

April 7, 2026



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## President's Message



*Nancy Irvine, CPM, CAM President*

### [Choosing Our Mindset For Peak Season](#)

We're about two months out from peak season and halfway through Spring Training, and today I'm making a deliberate choice to go into this summer with a positive, practical mindset.

None of us is blind to the headwinds. Economists are calling for only modest growth in Canada this year, and many businesses are still navigating uncertainty around trade, borrowing costs, and investment. Fuel prices remain unpredictable, and few experts expect a big drop at the pump any time soon. A challenging housing market in several regions is weighing on home sales, which directly affects residential moves.

But here's the good news: CAM members have been preparing for this kind of environment for years.

Across the country, members are investing in training, education, and smarter processes instead of just "muscling through" another peak season. Spring Training is already paying off, with owners and managers carving out time for their teams to watch training videos, enroll in

the Canadian Professional Mover course, and tune into webinars on estimating, technology, risk, and customer care. That investment will show up later as fewer surprises, safer jobs, and prepared crews.

At the same time, our public-facing work continues to build real trust with Canadians. Campaigns like [May is Moving Month](#) and [Moving Seniors Safely](#), in partnership with the BBB and CARP, are driving thousands of people to [mover.net](http://mover.net) every month to find credible, professional movers. Consumers are asking smarter questions and are more aware than ever of the difference between a certified CAM member and “just another mover” online.

The other big shift is inside our own community. The last couple of conferences made it clear that collaboration is no longer the exception; it’s becoming the norm. Members are sharing ideas on staffing, technology, and social outreach. More of you are referring work to each other instead of overbooking and hoping for the best.

Regional masterminds and informal meet-ups are popping up because movers see the value in having a local network they can actually lean on.

That’s the momentum I want us to carry into peak season.

As we head toward “silly season,” here’s how I believe you can have a positive attitude:

- **Focus on what you can control:** safe operations, solid estimates, clear communication, and looking after your crews’ health and stress.
- **Use Spring Training and CAM’s education tools** so new and returning staff go into the busy season prepared, not panicked. Almost all of these are free!
- **Protect your reputation and your margins by saying no** when you truly can’t service the work well—and yes, pass it to another CAM member when that’s the better choice.
- **Keep building the network:** use the conference, webinars, and local connections to strengthen the relationships that will carry you through the tough days and help you seize the good ones.

I don't want this summer's moving season to be defined for us by interest rates, diesel prices, or listing volumes. I'd love to see it defined by how we show up for our customers, our coworkers, and our fellow CAM members.

Peak season is coming. Let’s go into it prepared, connected, and confident.



## GOT THE RIGHT STUFF? Let's Talk.

Atlas Van Lines Canada is growing—and we're looking for exceptional independent movers to join our trusted national network.

As an Atlas agent, you'll gain access to exclusive long-distance leads, modern moving tech, comprehensive training, and a collaborative community of professionals across the country.

**Think you're a fit?**  
Learn more at [atlasvanlines.ca](https://atlasvanlines.ca)

# DEADLINE LOOMING!

**This Thursday - CAM Webinar 2607 - Focus on Profitability: Managing Labour Costs**

**When: Thursday, April 9, 2026, 1:00 pm ET**

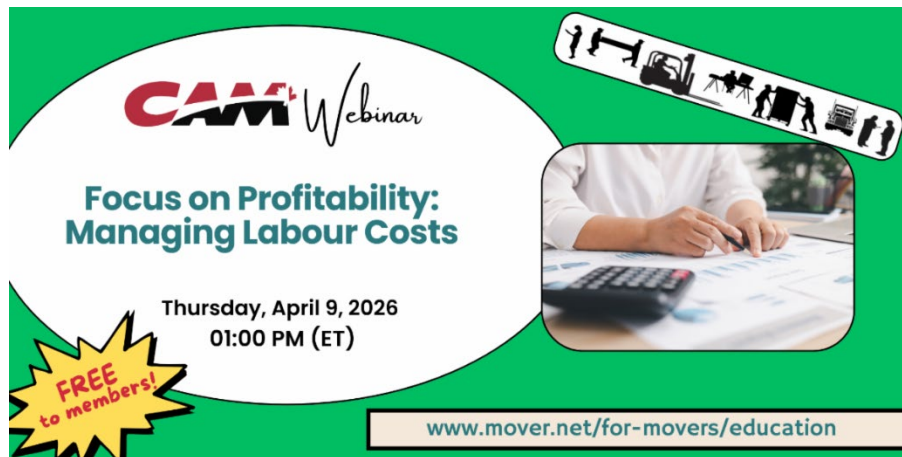
**Free to CAM Members / \$30 for non-members**

***Presented by Peter McCullough, [Raven Research](#).***

Labour is a mover's largest expense—and the biggest factor affecting profitability. Yet, many companies struggle to balance their labour costs with pricing strategies that sustain long-term growth.

We'll explore how to manage labour as a percentage of sales, helping you understand what "healthy" ratios look like and how to use that data to make smarter financial decisions. You'll learn a simple, repeatable approach to ensure every move you sell contributes to profit—not loss.

