

April 21, 2026

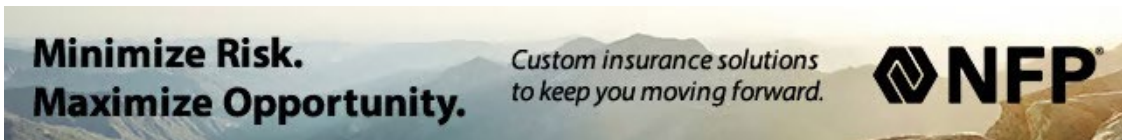


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NUMBER ONE VEHICLE
RELOCATION COMPANY.



President's Message



Nancy Irvine, CPM, CAM President, not AI

Springing into CAM's busy season

Spring always feels like the starter's pistol for our industry, and this year is no exception. As the snow finally disappears (well, for some of us) and phones start ringing a little more often, CAM is already deep into conference planning, wrapping up another successful year of Spring Training and Moving Seniors Safely Week, and gearing up for a very busy May.

CAM2026: Richmond registration is open

While your teams are getting ready for peak season, CAM is hard at work on our own big event of the year – the 2026 annual conference in Richmond, BC. Registration is now open, and we'll be taking over the Westin Wall Centre at Vancouver Airport from November 15–17, with a full program of practical, business-focused sessions, supplier exhibits, and the kind of roundtable conversations you've told us you value most. If you've never made it to a CAM conference before, this is a great year to start – and if you're a regular, you know that the networking alone is worth the trip.

Behind the scenes, our volunteer committee and office team are fine-tuning the agenda, confirming speakers, and building in plenty of time to reconnect and share what's working (and what's not) in a post-pandemic and geopolitically shifting world. Watch your inbox and

the conference site for program updates. As always, we encourage you to bring along emerging leaders from your company so they can start building their own CAM network.

Spring Training and *Moving Seniors Safely Week*

For many of you, Spring Training has become the unofficial kick-off to peak season – a chance to get new helpers up to speed, refresh best practices with your veterans, and remind sales staff what actually happens on the truck. CAM’s free training videos and the Canadian Professional Mover (CPM) course have been getting a workout again this year, and we’re thrilled to see more graduates proudly adding the CPM designation to their email signatures and business cards. If you haven’t built these tools into your own onboarding yet, there’s still time before things get too crazy.

We’ve also just wrapped another impactful *Moving Seniors Safely Week* with CARP and our senior move manager partners. Now we parlay those messages into yearlong social posts that point back to CAM members as their trusted option.

Counting down to Professional Movers Day – May 19

In the middle of all that spring activity, we get one of my favourite dates on the calendar: Professional Movers Day on May 19. Around the world, moving associations and companies use that day to shine a light on the men and women who shoulder couches in July heat, navigate tight stairwells without a scratch, and keep calm when customers are at their most stressed. We will have our own socials that day, and we encourage you to shine a light on your folks (and maybe CAM, too?) on yours.

Make the most of the momentum

Spring is always a juggling act – booking crews, training new staff, fielding more leads, and keeping an eye on the bigger picture at the same time. CAM’s role is to support you on both fronts: feeding your pipeline with better-educated consumers and giving you tools to deliver on the promise behind the CAM logo.

Over the past few years, we’ve come a long way together, and the stories we hear from consumers every day show that our message that CAM members are trusted and reliable resonates.



CAAM
Member's Voice



Jay Ryan, President
Intercontinental Van Lines



Peak Season is Approaching

Jay Ryan, President at [Intercontinental Group](#)

[As we move closer to 2026 peak moving season, I've been reflecting on what separates average operators from disciplined, scalable moving companies.](#)

[Every year, May through September exposes operational strengths — and weaknesses.](#)

[Here's what I'm focused on from an ownership perspective:](#)

[Peak season is not about being busy. It's](#) about being profitable under pressure. Volume hides inefficiency. It masks weak pricing discipline. It exposes labour gaps. And it magnifies small operational [cracks. In](#) our industry, peak season is when reputations are built — or damaged.

