

November 4, 2025



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Bi-weekly E-news

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**12** days until  
**CAM 2025** November 16 to 18 Kingston

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## President's Message



*CAM President Nancy Irvine with the first-ever fan jersey for Davis Schneider on August 10, 2023. Moustache optional!*

### *Rounding Third and Heading for Kingston!*

One of the happiest moments of my life came on August 4, 2023, when Davis Schneider stepped up for his very first major league at-bat and crushed a home run in Boston on the first pitch. He became the first player in MLB history to collect nine hits, which included two home runs, in his first three games. As a lifelong fan who lost not only my baseball-watching partner—my mom—a year earlier, but also my desire to loyally follow, that swing and that weekend reignited my love for the game.

Then, when George Springer, just days after taking a brutal hit to the knee, launched his home run to send the Blue Jays to the World Series just a few weeks ago, it hit me again—that special mix of joy and redemption that comes from grit, teamwork, and heart.

That same feeling came to me on the final day of #CAM2024, when industry veteran Wayne Wishloff (Matco Moving Solutions) patted my shoulder and said, “Mark November 19th, 2024, down—it’s the day the moving industry changed forever in Canada.”

You could feel the energy shift in that room during those couple of days—a renewed optimism and pride after tough years of grinding it out during the pandemic.

Much like the Blue Jays grinding through their season, our members have been working through much change over the past five years and are coming out stronger. As we prepare for Kingston, that momentum continues. It might take a bit of planning to get there, but like any great game—or great move—it’ll be worth it. The energy, connections, and conversations waiting for you will remind you why you love this industry.

It's our industry's postseason moment—the chance to rally together, celebrate wins, and strategize for the next big inning. So, step up to the plate before it's too late! [You can learn more about CAM2025 here.](#)



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# DEADLINE LOOMING!

**Register for the Conference Today - *Deadline in 3 days!***



To confirm food orders and other conference arrangements, we'd like to have conference registration tied up around November 7th.

If you've been thinking about it, but haven't got around to registering yet, please do! We'd love to see you!

Want to know more about the conference or register? Check out the conference section below or go to our [conference website](#).

*This Thursday*

**CAM Webinar 2509: What To Do When Estimates Go Wrong**

The graphic features a red background with a white speech bubble containing the text 'CAM Webinar' and 'What to do when estimates go wrong'. Below this, it states 'THURSDAY, Nov. 6, 2025 01:00 PM (ET)'. A yellow starburst on the left says 'FREE to members!'. On the right, a photo shows a man in a blue shirt sitting at a desk with his hands on his face, looking stressed. A URL 'www.mover.net/for-movers/education' is at the bottom. A sun icon is in the top right corner.

It's happened to all of us. An estimate that has gone so wrong.

Join Peter McCullough of [Raven Research](#) as he explores what actions to take when an estimate misses the mark. As the final segment in our estimation series, the webinar will guide participants through breaking down original estimates and analyzing discrepancies step by step, while also sharing best practices for offering goodwill settlements and resolving disputes.

This is an essential session for anyone who has ever confronted the challenges of a problematic estimate.

There's still time to register!

**When: Thursday, November 6, 2025, 1 p.m. ET**

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

[Register Here](#)

**Road Safety at Work Workshop: Improving Driver Behaviours**



Poor or unsafe driver behaviours can contribute to crashes. Here's something you can do about it. Help your drivers improve their behaviours behind the wheel.

This RSAW workshop gives you practical training methods and tools to help boost your drivers' knowledge, skills, attitudes, and behaviours. Use what you learn to help you meet your legal safety responsibilities

**When: Wednesday, November 19, 2025, 10 a.m. PT**

**Cost: No cost to attend, but you must register in advance.**

[Register Now](#)



## 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](https://atlasvanlines.ca)



**The Countdown to Kingston is on - 12 days to go!**

Join us for our 28th conference ... our first time in Kingston! What an excellent opportunity to rally together and meet new folks or catch up with those you haven't seen in a while.