Whether you oversee daily operations, manage sales, or quote moves for customers, this webinar will give you tools to see the *real* cost of labour in every job—and the confidence to price smartly and profitably.



The graphic features a green background with a white speech bubble containing the text. The CAM logo is in red and black, with 'Webinar' in a script font. The title 'Focus on Profitability: Managing Labour Costs' is in bold blue. The date and time 'Thursday, April 9, 2026 01:00 PM (ET)' are in black. A yellow starburst says 'FREE to members!'. A photo shows hands using a calculator on a desk. A banner at the top right shows icons of moving equipment. The URL 'www.mover.net/for-movers/education' is in a white box at the bottom.

**CAM** Webinar

**Focus on Profitability:  
Managing Labour Costs**

Thursday, April 9, 2026  
01:00 PM (ET)

**FREE**  
to members!

[www.mover.net/for-movers/education](http://www.mover.net/for-movers/education)

[Register here](#)

## **CAM Webinar 2608 - How to Get Started With AI - last chance**

**When: Thursday, April 16, 2026, 1:00 pm ET**

**Free to CAM members / \$30 for non-members**

**Presented by Ramiro Quiros, [MovingTech.ai](#).**

Step into AI with confidence, not fear. This beginner-friendly session will break down what AI is, how it works in everyday tasks, and simple ways to start using it safely and effectively. Whether you're nervous, confused, or just curious, this AI training webinar is designed to help you work smarter, not harder, with practical examples you can apply right away.

**CAAM** Webinar  
**How to get started with AI**

THURSDAY, April 16, 2026  
01:00 PM (ET)

**FREE to members!**

{ MOVING TECH.AI }  
augmented intelligence in mobility

[www.mover.net/for-movers/education](http://www.mover.net/for-movers/education)

[Register here](#)



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Welcome to 

### **You Move Me Vancouver**



[You Move Me Vancouver](#) has proudly served the Metro Vancouver region of British Columbia since 2013. Owners Mike and James got into the business because of their combined passion for building teams and managing performance in high pressure environments. "We believed we could make moving almost fun and that pursuit would resonate with customers."

"We specialize in full-service local moving, long-distance moves within Canada (primarily direct transport throughout BC and Alberta), and storage solutions. Over the years, we've earned many reviews which highlight the professionalism of our movers, the efficiency and care we bring to every move, and the thoughtful touches that help elevate what is often a stressful day into a positive experience."

Many members of their core Sales and Operations teams began their journey with the company as movers. "We are deeply committed to developing our people and creating opportunities for growth within the company. Building a strong culture and a team our employees are proud to be part of is just as important to us as delivering outstanding service to our customers."

Contact:

James Alisch and Mike Dahlman

T: 604-262-2075

E: [vancouver@youmoveme.com](mailto:vancouver@youmoveme.com)

A: 8060 Winston St, Burnaby BC V5A 2H5



Snowbirds Auto Connection is a family-owned provider of reliable, damage-free, door-to-door vehicle transport throughout Canada and the U.S., including coast-to-coast shipping, cross-border relocation, and secure vehicle storage.

[snowbirdsautoconnection.com](http://snowbirdsautoconnection.com)



### Moving Seniors Safely Week 2026 – Quick Recap

This year's [Moving Seniors Safely Week](#) continued to build on our partnership with CARP to give older Canadians and their families practical tools to plan safe, scam-free moves, from downsizing and aging in place to choosing a trustworthy mover. New videos were added to the Moving Seniors Safely hub, including fresh conversations on topics like home modifications, right-sizing, decluttering, and how move coordinators and professional movers can work together to support seniors.

Engagement was strong across all channels. Our Facebook Live call-in show drew 77 seniors from across the country, who stayed to ask thoughtful, real-world questions about planning, budgeting, and protecting themselves from scams. CAM's social media posts during the week were widely liked and shared, and we saw several CAM members take the initiative to post

their own senior-focused content, reinforcing the campaign's key messages in their local markets.

Overall, the 2026 campaign reinforced CAM's role as a trusted source of information on senior moves, drove more traffic to our Moving Seniors Safely resources and checklist, and showcased CAM members' commitment to supporting older Canadians with empathy, patience, and professionalism.

## Newest Graduates

Congratulations to the graduates of our Canadian Professional Mover course during the last eight months! All of these employees of these fine companies obtained their CPM designation. Well done!

<b><i>Highland Van &amp; Storage Ltd.</i></b> Kelly Nielsen	<b><i>King's Transfer Van Lines Inc.</i></b> Marloide Saavedra	<b><i>McMinniman's Moving &amp; Storage</i></b> Ryan Aspinall
<b><i>Household Movers &amp; Shippers Limited</i></b> Zachary Coombs	<b><i>Maritime Moving &amp; Storage</i></b> Amy L. Grady	<b><i>Thompson's Moving &amp; Storage</i></b> Krystie Mackenzie
<b><i>Jay's Moving &amp; Storage Ltd.</i></b> Donna Badry Ashley Broadis Craig McGillivray	<b><i>MoverOne Group</i></b> Preety Chopra Joy Garcia-Sison Amber Rodda	<b><i>Tippet Richardson</i></b> Swapnaja Rasam

Do you (and your coworkers) have your Canadian Professional Mover designation yet?

