

CAM News & Updates - July 1, 2017



### **HAPPY CANADA DAY!**

***INSIDE: President's Message ~ Did You Know? ~ Annual Conference ~ Golf Tournament ~ Annual Awards ~ Atlas Acquisition ~ McLean Hallmark Insurance ~ New Member ~ Freightliner For Sale ~ Beat the Heat***

Visit Our Website!

### **President's Message**

It's the end of June and it looks like it's going to be an exceptionally busy summer. Based on the correspondence we have already received, the consumer impact from the December CBC *Marketplace* interviews is still being felt - curiously, both positively and negatively. We've had an increased number of media contacts from across the country, as well as from local police forces asking for comments and suggestions on how CAM can help the consumer...



### **Did You Know?**

**Being recognized as a CAM member is a valuable commodity.** Consumers look for this validation when selecting their mover. That's why there are companies that are using CAM logos on their websites without authorization and/or presenting themselves as being affiliated with CAM when they are not. A person or company that infringes on CAM's trademark rights by the unauthorized use of CAM's logos can be held accountable through legal action. Only paid-up CAM members may use our logos for their website, stationery, marketing and sales tools, etc. This permission is not extended to a company's agents, branches, alternate locations, partners, etc. unless they've paid for CAM membership as well. Companies whose membership has expired are required to desist from using CAM logos within 30 days of membership expiry. Members may obtain logos from [CAM's national office](#). **Members are asked to advise CAM whenever they see improper use of the logos or implied membership.**

## **CAM Annual Conference**

**Join us in Montréal on November 19-21, 2017!**

**Change - Today's New Constant**

**We're excited to announce that a tour of the Port of Montreal has been added to our conference program on Tuesday afternoon.**

Registration for the conference is open, as is registration at the preferred rate for Hotel William Gray in Old Montréal, Québec. Bring your spouse - bring your family - make this an experience you'll remember.



## **CAM Golf Tournament**

**Join us on the links!**

Don't miss the fun. Join us at the **Lionhead Golf Club in Brampton on Monday, September 18** for a terrific day on the links. Lionhead is a quality course that has a reputation for excellence. Bring your colleagues or clients.



## **CAM Awards**

It's time to nominate that deserving colleague or company for a special CAM award. **The deadline for nominations for CAM's annual awards is July 28, 2017.** Remember too that CAM will provide a cash award to selected applicants interested in pursuing or advancing a career in trucking for the household goods moving and storage industry. The application form can be found on CAM's [website](#). Recipients will be invited to attend CAM's annual awards dinner.

## **Atlas Van Lines (Canada) Acquires Connect Logistics**

On June 6, 2017, Leading van line [Atlas Canada](#), a subsidiary of Atlas World Group, Inc., announced that it has acquired [Connect Logistics](#). The deal marks Atlas Canada's first acquisition and will help the company more than double its logistics business. Connect Logistics will continue operating under its current name and leadership team.

## **McLean Hallmark Insurance Group Ltd.**

**15 years a CAM member**

[McLean Hallmark Insurance Group](#) and Glenn Meyer have been insuring moving and storage companies for almost 20 years. Glenn and the Mover's Choice Team work with single truck movers to some of the largest and most sophisticated movers in the country. Glenn has often joined his clients on the job as a "Mover for a Day" to

**McLeanHallmark**  
INSURANCE GROUP LTD.

gain an even better understanding of the challenges and insurance needs of movers. No moving business is too big or too small to be insured with this knowledgeable and innovative team. MHIG now also offers a Group Home and Auto insurance program with discounted rates for CAM members and their employees.

## Welcome to New Member

CAM would like to welcome this new international member to the Association.  
[Costa Logistics Packers & Movers](#) in Pakistan

## 2003 Freightliner FL-70 For Sale

A CAM member in the Greater Toronto Area has this equipment for sale. Check out the details on this and other buy/sell items on CAM's [website](#).

## 10 Tips to Beat the Heat This Summer

As the old saying goes, "It's hot enough to fry an egg on the sidewalk." Extreme summer heat doesn't only make you sweat; it also adds stress to many of your truck's components. Try these 10 tips to prepare your truck - and yourself - for the hot months to come. Here's a link to Penske's latest Safety Bulletin, [10 Tips to Beat the Heat This Summer](#).

## Send us your news

If you have news or an announcement that Canada's moving industry should know about, please let us know and we will include it in an upcoming issue of this newsletter. CAM reserves the right to include and/or edit news and announcements.

