

February 24, 2026



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**Minimize Risk.
Maximize Opportunity.**

*Custom insurance solutions
to keep you moving forward.*



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President's Message



Nancy Irvine, CPM, CAM President

Going for Gold, Together

By the time you read this, the Olympic flame will be out and the Paralympians will be getting ready to step onto the same world stage with the same drive, commitment, and heart. The sports may differ, but one thing never changes is success at that level is never a solo act. It is always about teamwork.

An athlete may stand alone on the podium, but we all know the real picture includes coaches, therapists, family, and teammates who pushed, encouraged, and sacrificed to get them there. It takes a village to get one person into the starting blocks.

Our industry is no different. **Make no mistake, our crews are our athletes.**

The physical and mental demands on the crew with long days, heavy loads, tight timelines, emotional customers, and constant curveballs have been our norm for years. However, when a move goes well, it's rarely because one superstar saved the day.

Sales gathered accurate information and set realistic expectations. Dispatch built a smart plan. Crews communicated, watched out for each other's health and safety, and treated the customer with respect. The back office quietly ensured the paperwork and claims process supported the promises made.

That's a gold-medal performance, even if the only "podium" is the top of the walkboard at the end of a long day.

If the Olympics highlight peak performance, the upcoming Paralympics spotlight resilience, adaptation, and inclusion. Athletes will compete with specialized equipment, creative coaching, and a support system that refuses to focus on limits and instead leans into what's possible with the right team.

Our industry has lived its own version of that story. We've adapted to new technologies and shifting consumer expectations, worked through labour shortages, economic uncertainty, and a constant battle against rogues who damage public trust.

But we've also supported one another with shared resources, webinars, mastermind groups, and mentoring, so no one had to face these challenges alone.

Time and again, CAM members have stepped up for each other and for consumers—from fraud awareness and enforcement support to literally helping reunite victims with their belongings. **That's Paralympic-level resilience in a mover's hoodie.**

Every Olympics, we cheer for Team Canada. But there's another national team I'm so very proud of—the network of professional movers, suppliers, and partners who quietly keep Canadians' lives moving every single day.



As a CAM member, you can wear a Team Canada jersey of a different kind (maybe even one bigger than this gigantic jersey at the Richmond Oval).

Refer a job you can't handle to another CAM member instead of overpromising and messing up. Take a call from a colleague across the country who needs a favour, or mentor a new salesperson, dispatcher, or crew member to help them build a career in this industry.

Yes, we compete against each other in the marketplace, but we are also teammates in something bigger—protecting consumers, raising standards, and showing Canadians what trusted, professional movers look like.

Go Canada Go! Go CAM Go!



Need help? Get Quality!

Contact a CAM member:

- www.mover.net/find-a-mover
- www.mover.net/member-directory
- admin@mover.net
- 866-860-0065

TOGETHER, WE ARE BETTER !



GOT THE RIGHT STUFF? Let's Talk.

Atlas Van Lines Canada is growing—and we're looking for exceptional independent movers to join our trusted national network.

As an Atlas agent, you'll gain access to exclusive long-distance leads, modern moving tech, comprehensive training, and a collaborative community of professionals across the country.

Think you're a fit?
Learn more at atlasvanlines.ca



And furthermore...

Looking for "I am CAM" Clips



If you're connected with CAM socially, you may have seen our reel "I am CAM" that first appeared on Professional Movers Day, May 19th. A gigantic thank you to Mark Hirschi, CAM Board Member and owner of [Salmon's Moving](#) in Richmond for producing this fantastic piece we can be proud of. And thanks to all the members who provided their short reels.

We want to do more!

I have talked ideas with several of you and look forward to seeing your final clips. It doesn't have to be fancy or elaborate. Sometimes the spur-of-the-moment ones are best. The main point is that we want to show the public the face of CAM this summer. And not just movers ... suppliers and partners, get in on this too! [Just send your reel to Nancy.](#)

Why is it important to be seen? Last summer, we averaged 14,504 visits to our [member directory](#) each month, and our ever-growing social media presence directs people to [www.mover.net/find-a-mover](#). These visits aren't just for the fun of it ... they're looking for trusted and reliable movers and CAM members like you!

I am CAM. You are CAM. We are CAM. Let's be proud and shout it from the rooftops!

[Check it out!](#)

Tap Into That Olympic Feeling!

