

March 10, 2026



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**Minimize Risk.
Maximize Opportunity.**

*Custom insurance solutions
to keep you moving forward.*



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ENJOY THE CONFIDENCE OF
WORKING WITH CANADA'S
NUMBER ONE VEHICLE
RELOCATION COMPANY.



President's Message



Nancy Irvine, CPM, CAM President

What makes a CAM member? More than luck!

I'm often asked, "What makes a CAM member different?" The answer is simple: our members commit to a higher standard. By signing CAM's Code of Ethics, every CAM member agrees to act with fairness and honesty; honour their contracts; and deliver efficient, high-quality service that's professional and safe.

In our industry, reputation is everything. Excellent service and genuine care build trust, repeat business, and long-term success — while one bad move can undo years of hard work.

But what happens when you know you can't meet that standard on a particular job?

Maybe a date is double-booked, or last-minute government orders leave you short on trucks or crews. Do you rent equipment and hire day labourers, or sub the work to another mover?

Both options can be risky. Day labour can dilute your frontline quality. Subbing to a non-CAM mover can hurt not only your reputation but CAM's as well if things go wrong.

Consumers are choosing CAM because they understand the difference. During peak season, our website attracts about 12,000 visits per month and generates over 2,000 inquiries and

referrals annually. Customers are asking smart questions and actively seeking out the distinction between CAM members and everyone else.

Unfortunately, we've seen cases where members subbed jobs to non-CAM movers, resulting in poor outcomes for customers and the CAM member. Our Movers Code of Ethics states that whenever possible, any CAM lead you can't handle should be referred or subbed to another CAM member.

Our industry thrives on teamwork. A successful move happens because sales, dispatch, crews, and the back office all work in sync. Likewise, CAM is a national team of professional movers, suppliers, and partners who share a commitment to doing the right thing — for consumers and for each other.

As a CAM member, you're part of that team. When you pass a job to another CAM company instead of stretching beyond your limits, you protect your people, your customer, and the CAM brand we all stand behind. When you answer a call from another member who needs help, share advice, or mentor someone new to the industry, you lift the entire profession.

Use CAM's tools to keep the work within the family:

- **Member Directory:** mover.net/member-directory – confirm membership or find fellow members.
- **Find-a-Mover:** mover.net/find-a-mover – enter a postal code to locate CAM members within 100 km.
- Or contact the national office at admin@mover.net or 1-866-860-0065 for a member list.

Please take this commitment seriously. By keeping CAM work within the CAM family, we uphold our reputations, support each other's businesses, and deliver the superior service consumers expect from a CAM member. Together, we're not just competing — we're collaborating to protect consumers, raise industry standards, and show Canadians what trusted, professional movers look like.

Luck might bring you a lead - but integrity, teamwork, and professionalism turn it into lifelong trust. Canadians on the move don't need the luck of the Irish — they're already lucky to have you!



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

Welcome to **CAM**

Welcome to Rocky Mountain Movers Ltd.



[Rocky Mountain Movers \(RMM\)](#) was founded with a clear mission: to provide professional, reliable, and efficient moving and storage solutions across Canada. With decades of combined experience in the logistics and moving industry, our leadership team recognized a gap in high-quality, customer-focused services that also meet the operational needs of businesses. RMM was established to fill that gap, combining innovative processes, trained personnel, and industry best practices to deliver consistent results for both commercial and residential clients.

Our specialties include full-service moving, commercial relocation, storage solutions, and logistics coordination. We take pride in managing complex projects with precision, ensuring that every move is executed safely, on time, and within budget. Over the years, RMM has

developed a reputation for professionalism, transparency, and operational excellence, building strong partnerships with both clients and industry peers.

Beyond day-to-day operations, RMM invests in continuous staff training, technology-driven logistics solutions, and sustainability initiatives to enhance efficiency and reduce environmental impact. Our team is committed to setting standards within the moving industry, sharing knowledge, and collaborating with other professionals to advance best practices.

RMM's focus remains on delivering quality service, fostering trusted relationships, and contributing to a professional and ethical moving and logistics community.

T: 587-581-7100

E: info@mountainmovers.ca

A: 10720 25 St NE, Unit #140, Calgary, AB T3N 0A1



BECOME AN AGENT

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

[LEARN MORE](#)

DEADLINE LOOMING!

This Thursday - 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

Participants will receive a workbook.

Safety management asks of us two things: act on compliance and govern the acts.

There is a difference between the two. Compliance is your ability to follow someone else's minimum standard and check all the required boxes, for which non-compliance results in tangible penalties.

Governance is broader in its questions. It asks about your culture across all facets of your business. You set the standard.

This essential 2-hour online workshop, led by [FSM Training Inc.](#), will help you understand the difference between simply meeting the rules and building strong fleet governance that protects your company's reputation, leadership, and bottom line.

WHO THIS IS FOR:

- Fleet operators, safety and risk managers, HR or compliance leads.
- Insurance professionals and safety consultants supporting commercial fleets.
- Organizations aiming to demonstrate governance maturity and reduce exposure.

