

**INSIDE: CONFERENCES ~ NEW PRESIDENTS ~ NEW MEMBERS****GREETINGS FROM CAM'S NEW PRESIDENT**

I want everyone to know how much I am looking forward to working with all of you in the years ahead. I can assure you that keeping up the fine image that John has cultivated over the last 18 years will be a full-time job.

Our magazine, *The Canadian Mover*, will be coming off the press in April and I want to take this opportunity to ask for and encourage your input. Should you know of any story or item that is newsworthy or would be of interest to our membership, please share it with us. We are always interested in helping to keep our membership informed.



Paul Leader, President  
& CEO, CAM

**CAM's 2015 ANNUAL CONFERENCE****Mark your calendar!**

The CAM annual conference will be held in **Ottawa, Ontario** from **Sunday, November 1 to Tuesday, November 3, 2015**. We plan to offer an exciting program that will address the future challenges and opportunities for our industry. We are looking for presenters who are willing to share their knowledge and experience with the moving industry and offer ideas with practical application that can result in business efficiencies. [Contact us](#) if you have a message that you'd like to present and that will contribute to the professional development of our attendees.

**ATLAS VAN LINES (CANADA) LTD ANNOUNCES NEW PRESIDENT**

CAM extends its congratulations to Barry Schellenberg on his recent appointment as president of Atlas Van Lines (Canada) Ltd!

Barry brings with him knowledge of transportation and logistics as having held previous management roles with United Parcel Service, DHLExpress Canada, Sameday Worldwide and CE Franklin.

We look forward to working with Barry in his new role.



Barry  
Schellenberg,  
President, Atlas  
Van Lines  
(Canada) Ltd

**NEW CFIB CONTACT FOR CAM MEMBERS**

The partnership between CAM and the Canadian Federation of Independent Business has been up-and-running for over two years now. Many of you have already joined the CFIB to take advantage of their multi-dimensional benefit programs. CAM members receive membership fee reductions that can offset the cost of CAM membership. CAM's new contact person at CFIB is [Richard DeMarco](#). Talk to him about joining - it can only do you good!

**MEETING WITH ONTARIO GOVERNMENT**

On January 29th, Paul Leader met with representatives of the Ontario Ministry of Government & Consumer Services. This was a follow-up to the initial meeting held in December of 2014 to deal with the issue of Rogue Movers. The meeting was productive and established some guidelines that will enhance data-sharing between CAM and the Government. A future meeting of industry stakeholders, CAM and the Government to discuss the issues further and explore solutions is being planned.

**AMSA 96th ANNUAL EDUCATION CONFERENCE & EXPO**

Paul Leader will be attending AMSA's annual conference in Orlando, FL on February 8-11. If you are attending, be sure to find him and say hello.

**CAM MEMBERS AS SUBCONTRACTORS**

CAM international members and suppliers that engage in moving household goods and personal effects within Canada will have to commit to using an accredited CAM member for all origin and destination services. If you're using your CAM certification to validate you to a consumer, then everyone in your service group must also be CAM-accredited.

**NEW MEMBERS**

We have two new members who joined CAM in January.

**Mover**

Déménagement Ste-Julie Inc., Ste-Julie, QC

**International**

GO Transport Canada, St-Laurent, QC

Welcome to the association!

**CAM'S MAGAZINE & DIRECTORY**

The spring issue of CAM's magazine and member directory is going to print in April and our editorial deadline is April 3. Do you have a story to tell? Do you want to place an advertisement? Contact CAM as soon as possible to let us know you want something included in this edition. As

well, members need to make sure their memberships are active to be assured of being included in the member listings. Contact CAM to [join or renew](#) your membership or update your contact information.

***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.***

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Email: [admin@mover.net](mailto:admin@mover.net) Web: [www.mover.net](http://www.mover.net)

## INSIDE: CONFERENCE UPDATE ~ GOVERNMENT SURVEY

### ONTARIO MINISTER TO BE KEYNOTE SPEAKER AT CAM'S ANNUAL CONFERENCE

We are very pleased to announce that the **Minister of the Ontario Ministry of Government & Consumer Services, the Honourable David Orazietto**, will be a keynote speaker at our annual conference being held from Sunday, November 1 to Tuesday, November 3, 2015 at the Ottawa Marriott Hotel in Ottawa, Ontario. The Minister will be addressing the issue of rogue movers that plague our household goods moving industry by attracting customers with their cut-rate prices and then deliver shoddy services. Watch for more announcements!

### ONTARIO GOVERNMENT SURVEY

CAM has just sent a Household Goods Moving Survey to all of our Canadian mover-members on behalf of the Ontario Ministry of Government & Consumer Services. This survey is designed to collect some fundamental information about moving practices in Canada. The Ontario Government will use the results to develop ways to improve consumer education and consumer protection. Importantly, their strategies may become a blueprint for other provinces. If you received the invitation to participate, CAM's Board of Directors urges you to complete the survey and help to take a proactive step towards ridding Canada of the rogue element in our industry.

### IAM NAMES NEW SENIOR VICE PRESIDENT

On February 2nd, Charles L. "Chuck" White became Senior Vice President for the International Association of Movers. Chuck joined IAM ten years ago and served as Director, Government & Military Relations.



Charles L. "Chuck" White, IAM Senior Vice President

IAM President Terry R. Head said that "Chuck's aptitude and his contributions to the Association's mission, its membership and the moving industry as a whole have been invaluable," and "his expanding role will continue to enhance IAM's strategic direction and growth, and ensure the leadership stability the organization has benefited from since its humble beginnings some five decades ago."

### NEW OFFICE MANAGER AT HIGHLAND MOVING IN CALGARY

Highland Moving & Storage Ltd in Calgary, Canada has just welcomed Ashleigh Ford as their new Office Manager.

Ashleigh has seven years industry experience with a core focus in Customer Service and Operations. Reporting to Nate Edwards, Vice President for Highland Moving, she will be working with and mentoring the team to grow domestic and international service delivery models. Ashleigh graduated with her Bachelor of Sociology & Criminology Honors Degree from the University of Ontario.



Ashleigh Ford, Office Manager, Highland Moving, Calgary

### NEW MEMBERS

We have a few new members to welcome to CAM.

#### Movers

- Georges O. Dubois Inc, Sherbrooke, QC
- King's Transfer Van Lines (Burlington), Burlington, ON

#### Suppliers

- The GPS Consulting Group & Insurance Agencies Inc., Oakville, ON
- Odyssey Shipping Ltd., Lachine, QC
- Platinum Freight Management Pty Ltd. Sydney, NSW, Australia

**Welcome to the Association!**

### IAM'S ALLEGED DEBTOR LIST

In 2007, IAM has introduced its Receivable Protection Program. Effective January 1, 2015, IAM has begun distributing an Alleged Debtor List to all Core and Governing IAM members. This list is a collection of all IAM Members who are allegedly not paying their invoices to other members. Delinquent companies face the possibility of expulsion from IAM. [Read more.](#)

### LATEST SCAMS

Scams are very prevalent in our marketplace and they are becoming tougher to detect. The most persistent one is designed to dupe movers into sending funds to the shipper to help them pay their costs. This scam can result in a mover being out-of-pocket for a large sum of money. Members are cautioned about performing credit card transactions to 'help' customers.