Get ready to tap into the spirit of the Olympics at CAM2026! We'll be heading to the [Richmond Olympic Experience](#) with [NFP Canada](#) for an immersive, hands-on visit that brings Canada's sports story to life through interactive exhibits and virtual sports simulators.

Try your hand at bobsleigh, ski jumping, or race car driving, explore Olympic artifacts and digital archives, and reconnect with fellow movers in a truly inspiring venue that celebrates excellence, performance, and teamwork—perfect themes for our industry.

More information about CAM2026 will be coming out soon. Mark your calendar to save the date!

Save the Date



[Want a sneak peek?](#)



CANADA'S MOVING COMPANY



BECOME AN AGENT

- ◆ High Ethical Standards
- ◆ Quick Paying
- ◆ Low Claim Ratio
- ◆ Booking & Hauling Agents Welcome

[**LEARN MORE**](#)



Pat Greaney



It's with great sadness that we advise of the passing of Patrick Joseph Greaney last week. Pat was President of the Canadian Association of Movers from 2016-2017. Pat had a distinguished career in the Canadian Armed Forces and attained the rank of Major before retiring after twenty years of service in 1991.

Well-travelled and no stranger to personal moving, Pat was more than comfortable setting up a moving company in Calgary for United Van Lines, eventually finding his way to CAM.

Pat will be remembered on Thursday at 1 pm through live stream and at St. Edwards Parish, Lake Country BC.

Here's [more about Pat's life story](#). Farewell, Pat.

DEADLINE LOOMING!

CAM Webinar 2604 - Winning the Chargeback Battle - What Every Canadian Mover Needs to Know

When: Thursday, March 5, 2026

Cost: Free to CAM Members / \$30 for non-members

Presented by: [SOLDI](#)

Chargebacks can quietly drain profits and disrupt operations for moving companies. This webinar explains how chargebacks work in Canada, why movers are especially exposed, and what practical steps you can take to prevent disputes before they happen. Learn what card networks look for, what evidence actually wins cases, and how to reduce your chargeback ratio while protecting cash flow and customer trust.



[Register here](#)

Reminder: Trucking Industry T4A Reporting Requirements

The image shows a portion of a T4A form. The title is 'T4A STATEMENT OF PENSION, RETIREMENT, ANNUITY, AND OTHER INCOME'. Below the title, there are several boxes for reporting different types of income. A red box highlights the 'Fees for services' section, which includes the label 'Fees for services' and the description 'honoraires ou autres sommes pour services rendus'. The form also includes fields for 'Year/Année', 'Pension or superannuation', 'Self-employed commissions', and 'Other information (see over)'. The bottom of the form has a section for 'dresse du bénéficiaire'.

For many years, there has been a concern within the government, including the Canada Revenue Agency (CRA), that there has been significant tax non-compliance in the trucking sector, including the misclassification of some drivers as self-employed when they would factually be employees.

As a result of this increased concern, on Dec 4, 2025, the CRA announced that the trucking industry would be required to report business-to-business fees for services on Form T4A, reversing a long-standing T4A reporting moratorium on penalties for failure to report fees for services. **Renewed enforcement of Form T4A reporting would be effective immediately.**

As a result, **trucking businesses are required to file a T4A slip for each instance where total payments for services made to a Canadian-controlled private corporation (CCPC) in the trucking industry were over \$500 in the calendar year.**

The normal filing deadline for Form T4A reporting for fees for services paid in 2025 is Feb 28, 2026, but as that date falls on a Saturday, the due date for 2025 reporting will be March 2, 2026.

[Read more](#)

[Government of Canada website](#)

Welcome to 

Welcome Cactus Moving



**CACTUS
MOVING**

[Cactus Moving](#) was founded in Calgary in 2021 by a father and son and built on a simple belief: better service builds stronger trust.

In just five years, Cactus Moving has expanded its family-owned operations to serve Calgary, Edmonton, Toronto, Vancouver, and Ottawa, as well as running established cross-border routes between Canada and the U.S. The company is supported by an office team of 15+ employees and more than 80 professional movers.

Growth has been steady and intentional, preserving consistency and control.

Operationally, Cactus emphasizes transparent pricing, quality control, and post-move reviews to identify failure points and improve future execution. Positioned as process-driven and logistics-focused, they emphasize reliability and repeatability rather than volume at any cost..