### Canadian Association of Movers

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[www.mover.net](http://www.mover.net)

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## President's Message

It's the end of June and it looks like it's going to be an exceptionally busy summer. Based on the correspondence we have already received, the consumer impact from the December CBC **Marketplace** interviews is still being felt – curiously both positively and negatively. We've had an increased number of media contacts from across the country, as well as from local police forces asking for comments and suggestions on how CAM can help the consumer deal with disreputable-service suppliers. We've also received a complaint from one consumer saying she was being held to ransom by a CAM member. It turns out she had actually contracted with a non-CAM member who had made some very serious delivery promises. Regrettably, the move was sub-contracted to a CAM member for the delivery. The customer could not understand the difference and referred to the **Marketplace** piece suggesting that CAM represented all Canadian movers.

On a more positive note, we've had a lot more comments from consumers saying they'd seen the **Marketplace** story and, by viewing the CAM website, were able to see through some of the false advertising and promises being made in low-cost quotes they'd received.

Connections to our website through our online media banner also are increased in number, especially through the use of smart phones. Consumers are being directed to our website and seeking referrals to our membership. As an ongoing process we're going to be making adjustments to our website to ensure a greater representation of our membership is displayed in local area queries.

We do hope all the media attention has a generally positive impact on this year's moving season. We would like to receive any feedback from our members on how their customers came to them.

Have a prosperous and safe summer.

Respectfully,



Patrick Greaney  
President  
Canadian Association of Movers

July 2017



**Canadian Association of Movers**  
Canada's Trade Association for the Moving Industry

# Change — Today's New Constant

**Canadian Association of Movers' 22nd Annual Conference**  
**Sunday, November 19, 2017 (5:00 pm) – Tuesday, November 21, 2017 (9:00 pm)**  
**Hotel William Gray, 421 Rue St-Vincent, Vieux Montréal, Québec H2Y 3A6 Canada**

**Great convention. Can't wait 'til next year.**  
-- feedback on CAM's 2016 annual conference

## THE PROGRAM

**A**n exceptional array of world-class speakers will impart their insight and experiences to attendees at the Canadian Association of Movers' 2017 Annual Conference in Montréal, Québec.

Our theme this year is *Change – Today's New Constant* because, if there's one thing that you can count on, it's that things are going to change. From the complexity of the shifting political and economic climate, to the fast-paced technological advancements, to the regulating and deregulating of day-to-day business processes, our household goods moving industry faces the challenge of keeping up to-date with the demands of the marketplace.

Our 2017 conference program itself is changing this year and will stand apart from all others. We've extended the program to two full days to provide moving professionals with a greater opportunity to connect with experts at the top of their fields who can provide cutting-edge information that will inspire innovative thinking and provide tools to help build businesses.

CAM's partners – our supplier members and sponsors who endorse CAM and its objectives – are helping CAM to deliver this quality event to you. Excellent presenters, such as keynote speaker Professor Alan Shepard, President and Vice-Chancellor of Concordia University in Montréal, one of Canada's most innovative urban universities, will deliver their views on the changes in society and business that owners and operators have to navigate today. You'll enjoy an informal reception

on Sunday evening where attendees can meet and mingle and a trade show where a variety of industry exhibitors will be available to show you their latest products and tell you about their newest services.

New this year, Monday evening will be free for you to explore all that multicultural and historic Old Montréal has to offer visitors. On Tuesday afternoon, you'll enjoy a special industry-related tour. The conference will close on Tuesday evening at CAM's very popular Chairman's Reception and Annual Awards Dinner where we honour distinguished members in the industry.

Confederation will be in full force. Montréal is a world-class, modern and dynamic metropolis. Its European heritage shines though in the beautiful 18th-century buildings and cobblestone streets of Old Montréal. A few streets over, the city's dynamic downtown reveals its cutting-edge and creative side. Montréal lives in both French and English, but its multicultural population is really what shapes the cuisine and culture offered in the host of gourmet restaurants, cafés, bars, clubs, galleries, museums and boutiques.

## THE CITY

We encourage you to bring your spouse and family with you to Montréal – a captivating, charming, cosmopolitan city – where celebrations of the city's 375th anniversary and the 150th anniversary of Canadian

## THE HOTEL

With a stay at Hotel William Gray, you'll be centrally located in Montréal, steps from Palais de Justice and Montréal City Hall. This brand new 4.5-star hotel, built in 2016, is within close proximity of Champ de Mars and Bonsecours Market. Only 10 km (or 6 mi. direct) from the St. Hubert Airport (YHU) and 16 km (or 10 mi. direct) from the Pierre Elliott Trudeau Intl. Airport (YUL). You'll be at home in one of the 127 air-conditioned rooms featuring refrigerators, minibars, pillow-top beds with down comforters and Frette Italian sheets, 49-inch LCD televisions with cable programming and complimentary wireless Internet access. Amenities include concierge services, babysitting/childcare (surcharge) and gift shops/newsstands. Grab a bite to eat at the hotel's restaurant with bar, or at the bar/lounge, or stay in and take advantage of 24-hour room service. Cooked-to-order breakfasts are available daily for a fee. The hotel also includes a business center, limo/town car service and express check-out.