The latest one we've heard about involves someone calling who already knows the weight and who says "I want to get a quote on 2,000 lbs. to so-and-so city". This has become a way for internet movers to get their shipments serviced. In these cases, we recommend that you check the phone number on the Internet before quoting or accepting the shipment.

### CAM'S WEBSITE IS IN TRANSITION

CAM's website, [www.mover.net](http://www.mover.net), has been revamped to enable viewing by handheld devices. We are going to be transitioning to the new platform during March, so some functionality may not be available. If you encounter a problem or cannot access the information that you're seeking, please let us know. Thanks for your patience!

**MEMBERS NEED TO UPDATE THEIR LISTINGS**

The spring issue of CAM's magazine and member directory is going to be printed in just over a month from now. We will be sending our magazine to almost 1500 contacts. Members - please make sure your membership is active to be assured of being included in the directory and send us any changes to your contact details to make sure the information that we publish about you is up-to-date. Contact CAM to [join or renew](#) your membership or update your contact information.

***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.***

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April 1, 2015



## **INSIDE: CONFERENCE UPDATE ~ DEADLINE FOR MEMBER LISTING**

### **CANADIAN TRUCKING ALLIANCE PRESIDENT TO SPEAK AT CAM'S ANNUAL CONFERENCE**

We'll have another great speaker at our annual conference on November 1-3 in Ottawa, ON! **David Bradley, President & CEO of both the Canadian Trucking Alliance and the Ontario Trucking Association**, will be speaking about the current challenges in the trucking industry and how they spill over into the household goods moving industry.

[Register](#) early!



### **ONTARIO GOVERNMENT SURVEY**

Thanks to all of the CAM members who completed the Ontario Ministry of Government & Consumer Services' Household Goods Moving Survey. The results are being compiled and we hope to be able to report on them in the future.

### **NEW PARTNERSHIP WITH GPS CONSULTING GROUP**

CAM has engaged GPS Consulting Group Inc. as the exclusive consultants to develop and launch a CAM benefit program to provide Life & Health, Retirement Programs, HR Support Services that includes HR Best Practices around hiring and retaining employees, Health & Safety and Worker's Compensation. Watch for a short survey to gauge members' interest in various benefits. This program is designed to offer members large-company savings and program flexibility to smaller companies.

### **CAM ANNUAL AWARDS NOMINATIONS - AUGUST 7 DEADLINE**

Our call for members' nominations for CAM's awards closes on August 7. You can find the nomination forms on our [website](#). We recognize outstanding achievement and professionalism with the following awards:

- Distinguished Service Award
- Industry Achievement Award
- Innovators Award
- Public Service Award

### **CAM ANNUAL GOLF TOURNAMENT**

**We're heading to a new course for our annual golf tournament!**

We'll be golfing at the Royal Ontario Golf Club in Hornby (Milton), ON on Monday, September 14, 2015. Bring your colleagues or come alone.



It promises to be a great day on the links. Mark your calendar.  
[Register](#) early.

### **NEW MEMBERS**

We have a couple of new and returning members to welcome to CAM.

#### **Movers**

AMJ Campbell Van Lines, Winnipeg, MB  
D.G. Macdonald Moving & Storage, Gatineau, QC

#### **International**

Déménagement Outaouais Moving Inc., Gatineau, QC

**Welcome to the Association!**

### **REFER A NEW CAM MEMBER**

**1-2-FREE!** is your opportunity to recruit a new member and get a credit against your next year's membership fee. Recruit one new member (head office - mover, supplier or international) and receive a 20% credit to your next membership fee. Recruit a second new member and get another 20% credit. Recruit a third new member and your next membership is free.

The conditions are simple:

The company must not have been a CAM member in the last twelve months.  
The company must successfully complete CAM's application process and be approved by CAM's Board of Directors.

### **CAM'S WEBSITE IS STILL IN TRANSITION**

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### **CAM'S MAGAZINE & DIRECTORY - LAST CHANCE TO UPDATE LISTING**

The editorial deadline for CAM's magazine and member directory is April 3 and it's going to be printed in mid-April. **Members - make sure your memberships are active to ensure you are included in the member listings!** Contact CAM to renew your membership or update your contact information.

***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.***

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Conference image: Stillfx / Dreamstime.com / GetStock.com

### INSIDE: CONFERENCE REGISTRATION ~ CUSTOMS CLEARANCE

#### REGISTRATION IS OPEN FOR CAM'S ANNUAL CONFERENCE

November 1-3 at the Ottawa Marriott Hotel in Ottawa, ON

"I had an amazing time and found the conference to be extremely informative."

That's what one of your colleagues said about our 2014 annual conference. The spring issue of CAM's magazine and member directory, *The Canadian Mover*, contains an introduction to our conference program and a registration form. [Register](#) early for this terrific opportunity to learn how to build your business.



#### CAM'S MAGAZINE & DIRECTORY IS BEING MAILED

The spring issue of CAM's magazine and member directory has been printed and is going to be mailed out in the next week or so. Let us know what you think of it. And please support your CAM members - the movers, suppliers and affiliates - who make your trade association so strong.

#### CAM IS MEETING WITH CANADA BORDER SERVICE AGENCY

CAM President Paul Leader and CAM Director Serge Nadeau (Mackie Moving Systems) have been meeting with the CBSA to discuss ways to streamline the customs clearance process for household goods carriers and their customers. If you have ideas you'd like to share, please contact the national office.

#### TWO MEN AND A TRUCK - CANADA WINS THREE AWARDS AT THE 2015 CFA NATIONAL CONVENTION

On April 21, 2015, Two Men And A Truck - Canada won three awards at the recent 2015 Canadian Franchise Association National Convention. The awards recognized the company's 10- and 5-year industry participation and a "Silver" for New/Emerging Non-Traditional Franchise Systems. Congratulations!

Left to right: *Two Men And A Truck - Canada VP Marketing & Operations Chuck Resnick; President John Prittie; Mississauga General Manager Dan Hopkins*



#### ARMSTRONG MOVING MAKES MOVE FOR HUNGER'S TOP 10 LIST FOR FOOD DONATIONS

Well done to Armstrong Moving & Storage in Mississauga, ON for coming in #8 with 13,359 lbs. of food on Move For Hunger's 2015 first quarter leaderboard for food donations! New in 2015, Move for Hunger is referring consumers looking for a socially-responsible mover to their moving partners. [Join](#) Move for Hunger - and fight hunger.

#### CATALYTIC CONVERTER THEFTS ON THE RISE

Take note that thieves have been actively stealing catalytic converters from vehicles, especially those that are higher off the ground, possibly for the metals that they contain - either for the precious metals like platinum or for scrap. The Winnipeg Police Service has offered some tips to prevent being the target of this kind of theft, such as parking defensively and having security measures in place such as lighting and video surveillance. [Read more.](#)

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Nominate your colleague for one of CAM's annual awards today! Nominations close on August 7. You can find the nomination forms on our [website](#). We recognize outstanding achievement and professionalism with these awards:

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We'll be golfing at the Royal Ontario Golf Club in Hornby (Milton), ON on Monday, September 14, 2015. Bring your colleagues or come alone. Or sponsor a competition. It promises to be a great day on the links.

[Register](#) today.



