

CAM News & Updates - June 1, 2017



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Visit Our Website!

**President's Message**

The busy season of the moving industry is just around the corner. How can CAM members best serve the moving consumer? How can CAM members differentiate themselves from those companies offering the lowest cost with the most impossible promises? Through honesty and openness. Provide the consumer with a checklist they can use to compare any services offered. Estimates and how they are calculated are very important to the consumer's decision process. Providing written guarantees and personal follow-up are things the scammers cannot compete with. Take the high road, be open and transparent. There is an old story about a man who wrestles with a pig. No one wins, but the man is covered in mud and the pig carries on quite happily. Let this be a prosperous and safe summer.



**CAM President is Leaving**

**Pat Greaney** informed CAM at the end of April that, for personal reasons, he'd be stepping down as President in October. A search is now underway to find a suitable candidate to replace Pat. Interested parties may contact the national office for [details](#). Applications will be held in confidence.

Check our Employment web page for other job opportunities.

**CAM Annual Conference**

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

### Change - Today's New Constant

Some time in the next few days, you'll likely receive a copy of our spring issue of *The Canadian Mover*, CAM's magazine and member directory. Inside you'll find a conference overview and registration form. Registration for the conference is now 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.



Register

## CAM Golf Tournament

### Join us on the links!

We'll be returning to 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 for a fun event.



Register

## New Scholarship Program for Truck Driver Training

CAM's Board of Directors is pleased to announce the launch of CAM's new Scholarship Program that will award applicants interested in pursuing or advancing a career in trucking for the household goods moving and storage industry. Starting this year, scholarships of \$1000 will be awarded to three successful applicants who achieve certification from an accredited truck-driving training school. The program is designed to foster interest in a career in the trucking industry and also to provide financial aid to employees of CAM member companies or their family members for this purpose.

Apply

## CAM Awards

It's time to nominate that deserving colleague or company for a special CAM award. Nomination forms can be found on CAM's [website](#). **The deadline for nominations for CAM's annual awards is July 28, 2017.**

## Steer Insurance

### Here's an introduction to Steer Insurance, 17 years a CAM member

[Steer Insurance](#) was established by Chris Steer in 1969 to support the insurance and risk management needs of the moving and storage industry. As the originator of the insurance policy that the moving and storage industry has become accustomed to, we provide the broadest coverage available today at a competitive and sustainable price. Steer is a past winner of the CAM Innovator of the Year Award.



We look forward to continuing to provide advice and service that movers can count on. With offices located in Toronto and the ability to insure companies coast to coast we look forward to helping you.

## BC Trucking Industry Awards CAM Member

On May 19, 2017, **SafetyDriven** (Trucking Safety Council of BC) honoured five companies for their commitment to keeping their workers and workplaces safe from injury, illness, and disease. Congratulations to CAM member **Bandstra Transportation Systems Ltd.** as one of the awardees.



[Read more](#)

## TR Westcan Expands in Ottawa

**TR Westcan Inc.** has expanded into Ottawa with their new venture [A1 Commercial Logistics](#), a division of **TR Westcan Inc.** They now have 25,000 sq. ft. of combined commercial and HHG secure storage space.

## Welcome to New Members

CAM would like to welcome these new members to the Association.

### *Movers*

**Metropolitan Movers GTA North** - Concord, ON

**Stallion Van Lines (1994)** - Edmonton, AB

### *Suppliers*

**Advantage Box Company Ltd.** - Richmond, BC

**Demi-Équipe** - Montreal, QC

**Publica Moving Solutions** - Toronto, ON

## Mary Chaffey Retires

After almost 50 years in the moving industry, **Mary Chaffey** of **Household Movers** in Gander Newfoundland retired this past April 2017. Mary is looking forward to her retirement and spending lots of time with her "pride and joy" granddaughter and cruising the road either on their Harley or in her convertible. We'd like to thank Mary for her contribution and dedication to our industry.

## ToR Update from UK on Channel Islands

**The British Association of Removers** has provided some clarification on the application of Transfer of Residence (ToR) to the Channel Islands.

[Read more](#)

## Compensation Survey by Trucking HR Canada

**Trucking HR Canada** has developed an industry-specific compensation bench-marking study for 2017.

Learn  
more

## Work Zone Safety

The orange signs appear. Traffic narrows to one lane. You're in a work zone. As road construction projects increase nationwide, it's time to test your work zone safety knowledge. Here's a quick 8-question quiz from **Penske's** Safety Bulletin: [Test Your Work Zone Safety Knowledge](#).

## Did You Know?

Of course you know that the summer months is the busy season for movers. But did you know that CAM makes half of it referrals during May to August? In 2016, CAM processed 911 referrals to CAM members in those four months. That's precisely half of our total referrals for the entire year. Can you afford to miss out on having CAM direct consumers to your company? Being a CAM member can help your business to prosper.