## **CAM2025 General Schedule**



### **Sunday, November 16th**

1:00 PM CAM Board Meeting  
 1:00 PM Trade Show Set Up  
 4:00 PM Registration Opens  
 5:00 PM Welcome Reception & Grey Cup Tailgate Party

### **Monday, November 17th**

7:30 AM - 1:30 PM Conference & Trade Show  
 1:30 PM - 3:30 PM Kingston Penitentiary Tour  
 3:30 PM - 4:30 PM It's 5 O'Clock Somewhere & Trade Show  
 5:00 PM - 7:00 PM NFP Night @ Merchant Tap House

### **Tuesday, November 18<sup>th</sup>**

7:30 AM - 3:30 PM Conference & Trade Show  
 6:00 PM - 7:00 PM Chairman's Reception  
 7:00 PM - 10:30 PM CAM Awards Banquet, followed by entertainment

## **Learn**

Join us at the 2025 Conference for essential strategies to protect your business, reputation, team, and profits—so you can thrive in today’s unpredictable world.

Protect your:

- **Business:** Stay resilient with expert guidance for navigating economic ups and downs.
- **Reputation:** Truly understand today’s clients—seniors, first-timers, and frequent movers all expect more. Discover how tailoring your service sets you apart and builds lasting trust.
- **Margins:** Proactively protect your profits with smart claims management strategies.
- **Drivers:** Keep your team safe and your business strong with proven risk-reduction tips.
- **Productivity:** Unlock game-changing AI tools with Ramiro Quiros—understand what works for movers.

Walk away with fresh ideas, valuable solutions, and the confidence to move forward stronger than ever.

## **Socialize. Grow Your Network.**

Connect, unwind, and build relationships with CAM members at every turn—from lively tailgates and exclusive tours to fun receptions and after-hours get-togethers. Every social event is a chance to meet movers and suppliers from coast to coast.

## **And lastly ... Have Fun!**

You can’t help but have a blast at CAM2025! Dive into quirky games with exhibitors, test your football skills, chase the elusive Elf Sack prize, escape from jail, or sing along with a local star—there’s always something entertaining and memorable waiting for you.

## **What Are You Waiting For?**

Additional information about the hotel and travel, exhibitors and the schedule can be found on [our conference website](#).

**REGISTRATION NOW OPEN!**

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*Thank you to our sponsors!*



mover.net | #CAM2025



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**LEARN MORE**

Welcome to **CAM**

**Public  
Storage**

### Welcome to Public Storage Canada

Since 1979, [Public Storage Canada](#) has helped Canadians find space when they need it most. Their first facility opened in Brampton ON and today they have 67 locations nationwide, with more coming.

"We make storage easy, flexible, and built around customers' needs. Whether you're moving, renovating, decluttering, or managing business inventory, our secure, clean, and easily accessible facilities across major Canadian cities are ready to serve you," says district manager Brad Montgomery.

Each location offers multiple unit sizes, comprehensive moving supplies, vehicle storage, and flexible rental terms—making this a one-stop shop for storage and moving needs.

"Simplicity, convenience, and peace of mind are at the heart of what we do. Canadians trust us to keep their belongings safe, organized, and within reach. Whether you need storage for a short-term transition or a long-term solution, we're dedicated to delivering solutions that fit your lifestyle. Problem Solved."

Contact:

T: 905-677-0363

E: [bmontgomery@publicstorage.ca](mailto:bmontgomery@publicstorage.ca)