### **COWS IN THE MEDIA**

Here's an interesting article from the Miami Herald on [COWs](#) (Container on Wheels®) Mobile Storage. COWs manufactures and markets easy-to-move shipping containers which are available in the USA and Canada.

### **EQUIPMENT FOR SALE**

Check out CAM's website for a recent posting on a [2015 Ford F650](#) for sale or lease in the Greater Toronto Area.

### **CAM'S WEBSITE IS STILL IN TRANSITION**

We are still transitioning our website, [www.mover.net](http://www.mover.net), to the new platform, so some functionality may not be available, such as your CAM bookmarks or favourites. If you encounter a problem or cannot access the information that you're seeking, please let us know. Thanks for your patience!

### **CAM'S MEMBERSHIP CERTIFICATE**

At the beginning of this month, we began sending out our membership certificate in a new frame - we hope you like it. And it is being mailed in more secure packaging to prevent damage in transit. Members will only receive one frame. Additional frames can be purchased for \$20.00 each.

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## **INSIDE: CONFERENCE UPDATE ~ CUSTOMS UPDATES**

### **CAM'S ANNUAL CONFERENCE UPDATE**

**November 1-3 at the Ottawa Marriott Hotel in Ottawa, ON**

[Register](#) early for this terrific opportunity to learn how to build your business or to sponsor.

#### **THANKS TO SPONSORS**

New this year, we've expanded the sponsorship opportunities for our annual conference - and there's been a terrific response! We want to thank the suppliers and van lines that are sponsoring our event so far.

***Atlas Van Lines (Canada) Ltd. ~ Déménagement Outaouais Moving Inc.  
The GPS Consulting Group & Insurance Agencies Inc.  
L. Hansen's Forwarding ~ Ogilvy Insurance ~ SIRVA Canada LP  
United Van Lines (Canada) Ltd. ~ Victory Packaging***

A couple of sponsorship options are still available, such as three coffee breaks and Tuesday's breakfast and lunch.

#### **HOTEL REGISTRATIONS**

A dedicated website is now available for you to book your [hotel room](#) online. Reservations can be made online or by calling (1) 800-853-8463(1) 800-853-8463. The deadline for the special room rate is

**October 9, 2015** so book early.

### **TRANSPORT CANADA'S AIR CARGO SECURITY PROGRAM**

Transport Canada's Air Cargo Security Program allows cargo to move securely through the supply chain. Transport Canada will be amending the *Canadian Aviation Security Regulations, 2012* to expand its security program, to take effect in the fall of 2016. Shippers wishing to participate in the program may begin an application process in the fall of 2015. You can read Transport Canada's [shipper fact sheet](#) for more information.

### **CANADA BORDER SERVICES AGENCY**

#### **CROSS-BORDER CLEARANCE**

As we reported last month, CAM President Paul Leader and CAM Director Serge Nadeau (Mackie Moving Systems) have been meeting with the CBSA to discuss ways to streamline the customs clearance process for household goods carriers and their customers. CAM has submitted some suggestions to the CBSA and will be meeting with them on June 1st to follow up.

#### **SUFFERANCE WAREHOUSES**

The CBSA assesses the risk of and releases all imported goods coming into Canada. This is usually done at the border; however, in some cases, this can be done inland at licensed warehouses, including sufferance warehouses. Sufferance warehouses are licensed by the CBSA for short-term storage of imported goods not yet released by the CBSA. Imported goods for which security bonds have been posted are eligible to be stored in these facilities for specific time periods. On May 6, 2015, regulatory amendments supporting the eManifest initiative were announced. eManifest requirements for warehouse operators to send CBSA an Electronic Notification of the Arrival of goods are now mandatory with the following implementation timelines:

- From May 6, 2015, to July 10, 2015, the CBSA will provide warehouse operators with a period of transition during which penalties for non-compliance will not be issued. The CBSA will work closely with warehouse operators to help them comply with eManifest requirements.
- **Beginning July 10, 2015**, warehouse operators who do not comply with eManifest requirements may be issued monetary AMPS penalties.

You can [read more](#) here.

### **NEWS FROM CFIB: 2015 FEDERAL BUDGET SUPPORTS SMALL BUSINESS**

Why was the 2015 federal budget so promising for small businesses?

Small businesses, including owners of self storage facilities, were the big winners in the latest federal budget. Among a lot of other great news in the budget, self-storage businesses and other passive income earners may soon be able to access the small business corporate tax rate. In addition, the moving industry will be pleased to learn their rides are about to get smoother! \$5.7 billion in funding was announced through the New Building Canada Fund, much of it dedicated to upgrading highways, roads and bridges. The Canadian Federation of Independent Business (CFIB) gave this budget an A grade: check out all the [details](#) in this budget breakdown, along with commentary from CFIB President Dan Kelly.



Did you know that as a member of CAM, you get a discounted rate for your CFIB membership? Contact CAM about [joining](#). For more information about CFIB, visit [www.cfib.ca](http://www.cfib.ca) or call 416-222-8022.

**PUBLIC WORKS & GOVERNMENT SERVICES CANADA SURVEY**

Public Works and Government Services Canada (PWGSC) has been consulting with industry in order to improve procurement processes and services and make it easier for small and medium enterprises (SME) to participate in federal procurement. In 2012, PWGSC implemented its SMART Procurement initiative that improved its procurement processes. PWGSC is now seeking our industry's input through its 2015 SME Study that will measure the progress and the impact of its process changes. Your feedback, by June 30th, will guide future improvements to their services. You can access the study [here](#).

**BOB CLARK JOINS MACKIE MOVING SYSTEMS**

Mackie Moving Systems has announced that Bob Clark joined their team on May 11th, 2015 as Business Advisory Executive, Corporate Household Relocations. Bob is a senior business leader with over 35 years of extensive sales, management and operations experience in the household goods moving industry. He has held a number of positions, including Director of Marketing with North American Moving Services, but was most recently the President and Chief Operations Officer for Atlas Van Lines Canada. He also owned and operated a moving company for several years. Congratulations to Bob and Mackie Moving Systems on this appointment!



Bob Clark, Business Advisory Executive, Corporate Household Relocations, Mackie Moving Systems

**VICTORY PACKAGING NOW OFFERS PICK-UP SERVICE IN OTTAWA**

Victory Packaging is now offering a pick-up service in Ottawa at 2222 Gladwin Crescent. Call (1) 800-4222-1214 to place your order or email [csny@victorypackaging.com](mailto:csny@victorypackaging.com). If you are not a current Victory customer, contact Steve Stockill at 416-989-9073 or [sstockill@victorypackaging.com](mailto:sstockill@victorypackaging.com) to set up your account.

**B2B CREDIT CHEX HAS PARTNERED WITH CAM**

CAM is pleased to announce its new partnership with B2B Credit Chex. B2B provides in-depth commercial and consumer credit profiles. B2B has agreed to offer a 20% discount on the annual portal fee for their services to all CAM members and they are offering a 30-day trial of their complete line of services. Members can contact B2B directly at [sales@b2bchex.com](mailto:sales@b2bchex.com) or by phone at (1) 888-945-5576 or you can visit [b2bchex.com](http://b2bchex.com) for more information on their products and services.

