

August 25, 2026

Issue 432



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CAM

MOVER'S EDGE

Bi-weekly E-news

The banner features a black background with red diagonal stripes on the left and right sides. The CAM logo is prominently displayed in the center, with the word 'MOVER'S EDGE' in large white letters below it. The text 'Bi-weekly E-news' is at the bottom. Red arrow graphics point towards the center.

**Minimize Risk.
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To all the drivers, swappers, packers,
helpers, dispatchers, warehousemen and
all the behind-the-scenes folks who work
so hard during the peak moving season,
we wish you a Happy Long Weekend.
Enjoy & Thanks for what you do!



In this Issue

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- 5 Ways to Boost Your EQ
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- Upcoming Events
- CAM 2026 Conference



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



We've had several inquiries in the last few days about a recent phishing message offering CAM's 2026 Conference attendee list that's circulating. It looks legitimate but it is not. Please block and delete the gmail address. Thanks to those who reached out to alert us.

President's Message



Nancy Irvine, CPM, CAM President (not AI)

Lessons from Summer, Preparing for Tomorrow

While Marian and I are in the throes of planning [CAM's Golf Day](#) and looking ahead to both the 2026 and 2027 [conferences](#), we are also taking time to reflect.

Fall is a busy period for CAM and for our members—balancing immediate operational demands with the work of creating meaningful opportunities to connect, learn, and strengthen our industry.

As peak season begins to wind down, it is a good time to take stock—not only of how our businesses performed, but also of how we performed as leaders, colleagues, and teams. The pace of summer tests every part of an operation: planning, communication, decision-making, customer service, and our ability to support one another when demands are high.

A time to reflect

Each season offers lessons. Consider what worked well, where pressure points emerged, and what we could handle differently next time. Just as importantly, reflect on the relationships that carried us through the busy months. Did we listen to our teams, recognize good work, and respond thoughtfully when challenges arose?

Strong operations depend on strong people. Emotional intelligence, or EQ, is more than a leadership concept—it is a practical business skill. Self-awareness, active listening, empathy, and a willingness to accept feedback help build the trust teams need to perform well. You will find some helpful insights on strengthening EQ below.

Building for what's next

The moving and transportation sectors continue to evolve. Technology, customer expectations, economic pressures, and labour-market realities will shape our industry, but our people—and our ability to develop them—will remain central to long-term success.

That means recognizing that workforce development is business strategy. It means creating workplaces where employees can grow, leaders communicate clearly, and learning continues

long after the busiest days of peak season. Angela Sprinter, CEO of [Trucking HR Canada](#), shares timely perspectives on the workforce shifts transportation leaders should be watching.

Turning lessons into action

Reflection is most valuable when it leads to improvement. CAM's [upcoming Profitability webinars](#) with Peter McCullough focus on two practical areas that can make a measurable difference:

- **Asset Utilization:** Maximizing truck use and managing available capacity can reduce truck-related costs and prevent underused equipment from quietly eroding profitability.
- **Managing Fuel Costs:** Improving fuel efficiency and procurement practices can help businesses better manage one of their most significant operating expenses.

As we plan for the year ahead, I also encourage you to include CAM's 2026 [Conference](#) in that plan. It will be an opportunity to reconnect with peers, learn from industry perspectives, and bring practical ideas back to your business—whether your focus is profitability, workforce development, customer service, or stronger operations.

My thought for this Fall? Make time to invest in you, your people, your business, and your industry. The conversations and connections we build together will help ensure we enter the next peak season better prepared, more capable, and stronger together.

Enjoy Labour Day! You deserve it!



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5 Workforce Shifts Every Transportation Leader Should Be Watching This Summer



Angela Sprinter, CEO, Trucking HR Canada

July 29, 2026

Aside from nice weather (well, mostly) and time off, summer offers something increasingly valuable: the opportunity to pause and think beyond immediate demands of your business.

While operations continue, leaders can step back and consider a broader question. What will define a successful organization three years from now?

We know technology will play a role, as will economic conditions, customer expectations, and changing markets. One other important factor will influence how organizations respond to those forces: workforce capability.