**Visit CAM's Events web page on [www.mover.net](http://www.mover.net) for links to:**

- CAM's award nomination forms.
- A detailed conference flyer and registration form.
- The Hotel William Gray room registration.
- A sponsorship registration form to promote your company.

**A special room rate of \$180 per night is available for the "Canadian Association of Movers conference" until October 18, 2017.**





Canadian Association of Movers
Canada's Trade Association for the Moving Industry

Change — Today's New Constant
2017 ANNUAL CONFERENCE

You have five ways to register:

Phone: 1-866-860-0065 • Fax: 905-756-1115

Online: http://www.mover.net/movers1/events/conf2017/2017Conference.pdf • Email: members@mover.net

Mail: Canadian Association of Movers,
PO Box 26004, RPO Churchill, Mississauga, ON Canada L5L 5W7

Name 1 \_\_\_\_\_ Name 2 \_\_\_\_\_
Company \_\_\_\_\_
Address \_\_\_\_\_
City \_\_\_\_\_ Prov. \_\_\_\_\_ Postal Code \_\_\_\_\_
Phone \_\_\_\_\_ Email \_\_\_\_\_

CONFERENCE FEES:

Members

Non-members

Full Conference – Monday and Tuesday ..... \$750 ..... \$900¹

The full conference fee will be reduced by \$200
for additional attendees from one company.

ADD: Trade show booth² ..... \$400

Monday (only)

Conference and Awards Dinner ..... \$500 ..... \$550¹

Awards Dinner only ..... \$150 ..... \$150

Awards Dinner - Accompanied Spouses ..... \$125 ..... \$125

Tuesday (only) ..... \$325 ..... \$425¹

Sponsorship³

☐ Sunday Reception ..... \$525

☐ Speaker ..... \$525

☐ Monday Breakfast ..... \$262.50

☐ Tuesday Breakfast ..... \$157.50

☐ Awards Dinner ..... \$525

☐ Awards Dinner Door Prize . . . \$525

☐ Industry Tour ..... \$525

☐ Awards ..... \$525

☐ Wine at Awards Dinner ..... \$525

☐ Monday Lunch ..... \$262.50

☐ Tuesday Lunch ..... \$157.50

☐ Coffee Break ..... \$105

☐ Exhibitors' Draw ..... \$525

Sub-total \_\_\_\_\_

Tax (5% GST plus 9.975% QST) \_\_\_\_\_

TOTAL \_\_\_\_\_

SPECIAL FOOD REQUEST
(eg. vegetarian,
gluten-free, vegan, etc.)

1 Non-member premiums (\$85 per conference day) can be applied to CAM membership up to six months after the conference.

2 In addition to conference fees – members only

3 Sponsor will be recognized by signage and acknowledged at podium

PAYMENT: ☐ Visa ☐ MasterCard ☐ AMEX ☐ Cheque

Cardholder name \_\_\_\_\_

Card number \_\_\_\_\_ Expiry date \_\_\_\_\_



# JOIN US FOR A DAY ON THE LINKS!



## Canadian Association of Movers' 21<sup>st</sup> Annual Golf Tournament



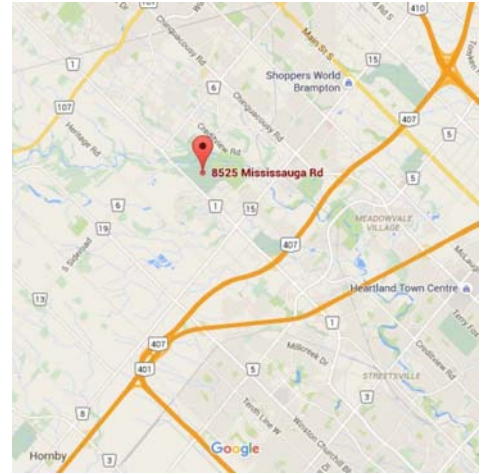
**When:** Monday, September 18, 2017

Registration & Lunch: 11:30 am ~ Shotgun 1:30 pm ~ Buffet Dinner 6:00 pm

**Where:** Lionhead Golf Club

8525 Mississauga Road, Brampton, ON L6Y 0C1

- Sharpen your skills
- Meet fellow movers
- Win a prize
- Promote your company
- Bring guests/clients
- Test your game
- Connect with suppliers
- Enjoy delicious food



We're returning to Lionhead Golf Club - a course that will excite every level of golfer. We'll be playing their Masters course which is a traditional design harmonizing with the natural surroundings of forest & rolling hills. A solid mixture of over 100 well-placed bunkers, nine ponds & two rivers make each hole distinctive & an unforgettable experience. Enjoy a pre-game snack & a great dinner after your round. Register a group or come alone & we'll match you with your colleagues. Market your company's products & services by sponsoring.