Here are a few priorities I believe every moving company owner should be addressing right now:

- **Capacity Planning** — Not Hope Planning - If your fleet, warehouse space, and crew availability aren't mapped against projected demand, you're already behind. Forecast weekly. Protect your highest-value dates. Pre-secure overflow options before you need them.
- **Margin Protection** - Month-end and long weekends are premium inventory. Treat them as such. Review minimum charges, shuttle policies, fuel recovery, and packing material margins. Revenue growth without margin control is just stress.
- **Labour Discipline** - Peak season performance is crew-driven. Recruiting early, retraining on damage prevention, reinforcing communication standards, and incentivizing reliability are non-negotiable. A single underperforming crew can erase the profit from multiple jobs.

- **Lead Management Speed** - The first mover in sales often wins the job. An under-five-minute response time should be the standard. Pipeline prioritization matters — not all moves are equal.
- **Risk & Claims Management** - Higher volume means higher exposure. Safety refreshers, heat protocols, vehicle inspections, and documentation discipline must increase as volume increases.

The reality is this:

Peak season doesn't create operational excellence; it reveals it. The companies that win in 2026 won't be the busiest. They'll be the most prepared. For those leading teams in the moving and storage sector — what are you tightening up before May?

Would you like to submit a guest blog for our newsletter? We'd love to hear from you. Contact [Nancy](#).



**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

Atlas Canada logo, Platinum Sponsor badge, and QR code are also visible.

DEADLINE LOOMING!

CAM Webinar 2609 - Payment Processing Secrets Every Mover Should Know

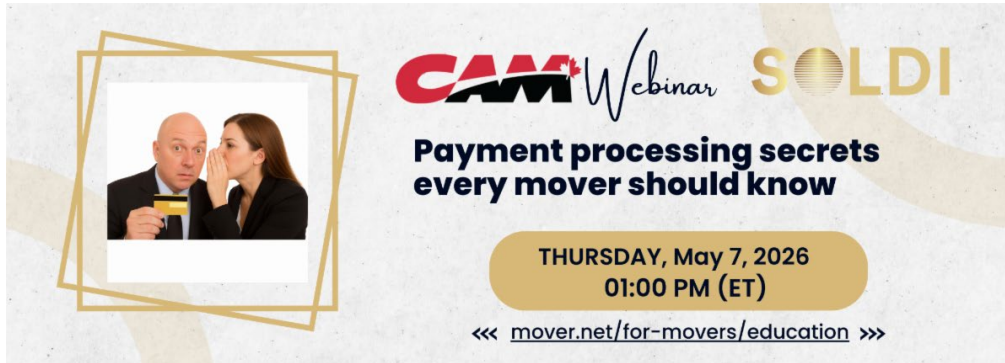
When: Thursday, May 7, 2026, 1:00 pm ET

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

Presented by Robert Dario, [SoldiPays](#).

Payment processing is one of the most misunderstood expenses for most businesses. **Many movers unknowingly pay unnecessary fees and miss out on simple best practices to make major improvements in fees and workflow.** Join Robert Dario of SoldiPays for key insights into the merchant services industry and practical strategies to help improve your business.

This session is designed for owners and general managers, finance and accounting staff, and office managers/administrators. Please invite the folks behind the scenes to join us!



CAM Webinar **SOLDI**

Payment processing secrets every mover should know

THURSDAY, May 7, 2026
01:00 PM (ET)

<< mover.net/for-movers/education >>

[Register here](#)



GREAT CANADIAN
VAN LINES

CANADA'S MOVING COMPANY



BECOME AN AGENT

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

LEARN MORE



CAMily Feud is Back!



It's Back — *CAMily Feud* Returns for #CAM2026!

Get ready for another round of laughs, rivalry, and CAM community fun — because [*CAMily Feud*](#) is back by popular demand at #CAM2026 in Richmond, November 15–17!

We need your help to make it unforgettable!

Please **take 5 minutes** to complete and share your best answers to some lighthearted questions about the moving world and beyond. Your responses will shape the game our contestants play live at the conference!

Whether you're attending or cheering from afar, you can still join the fun:

- Conference Attendees can let us know at the registration desk that they want to play, and they could be randomly selected to play on stage — every contestant wins a cash prize!
- Everyone who answers the survey will be entered into a draw to **win one of five \$25 Tim Hortons gift cards!**
- **Share the link with your coworkers — anyone can submit answers!**

The gift card draw will take place on May 29th.

