

October 21, 2025



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CAM
MOVER'S EDGE
Bi-weekly E-news

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Maximize Opportunity.** Custom insurance solutions to keep you moving forward. **NFP**

26 days until **CAM 2025** November 16 to 18 Kingston
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President's Message



Nancy sharing a laugh with Leon Johnson and Chris Gordon at the CAM 2024 Tailgate Party.

Tricks and treats

This Halloween, we've got our fair share of tricks - and unfortunately, they're no fun at all.

The Canadian moving industry continues to face challenges in a stubbornly slow economy. As I recently discussed with the Financial Times, the lack of home sales has left many Canadians hesitant to make a move — and uncertainty over tariffs, job cuts, and market volatility means we're all bracing for what comes next.

And just when you think things couldn't get more unsettling... moving scams are creeping back into the spotlight. These scams are haunting consumers across the country, leaving behind frustration, financial loss, and broken trust.

But CAM is not sitting back — on October 1st, I met with individuals from Ontario's consumer protection division, and we're joining forces to launch a consumer awareness campaign. Our message is simple: "If you're moving, protect yourself. Get your information from the Canadian Association of Movers and choose a trusted and reliable mover from our directory at www.mover.net/find-a-mover."

No tricks there — just the truth. Now for the treats ...

If you need a break from the industry chills, we've got a bag full of treats waiting for you at CAM2025. Not only will you get five exceptional presentations on protecting your business in these turbulent times, you'll also be part of the most engaging and just-plain-fun CAM gathering yet.

Here's what's in our treat bag:

- *CAMopoly* – Work your way around the board for your chance to win a Super Stocking stuffed with prizes. We'll even give you a "get out of jail free" token!
- *CAMily Feud* – 20 lucky attendees will go head-to-head, giving their best answer to moving-themed questions. Bragging rights included.
- Kingston Penitentiary Tour – A thrilling walk through one of Canada's most famous historic prisons. If you've never been, it is fascinating. If you're an architectural buff, some of the buildings we'll see are spectacular.
- Refreshments and snacks with NFP – Kick back with colleagues at the Merchant Tap House.
- Grey Cup Tailgate Party – Our own game-day style gathering. Mix, mingle, and cheer for your favourite team. Or just come for the food.
- And of course... networking opportunities, award celebrations, and laughs you'll remember long after the event ends.

The moving industry may be facing some scary times, but at CAM2025, you'll find the tools, ideas, and connections to help you navigate the future — plus plenty of fun to fill your conference "treat bag."

As one comment from CAM2024 in Mississauga said, “An incredible 3 days making friends, reconnecting with movers and learning from them.”

I couldn't agree more.



DEADLINE LOOMING!

Register for the Conference Today - Deadline in 3 weeks!

To confirm food orders and other conference arrangements, we'd like to have conference registration tied up around November 12th.

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? Check out the conference section below.



DEADLINE EXTENDED!

Hotel rate of \$175 still available!

Great news! Interest in CAM2025 is so strong that the Holiday Inn Kingston Waterfront is extending our discounted room rate until October 31st! If you haven't booked your room yet, you can still take advantage of \$175 per night and have an incredible view like this:



Click the [link here to book](#), or check out the [travel section](#) on the conference website for more information.

Atlas Canada

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

PLATINUM SPONSOR



The Countdown to Kingston is on!

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 18th

- 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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LEARN MORE

Welcome to **CAM**



Welcome to Paramount Moving

[Paramount Moving Ltd.](#), founded by Dmytro Babat, is a full-service moving company based in Western Canada that is building a strong reputation for providing efficient, transparent, and customer-focused relocation services for residential, commercial, and long-distance moves.

Guided by continuous improvement and innovation, Paramount has integrated modern technologies—GPS fleet tracking, digital estimating tools, AI-powered systems—to enhance customer communication, dispatching, scheduling, and quality control and, most importantly, to ensure a positive client experience.

Safety, training, and accountability are at the core of the company's culture. Every team member is trained to follow standardized procedures for packing, protection, and delivery, ensuring that each move is handled with professionalism and care.

Paramount Moving continues to grow through its dedication to excellence, innovation, and trust—guided by a simple principle: *treat every customer's belongings with the same respect and care as our own.*

Contact:

T: 403-618-5182

E: info@paramountmoving.ca

A: 11510 40 St SE, Unit 606, Calgary, AB T2Z 4V6



Trucking HR Canada Testifies Before House of Commons Committee on "Driver Inc."



Trucking HR Canada's CEO, Angela Splinter, appeared recently before the House of Commons Standing Committee on Transport, Infrastructure and Communities, which kicked off its study of the changing landscape of truck drivers in Canada.

"Canada's truck drivers keep our economy and our daily lives moving. They deserve fair treatment, safe working conditions, and employers who play by the rules," Splinter told the committee.

"The Driver Inc. model undermines all of this."

[Read more](#)

[Read full text of the remarks delivered to the committee](#)

Opportunity to provide feedback to House of Commons Committee

You can submit a written statement electronically to the House of Commons committee of MPs:

[Guide for submitting briefs to House of Commons Committees](#)

[Submit your brief to the committee](#)

Do you have news to share?

Then let us know!

admin@mover.net





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



Western Financial Group



I'm Blake Smiley, Manager of Business Development at Western Financial Group - an insurance partner through CAM.

With many years of experience, Western specializes in tailored business insurance for moving and storage companies. We help protect what matters most while keeping your rates stable.

Qualified businesses can save 8-10% on business insurance and employee benefits. Reach out and start saving today!

T: 413-317-4323 ext 50154

E: blake.smiley@westernfg.ca

[Read more](#)



www.mover.net/for-movers/education

CAM Webinar 2509:

What To Do When Estimates Go Wrong

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.

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

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

[Register Here](#)

CAM Webinar

What to do when estimates go wrong

THURSDAY, Nov. 6, 2025
01:00 PM (ET)

FREE to members!

www.mover.net/for-movers/education

Labour.



Crisis, what crisis?

Career Expressway Funding Now Available for Fall

Trucking HR Canada's (THRC) **Student Work Placement Program** is now accepting applications for the winter term — offering \$5,000 in wage reimbursements per eligible student hire.

Delivered under THRC's *Career ExpressWay* initiative, the program provides federal funding to help post-secondary students gain valuable, hands-on experience through paid work terms, and Canadian businesses the capacity to grow.

CAM, as well as several of our members, have taken advantage of this opportunity.

Contact THRC to find out how this program can support your organization. Don't dally – it's a popular program!

Canada Post Service Disruption

We expect delays in processing membership renewals during the postal service disruption. While the disruption is ongoing, we will maintain memberships as active. If you wish to pay for your membership renewal, we do accept alternate payment methods, besides by cheque, including by Interac and credit card. We appreciate efforts to arrange payment through these alternate options.



Need help? Get Quality!

Contact a CAM member:

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

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