WHY IT MATTERS:

- Compliance programs alone can leave fleets vulnerable to increased liabilities and financial risk.
- Insurability and defensibility now depend on governance systems, not checklists.
- Effective governance improves trust with insurers, regulators, and the public.

- A defensible system shows leadership commitment to “doing things right, even when no one is watching.”

A live Q&A session will follow the presentation.

Reserve your spot today and protect your business from risks you may not even see coming.

This workshop will not be recorded.



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](#)

March 23th - 29th *Moving Seniors Safely* Week



MOVING SENIORS SAFELY
Essential tips for safe transitions

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

Here's your "golden" (see what we did there?) opportunity to promote your company as a trusted and reliable mover who cares about seniors.

CAM and CARP are once again partnering for our 5th year on **Moving Seniors Safely**, a national initiative that helps older Canadians and their families plan safe, well-organized moves. CAM will roll out a full week of consumer-facing posts and national media outreach to drive seniors to mover.net and our “find a mover” tool, accompanied by a popular live Facebook Q&A session for CARP members on March 25th.

This is a perfect time to put your senior-move expertise in the spotlight: check your CAM listing to make sure it's current, highlight your services for older adults on your website and social channels, and share CAM's [Moving Seniors Safely resources](#) and social posts to position your company as the trusted choice for seniors and their families.



[Advantage Box](#), a proud supplier member of CAM for over 10 years, is a Canadian-owned supplier built specifically for Canada's professional moving industry.

Operating from a 50,000-square-foot facility in Richmond, British Columbia, the company supplies moving companies across the country with commercial-grade products designed for daily professional use.

Advantage Box offers a complete range of moving boxes, packing supplies, and moving equipment. The breadth of its catalog, combined with the scale of its operations, allows movers to source everything they need from a single supplier at highly competitive pricing.

With one of the largest inventories in Canada, the industry's most advanced online ordering portal, and a strong emphasis on fast fulfillment, Advantage Box is built for reliability. Backed by a deep understanding of professional moving operations, the company is positioned as a long-term supply partner, supporting movers with consistent availability and dependable service they can rely on.

For more information, contact Advantage Box at **604-276-2000**, email info@advantagebox.com, or visit www.advantagebox.com.



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



Celebrating 50 Years of Globe Moving



For five decades, [Globe Moving](#) has been proudly serving their Manitoba community — and they're just getting started. From their early days with a small fleet and big determination to the full-service moving company they are today, the journey has been incredible.

They've grown, evolved, and modernized — improving their equipment, training, and systems — but one thing has never changed: their commitment to caring for their customers.

They're proud of the moves that built their history and grateful for their clients and community that continue to trust them today. Here's to honouring the past, delivering excellence in the present, and moving confidently into the future!

Congratulations to everyone at Globe!



SmartMoving has just released their **2026 State of Moving Report**. 2026 isn't about chasing growth at any cost. It's about running tighter, smarter, more profitable businesses—no matter what the market does.



The Big Takeaways for 2026

- Profit focus is rising
- KPIs are becoming standard practice
- Sales discipline is improving
- Reputation is a competitive advantage
- Technology adoption is accelerating
- Speed-to-lead remains a major gap

Check out this comprehensive report on the industry to unlock insights and emerging trends from 484 movers across the U.S. and Canada.

[View the full report](#)

Looking for "I am CAM" Clips - due by middle of April



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, 2025. 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!

It doesn't have to be fancy or elaborate. Sometimes the spur-of-the-moment ones are best. The main point is 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!



CAM
SPRING TRAINING

Professional Training
for Your Employees
FEBRUARY TO MAY

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!

improving

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

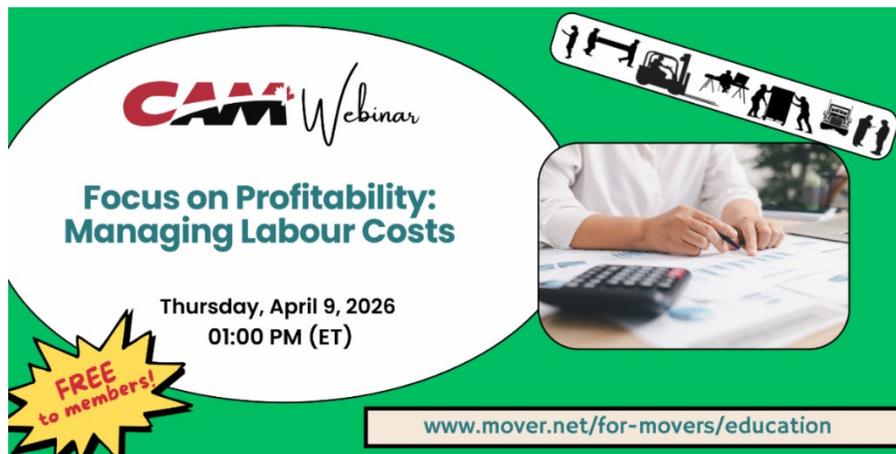
Free to CAM Members / \$30 for non-members

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

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.