**COWs ROLLS OUT IN CANADA**

Tom Stephens has joined [COWs](#) (Container on Wheels®) Mobile Storage to help the company's efforts to expand their Mobile Storage Dealership Network for local and long distance services throughout Canada. COWs manufactures and markets easy-to-move shipping containers which are available in the USA and Canada. For more information, you can contact Tom Stephens at 239-549-9985 or [toms@cowsglobal.com](mailto:toms@cowsglobal.com).

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### **CAM INTERNATIONAL COMMITTEE**

Over the next few issues of this newsletter, we plan to introduce you to the members of CAM's various working committees. First we'd like to feature our International Committee:

Serge Nadeau, Mackie Moving Systems - Chair  
Darren Bromley, UniGroup Relocation Network Canada  
Nate Edwards, Highland Moving & Storage Ltd.  
Paul Harvey, Crown Relocations  
Leonard Hoyt, Hoyt's International  
Kym Leroux, Déménagement Outaouais Moving Inc.  
Anthony Soward, Brytor International Moving  
Perry Thorne, Greg & Sons Moving and Storage  
CAM Staff: Paul Leader, President & CEO and Marian McGuire, Administrative Manager

Each month these folks meet to discuss issues that impact upon overseas movers and their shipping of household goods into and out of Canada. This committee reviews all applications for CAM membership by overseas movers and finds ways to engage more international movers in CAM - with considerable success. Recently, they've been steering CAM in liaising with the Canada Border Services Agency and Transport Canada on the clearance and security issues mentioned above. Thanks to all!

*Contact CAM if you would like to participate on one of CAM's working committees.*

### **CAM WESITE**

Thanks for your patience while we've worked on transitioning our website to the new platform to enable viewing by hand-held devices. Our new website is now live. If you notice anything that is problematic or looks unusual, please let us know as soon as possible.

### **WHY JOIN CAM?**

CAM membership provides significant exposure that can result in sales for a member. In greater numbers, consumers are calling CAM and searching our website to find reputable movers and verify memberships. In April, we had 15,117 visits to our website, [www.mover.net](http://www.mover.net), which is about 1,000 visits more than in April 2014. And our referrals to members almost doubled in April, from 173 in April last year to 312 this April.

**If you are not a CAM member, then you are missing out on business opportunities.**

A CAM membership has to be active for a mover to be listed on our website. Call us or visit our website for information on how to join.

***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.***

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**INSIDE: CONFERENCE UPDATE ~ NEW AWARDS NOMINATION DEADLINE**

**CAM'S ANNUAL CONFERENCE UPDATE**

November 1-3 at the Ottawa Marriott Hotel in Ottawa, ON

**Have you registered yet?**

[Register](#) today to hear from professionals in the industry about the challenges faced by and the future of our industry. You'll hear about:

- The Ontario Government's plans to better protect consumers in the residential household goods moving marketplace.
- Processes that will improve the customs clearance of household goods coming into Canada.
- The challenges faced by and future of the transportation industry in Canada.
- The importance of group benefits programs and effective human resource tools to respond to employees' needs and control costs.
- Effectively manoeuvring through the claims process in a workplace injury.
- The Federal Government contract and future trends in the process.
- Consumer expectations and how movers meet them.



A couple of sponsorship options are still available, such as three coffee breaks and Tuesday's breakfast and lunch. See the registration form for details.

**HOTEL REGISTRATION**

A dedicated website is now available for you to book your [hotel room](#) online. The deadline for the special room rate is October 9, 2015 so book early.

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The deadline is July 10, 2015 for warehouse operators to comply with eManifest requirements and avoid monetary AMPS penalties. The regulatory amendments requiring warehouse operators to send CBSA an Electronic Notification of the Arrival of goods are now mandatory. You can [read more](#) here.

**ONTARIO WORKPLACE SAFETY AND INSURANCE ACT**

**Greg Sathmary of the Industrial Mediation Professional Corporation** just alerted CAM that, on May 28th, 2015, the Ontario Legislature introduced Bill 109 (Employment and Labour Statute Law Amendment Act, 2015) that would amend the Workplace Safety and Insurance Act (WSIA). A 'No Reprisal' section is to be added to the WSIA for worker's claiming WSIB benefits which, if passed, would prohibit actions being taken against a worker to discourage or prevent them from filing a benefits claim. Employers have to educate their supervisory staff to report all claimed injuries by workers to management. An offence under the WSIA may result in charges and prosecution and, if there is conviction, fines and a term of imprisonment. Other penalties may also apply. For more information, you can contact Greg at 613-260-0600 or read more [here](#). You can hear Greg talk about these developments and more in his presentation at CAM's annual conference in Ottawa on November 2.

**POLICE BUST ON CATALYTIC CONVERTER THEFTS**

In our May newsletter, we warned against thieves who were stealing catalytic converters from vehicles, especially those that are higher off the ground, possibly for the precious metals that they contain. **Glenn Meyer at Moore-McLean Insurance Group Ltd.** shared with us some media coverage on the police bust of an alleged auto parts theft ring operating in Toronto. Two men from Quebec were arrested on 231 charges combined relating to thefts valued at over \$1.5 million. You can read more from the [CBC](#), [The Star](#) and [Toronto Insider](#).

**BAR APPOINTS NEW DIRECTOR GENERAL**

The British Association of Movers has just confirmed the appointment of **Ian Studd** as the new **BAR Director General**. He will begin his appointment on 1st July 2015. Stephen Vickers has kindly agreed to stay on into July to provide continuity during the handover.

Congratulations to Ian on this appointment! And best wishes to Stephen.



**Ian Studd, BAR  
Director General**

**FEDEMAC SUMMIT**

The FEDEMAC SUMMIT is being held in conjunction with the FEDEMAC General Assembly

on September 18-19, 2015 in Riga, Latvia. The welcome participants from Canada so please check out their [program](#) and register as soon as possible.

### **B2B CREDIT CHEX IS OFFERING A FREE TRIAL**

Last month we advised you that CAM has entered into a partnership with B2B Credit Chex. B2B provides in-depth commercial and consumer credit profiles. [Here](#) is some information about their 20% discount on the annual portal fee for their services to all CAM members and their 30-day trial offer for their complete line of services.

### **CAM ANNUAL AWARDS - DEADLINE FOR NOMINATIONS MOVED UP**

**The deadline for nominations for one of CAM's annual awards has been advanced to July 10th!** Submit your nomination today. You can find the nomination forms on our [website](#). We recognize outstanding achievement and professionalism with these awards:

- Distinguished Service Award
- Industry Achievement Award
- Innovators Award
- Public Service Award

### **CAM ANNUAL GOLF TOURNAMENT**

[Register](#) today.

We'll be golfing at the Royal Ontario Golf Club in Hornby (Milton), ON on Monday, September 14, 2015. Bring your colleagues or come alone. Or sponsor a competition. It promises to be a great day on the links.



