

COMPENSATION SURVEY

The deadline for completion of CAM's Compensation Survey has been extended to April 16.

With this survey, we are gathering data on salaries, wages and benefits for administrative, operations and sales staff (both salary and commission), and operations and administrative management.

With sufficient response, the survey will provide information to movers on a regional basis about how competitive their wage and salary rates are.

The survey can be found in the movers' section of CAM's website, at www.mover.net. It can be completed by payroll staff and submitted directly from the website, or by mail or fax.

INSURANCE COMMITTEE

The insurance committee has been looking for ways that movers can reduce their insurance costs. In this endeavour, CAM solicited the expertise of insurance brokers who are supplier members of the Association, as well as that of a prominent consulting firm. Several courses of action were explored, including:

- A major study of insurance within the moving industry
- Self-insurance, group insurance and captive insurance options
- Improved risk management within individual moving companies

It is generally felt within the committee that the first two options – involving new insurers or major changes to the manner in which movers obtained insurance – are not viable because of significant front-end costs.

The committee will research the third option (improved risk management for movers) and provide members with recommendations as soon as they become available.

YELLOW PAGES

There have been several cases across Canada of non-members using CAM's logo. Would you please review the Yellow Pages in your area, and let the association office know about any movers that are using the logo but do not appear in CAM's new directory and are using CAM's logo?

VALUE PROGRAMS

In response to a request at the conference, CAM has begun a value program with Choice Hotels International to provide CAM members with hotel discounts. Choice Hotels include the following brands:

- Comfort Inn and Suites
- Quality Inn
- Clarion Hotel
- Econo Lodge
- Sleep Inn
- MainStay Suites
- Rodeway Inn

The discounts available through this CAM value program can save you money on your own and your drivers' traveling expenses. Identification cards for members will be available through CAM's office.

CANADIAN IMPORT AND EXPORT POLICIES FOR WOOD PACKAGING

The Canadian Food Inspection Agency is looking for public and industry comment on its import and export wood packaging programs. The programs can be accessed through the CAM website, at

www.mover.net/cam/content/government.html:

- Draft of Canadian Import and Export Policies for Wood Packaging, D-01-05 & D-98-08 (2003-03-27)
- Ébauche des directives canadiennes relatives à l'importation et à l'exportation des matériaux d'emballage en bois D-01-05 et D-98-08 (2003-03-27)

EXPORTING MOTOR VEHICLES INTO NEW ZEALAND

CAM recently received the following notification: New Zealand allows new and used vehicles to be imported, but has legal requirements to regulate the quality and safety of all vehicles that are imported for use on the road.

Light vehicles entering New Zealand must be border-checked, certified, registered and licensed before they can be used on the road. See Factsheet 44 at www.ltsa.govt.nz/importing.