Join/renew

## 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.

Send  
News

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## MEDIA RELEASE

### AWARDED FOR COMMITMENT TO SAFETY IN BC'S TRUCKING INDUSTRY

**Langley, BC / May 19, 2017** - SafetyDriven - Trucking Safety Council of BC (SafetyDriven – TSCBC) has honoured five companies for their commitment to keeping their workers and workplaces safe from injury, illness, and disease.

All five companies earned their Certificate of Recognition (COR), a designation awarded to employers with a health and safety management system that exceeds regulatory requirements. They are certified after passing audits by third parties. This group of companies achieved the highest COR audit scores in 2016.

“Getting COR strengthens morale and relationships within the organization and that can translate into higher productivity and a healthier workplace for everyone,” says Mark Donnelly, Executive Director of SafetyDriven - TSCBC.

“COR has a positive influence on a company’s safety culture which, in turn, drives down injury rates and claims costs.”

**Phoenix Truck & Crane** won SafetyDriven – TSCBC’s first-ever *Health and Safety Innovation Award* for mandating all of their owner-operators to become COR certified and providing them with the necessary tools and time to succeed. This Coquitlam-based company has been an active part of the Lower Mainland business community for more than 25 years and believes that excellence in health and safety will help in its continued expansion.

“Phoenix Truck & Crane, our client partner in development, testing, and launch of our integrated Health & Safety – Certificate of Recognition pilot program, deserves special recognition for both achieving their Certificate of Recognition and for helping us spearhead a new method of delivering safety certification for owner operators,” Donnelly says. “This unique approach to reaching new clients will allow us to grow our impact into the future.”

Phoenix also won the *Large Employer COR - Achievement of Excellence*, along with:

**Sutco Transportation Specialists** - Operating out of Salmo and West Kelowna, this family-owned business has seen continued growth throughout Canada and the Northwestern US for more than 20 years. Knowing that continued success requires progressive methods, they are early adopters of technologies and techniques.

**Bandstra Transportation Systems Ltd.** - This family-owned business, based in Richmond, has been in operation for more than 60 years. Whether it is adopting new technologies or developing new operating techniques, they have never backed away from the challenge.

**MasonLift Ltd.** - This Delta-based company provides material handling solutions and support across BC. Established 70 years ago, MasonLift has experienced many changes through the years and made adaptability part of how they do business. MasonLift also earned the **Best Overall** award.

**Small Employer COR - Achievement of Excellence** (4 – 19 employees)

**Len's Transportation Group** - Based in Surrey, this family-owned and operated firm started with unique solutions for lift trucks. They built a high level of service based on innovative solutions that now includes heavy haul of all descriptions.

*SafetyDriven – Trucking Safety Council of BC is a not-for-profit organization and is also a certifying partner for the Health and Safety Certificate of Recognition (COR). SafetyDriven works with management, employees and owner/operators in B.C. trucking and related industries to strengthen safety performance and reduce the number and severity of workplace injuries, illnesses and fatalities.*

-30-

**Media Contact:** **Mark Donnelly**, executive director, SafetyDriven - Trucking Safety Council of BC, **Phone:** 604-888-2242, **Toll Free:** 1-877-414-8001  
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## Marian McGuire - M

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**Subject:** FW: ToR – Channel Islands Update



### **ToR – Channel Islands Update**

Dear Overseas Group Member,

Please be aware that HMRC has no authority regarding Transfer of Residence to the Channel Islands, as they are not part of the UK and have their own Customs Authorities. Any applicant should apply directly to Jersey customs.

The position for moves **to** either of the Channel Islands has not changed since the introduction of ToR, it has only changed for moves **from** the Channel Islands to the UK where the ToR regulations apply.

Please note the process, if transiting the UK, is:

*Arrive in the UK, raise a T1 document to transfer to Portsmouth warehouse. Raise second T1 simply to move from warehouse to Portsmouth docks (Portsmouth quoted as it is the largest freight terminal for the Channel Islands).*

*Both Islands need a valued inventory from the importer. Dutiable goods will be removed from the consignment by customs until duty has been paid.*

*Entry into Jersey for both car and effects is via a JCE 185 document and into Guernsey is via a C16 document for effects and a C17 for vehicles. In practise the agent would arrange the clearance before shipping either by container or truck.*

*Other islands are available, but as they always transit Guernsey, the application process is as it would be for Guernsey. Alderney would be the most likely.*

Kind regards

Chris Mackley  
**BAR Overseas Group Chairman**



**INVESTORS  
IN PEOPLE**

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