### **CAM CONFERENCE COMMITTEE**

CAM's Conference Committee has been meeting regularly since our conference last October. Here are the members of the committee who have been putting together a quality management development program for our members and industry on November 1-3 in Ottawa:

Doug Kellough, Salmon's Transfer Ltd. (*Chairman*)  
Jim Carney, Rawlinson Moving & Storage Ltd.  
John Delanty, Kenwood Moving & Storage Inc.  
Tom Filgiano, Meldrum the Mover Inc.  
Phil Murphy, Allied Van Lines Canada  
Perry Thorne, Greg & Sons Moving and Storage  
Glenn C. Warner, Walker's/Capital Group of Companies Limited  
CAM Staff: Paul Leader, President & CEO and Marian McGuire, Administrative Manager

This will be CAM's first conference in Ottawa and we know members will enjoy the new venue. The theme chosen by the committee is timely and reflective of the emerging changes and challenges in the household goods moving industry. Come on out to the conference and express your appreciation for the efforts of this committee. Thanks to all!

*Contact CAM if you would like to participate on one of CAM's working committees.*

### **SCAM ALERT**

Here's some news from the California Moving and Storage Association about the latest scam in the US which could just as easily occur in Canada. Household goods carriers have been receiving bogus telephone calls from persons claiming to be from the California Public Utilities Commission (CPUC). The caller claims to be a CPUC employee who's advising the carrier that their permit is suspended or their application for a permit is incomplete. The carriers are told they need to pay \$5 to activate their permit and then ask for a credit or debit card number. Beware of similar calls!

### **IS YOUR CAM MEMBERSHIP ACTIVE?**

This is the busiest season for movers. CAM is getting calls every day from consumers wanting to verify the credentials of their movers. Consumers are also searching our website to find reputable movers and verify memberships. CAM membership provides members with significant exposure that can result in sales.

**If you are not a CAM member, then you are missing out on business opportunities.**

A CAM membership has to be active for a mover to be listed on our website. Call us or visit our website for information on how to join.

***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.***

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Mississauga ON Canada L5L 5W7  
Tel: 905-848-6579 Toll-free: 1-866-860-0065 Fax: 1-866-601-8499  
Email: [admin@mover.net](mailto:admin@mover.net) Web: [www.mover.net](http://www.mover.net)

Conference image: Stillfx / Dreamstime.com / GetStock.com

### 3 THINGS YOU NEED TO KNOW NOW!

#### **CAM'S ANNUAL CONFERENCE - Better Partnerships for Better Business**

##### **Register**

Our conference is on **November 1-3** at the **Ottawa Marriott Hotel in Ottawa, ON**. Registration is open - just fill out the registration form and send it to us.

##### **Attention Suppliers:**

Only a few sponsorship options are still available - the three coffee breaks and Tuesday's breakfast and lunch. See the registration form for details or call us.



#### **HOTEL REGISTRATION FOR CONFERENCE**

Our conference will be held at the **Ottawa Marriott Hotel on Kent Street in Ottawa, ON**. We've arranged to have a special room rate of **\$179 per night until October 9, 2015** for conference attendees. The hotel has agreed to extend this special rate for a couple of days before and after the conference for a small block of rooms. **Book now to take advantage of this limited offer.** There is a dedicated website with the Marriott that's available for you to **book** your hotel room online.

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**Register** yourself or your foursome today.

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Email: [admin@mover.net](mailto:admin@mover.net) Web: [www.mover.net](http://www.mover.net)

Conference image: Stillfx / Dreamstime.com / GetStock.com

## INSIDE: CAM'S ANNUAL AWARDS RECIPIENTS ANNOUNCED

### CAM'S ANNUAL AWARDS

CAM is very pleased to announce its 2015 award recipients:

*Innovators Award:*

~ **Larry Rosenberg, Bekins Moving and Storage (Canada) Ltd.**

*Industry Achievement Award:*

~ **Kevin St. George, Quality Move Management, Inc.**

*Distinguished Service Award:*

~ **Betty Shields & Wayne Lyttle, Fred Guy Moving & Storage/Parkway Van Lines**

~ **Chaim Gilboa, D.G. MacDonald Moving & Storage**

*Public Service Award:*

~ **TWO MEN AND A TRUCK® Canada**, for their involvement with the Mikey Network, accepted by **Chuck Resnick**.

Join us at CAM's [awards dinner](#) where we will celebrate the achievements of these distinguished awardees.

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#### Register

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Registration is open - just fill out the registration form and send it to us.

We will be mailing out our complete conference program shortly. This is a valuable opportunity to network and hear about solutions to some of today's challenges for the industry. Watch for it in the mail.



### CONFERENCE SPONSORS

Thanks to CAM's conference sponsors!

It is with their support that we will be able to deliver a quality program.



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[Register](#) today.



### CRIMSONLOGIC (NORTH AMERICA) INC JOINS CAM

We are very pleased to welcome **CrimsonLogic (North America) Inc.** (Richmond Hill, ON) as CAM's newest supplier member. [Contact](#) them about your global e-trade needs.



### **McWILLIAMS LAUNCHES "DON'T TEXT & DRIVE" AWARENESS CAMPAIGN**

"Safety is our number one priority," says Dan McWilliams. "We spend a lot of time and money on safety; from training, to our equipment and its maintenance, which is all positively reflected in our (CVOR) ranking with the Ministry of Transportation." Larry Morgan, McWilliams' Safety and Compliance Officer, says "texting and driving is a very serious safety issue on the highway. With our trucks moving all over Canada and the USA, we want to use them as a rolling billboard to make other drivers aware of the dangers of this distraction."

**The safest move you can make, Don't text & drive.**



### **PARTNERSHIP OPPORTUNITY IN CALGARY**

A great opportunity to become an Operating Partner in a Calgary moving operation is currently available. You can find more [details](#) on our website.

### **UPCOMING INDUSTRY EVENTS**

Besides CAM's annual golf tournament in September and our annual conference in November, there are several noteworthy industry events on the horizon. Contact the organization directly for details.

- ~ Sept. 14-15: Claims Prevention and Procedure Council, Inc. [Convention](#), New Orleans, LA USA
- ~ Sept. 17-19: Southwest Movers Association Annual [Conference](#), San Antonio, TX USA
- ~ Sept. 18-19: FEDEMAC [Summit](#)/FEDEMAC General Assembly, Riga, Latvia
- ~ Sept. 27-29: Canadian Employee Relocation Council [Conference](#) & Trade Show, Montreal, QC
- ~ Oct. 14-15: [Pennsylvania](#) Moving & Storage Associates Annual Conference & Expo and Annual Golf Outing, Grantville, PA USA
- ~ Oct. 18-21: International Association of Movers Annual [Meeting](#), San Diego, CA USA

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**INSIDE: JUST 2 WEEKS UNTIL CAM GOLF TOURNAMENT ~ LAST CHANCE TO BE INCLUDED IN DIRECTORY**

**CAM ANNUAL GOLF TOURNAMENT**

Just two weeks to go before tee-off time at the Royal Ontario Golf Club in Hornby (Milton)!



It's on Monday, September 14, 2015 and so far we have 87 golfers registered - our biggest tournament in a long time! Win a prize! Have a great meal! Bring your clients and colleagues or come alone but be sure to [register](#) today.