Help us make this year's conference game show even better than before — because nothing brings the CAM family together like a little friendly competition!

[What's your best answer? Click here](#)

CAM Community Partner Shelter Movers turns 10!



Wow - it seems like yesterday that CAM got its first phone call from [Shelter Movers](#) telling us about their dream to provide safe moves across Canada for thousands of survivors and their children so they could leave abuse and violence behind and step into safety.

We jumped on board straightaway!

This is truly a community program - for almost a decade, CAM members have helped train volunteers on proper moving techniques, provided supplies and warehouse space and done many of the moves themselves.

Founder & CEO Marc Hull-Jacquin recently posted,

"If you have ever built something, you know what it means to see it grow and thrive. Over 10,000 times, our organization has answered the call for help from families in crisis. It is these survivors' courage and agency that drives our every decision and action.

To the thousands of Canadians who invested their time, skills, network and financial resources so survivors can be surrounded by compassion and love when they choose to set a new path for themselves and their children, please accept my personal and sincere thanks.

Here is to the next 10 years. May our personal commitment to safety and dignity remain the guiding light of this national movement."

Our heartfelt congratulations on this milestone achievement.

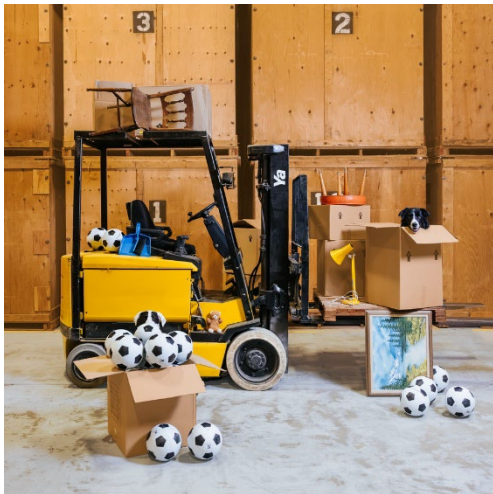
"Yaya" Never Know With A Potential Customer ...

[Len Wray's Moving & Storage's](#) warehouse is now a "star" in a new Canadian children's look-and-find book.

Local author Andrew Knapp had once toured the warehouse as a potential storage client, and later asked if he could use the space—forklift, pallets, and boxes—for a photo shoot for his latest title, [Let's Find Yaya & Boo on the Go! A Hide and Seek Adventure](#).

The Len Wray's team positioned the forklift, stacked boxes, and set up props while Knapp added colourful touches like soccer balls, a lamp, a stool, and of course his two incredibly well-trained dogs, Yaya and Boo, who now peek out from the finished scene.

He stopped by last week with a signed copy for the Len Wray's team, who were thrilled to be part of such a special local project. Office Manager Angie Heidt, in an enthusiastic email to CAM, said, "It's not only a fun read but also awesome to be a part of it." We couldn't agree more! Now, can you talk *Bridgerton* into filming in your warehouse?





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

Professional Movers Day – May 19th!

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



May 19, 2026 - International Professional Movers Day

Let's Celebrate Our Profession!

May 19th is International Professional Movers' Day — a time for movers around the world to celebrate the skill, dedication, and teamwork that make our industry thrive.

We're encouraging all CAM members to join the celebration! Share your pride in being a professional mover — recognize your crews, post your success stories, and showcase what quality service looks like in Canada.

Mark your calendars and start planning how you'll promote your business and honour your team on May 19th. Let's show the world how Canadian movers move with pride!

We'll be posting ... will you?



GM Packaging - We've Moved!



GM Packaging is pleased to announce they've moved to a new location at 6880 Pacific Circle in Mississauga, ON. A short 5.4 km from their previous address at Matheson & Maingate. For the first time in 25+ years, everything is under one roof and the G M Packaging Team couldn't be happier.

Sue Goodwin, Owner & President, said "It was a big undertaking moving a retail store, 2 warehouses and office space, but the entire Team was part of the process from start to finish. This included helping short-list prospective spaces, site visits, designing the warehouse and retail store layouts, purging/recycling unneeded furniture/equipment and physically packing and moving the contents of the different buildings/departments to the new location."