T: 403-805-5855

E: hello@cactusmoving.ca

A: 4435 90 Ave SE, Unit #200, Calgary, AB T2C 2S7



Snowbirds Auto Connection is a family-owned provider of reliable, damage-free, door-to-door vehicle transport throughout Canada and the U.S., including coast-to-coast shipping, cross-border relocation, and secure vehicle storage.

snowbirdsautoconnection.com



CAM
CLASSIFIEDS

Moving Companies For Sale

We recently posted an ad on our website for the sale of two moving companies in Edmonton AB, in addition to the other items we posted earlier. You can [view the details and see images of the items here](#).

New Job Opportunities

We've just posted three new [job opportunities](#) in ON on our website. See if these new job postings fit with your career plans.



Workshop 2605 - Fleet Compliance vs. Fleet Governance Workshop

When: Thursday, March 12, 2026, 1:00 - 3:00 pm ET

Free to CAM Members - \$50 for non-members

While there is a significant relationship between fleet compliance and fleet governance, there are also significant differences. In this workshop, we will unpack the motivations and intentions to fully understand those differences from defensibility and insurability perspectives.

This workshop, led by **FSM Training Inc** will focus on the difference between the two, the fact that compliance alone does not make your company safe, and the increased expectations

from both the regulatory and legal communities. The fact that nuclear verdicts are arising out of management failures and not from behind-the-wheel issues will be discussed.

The online workshop will be approximately two hours with Q&A. Participants will receive a workbook.

This workshop will not be recorded.

A promotional banner for a CAM Workshop. The background is red and blue. On the left, white text reads "CAM WORKSHOP", "Fleet Compliance vs. Fleet Governance", and "MARCH 12TH 1 - 3 PM ET". Below this, in smaller white text, it says "Presented by FSM Training Inc." and "www.mover.net/for-movers/education". On the right, there are two images: a man in a blue shirt driving a truck and a man in a white shirt looking at a tablet. A blue circular badge with white text says "FREE TO CAM MEMBERS".

CAM WORKSHOP
Fleet Compliance vs.
Fleet Governance
MARCH 12TH 1 - 3 PM ET
Presented by FSM Training Inc.
www.mover.net/for-movers/education
FREE TO
CAM
MEMBERS

[Register here](#)

Workshop 2606 - The Employee Experience Playbook: What the Moving Industry Can Learn from the Last Tech Boom

When: Thursday, March 26, 2026, 1:00 - 3:00 pm ET

Free to CAM Members - \$30 for non-members

Presented by Asrai Porter, VP People, [Improving](#)

Attracting and retaining quality employees in the moving industry is tough — demanding work, tight margins, and a commoditized market make it an uphill battle. But during the COVID-era tech boom, some companies learned to compete for talent not just with salary, but by treating the employee experience like a product.

Asrai Porter — entrepreneur and AI and data consulting leader who successfully recruited and retained top software developers through one of the most challenging employment markets in software history — will share how those lessons can be put to work for your moving business.

CAM Webinars

The Employee Experience Playbook:
What the moving industry can learn from the last tech boom

THURSDAY, March 26, 2026
01:00 PM (ET)

FREE to members!

www.mover.net/for-movers/education

[Register here](#)

CAM Webinar 2607 - Focus on Profitability: Managing Labour Costs

When: Thursday, April 9, 2026, 1:00 pm ET

Free to CAM Members / \$30 for non-members

Presented by Peter McCullough, [Raven Research](#)

Labour is a mover's largest expense—and the biggest factor affecting profitability. Yet, many companies struggle to balance their labour costs with pricing strategies that sustain long-term growth.

We'll explore how to manage labour as a percentage of sales, helping you understand what "healthy" ratios look like and how to use that data to make smarter financial decisions. You'll learn a simple, repeatable approach to ensure every move you sell contributes to profit—not loss.

Whether you oversee daily operations, manage sales, or quote moves for customers, this webinar will give you tools to see the *real* cost of labour in every job—and the confidence to price smartly and profitably.



CAM Webinar

**Focus on Profitability:
Managing Labour Costs**

Thursday, April 9, 2026
01:00 PM (ET)

FREE
to members!

www.mover.net/for-movers/education

[Register here](#)

CAM Webinar 2608 - How to Get Started With AI

When: Thursday, April 16, 2026, 1:00 pm ET

Free to CAM members / \$30 for non-members

Presented by Ramiro Quiros, [MovingTech.ai](#)

Step into AI with confidence, not fear. This beginner-friendly session will break down what AI is, how it works in everyday tasks, and simple ways to start using it safely and effectively. Whether you're nervous, confused, or just curious, this AI training webinar is designed to help you work smarter, not harder, with practical examples you can apply right away.