**Thanks to all of our tournament sponsors:**

- |  |   |
|--|---|
| <b>Atlas Van Lines (Canada) Ltd.</b>         | <b>North American Van Lines Canada</b>                        |
| <b>Déménagement Outaouais Moving Inc.</b>    | <b>Ogilvy Insurance</b>                                       |
| <b>Hodori Express Canada Inc.</b>            | <b>Steer Inc., Insurance Brokers &amp; Consultants</b>        |
| <b>L. Hansen's Forwarding</b>                | <b>The GPS Consulting Group &amp; Insurance Agencies Inc.</b> |
| <b>Livingston International Inc.</b>         | <b>United Van Lines (Canada) Ltd.</b>                         |
| <b>Mover's Equipment &amp; Supplies Ltd.</b> | <b>Victory Packaging</b>                                      |

**CAM'S MEMBER DIRECTORY AND MAGAZINE IS GOING TO PRINT**

*Will you be included in our member directory? Your membership must be active.*

We will be printing the fall issue of our member directory and magazine, *The Canadian Mover*, in a few days. In order for you to be listed in it, your CAM membership must be active. If you are not sure what your membership status is, please call us now to find out. Our magazine is mailed to over 1,000 contacts worldwide and can also be viewed on our website.

**CAM'S ANNUAL CONFERENCE - Better Partnerships for Better Business**

November 1-3 at the Ottawa Marriott Hotel in Ottawa, ON

[Register](#)

By now you should have received our complete conference program in the mail. Registration activity has started to get very busy. Make sure you fill out the registration form and send it to us. This is a valuable opportunity for you to network with your industry colleagues and hear about solutions to some of today's challenges for our industry.



**CAM'S ANNUAL AWARDS DINNER**

Our annual awards dinner is CAM's most popular event and this year it is again. [Register](#) for the dinner today - bring a colleague, a deserving employee, your spouse. Join us to celebrate the achievements of these distinguished award recipients:

*Innovators Award:*

~ **Larry Rosenberg, Bekins Moving and Storage (Canada) Ltd.**

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**CONFERENCE SPONSORS**

**Thanks to CAM's conference sponsors!**

It is with their support that we are able to deliver a quality program to you.



**DEADLINE FOR PREFERRED HOTEL RATE IS JUST OVER A MONTH AWAY**

Our conference will be held at the **Ottawa Marriott Hotel on Kent Street in Ottawa, ON**. Our special room rate of **\$179 per night is only available until October 9, 2015** for conference attendees. The hotel has agreed to extend this special rate for a couple of days before and after the conference for a small block of rooms. **Book now to take advantage of this time-limited offer**. There is a dedicated website with the Marriott that's available for you to **book** your hotel room online.

**WELCOME TO NEW SUPPLIER MEMBERS**

CAM welcomes **BigSteelBox Corporation** (Kelowna, BC) as a new supplier member. They provide a mobile storage service using shipping containers and have 18 locations across Canada. Containers can be rented, loaded and moved or stored. Contact Bob at bob@bigsteelbox.com for details.

We also welcome **Sentinel Storage** (Edmonton, AB). They have 23 locations across Canada and are available to handle your additional storage requirements. Find out more from Karen at kbodoano@sentinel.ca.

**NEW ADDITION TO GPS CONSULTING GROUP TEAM**

**Bryan McLoughlin joined GPS Consulting Group** in August 2015 after spending the previous five years with a well-known National Third Party Administrator (TPA). From 2012 to 2015, Bryan served as VP of Sales for Eastern Canada, and brings with him an extensive track record of business development and relationship building. Prior to becoming VP of Sales, as a group marketing representative, Bryan was responsible for aiding group benefit advisors in customizing benefit plans to meet the unique needs of their diverse client base. He carried these abilities into his VP role and coached his team to grow their market presence from Manitoba through to the Maritimes. GPS Consulting Group identified the need of having a dedicated member of the team mandated to introduce and grow CAM's employee benefit program. Through information sessions via webinar, face-to-face meetings and phone calls, Bryan is excited by the opportunity to work with CAM's growing membership and to demonstrate the value of GPS' consultative services. The GPS Consulting Group will be officially launching the CAM Benefit Plan at CAM's annual conference. For more information, visit [www.gpsconsultinggroup.com](http://www.gpsconsultinggroup.com).



**MOVE FOR HUNGER**

Move for Hunger is a non-profit organization that works with moving companies to feed the hungry. You can help your customers to donate their non-perishable food items that aren't going on the move to the local food bank. Being part of Move For Hunger shows that you are committed to fighting hunger. September is Hunger Action Month - this is a great time to do something extra that will highlight your efforts while helping your community. For more details, contact Alex at alex@moveforhunger.org.

**NEW ELECTRONIC LOGGING DEVICE MANDATED IN USA**

According to news from AMSA, an Electronic Logging Device (ELD) Mandate is expected to come out in late September 2015. Once the new ELD Mandate is published, any carrier that does not have an Automatic Onboard Recording Device (AOBRD)/Electronic Onboard Recorder (EOBR) installed will have two years to implement and install an ELD. AMSA is offering a [webinar](#) on Tuesday, September 2 hosted by Rand McNally on how to stay compliant and find out what to expect.

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CAM News & Updates - October 1, 2015



## Special hotel block sold out ~ New Atlas Canada appointment

INSIDE: CAM annual conference ~ CAM annual awards dinner ~ CAM annual golf tournament  
~ New CAM members ~ Atlas Canada announcement ~ GPS Consulting Group update  
~ 2016 CAM membership fees ~ Kentucky Trailer news

Visit Our Website!

### CAM'S ANNUAL CONFERENCE

**Better Partnerships for Better Business**

November 1-3 at the Ottawa Marriott Hotel in Ottawa, ON

Our block of rooms at \$179 per night has been sold out! There is a dedicated website with the Marriott that's available for you to book your hotel room at the conference venue online.

You will find our complete conference program in the fall issue of our magazine and directory, *The Canadian Mover*, that was just mailed out. Just fill out the registration form and send it to us. This is a valuable opportunity for you to network with your industry colleagues and hear about solutions to some of today's challenges for our industry. Connect with 18 suppliers at our trade show.



[Conference registration form here](#)  
[Hotel registration here](#)

### CAM's Annual Awards Dinner



You won't want to miss our annual awards dinner - it's CAM's most popular event. Bring a colleague, a deserving employee, your spouse. Join us to celebrate the achievements of these distinguished award recipients:

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**Chaim Gilboa, D.G. MacDonald Moving & Storage**

Public Service Award:

**TWO MEN AND A TRUCK® Canada, accepted by Chuck Resnick,**  
for their involvement with the Mikey Network.

[Register today](#)

### CAM's Annual Golf Tournament - A huge success

Based on the feedback that we received, a great time was had by all at our tournament on September 14 at the Royal Ontario Golf Club in Hornby (Milton). The weather was perfect (as our president, Paul Leader, promised), our turnout was excellent and our sponsors showed their

overwhelming support of our event. The group with the lowest score, with a minus 7, included **Barry Sullivan, Gilles Frappier, Alain Lambert and Jay Pagett**. The most honest score was submitted by "losers" **Steve Stockill, Kym Leroux, James Lee and Christina Baik**.



Here's what Moore-McLean Insurance Group Ltd. had to say: "Movers Choice wants to congratulate **Paul Leader** and the Canadian Association of Movers for hosting a successful annual Golf Tournament on Monday! It was a pleasure sharing a course with over 90 golfers from the moving industry and (as you can see) we definitely enjoyed ourselves! Especially **Glenn Meyer** who picked up a new pair of lucky boxers along the way!" Glenn donated at the charity hole and selected these boxers from the table of goodies. He thought he'd try them out for good luck - and they were lucky! Glenn landed about 3 feet away from the mat (where he almost won a vacation) and he was closest to the pin on the day (winning a driver)!