While the move occurred last year, the GMP Team now feels settled in and able to provide a better overall customer experience. Benefits include ample free parking, larger retail store space and more available products with **no minimum order quantity requirements**.

G M Packaging's retail store is open 7 days a week Monday – Sunday. Visit them at the store or check out their website for hours of operation and more info.

6880 Pacific Circle, Mississauga, ON L5T 1N8

www.gmpackaging.com



CAM
CLASSIFIEDS

New Job Opportunity - Vaults and Bins For Sale

We've just posted a [new job opportunity](#) on our Job Postings webpage. As well, we've posted new for sale ads for warehouse vaults and plastic bins on our Buy/Sell webpage. You can [view the details and see images of the items here](#).



5 Tips To Reduce Fuel Burn At No Cost

trucknews.com March 27, 2026

It's never too late to jump aboard the fuel efficiency bandwagon. Even without throwing gobs of money at a solution right now, fleets can tame the impact of price hikes associated with the war in the Middle East.

In his March 27, 2026 article, Jim Park provides [5 tips to reduce fuel burn at no cost to you](#):

1. Eliminate idling
2. Use cruise control
3. Top up those tires
4. Close the gap
5. Slow down

[Read more](#)

Fleets Save 3.9% to 13.3% in Fuel Efficiency

[Infinit-I Workforce](#)

When diesel prices rise, fleets start looking closely at efficiency. New equipment can help, but one of the fastest ways to reduce cost per mile is through driver behaviour.

Small habits behind the wheel have a measurable impact on fuel consumption. Individually, these habits seem minor. Across thousands of miles, they become expensive.

Consumption is shaped by:

- Throttle control
- Braking patterns
- Idle reduction
- Speed stability
- Route planning
- Load awareness

When these habits are reinforced consistently, fleets often see measurable improvements in fuel use and operating costs.

For a deeper look at how driver behaviour impacts fuel efficiency as well as fuel efficiency training with CAM supplier Infinit-I, click below.

[Read more](#)



CAM
SPRING TRAINING

 Professional Training
for Your Employees
FEBRUARY TO MAY 





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](#)



Our Videos

Check out our video library from the past few years of Spring Training. These are all free as part of your membership!

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
- Winning the Chargeback Battle - What Every Canadian Mover Needs to Know ***new***

- AI in Moving - Practical Use Cases
- Moving Technology Landscape: What is Out There to Digitalize Your Business
- Now to Get Started With AI ***new***
- Traditional Marketing ***new***
- Digital Marketing ***new***

- Building Effective Training Programs
- The Employee Experience Playbook: What the moving industry can learn from the last tech boom ***new***

- Is International Moving Right for My Business?
- Is Cross-Border Moving Right for My Business?
- Own, Lease or Rent? What's the Right Mix For Your Fleet? ***new***
- Focus on Profitability: Managing Labour Costs ***new***

[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



May 2026 May is Moving Month

May is Moving Month

BBB
bbb.org

CAM
Canadian Association of Movers
mover.net

Moves you can trust!

Make Safe Moves

May is Moving Month is a perfect chance for CAM members to shine as trusted experts for Canadian consumers. Focus your social media on **practical, consumer-friendly** tips and advice that help people plan a smoother, safer move.

The goal is simple: fill your feeds with useful information that answers real questions consumers are asking before, during, and after their move.

Highlight your team, your services, and your community while reinforcing the value of hiring a professional CAM member. When we all share clear, consistent messages, we educate the public, strengthen trust in our industry, and drive more informed customers to professional movers like you.

Don't know where to start, or don't have time? Why not like and share CAM's daily posts and add a bit about your company? We have tons of resources too. [Reach out to Nancy](#) if you need some ideas. She's happy to help.



Nov 15-17, 2026 #CAM2026 Conference - Richmond BC

Registration Now Open!



Registration for #CAM2026 is now open, and you're invited to be part of the Canadian Moving Industry's biggest networking event of the year! Join your fellow movers, suppliers, and industry partners this November for fresh ideas, practical learning, and plenty of time to connect, catch up, and have some fun together.

Whether you come for the education, the trade show, the social events, or all of the above, #CAM2026 is where Canada's moving community will be. Secure your spot today and start planning to bring your team, your questions, and your energy — we can't wait to see you there!

[Check out #CAM2026](#)



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

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CA

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