Here are five workforce shifts I believe every transportation leader should be watching:

1. Organizational capability is becoming the new competitive advantage
2. Workforce strategy is business strategy
3. As technology does more, leadership means more
4. Workforce challenges are becoming shared challenges
5. The organizations investing today will shape tomorrow's workforce

Perhaps that's one of summer's greatest gifts — the time to think about the work ahead, and about the organizations we're building for the future.

[Read More](#)

5 Ways to Boost Your EQ



Faisal Karmali, [The Karmali Exchange](#)

Studies show that strong leaders are typically emotionally intelligent. Emotional intelligence (or EQ) helps leaders be more self-aware, take more responsibility, communicate more effectively, and build more trusting relationships with their teams.

Leaders who identify and deal with their emotions in a positive way are often able to

deal with overall problems more effectively.

Here are 5 tips to improve your EQ:

1. **Actively listen:** When we focus on what someone else is saying, we stop thinking about what we want to get out of the conversation and start focusing on what they feel and need. Remember to ask questions when you need clarity!
2. **Get control of your emotions:** We can't change what happens, but we can change how we react. When you feel yourself start to react emotionally, take a deep breath, focus on feeling your feet on the ground, and then respond.
3. **Step into your team's shoes:** Before you make a big decision or have an important conversation, imagine how it will make your team feel. Don't let it discourage you from doing what you need to do, but do it more empathetically.
4. **Remember to praise:** When you praise your team regularly, you train your brain to look for the good. It also opens the door for the tough conversations, as people who feel seen and appreciated are typically more open to feedback.
5. **Never stop improving:** Nobody likes criticism, but some of the best leaders seek it out. Ask for feedback. Always look for opportunities to learn and grow.

[Read More](#)



DEADLINE LOOMING!

CAM Awards — Only a Few More Days to Nominate!

Know a mover or moving company doing great work?

For 26 years, CAM has recognized standout people and companies across our industry, from front-line crews to behind-the-scenes leaders and community champions.

Nominations are simple — no long form, just a quick story to get started.

Winners will be honoured at our Annual Awards Banquet on November 17 in Richmond, BC.

Ready to nominate today? Full award details and forms are at:

[Awards information](#)

CAM2026 Conference — 13 Days Left to Save on Your Registration Fees

Celebrate

moving industry excellence
— nominate someone inspiring

CAM AWARDS 2026

- Mover of the Year
- Distinguished Service
- Industry Leadership
- Influencer Under 40
- Public Service

www.mover.net/about/awards

nominations due August 31st





If you've never attended before, CAM2026 in Richmond, BC is the perfect time to join us. From practical, business-focused sessions to interactive roundtables and relaxed networking events, you'll find it easy to connect with peers, share ideas, and build relationships that last well beyond the conference.

If it's been on your radar, now's the time to act. **Register by Labour Day** for your chance to win your full conference registration, and secure your place at one of the most valuable industry events of the year.



Travel made easier! Hansen's is once again sponsoring \$50 off your CAM2026 registration to help cover your travel costs. This discount is applied to all full registrations only at the time of registration.

Join us in Richmond and experience firsthand why CAM conferences are a must-attend for Canada's moving community.

[CAM2026 website](https://www.cam2026.com)



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LEARN MORE



CAM 2026 Introduces Shared Registration



Want to attend the [CAM2026 conference](#) in Richmond this November, but can't be away from the office both days?

How about sharing a conference registration with a co-worker?

CAM now has a Shared Full Conference Registration, so you can split the conference between you and another colleague in your company.



One of you can attend the conference and trade show on Monday and the other person on Tuesday; both of you can attend the Sunday Evening Get-together.

This is perfect for you folks in the Vancouver area... or elsewhere too, of course!

Contact us at admin@mover.net or 866-860-0065 for details.

(If that doesn't suit you, we also have one-day registrations. We aim to please!)



QMM Turns 30!

On Friday, August 14th, CAM two-time Mover of the Year (2018, 2024) [Quality Move Management](#) celebrated their 30th Anniversary with an incredible evening cruise through Vancouver's beautiful Burrard Inlet, surrounded by their valued clients, partners and friends.

"It was a wonderful evening celebrating 30 years of QMM, reflecting on the journey that brought us here, and looking ahead to an exciting future. We're incredibly grateful for the relationships, partnerships and support that have made it all possible," QMM posted on their socials.