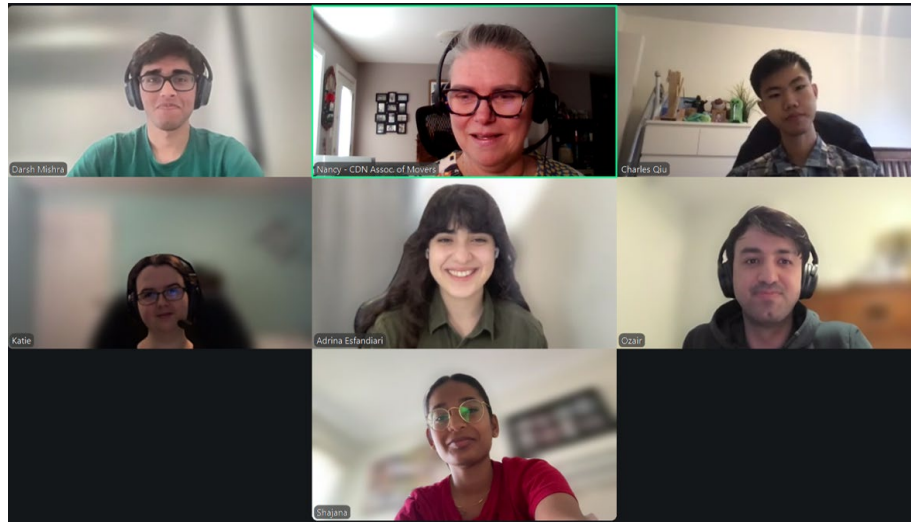
A: 1740 Argentia Rd, Mississauga, ON L5N 3K3



### ***WE Accelerate* with CAM**

CAM is taking part in the **University of Waterloo's** innovative ***WE Accelerate*** program this fall to boost its digital presence and member engagement. The ***WE Accelerate*** initiative provides first-term co-op students with valuable real-world experience through short-term, five-week projects, while also supporting businesses that may not have the capacity to host traditional work placements.





CAM's collaboration falls under the Digital Bootcamp stream, where six students will dedicate their skills in digital marketing, user experience, and brand strategy to strengthen CAM's online impact.

Over the course of the project, students will develop comprehensive brand guidelines, enhance the association's website usability, and create engaging content for social media platforms. The team will also assist with building CAM's Wikipedia page to ensure consistency in messaging and professionalism across all communication channels. Through this partnership, CAM aims to continue to modernize its digital footprint and provide students with hands-on experience that reinforces the value of collaboration between higher education and industry.

### **Royal Moving & Storage (Ottawa) Inc.: Supporting *Operation Santa Claus* with Heart and Dedication**

Each year from August to November, **Royal Moving & Storage (Ottawa) Inc.** proudly supports [Operation Santa Claus](#), an initiative by **Canadian Forces Morale and Welfare Services (CFMWS)** that spreads holiday cheer to Canadian Armed Forces members deployed around the world. Royal Moving plays a key logistics role, receiving, storing, and helping package thousands of donated items from Canadian corporate partners.

*Operation Santa Claus* began as a small volunteer initiative and has grown into a global symbol of Canadian generosity.

In 2025, more than 3,000 care packages will be assembled, filled with treats, personal items, and heartfelt messages. Royal's team coordinates shipping to troops serving on over 20 missions, ensuring each package reaches its destination with care and efficiency. Their

professionalism, flexibility, and community spirit have made them an essential part of this heartwarming tradition, which continues to connect Canadians at home with those serving abroad during the holidays.



**Do you have news to share?**

**Then let us know!**

**admin@mover.net**

A graphic banner with a white background on the left and a blue background on the right. The text is in blue and red. On the right side, there is a circular inset showing a hand holding a megaphone. The background of the banner features faint images of office supplies like a calculator, a pen, and a notebook.



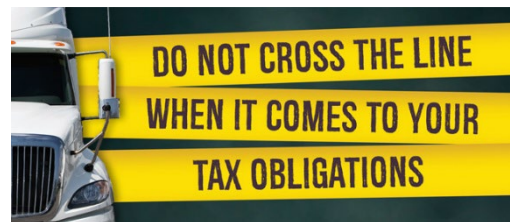
Snowbirds Auto Connection is a family-owned provider of reliable, damage-free, door-to-door vehicle transport throughout Canada and the U.S., including coast-to-coast shipping, cross-border relocation, and secure vehicle storage.