### REGISTRATION FEES

I want to register for:

- Golf & dinner: \$200 x \_\_\_\_ = \$\_\_\_\_\_ (includes green fee, golf cart, pre-game lunch & beverage voucher & buffet dinner)
- Dinner only: \$70 x \_\_\_\_ = \$\_\_\_\_\_

All prices include HST. Please let us know if you have any dietary restrictions.

### SPONSORSHIP OPPORTUNITIES

Sign up my company for:

- Hole sponsorship: \$200
- Competition sponsorship: \$200 (Please bring an appropriate prize)

**MAIL:** Send this form & payment to: **Canadian Association of Movers**, PO Box 26004, RPO Churchill, Mississauga, ON L5L 5W7  
**PHONE:** 905-848-6579 or 1-866-860-0065 **EMAIL:** cam\_national@mover.net **FAX:** 905-756-1115

Players: Form your own twosome, threesome or foursome; singles will be grouped into a foursome.

**SIGN US UP!**  We'll golf together.  We'll golf separately.

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

**Please add name, company if it's different from yours.**

<b>Cart 1</b>	1.	<b>Cart 2</b>	3.
	2.		4.

**For payment by credit card:**

<input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> Amex	Total Amount:
Card No:	Expiry date (mm-yy):
Cardholder's name:	Cardholder's signature:

## **ASHLEY EGGERT**

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### **ATLAS VAN LINES IN CANADA ACQUIRES CONNECT LOGISTICS**

**OAKVILLE, Ont.** (June 6, 2017) - Leading van line [Atlas Canada](#), a subsidiary of Atlas World Group, Inc., announces today that it has acquired [Connect Logistics](#). The deal marks Atlas Canada's first acquisition and will help the company more than double its logistics business. Connect Logistics will continue operating under its current name and leadership team.

Founded in 1999 and headquartered in Mississauga, Ontario, Connect Logistics is one of the largest logistics companies in Canada. The company offers its more than 200 customers specialized product transportation as well as warehousing and distribution services. In recent years, the company has experienced significant growth due to expansion and vertical market growth.

"We are thrilled with the possibilities of this strategic fit "said Doug Van Fraassen, owner of Connect Logistics. "Our customers will have exposure to the asset-based services and infrastructure offered by Atlas in both Canada and the U.S. Atlas will have the opportunity to leverage the expertise of Connect Logistics' personnel and incorporate the processes used to deliver our diverse platform of logistical solutions."

Connect Logistics was founded by Doug Van Fraassen and under his leadership offers comprehensive logistics services including ground transport, air delivery, ocean delivery, tracing services and warehousing. The non-asset business has long focused on forging and maintaining strong partnerships with all parties in the supply chain to enable their clients to meet commitments to customers.

"Connect Logistics' business and operations align perfectly with our current logistics structure and will enhance what our team has worked hard to build," said Barry Schellenberg, president of Atlas Canada. "We are excited to take advantage of this opportunity to provide additional service capabilities for our current customer base and offer accretive value to our strong network of Atlas agents."

Atlas provides logistics services throughout North America on a truckload or less than truckload basis with the help of the company's nearly 500 agents across Canada and the United States.

For more information on Connect Logistics and Atlas Canada, visit [www.connectlogistics.com](http://www.connectlogistics.com) and [www.atlasvanlines.ca](http://www.atlasvanlines.ca).

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### **About Atlas Canada**

Atlas Canada, a name known for quality, services the highest percentage of Canada's consumer household goods moves and corporate relocations. Atlas Canada has 138 agents across every province and territory and a network of 360 agents in the US who provide household moving, logistics, special product transportation services and warehousing. Known for innovation, Atlas was the first van line in Canada to pioneer national Back Check and Quality in Motion programs. For more information on Atlas Canada and its services, visit [www.atlasvanlines.ca](http://www.atlasvanlines.ca).

### **About Atlas World Group**

Atlas World Group, an Evansville, Ind.-based company, is comprised of a family of companies that deliver transportation and related services globally through a network of quality agents and select service partners. Nearly 500 Atlas interstate moving agents in the United States and Canada specialize in corporate relocation, household moving services, supply chain solutions, and specialized transportation of high-value items such as electronics, fine art, store fixtures and furniture. For more information, visit [www.atlasworldgroupinc.com](http://www.atlasworldgroupinc.com).

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