Here's to the next 30! 🥂



What Does 2027 Hold for Trucking?

Today's Trucking and [trucknews.com](https://www.trucknews.com) is conducting its **2027 Fleet Outlook Survey** to better understand where the industry is headed. Share your outlook on freight markets, equipment purchasing plans, operating costs, and the challenges shaping your business.

The survey takes about five minutes to complete. As a thank you, everyone who completes the survey will be entered for a chance to win a \$100 Amazon gift card. [Contest rules and regulations.](#)

Let's get some household goods responses in here!

[Take the Survey](#)

CAMily Feud is back this November ...

But you can help us build the game right now!



We need your best answers to some very easy questions about moving and your customers.

- **Grab a coffee** and take a few minutes to complete the survey with your best answer for each question.
- **Share the link with your coworkers** - they could use some fun (and occasional venting) too!

Not sure what to expect? Here's the first question:

Name something that instantly tells you a moving day is going to be a nightmare.

It's as easy as that - and bonus: for some questions, you get to vent!

[Play now!](#)

**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



Just added:

Search Has Changed: What AI Means for Your Marketing

September 24th 1 PM ET



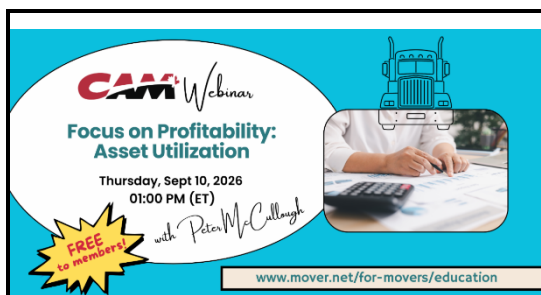
AI is changing the way people search, discover businesses, and make buying decisions, and it's happening faster than most companies realize.

In this presentation, we'll explore how platforms like ChatGPT, Google AI Overviews, Gemini, and other AI-powered search tools are reshaping the marketing landscape. We'll look at what this shift means for SEO, paid advertising, content, brand visibility, and the traditional customer journey.

More importantly, we'll break down what businesses can do right now to adapt. You'll learn how search behaviour is changing, why ranking on Google is no longer the only goal, and what it takes to become a brand that both search engines and AI platforms are more likely to recommend.

Whether you're a business owner, marketing professional, or simply trying to understand where digital marketing is headed, this session will give you a practical look at the opportunities, challenges, and strategies emerging in the age of AI search.

[Register Here](#)



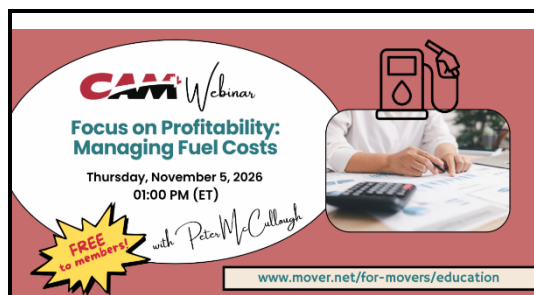
Focus on Profitability:
Asset Utilization
Sept 10, 2026, 1 PM (ET)

In the 2nd of our series on profitability, [Peter McCullough](#) of Raven Research will focus on how maximizing asset utilization can significantly reduce truck-related costs. A monthly truck payment becomes much more manageable when the asset is consistently in use.

We'll also discuss how available truck capacity can quietly impact profitability if not managed closely.

Register now and we'll send you a calendar reminder!

[Register Here](#)



Focus on Profitability:
Managing Fuel Costs
Nov 5, 2026, 1 PM (ET)

In the 3rd installment of our series on profitability, [Peter McCullough](#) of Raven Research will review strategies to improve fuel efficiency (miles per gallon/kilometres per litre) and procurement approaches to reduce cost per gallon/litre.

Guess what? You can register now and get a calendar reminder since it's so far off!

[Register Here](#)

-- Free to CAM Members --



CAM Golf 2026 - September 28, 2026

Golf? Sure, there's some of that.

But everyone who comes to CAM Golf knows there are tons of prizes, and everyone wins something. Especially the Best Looking Team (who just happened to have the highest score)!!