[snowbirdsautoconnection.com](http://snowbirdsautoconnection.com)



### Federal Budget Promises Crackdown on Driver Inc

Today's federal budget includes a promise to lift the moratorium on T4A tax slip enforcement in the trucking industry as part of a crackdown on the longstanding issue of the "Driver Inc." scheme, where companies misclassify employees as independent contractors to avoid payroll taxes and labour standards.



This move, reportedly backed by \$77 million over four years, is intended to restore fairness by ensuring that legitimate trucking companies are not undercut by those exploiting loopholes, while also protecting workers' rights and enhancing road safety.

The budget also proposes changes to improve information sharing between tax and labour departments, aiming to enforce against misclassification more effectively and to ensure all trucking sector participants contribute fairly to social programs and observe proper safety and employment regulations.

[Read more](#)



**Moving Engineers at Your Service!**



CAM's favourite moving archivist, Steve Sharpe, now retired, came across this photo the other day and passed it along. While this company is out of Detroit, Michigan, we wonder how many companies in the early 1900s referred to themselves as "Moving Engineers". Considering what we do for a living, it seems like an appropriate title, don't you think?



## Are You Asking AI to Keep Your Queries Confidential?

More and more, people are turning to artificial intelligence to help them with their work. CAM does. Why not? For simple things that help us out, Perplexity has been super helpful.

But do you know that each query you put into AI, you are helping train them and that your information may end up becoming part of someone else's query?

In our AI webinar earlier this year, we learned always to include a notation stating, "This query was for internal use and not to be used for training you or for information to be available to external sources."

Recently, CAM President Nancy Irvine was summarizing a series of files on a particular query and reminded Perplexity not to use or share the information. This was the reassuring response back:

*"None of the content from these files or the report has been or will be used for training, model improvement, or for availability to any external sources. It remains strictly within this conversation and for your designated internal use only — in line with data protection practices such as those outlined under Canada's Personal Information Protection and Electronic Documents Act (PIPEDA) for organizations like the Canadian Association of Movers."*

Just something to keep in mind as we rely more heavily on AI. If you'd like to watch the webinar from Ramiro Quiros, [click here](#). Or better yet, come to the conference and hear that latest news and AI tips directly from Ramiro.





### **Driving Safety Tips for Truck Drivers from Infit-I Workforce**

Winter is upon us, and transportation professionals across the country are checking their rigs to stay safe on the roads.

Get a copy of Infit-I's [Winter Weather Readiness Checklist](#) and make sure your drivers are doing the same.

### **It's Canada. Winter is Coming. Things Happen. Be Prepared.**

*trucknews.com*

As winters become more unpredictable, it should behoove our drivers to take extra precautions against freezing to death in a snowbank. It takes minimal effort to prepare for such an eventuality, yet few drivers take even basic precautions.

Don't mess with severe winter weather. Carry a survival kit and avoid unnecessary exposure to life-threatening conditions.

And here are a few more things to think about:

- Don't let your fuel get below half.
- If you have a downdraft exhaust, clear any snow around it to avoid being overcome by exhaust fumes.
- Always crack open a window when the engine is running.
- If you're gelled up and the engine won't run, use your batteries sparingly. The cold will limit their effectiveness.

- If you sleep, set an alarm to wake you periodically so you don't slip into hyperthermia. Staying active will help generate body heat.
- If the high cost of good warm winter clothing is a problem, consider shopping at Goodwill stores or used clothing outlets.
- And finally, keep an eye on the weather along your route. If conditions look grim, consider waiting out the storm rather than heading off bravely (but foolishly) into the jaws of potential disaster.

[Read more](#)



**Need help? Get Quality!**

**Contact a CAM member:**

- [www.mover.net/find-a-mover](http://www.mover.net/find-a-mover)
- [www.mover.net/member-directory](http://www.mover.net/member-directory)
- [adminemover.net](http://adminemover.net)
- 866-860-0065

**TOGETHER, WE ARE BETTER !**

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