established, profitable moving company for sale. It's in a prime location in South Western Ontario and within one hour of three major cities. Serious inquiries only please. Interested parties please contact [Tammy](#).

Myth vs. fact about safety belts

Laws in Canada and the US require you to use a seat belt. Here are some facts from **Penske Truck Leasing** to help keep you safe. [Safety Bulletin: Myth vs. Fact About Safety Belts](#).

Did You Know?

As we continue to grow, awareness of CAM as a competent and viable association is continuing to spread within Government bodies across Canada. More and more, consumer agencies are advocating to clients and consumers that they ensure any mover they might require for their up-coming relocation be a member of CAM. Just recently a rather large mortgage company added CAM as a primary resource to their website. The principles and code of ethics under which CAM members operate speak volumes for consumer protection. Should you know of moving company that meets our standards, encourage them to become involved with CAM.

Send us your news

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.

[Send news](#)

Canadian Association of Movers

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CAM News & Updates - December 23, 2016



*The board of directors and staff of
the Canadian Association of Movers wish you,
your staff and your families all the best
for a happy holiday season and for success in 2017.*

CAM's holiday hours

The Canadian Association of Movers' office will be closed during the holidays, from noon on Friday, December 23 and until 9 AM on Tuesday, January 3, 2017 (Eastern time). During that time we will have limited access to voicemail and email.

INSIDE: Holiday hours ~ Brand hijacking ~ Mover fined in BC ~ Ontario Ministry report ~ Press release ~ CBSA news ~ UK update ~ New members ~ Condolences ~ Job opportunities ~ Sleep apnea ~ *Did you know?*

Visit Our Website!

BRAND HIJACKINGS BY ROGUE MOVERS

There's a new scam in the marketplace and it's presenting a terrible threat to consumers and reputable moving businesses - it's brand hijacking. Criminal enterprises are creating ads that include reputable brands but with their own contact information. They are also hacking into Google accounts and redirecting prospective customers to their own organizations. Consumers are being led to believe they are getting quotes and booking their movers with credible brands when in fact they are all rogue movers who have no equipment or trucks. The problem is expanding across national Van Lines and other moving companies. **Members are urged to Google their own companies and check any links to ensure that there's not been a trademark violation.** If you find a violation, advise Google's Trademarks team and your anti-fraud centre immediately. CAM has advised various Canadian consumer protection agencies about this fraud and there is some action being taken by these authorities. We'll keep you advised of developments.

Mover fined in BC

Consumer Protection BC just issued a [press release](#) about a \$7,500 fine they levied against Canadian mover Canadian Van Lines aka Coronation Van Lines for deceptive business practices. According to Tatiana Chabeaux-Smith, spokesperson for Consumer Protection BC, "not only was this company knowingly - and repeatedly - making false pickup and delivery promises to customers, but it also refused to issue required refunds, used non-compliant contracts, misrepresented its business location and failed to provide our inspector with required information." Media in BC and Alberta have covered the story. Read more on CAM's [website](#).

Ontario releases report on HHG moving industry

In 2014 the **Ontario Ministry of Government and Consumer Services** commissioned a review of the household goods moving industry in Ontario as part of its effort "to ensure stronger consumer protection in the marketplace regarding the household moving industry". The Ministry's *Final Report: Ontario's Household Moving Industry, May 2015* which was prepared by Prism Economics and Analysis represents the findings of a literature review, surveys, Statistics Canada data and information collected from other industry stakeholders including CAM. Their findings comment on the size of the industry and vulnerability of consumers at the hands of illegitimate movers. The full [report](#) is now available for your review.

CAM press release

CAM has issued a [press release](#) as well about our awards that were presented at our annual awards dinner on November 21, 2016. This was our largest dinner ever with 150 guests. Congratulations to all of our award winners.

Mackie Moving Systems joins Atlas Canada

Mackie Moving Systems will become an agent of **Atlas Canada** on March 1, 2017. The company was founded in 1928 and has offices in Alberta, Ontario, Nova Scotia and New Brunswick. Here's a [press release](#) issued by Atlas Canada on December 15, 2016.



CBSA news for sufferance warehouse operators

The **Canada Border Services Agency** has issued a communiqué concerning e-Manifest Notices and the Deconsolidation Notice. All freight forwarders are now required to transmit house bill data to CBSA electronically. This mandatory requirement took effect on November 7, 2016. Non-monetary penalties may be applied starting January 11, 2017 and monetary penalties may be applied starting July 12, 2017. If you are engaged in freight-forwarding, you must be compliant with these new regulations by the specified time period. We recommend contacting your EDI service-provider for compliance solutions. [Read more.](#)

Customs clearance into the UK update

Last month, we informed you about the new process for clearing household goods and personal effects into the UK that will take effect from January 1st, 2017. The **British Association of Removers** just provided CAM with an update that says the old paper method will be accepted during a period of transition until March 31, 2017. You can read their [letter](#).

Welcome new members

CAM welcomes these new members to the Association.

INTERNATIONAL

Country Wide Moving - Saskatoon, SK

Moving Star Moving & Storage - Freemont, CA, USA

[View member directory](#)

Passing of Verna May Williams

Verna May Williams passed away, in the hospital, on Friday November 25th, 2016 surrounded by her children and grandchildren. Verna was the wife of Sonny Williams and mother of Vance, Dawna, Jim and Tom Williams, of Williams Moving & Storage Ltd., in Coquitlam, BC, a founding member of United Van Lines (Canada) Ltd. A Celebration of Life took place at the Vancouver Golf Club in Coquitlam on December 6th. Our deepest sympathies go to the Williams Family.

Job opportunities

New job opportunities in the Toronto area have been posted on CAM's [website](#).

Know Your Risk for Obstructive Sleep Apnea

Your eyes get heavy. You struggle to focus. You yawn. If it's the middle of your shift, you may reach for that second (or third) cup of coffee. Before you do, also consider your overall health and the quality of your sleep. Here's some safety information from **Penske Truck Leasing**. [Know Your Risk for Obstructive Sleep Apnea.](#)

Did You Know?

CAM's membership is a pretty inclusive group of companies servicing the household goods industry in Canada and abroad. The foundation of CAM's membership is, of course, Canadian movers who comprise 74% of all members. Of these, one in five are independent movers and the rest are agents affiliated with Canada's national van lines. A further 11% are international movers and about 9% are suppliers to the industry. The rest of CAM's members are affiliate

companies, van lines head offices and various industry associations. CAM's membership is increasing steadily - contact us to find out [what CAM can do for you](#).

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