CAMGolf 2025 Best Looking Team - Team Atlas - with CAM Co-Chair Mike Kolberg (in red) off to enjoy their wine and gift cards.

Join us for a fun day on the course. No skill necessary. It's more about hanging out and enjoying a day away from the office.

Just think - after this summer's peak season ... don't you think you deserve that?

Don't golf? Come hang with us for the day. Lots of folks do.

Make the drive an easy one this year. With our new home at [Cardinal Golf Course](#) in King, Ontario, CAM's Golf Day is a convenient option for those coming from Toronto's east side—no long haul required.

[Check out CAMGolf 2026](#)

Thank You CAM Golf Sponsors!

CAM
GOLF DAY
CARDINAL GOLF CLUB

presented by **HANSEN'S**
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MON, SEPT. 28, 2026
mover.net/events

Upcoming Events



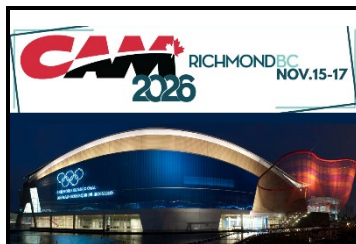
CAM Golf **Sept 28, 2026**

Want to Dispatch then Drive?
1pm Shotgun.

Registration for our 30th annual golf day is open. Join us for pre-game lunch, drinks, our very favourite “belly busting buffet” at the 19th hole, prizes, and more!

As well, our popular draw, The Opening Drive, is back, where everyone gets a prize.

Don't golf? No matter! Drop by before 1 pm and hang out with the movers and suppliers. We'll get you a cart, and you can buzz around and



CAM Conference **Nov 15-17, 2026**

Never been to a CAM conference before?

CAM2026 in Richmond, BC, is the perfect time to jump in!

You can expect practical, business-focused sessions designed for companies of all sizes, plus interactive roundtables where you'll talk through real-world challenges and solutions with peers.

Meet suppliers, van line reps, and independents in a relaxed environment. Add in fun social events, our popular games and



CAM Awards **Nov 17, 2026**

Do you know someone in the moving business or a moving company that should be recognized for their work to improve the industry?

Whether it's a long-time employee or someone behind the scenes who's dedicated their work-life to the betterment of the industry, or a moving company that's gone above and beyond to help their community, we'd love to know about them.

Let's recognize that special someone for their work and

watch the play. Or just join us for the 19th hole "Belly Busting Buffet" dinner.

[Learn More](#)

lots of networking activities, and you've got 2 1/2 days that are both enjoyable and worthwhile.

[Learn More](#)

show pride in our wonderful industry.

Deadline for nominations is August 31, 2026.

[Learn More](#)

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

Registration Now Open!



Registration for #CAM2026 is now open—join Canada's moving industry for the biggest networking event of the year!

This November, connect with fellow movers, suppliers, and industry partners for fresh ideas, practical learning, and plenty of time to catch up and have fun. From engaging education sessions and a dynamic trade show to high-energy social events, #CAM2026 is where Canada's moving community comes together.

CAM mover members—register by Labour Day for your chance to win your conference registration for free!

Registration rates range from \$575 to \$800 plus tax, making this one of the industry's best-value events. And thanks to Hansen's "Ticket to Ride!" those registration fees will be reduced by \$50.

Secure your spot today!



[Check out #CAM2026](#)

Secure Your #CAM2026 Hotel Room Now

We will be at the lovely Westin Wall Centre, Vancouver Airport, for this year's conference. Our hotel block discounted room rate is \$229.00 + 39.29 (various taxes) = \$268.29 per night.

Our hotel block is already 50% sold out, so don't delay in booking your room. The cut-off date to reserve your room at the CAM rate is October 24, 2026.

However ...

SATURDAY NIGHT IS GETTING TIGHT!

There is a limited number of rooms still available in our contracted block for Saturday, November 14th, at \$268.29 (total room cost per night). After the block sells out, rooms will be available at the prevailing hotel rate.

So, if you're planning on coming in for Saturday night, book soon!

[Hotel Booking Link](#)



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CAM
2026
RICHMOND BC
NOV.15-17

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

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