

CAM News & Updates - December 1, 2017



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CAM's holiday hours

The Canadian Association of Movers' office will be closed during the holidays, **from noon on Friday, December 22 and until 9 AM on Tuesday, January 2, 2018** (Eastern time). During that time we will have limited access to voicemail and email.



President's Message

After a couple of months of shadowing Pat Greaney, I am pleased and excited to represent you as your President for at least the next five years. There are several things I'd like you to know about me.

I'm a listener - I have spent the last month getting to know many of our 400 members, meeting with many of our supplier and mover members in one-on-one situations. It's important for me to understand the challenges you have and how CAM can help. I've had lots of impressive conversations and my notebook is full of ideas, questions, brainstorming notes all with a positive feel for our future. If I haven't got to you yet, don't worry, I will. I invite you to reach out to me at any time if you have something to say! Don't hold back - my philosophy is that everyone has a voice and I hope to hear yours.



Nancy Irvine
CAM President

I'm also a planner - the golf tournament is booked for Lionhead Golf Course in Brampton on Friday, September 14, 2018. Note the date change. This has been done to accommodate those who are going to Montreal for the CERC conference that weekend.

Also, by the end of December our conference site in Niagara Falls will be booked and preparations will be starting for the November 18-20, 2018 meetings. Any suggestions on topics you'd like to hear about should be sent to me. Please mark the dates now - these are great opportunities to meet and talk with friends and colleagues.

I'm also a communicator - social media is so important for us. We learned at the conference that almost half of all moves in the US are done by millennials (ages 15-35) who spend 5 hours a day on their smart phones. Instagram, Facebook, LinkedIn, Twitter - CAM needs to be there. We're in the infancy stage and hope that you will help us by following our various pages and sharing when you can.

Have a wonderful holiday season and enjoy your family time before things ramp up again in the Spring!

CAM Annual Conference - Montreal, November 19-21, 2017



Change. A six-letter word that has taken on such meaning since our annual conference in Montreal just two weeks ago. Engaging millennials, blockchain technology and partnering with our competitors were only some of the emerging concepts we heard about from our seven outstanding speakers. We'll post all of the presentations on our website for you to reference very soon.

One thing is for sure: we have challenges ahead. We need to offset rogue movers by improving and expanding our messaging on social media. We need to understand and deal with upcoming pot legislation and other rules coming down the pipe including ELD. We need to counterbalance the labour and skills shortage by finding swampers and drivers who want to work in the moving industry. Can we possibly make our industry "sexy"? Let's figure that out together!

Thanks to our sponsors and exhibitors for supporting the event and to all the attendees who helped to make it a very rewarding experience. ***We'll be posting pictures on our website very soon.***

CAM's Annual General Meeting



CAM itself is changing. **CAM Directors and Presidents at the 2017 Annual Conference** After years of leadership, it's time to say goodbye to several of our veteran leaders. We thank them for their service and wish them a wonderful retirement from CAM. Speaking of CAM, our new Chair is **Cam Carswell of Country Wide Moving** in Saskatoon. Cam is looking forward to enhancing our government relations.

As we heard in Montreal, it's important to have millennials engaged. We've responded by inviting younger moving professionals and suppliers to voice their opinion and ideas on our Board of Directors and various committees. We're excited about this coming year and following up on the "buzz" created at the conference.

CAM's Board of Directors will be reviewing the minutes of the Annual General Meeting that was held on November 20, 2017 at their next meeting. Once approved, the draft version of the minutes will be circulated to the principal contacts for all member companies. They will then be on the agenda for approval by members at the next Annual General Meeting in the fall of 2018.

CAM's Awards Dinner



Almost 200 attendees celebrated the CAM 2017 Awards Dinner with presenters and recipients in a lavish ceremony held at Hotel William Gray in Montreal. Our heartfelt congratulations again to all of our award winners.

Distinguished Service: **Don Campbell, Campbell Group of Companies** (presented posthumously)

Industry Achievement: **Bill Lyon, SIRVA**

Industry Service: **Shirley C. Sveda, Atlas Van Lines (Canada) Ltd.**

Public Service: **Premiere Van Lines -Fredericton**

Independent Mover of the Year: **Roger Panneton**

Agent of the Year: **Geldart's Warehouse & Cartage Ltd.**

Move for Hunger honours CAM member

Move for Hunger made a special presentation to one of CAM's members, **Tippet-Richardson Moving & Storage/TR Westcan Inc.** Calgary, at our recent annual awards dinner. This mover collected nearly 40,000 lbs of food since joining Move for Hunger. They are truly passionate about helping the community they serve and Move For Hunger is honoured to assist them with their hunger relief efforts. Accepting the award from **CAM Past Chairman Perry Thorne** was **Gord Smith of A1 Commercial Logistics**. Congratulations to everyone at Tippet-Richardson Moving & Storage/TR Westcan Inc. for a job well done. For more information on Move For Hunger, click [here](#).



Gord Smith (l.) and Perry Thorne

McLean Hallmark Insurance Group acquires Steer Insurance Moving and Storage Program

McLean Hallmark Insurance Group Ltd. is pleased to announce they have acquired Steer Insurance's moving and storage program.

McLean Hallmark already offers specialty products for the Moving and Storage industry through their Movers Choice Program. This acquisition puts Movers Choice in a much stronger position to grow the program and provide its clients with more choice by having up to four insurance companies within the program willing to compete for their business and offering diversified product offerings in this segment. **Glenn Meyer**, will serve as the lead client executive. Glenn's entire 23-year career has been focused in this segment. His knowledge and relationships with industry publications and partners are stronger than ever.