[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>

Check this out!



TruckingHR Canada has added two free must-see webinars to their March webinar series.

Protect Your Workplace: Updated Workplace Harassment and Violence Prevention Tools

When: March 11, 2026 12:00 PM ET

Get first access to THRC's newly updated workplace harassment and violence prevention resources. Built exclusively for our sector, these practical tools help you strengthen workplace safety, meet compliance expectations, and support a respectful work environment. Join us for a first look at:

- Refreshed assessments to help identify risks and gaps
- New training modules and enhanced e-learning options
- Updated guidance to support compliance and best practices

[Register now](#)

Unlock Workforce Performance: New Tools For 2026

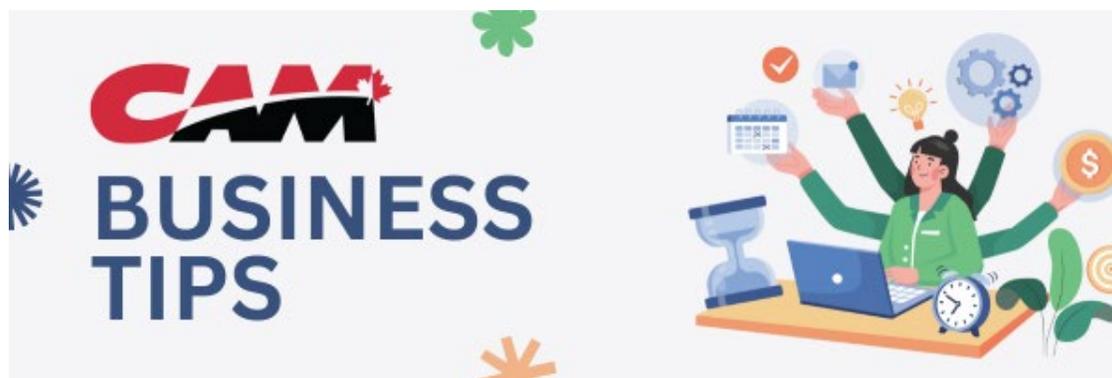
When: March 25, 2026 12:00 PM ET

Move beyond reactive accommodations to a proactive, performance-focused approach. Hidden employee challenges can quietly impact productivity, safety, and retention across trucking and logistics operations. This webinar introduces new THRC tools for 2026 designed to help employers:

- Identify hidden barriers affecting performance
- Strengthen accommodation practices with practical, job-relevant solutions
- Improve productivity, engagement, and workforce resilience—across the road, the shop, and the office

Get a first look at resources built to support real-world operations and a stronger workforce.

[Register now](#)



Skills on the Rise 2026: The Fastest-Growing Business Development Skills in Canada

LinkedIn, February 24, 2026

As the business development landscape rapidly evolves, so do the skillsets needed for success. AI Literacy (No. 1) and Process Automation (No. 4) signal how professionals are leveraging new tools to maximize their productivity in strategic areas. Meanwhile, people-centric skills like Cross-Functional Collaboration (No. 3) emphasize the importance of soft skills in orchestrating partnerships and executing deals.

5 fastest-growing skills in business development:

1. **AI Literacy** encompasses the ability to understand and effectively utilize AI tools and technologies for business purposes. Business development teams may leverage AI to identify and analyze potential leads and gain pipeline insights.
2. **Cross-functional collaboration** is communicating and working with members of different teams across an organization — including clearly defining roles and responsibilities and working toward a shared goal.
3. **Data-driven decision making** references the use of data and metrics, like market trends or customer behavior, to make informed business decisions. It can help business development teams analyze new growth opportunities, refine partnership approaches and more.
4. **Process automation** involves leveraging technology to perform routine or repetitive tasks — freeing up time for professionals to focus on strategic work. Some of these tasks for business development teams might include regular outreach or CRM data entry.
5. **Event marketing** is planning and executing in-person events like conferences or workshops in order to promote a company or the products and services it offers. These events can help strengthen relationships and loyalty and ultimately drive revenue.

LinkedIn is hosting FREE learning courses on all 5 of these essential skills until March 23, 2026. Less than an hour each, presented in short 2-3 minute videos, so you can catch what you can, and watch the rest later.

[AILiteracy](#)

[Effective Collaboration](#)

[Decision Making](#)

[Process Automation](#)

[Event Marketing](#)

Upcoming Events



May 2026 May is Moving Month

May is Moving Month

Make Safe Moves

BBB **CAM**
bbb.org mover.net
Canadian Association of Movers

Moves you can trust!

May 19, 2026 International Professional Movers Day

Professional Movers Day - May 19th!

♥
Celebrating the hard work
of the members of the
Canadian Association of Movers.

CAM

Nov 15-17, 2026 CAM2026 Conference - Richmond BC

Save the Date



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 !

Social Media Connections

Have you liked us yet?



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CA

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