Childhood Cancer Canada was our biggest winner of the day. **Lorraine Ferrari**, who's pictured with Glenn, said: "Childhood Cancer Canada would like to specially acknowledge the Canadian Association of Movers and the participants of the 2015 golf tournament for their support and for their continued generosity at the Golfers Green Hole-in-one Challenge."

### Welcome Members

CAM welcomes these new and returning members to CAM:

**Total Move Management**, Kemptville, ON  
**Riverbend Movers**, Winnipeg, MB

[View member directory](#)

### New VP Logistics at Atlas Van Lines (Canada)

Effective September 16th, **Earle Birt** will be joining Atlas Canada as the **Vice President of Logistics**. Earle's past results and progressive responsibility in previous roles within his career have positively positioned him for this new responsibility. Earle's experience enables him to support Atlas Canada with the planned growth in SP/Logistics and our overall strategy. Earle has several years of senior level operational, logistics and cross border experience. Congratulations, Earle!



**Earle Birt, VP Logistics,**  
**Atlas Canada**

### GPS Consulting Group presentation

Don't forget to attend the GPS Consulting Group presentation on the NEW Benefits Plan for CAM members, as well as pop by the GPS booth to chat with presenters **Gord Cowan and Bryan McLoughlin!** Here's what some existing members have to say about working with GPS...

*We have been fortunate to experience significant growth in our business over the past number of years and Gord Cowan and GPS have been there to help us align our benefit plan to match our changing needs. They are approachable and provide a valued level of attention to the changes we require as they are committed to our needs. The level of service we receive from GPS has always been top notch and it is a pleasure to deal with this organization.*

Lynn Knoll - Office Manager - Jay's Transportation Group Ltd.

*GPS Consulting Group has been our broker of choice since the mid-eighties relative to the Atlas Canada Corporate office benefit plan. In 2006 GPS approached me to assist in the development of a benefit program for our Agency family that would enable them to offer benefits to their employees that are competitive with large employers both in plan design and pricing. As a result we formed an Agency committee to work with us to develop a sustainable and flexible plan that would appeal to all agents, regardless of size. Through this process, I found GPS was very organized in their approach to the development of the product and to ensure value and buy in from our Agents. After nine years, I am pleased to report, the program has been very successful for those agents that have joined and the number of participants on this plan continues to grow. If you are truly interested in retaining key employees, offering them health & disability benefits goes a long way so I highly recommend that every Agent seriously consider the CAM Benefit Program to replace existing plans as well as an option for a new plan.*

Shirley C. Sveda - Senior Vice President & CFO - Atlas Canada

[Learn more](#)

### New membership fees in 2016

CAM's membership fees will be increasing slightly in 2016 to keep pace with rising costs. Membership fees for Movers, Suppliers, Affiliates, Internationals and Van Lines will increase by

\$50 per annum. There will be no increase to the rate for branches of any of these, nor to the rate for companies with multiple (more than five) locations. The changes will take effect for memberships that commence in January 2016.

[Join CAM](#)

### **Kentucky Trailer has a new website**

Kentucky Trailer's website has been completely re-designed, with a sharp focus on the customer's experience. The new site features a crisp, highly responsive and totally visitor-centric design, allowing guests to quickly access the information they seek, in fewer clicks than ever before. Just one [click](#) to learn more!

For more news from our supplier members, or to find out about their special offers, visit our new dedicated Suppliers web page.

[Read more](#)

### **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](#)

#### **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: 1-866-601-8499  
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Conference: [Stillfx](#) / [Dreamstime.com](#) / [GetStock.com](#)

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CAM News & Updates - November 1, 2015



## Remember



INSIDE: Days only until CAM annual conference ~ CAM annual awards dinner  
~ New CAM members ~ CFIB survey ~ Business Elite Canada ~ Licensing movers  
~ 2016 CAM membership fees ~ November

Visit Our Website!

## CAM'S ANNUAL CONFERENCE - LESS THAN 1 WEEK TO GO

**Have you registered yet? There's still time, but you'd better hurry!**

November 1-3 at the Ottawa Marriott Hotel in Ottawa, ON

Call us today to tell us you'll be coming - particularly folks in the Ottawa-Montreal corridor! You won't want to miss this valuable opportunity to network with your industry colleagues, hear about solutions to some of today's challenges for our industry and find out what's new from 20 suppliers at our trade show.



[Conference registration form here](#)

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for their involvement with the Mikey Network.

[Register today](#)

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**TWO MEN AND A TRUCK® - Halifax**, Dartmouth, NS  
**Dymon Storage**, Ottawa, ON (they'll be exhibiting at the trade show too!)

[View member directory](#)

### CFIB Survey

In September, the CFIB issued the results of its survey on **small business views on the Canadian workforce**. The report reveals that small business owners consider their employees to be the key element in their business success - but it also reveals some surprising challenges when hiring.

[CFIB survey](#)

### CAM profiled in *Business Elite Canada*

CAM President Paul Leader was recently interviewed by **Business Elite Canada** about household goods moving and the importance of selecting a reputable company to get the job done right. **Business Elite Canada** is a digital publication that is sent to 40,000 senior level executives across Canada. Here's the [article](#) about CAM that appeared in their October 2015 issue and that gives CAM some pretty great exposure.

### Toronto City Council ponders licensing movers

CAM Director Perry Thorne was recently interviewed by a reporter for **Toronto Metro**, a free commuter newspaper in the GTA. The reporter was covering a Toronto City Council proposal to license movers. CAM suggested this idea to Council in 2011 but the idea seemed to get mothballed until now. Here's the [newspaper article](#).

### New membership fees in 2016

CAM's membership fees will be increasing slightly in 2016 to keep pace with rising costs. Membership fees for Movers, Suppliers, Affiliates, Internationals and Van Lines will increase by \$50 per annum. There will be no increase to the rate for branches of any of these, nor to the rate for companies with multiple (more than five) locations. The changes will take effect for memberships that commence in January 2016.

[Join CAM](#)

### Sponsoring Movember

CAM Director Perry Thorne (Greg & Sons Moving & Storage, Toronto, ON) is searching for sponsors as he begins to grow his Mo this November.

"On November 1st I'm beginning my 5th year of stache growing and raising funds for Men's Health Awareness. My team, MoBros14, hopes to raise \$10,000 in the fight against prostate cancer. My personal goal is \$3,000. Please partner with me to help in this cause by visiting [my website](#). Men, remember to visit your doctor regularly, remember to eat healthy and stay active."

The Movember Foundation is a global charity committed to men living happier, healthier, longer lives.



Perry Thorne (left)

### 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](#)

#### 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: 1-866-601-8499  
Email: [admin@mover.net](mailto:admin@mover.net) | Web: [www.mover.net](http://www.mover.net)

Conference: Stillfx / Dreamstime.com / GetStock.com

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## Season's Greetings

**INSIDE: New CAM Chairman - CAM conference wrap-up ~ CAM AGM minutes  
~ Move for Hunger ~ New CAM members ~ Milestones ~ Federal Procurement Update  
~ CBSA licensed brokers ~ Jobs ~ 2016 CAM membership fees**

Visit Our Website!

