

# **CAM** Mover's Edge **ACD**

CANADIAN ASSOCIATION OF MOVERS • ASSOCIATION CANADIENNE DES DÉMÉNAGEURS

## CAM News & Updates

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### President's Message

I had a very successful and enjoyable visit last weekend with the SIRVA ops gang in Edmonton. Thank you to all for making me feel welcome. This was the first leg of the "Van Line Tour" and I am very much looking forward to meeting MoverOne and Atlas Family movers when I attend your upcoming meetings. I'm especially interested in the very robust conversations I am having with folks about current issues –electronic logging devices, impending marijuana legislation, rogues and how to deal with them, and something very near and dear to all of you – competing with cash labour and dwindling labour pools.

Nancy Irvine  
CAM President

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### www.VictoryPackaging.com

- Boxes
- Moving Equipment
- Packing Supplies
- Cargo Control
- Inventory Management
- Delivery or Pick-Up



## Victory Packaging

We are *Architects* of Packaging Solutions

Serving the Canadian Moving Industry for over 25 years

Toronto ■ Winnipeg ■ Calgary

Come see us at the 2018 conference in Niagara Falls for your chance to win your 2019 CAM Membership

**Rob Montgomery Joins Intercontinental Group**



Intercontinental Van Lines, Inc., Canada is very pleased to announce that **Robert "Rob" Montgomery** has joined the company as Director, Western Canada, effective March 26, 2018.

Rob brings to the **Intercontinental Group** over 25 years of extensive Moving & International Relocation experience. Based in Calgary, AB., Rob will focus on expanding and enhancing Intercontinental's core business in Western Canada and to take on the additional role as Team Leader in developing new business and services for the Intercontinental Group. The **Intercontinental Group/Intercontinental Van Lines, Inc.**, a Toronto/Markham based Canadian company operating for over 30 years, is a diversified International Move management company, operating Moving & Storage operations, Customs Bonded Warehousing, full international LTL/FTL transport & Logistics services, and with the 2016 merger with **Parry International**, a comprehensive Overseas Forwarding & Moving service, and coupled with an extensive & quality agency group in Canada & Worldwide.

## Your Moving Depot - A CAM Member for 13 Years



Located in Oshawa, Ontario, **Your Moving Depot** was opened in January of 1995 by **Ken O'Hara** and his daughters **Kelly** and **Kim**.

Their main focus is to supply movers with van equipment, shipping documents, uniforms and promotional items. It was a perfect complement to the business to add Cascades (formerly Norampac) into the fold, so in 2004 YMD accepted an offer to direct sell boxes to movers from their manufacturing plant in Vaughan. YMD has cultivated relationships with clothing suppliers and, using their bulk buying privileges, they pride themselves on passing those savings on to their clientele, providing them with great quality logo'd "Clothes you can move in" at a reasonable price. Recognizing that movers often work beyond the hours of 9-5, YMD is open 6 days a week and are pleased to offer after-hours service by appointment to accommodate our customers. This small, family business offers a personal atmosphere where clients come in as customers, but remain as friends.

## Canadian Version of Move for Hunger Video Now Available

Here's some exciting news from **Move for Hunger!** They've created a Canadian version of their short video that can be customized to show consumers that your company is an awesome mover with a social conscience that supports Move for Hunger in Canada.

The price for their video is \$250 per mover. Here's an example with the Atlas Van Lines logo.

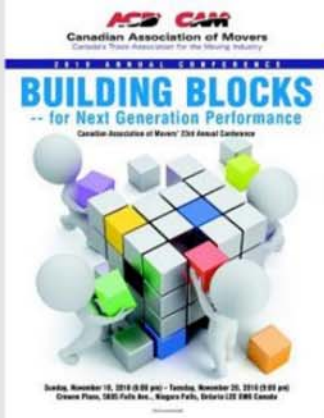


Your logo will appear on the truck in all scenes and whatever information you want can be added on the last slide. You'll be able to use this video in many ways: Facebook, Twitter, Instagram / YouTube / on Website / Email Signature / Link to it in Moving Quotes. Help Move for Hunger to increase the amount of food they're able to collect while being a great marketing piece for your company. If you have any questions you may contact [Dana Paslowski](#) by email or at 732.774.0521.

## CAM Upcoming Events

**Annual Conference & Trade Show**  
**Sunday-Tuesday, November 18-20, 2018**





## Building Blocks for Next Generation Performance

is our conference theme this year. We're planning sessions that will help companies understand the challenges that today's trends present and the opportunities that await to help you build your company.

[Registration is now open.](#)

[Facebook Event Page](#)



## Crowne Plaza, Niagara Falls, ON

You can book a Fallsview room at a preferred room rate:

\$115 for single/double

\$145 for triple or

\$165 for a quad room.

Call 1.800.519.9911 or [book online](#).

Remember to request the convention room rate for the **Canadian Association of Movers**.

*Thank you to our sponsors!*

### PLATINUM



### GOLD



### BRONZE



*We couldn't do it without you!*

## Annual Golf Tournament Friday, September 14, 2018



Join us at the Lionhead Golf Club in Brampton, ON. Registration is now open!  
Click here for [details on this event](#).

[Facebook Event Page](#)

# Sponsorship Opportunities

Be sure to check out our new [Sponsorship Opportunities](#) packages to find one that fits your marketing plans.

Canadian Association of Movers  
PO Box 26004, RPO Churchill, Mississauga ON Canada L5L 5W7  
Tel: 905-848-6579 | Toll-free: 1-866-860-0065 | Fax: 905-756-1115  
Email: [admin@mover.net](mailto:admin@mover.net) | Web: [www.mover.net](http://www.mover.net)

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STAY CONNECTED



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We will be dealing with pot in the workplace and ELDs at our conference in November in Niagara Falls. I will have some more information in the next issue about preparing your own HR policies for cannabis as CAM now has connected with a government-approved business that has developed a step-by-step program designed to advise and protect employers from the hazards they may face immediately as well as in future.

As for the rogues (please don't call them movers!) you'll be hearing all about them during the BBB/CAM "May is Moving Month" which will be a coast-to-coast-to-coast awareness campaign.

Finally, the labour issues. New supplier member [Audit and Information Services \(AIS\)](#) has an app called LaborNet which is up and running in the US. They are currently working out all the intricacies about having it active in Canada. It won't solve your labour issues entirely, but it will sure help your drivers who might need a pre-vetted helper anywhere in Canada. [Check it out](#) if you are interested in having a peek at the future – it's free.

I'm afraid I don't have any answers for the cash labour issue – it's hard to convince your swampers not to work for cash, even harder to explain to them about their lack of workers compensation benefits, etc. Let's face it, very few of us make that great of margins to be able bump up hourly pay by \$5 an hour to secure their loyalty. Let's keep the conversation going and see if we can figure out a way together.

Until next issue – Go Leafs Go!



Nancy Irvine  
President  
Canadian Association of Movers

April 2018