CAM Webinar
How to get started with AI
THURSDAY, April 16, 2026
01:00 PM (ET)
FREE to members!
{ MOVING TECH.AI }
Augmented intelligence in mobility
www.mover.net/for-movers/education

[Register here](#)

Self Guided Training



Give your employees the tools they need to perform effectively!

CAM has free and affordable professional training, suitable for anyone on your team, that can be done on their own time and at their own pace.

Packing & Unpacking Training

Self-guided training videos offering basic orientation to professional packing and unpacking of household goods. Free to members. Only available in English.

Helper Training Video

Self-guided basic training video, orienting employees to professional moving, loading and unloading of household goods. Free to members. Available in English and French.

Canadian Professional Mover (CPM)

Equipping the sales team with detailed information from nine modules on estimating, long-distance and local moving, permanent storage and office moving. Only available in English.

Regular cost - \$125. **Spring Training cost \$75 - save \$50**

[Access Training Here](#)



New: CAM Basics Webinar 2602: Traditional Marketing

In today's fast-paced digital world, it's easy to forget the tried-and-true marketing methods that built the moving industry in the first place. This CAM webinar takes a step back to explore the power of traditional marketing — from word-of-mouth and radio spots to billboards, trade shows, vehicle wraps, and printed directories, amongst other tools.

Discover how these foundational tools can still play a valuable role alongside your online efforts to strengthen your brand and reach new customers.

[Access Recording Here](#)

New: CAM Basics Webinar 2603: Digital Marketing

Unlock the full potential of digital marketing and get your business seen by thousands of new potential customers. This webinar covers the essential tools you need to build a successful strategy, including how to leverage Google, Bing, social media, email marketing, and online listings. We will guide you through the fundamentals of SEO, the difference between organic

and paid traffic, and specific techniques for reaching your target audience. By the end of this session, you will be equipped with simple, actionable steps to boost your brand's visibility and drive real growth.

[Access Recording Here](#)

Our Videos

Check out our video library from the past few years of Spring Training. Here's just a sample of what is available to you and your coworkers:

- A Beginner's Guide to Estimating
- Intermediate Estimating aka "Things that will blow up your quote"
- Advanced Guide to Estimating (And How to Troubleshoot When We Miss)
- What To Do When Estimates Go Wrong
- Save Time and Money with Virtual Estimates
- Talking Sales with Larry Kruger

- Business Insurance for Movers
- Insurance Insights for Long Distance Moving

- AI in Moving - Practical Use Cases
- Moving Technology Landscape: What is Out There to Digitalize Your Business

- Building Effective Training Programs

- Is International Moving Right for My Business?
- Is Cross-Border Moving Right for My Business?

[Click here to access the videos](#)

To see the lineup of all educational opportunities, go to

<https://www.mover.net/for-movers/education>

Upcoming Events



March 23 - 29, 2026 Moving Seniors Safely

MOVING SENIORS SAFELY

Essential tips for safe transitions

Presented by

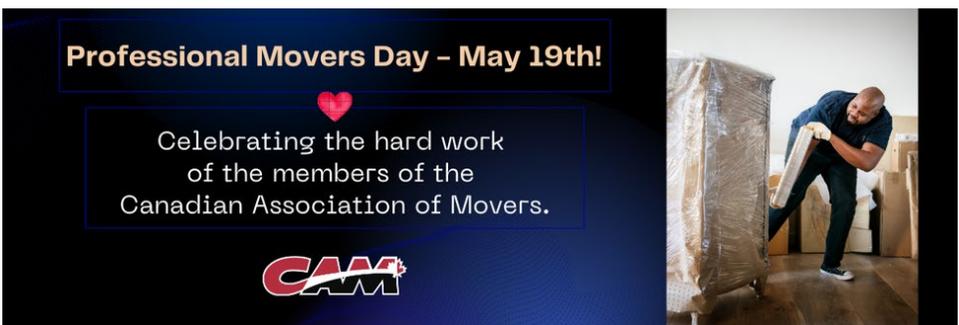
CARP x **CAM**
carp.ca mover.net



May 2026 May is Moving Month



May 19, 2026 International Professional Movers Day



Social Media Connections

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CA

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