### CAM'S NEW CHAIRMAN

Tom Finlay's term as CAM's Chairman came to an end at the close of our annual conference a month ago in Ottawa. We thank Tom for his leadership and dedication to CAM's objectives and we wish him continued success in his future.

Welcome to our new Chairman, **Perry Thorne** (Greg & Sons Moving and Storage, Toronto, ON)! Perry has been actively involved with CAM's various committees during the past year so he's ready to lead CAM into 2016.



Here's CAM's new executive committee:

- Chairman - Perry Thorne, Greg & Sons Moving & Storage, Toronto ON
- Vice Chairman - Cam Carswell, Country Wide Moving, Saskatoon SK
- Past Chairman - Tom Finlay, AMJ Campbell, Vancouver BC
- Secretary-Treasurer - David Ogilvy, Ogilvy Insurance, Toronto ON
- President - Paul Leader, Canadian Association of Movers, Mississauga, ON.

### CAM's Annual Conference

Well it's all over for another year. Our annual conference in Ottawa was a great success and the feedback we've received has been very positive. Thanks to our sponsors and exhibitors for supporting the event and to all the attendees who helped to make it a very rewarding experience. Most of the presentations can be viewed on CAM's website. Here's the [keynote address](#) by Angela Coke, the Deputy Minister of Ontario's Ministry of Government & Consumer Services, on Residential Movers and Consumer Protection.

### Presentations

### CAM's Annual General Meeting Minutes

CAM's Board of Directors will be reviewing the minutes of the Annual General Meeting that was held on November 2, 2015 at their next meeting. Once approved, the draft version of the minutes will be circulated to the principal contacts for all members. The minutes will be on the agenda for approval at the next Annual General Meeting in the fall of 2016.

### Move for Hunger honours CAM member

Move for Hunger made a special presentation to one of CAM's members, **Greg and Sons Moving & Storage** (Toronto, ON), at the recent annual awards dinner. Greg and Sons started working with Move For Hunger in November of 2012. "They have really embraced the Move For Hunger spirit by incorporating collecting food as part of their everyday moving process," says program director, Alexandra Marcus. They deliver food regularly to Forest Brook Community Church Food Cupboard and have delivered 1,451 pounds of food, enough to

provide 1,209 life-saving meals. The award was accepted by Perry Thorne. Congratulations to everyone at Greg and Sons for a job well done.



## Welcome new members

CAM welcomes these new members to CAM:

### Movers

**Bekins Moving and Storage (Canada) Ltd.**, Kelowna, BC

**Collins & Greig Cartage Ltd.**, Mississauga, ON

**Consolidated Office Installation Services**, Ottawa, ON

### Supplier

**Ogilvy Assurance**, Westmount, QC

[View member directory](#)

## Milestones

**LaPalm Moving Systems** is celebrating 100 years of moving! Their trucks and movers have been serving the Quinte area since 1915. With offices located in Belleville and Kingston Ontario, they are a proud member of the Allied Van Lines family and one of the oldest moving companies in Canada. Congratulations to LaPalm Moving on this significant milestone!

On October 21, 2015, **Ross Mackie** of Mackie Moving and Storage was presented with the Dan Robertson Lifetime Achievement Award, at the North American Van Lines Convention in San Diego, California. Congratulations, Ross!

**TWO MEN AND A TRUCK®** has now been operating for 30 years, in the USA, Canada, Ireland and the UK with over 319 locations and 2,100 moving trucks. The family-owned business has accomplished much in 30 years - international expansion, with 2,100 trucks, 9,000 employees and 5.5 million completed moves. Congratulations to TWO MEN AND A TRUCK®!

**Mover's Equipment & Supplies** has opened a new office at 1155 Parisien Street, Ottawa, ON K1B 4W4. Drop by or visit their [website](#).

## Public Works and Government Services Canada's news on procurement

The federal government's procurement website, [Buyandsell.gc.ca](#), has introduced a feature that increases opportunities for collaboration among suppliers.

[Read more](#)

## Canada Border Services Agency's Licensed Brokers

The CBSA has shared information relating to its Broker Licensing Program and associated regulations with CAM and it can be viewed on CAM's website in the [International Resources](#) area. You can find a list of brokers currently licensed by the CBSA there, as well information about becoming a licensed broker. For more information, you can contact [Shawn Riel](#), Manager, Assessment and Licensing Unit, Trade and Anti-dumping Programs Directorate, directly by email.

## New job posting

A new job opportunity in the Greater Toronto Area has been posted on CAM's website. Consider using our job posting service to help you fill your next vacancy.

[Job posting](#)

The **Mississauga Food Bank** is also in great need of volunteer truck drivers and assistants for half-day shifts to help with food deliveries and pick-ups. Let them know if you can help to make a family's holiday season a little bit brighter.

[Volunteer](#)

## New membership fees in 2016

CAM's membership fees will be increasing slightly in 2016 to keep pace with rising costs. Membership fees for Movers, Suppliers, Affiliates, Internationals and Van Lines will increase by \$50 per annum. There will be no increase to the rate for branches of any of these, nor to the rate for companies with multiple (more than five) locations. The changes will take effect for memberships that commence in January 2016.

#### [Join CAM](#)

#### [Send us your news](#)

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*The board of directors and staff of the Canadian Association of Movers wish you, your staff and your families all the best for a happy holiday season and for success in the new year!*

**INSIDE: Holiday hours ~ CAM in the media ~ New CAM members  
~ 2016 Annual Conference ~ US carrier news ~ Jobs ~ 2016 CAM membership fees**

Visit Our Website!

### **CAM's HOLIDAY HOURS**

The Canadian Association of Movers' office will be closed during the holiday. The office will close at noon on Thursday, December 24 and reopen at 9 AM on Monday, January 4, 2016. During that time we will have limited access to voicemail and email.

### **CAM Director Interviewed**

An interview with CAM Director, **Doug Kellough** (Salmon's Transfer Ltd.), was posted on BC's TheProvince.com on November 29, 2015. Comments from CAM President & CEO, Paul Leader, were also included in the article. Check out this great coverage for CAM - [A moving story: Behind the stress and relief of moving home are teams of professional movers with plenty of stories to tell](#). This will be posted on CAM's website as well.

### **Welcome new members**

CAM welcomes these new members to CAM:

#### **Movers**

**Campbell Limitée**, Pointe-Claire, QC  
**Campbell Moving Calgary**, Calgary, AB

#### **International**

**Worldwide Overseas Moving Service Inc**, Delta, BC

[View member directory](#)

### **2016 Annual conference**

CAM's conference committee has begun its planning for the 2016 annual conference - and you can help them. If you have any suggestions for a city, venue, speaker or topic, please send them along to the CAM national office. Your input is greatly appreciated.

[Email](#)

### **US Carrier News**

The US Federal Motor Carrier Safety Administration has just issued its final rule regarding Electronic Logging Devices (ELDs). The compliance date is December 11, 2017.

### [Read more](#)

The US Homeland Security's Transportation Security Administration (TSA) is offering some useful information on flying with pets.

### [Read more](#)

### **Job posting**

From time to time, we post job opportunities on our website. Consider using our job posting service to help you fill your next vacancy.

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