"We are excited to have found an innovator like McLean Hallmark to look after our Moving and Storage program," said **Mark Puddy, President of Steer Insurance**. "After years of a close working relationship we made the decision to move our clients to the McLean Hallmark Mover's Choice program. Their expertise and experience combined with the best selection of insurance markets allow them to offer our clients a wider array of services."

McLean Hallmark already has close relationships with many members of the Canadian Association of Movers and offers Group Home and Auto discounts to CAM members.



McLean Hallmark is excited for this new step in being a leader in the Moving and Storage industry.



Spicers Canada acquires Shippers Supply

On November 6, 2017, **Spicers Canada** signed a definitive Purchase Agreement to acquire **Shippers Supply**, a leading distributor of shipping, packaging and warehouse supplies with diverse manufacturing capabilities headquartered in Edmonton, Alberta. The [acquisition](#) is expected to have been completed by November 30, 2017.



Welcome new members

CAM welcomes these new supplier members to the Association.

[Moveware](#) (Burlington, ON)

[Virtual Moving Technologies](#) (Schenectady, NY)

Visit CAM's dedicated [webpage](#) for more information about CAM's supplier members.

MARK YOUR CALENDARS!



Friday, September 14, 2018

Annual Golf Tournament at Lionhead Golf Club, Brampton ON

Sunday-Tuesday, November 18-20, 2018

Annual Conference & Trade Show, Niagara Falls ON

Thomson retires

Ellen Thomson

After 33 years in the moving industry, Ellen Thomson has chosen to retire from the excitement, pressure and camaraderie of the challenging relocation industry. Her career started in 1984 when she was hired by **Maxine Laws from Highland Moving in Edmonton**. Ellen's tools of the trade at that time were her car, a calculator, a telephone, telephone book, a typewriter and, of course, her business savvy and wits. No Smartphones! So much has changed! She later moved on to work with **Williams Moving & Storage, Western Moving** and then completed her career with **Matco Moving Solutions**. All were agents of **United Van Lines** - a unique family of movers that many in the industry would attest to.

As an outside sales representative, Ellen was convinced she had seen more real estate (the good, the bad and the ugly) than most realtors! The hundreds and hundreds of families she dealt with, along with the different circumstances for many of the relocations, has been a highlight of her career. She is retiring to her Silversmith studio which she has been developing over the last 25 years (so if you ever need wonderful handcrafted pieces of jewelry for special occasions ... she is your lady). Ellen promises to continue to grow, learn and create even more beautiful pieces in the future. **Leon Johnson at Matco Moving Solutions** advised that Ellen mentioned on numerous occasions before she retired how thankful she was to the moving industry for providing her with friendships over such a long, productive and exciting career.

Have a wonderful retirement, Ellen - everyone here at CAM is quite jealous! We wish you very well on this next step.

Used vaults for sale

Armstrong Moving in Mississauga ON is selling used household goods storage vaults. Visit our [website](#) for details.

Job opportunities

We've posted a new job opportunity on our website. Find out if there's an [opportunity](#) that interests you.

Sleep well last night? Here's why it matters

Driving a truck is hard work. Driving a truck when you're tired can be almost impossible. That's why you must get a good night's sleep. Read more in **Penske's** latest *Safety Bulletin*, [Sleep Well Last Night? Here's Why it Matters](#).

Don't forget to Like Us!

As CAM begins and grows its social media, it's so important for us to gain likes and followers to help get "noticed".

So check us out:

[Facebook](#)

[LinkedIn](#)

[Instagram](#)

[Twitter](#)



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STAY CONNECTED:



Safety Bulletin

Sleep Well Last Night? Here's Why it Matters

Driving a truck is hard work. Driving a truck when you're tired can be almost impossible. That's why you must get a good night's sleep.

You've probably heard people talk about how *much* sleep you need (some experts, like the Centers for Disease Control and Prevention, say you need 7-9 hours a night). But a recent study published in the *Accident Analysis & Prevention* journal shows that how long you sleep may not be as important as how well you sleep. Quality sleep can help you stay alert on the road.



How can you get a good night's sleep? Try these tips:

- **Keep it safe** – Park your truck in an area you trust – a favorite truck stop or rest area is ideal.
- **Keep it quiet** – Use ear plugs, a fan or another “white noise” device to block out unwanted sounds. Also, silence your smartphone.
- **Keep it dark** – Close the shades inside your truck, or use an eye mask to block out light.
- **Keep it comfortable** – Make sure your cab or room isn't too hot or too cold. Also, upgrade to a more comfortable pillow or mattress in your sleeper.
- **Keep it calm** – Develop a calming bedtime routine. Wash your face, brush your teeth, and change into comfortable clothes. Avoid big meals, caffeine, spicy foods or large drinks two-to-three hours before you go to sleep.

What if you're *still* sleepy? If you get 7-to-9 hours of sleep a night and still feel tired (or if you wake up many times a night), it could be a sign of a problem such as sleep apnea. That means you stop breathing during sleep for at least 10 seconds at a time.

You may have heard that, in late summer, the Federal Motor Carrier Safety Administration (FMSCA) withdrew its proposed rule regarding testing and treating truck drivers for sleep apnea. But that doesn't mean you shouldn't worry about it. Sleep apnea can be life threatening.

So, if you're still not well rested, get tested for sleep apnea by your doctor. It doesn't mean you'll go out of service. If your sleep apnea is mild, you can still drive, and if it's moderate to severe, you can drive again once your sleep apnea is controlled with a CPAP (continuous positive airway pressure) breathing machine.