[Check out the CPM website](#)



## Jay's Bids Farewell

On March 23, 2026, Jay's Transportation had the honour of celebrating two incredible retirements - Terry Pylatuk (17 years) and Milton Letkeman (36 years).

As Jay's posted, "both dedicated their careers to our Moving Division, leaving a lasting impact through their leadership, hard work, and commitment. Milton held a variety of roles throughout his time, ultimately serving as General Manager of the Moving Division. Terry led as Regional Manager, helping guide teams and operations across the region.

As they step into this next chapter, Terry is hitting the road with his new venture, Olly's Dawg House, serving up hot dogs and smokies in a food truck, while Milton is looking forward to spending more time in the garden."

Both Terry and Milt have both been very engaged with CAM over the years, with Milt also including 11 years serving on our Board. [Milt was recognized](#) this past November with our Industry Leadership Award.

CAM joins Jay's in thanking both for everything they've contributed to the moving industry over the years. We wish you both the best for a long and relaxing retirement. Can't wait to come for a hot dog, Terry, and to stop and smell the flowers with Milt.



Jay's President Terry Simonson bids adieu to Terry Pylatuk (left) and Milt Letkeman (right).

**#CAM2026 Exhibitor & Sponsorship Opportunities Now Available!**



CAM2026 exhibitor and sponsorship spots are now open, and this is the year you don't want to sit on the sideline, especially if you want to get in front of West Coast movers! Momentum and excitement for CAM's conference grows every year, and this will be our first time back in BC since 2013, making it a particularly important year to showcase your company. Highlight your brand and connect with Canada's leading moving professionals.

Exhibit space will go quickly, especially with our **Canada Day Special**, so secure your booth or sponsorship early to lock in prime visibility and ensure your company is front and centre when the industry gathers in Richmond this November.

[Sponsorship Information](#)

[Exhibitor Information](#)



### **Canadians' Willingness to Relocate for Work Opportunities**

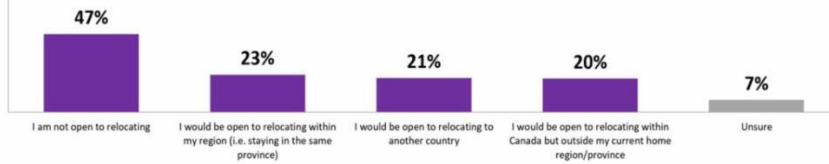
A study was commissioned by the *Coalition for a Better Future* and the research was conducted by *Nanos Research* the week of *March 1 – 8, 2026*.

The results indicate that almost half of Canadians report that they are not willing to relocate to take advantage of work opportunities (47%). Young Canadians (18-34) are the least willing, with 56% saying they are not open to relocating.

In the report, Nanos Research states that the numbers suggest that younger people are more focused on telework and managing the financial risk of moving.

## Willingness to relocate to take advantage of work opportunities

Q – [IF WORKING] Which of the following describe you when it comes to relocating where you live to take advantage of work opportunities?



Almost half of Canadian report that they are not willing to relocate to take advantage of work opportunities (47%). Women (52%) are more likely to report not being open to relocating for work opportunities than men (43%). Residents of Atlantic Canada are the most likely to consider relocating with about a third being willing relocate to within Canada but outside of their region (35%) or relocating within their region (32%). Canadians aged 18 to 34 are the least likely age group to report wanting to move to another country for work opportunities (13%) while also the age group that is most likely to say they are unwilling to relocate for work opportunities (56%). Although not part of this study, financial risk of moving for work and appetite for telework may have an impact on the perceptions of young people when it comes to willingness to move for work.

\*Weighted to the true population proportion.

\*Charts may not add up to 100 due to rounding.

\*\* Multifrequency results based on respondents having the option of choosing multiple responses.

Source: Nanos Research, RDD dual frame hybrid telephone and online random survey, March 1st to March 8th, 2026, n=740 working Canadians, accurate 3.0 percentage points plus or minus, 19 times out of 20.

## Willingness to relocate to take advantage of work opportunities – by demographics

Q – [IF WORKING] Which of the following describe you when it comes to relocating where you live to take advantage of work opportunities?

	Canada 2026-03 (n=740)**	Atlantic (n=73)	Quebec (n=165)	Ontario (n=245)	Prairies (n=155)	British Columbia (n=102)	Male (n=425)	Female (n=315)	18 to 34 (n=117)	35 to 54 (n=334)	55 plus (n=289)
I would be open to relocating within my region (i.e. staying in the same province)	22.6%	32.4%	21.4%	20.7%	24.5%	23.1%	27.5%	17.1%	18.2%	25.4%	23.1%
I would be open to relocating within Canada but outside my current home region/province	20.3%	34.6%	14.9%	22.5%	22.3%	14.5%	23.1%	17.1%	16.5%	21.0%	22.0%
I would be open to relocating to another country	20.6%	21.4%	13.9%	21.2%	24.8%	25.5%	23.9%	16.9%	13.1%	23.4%	22.8%
I am not open to relocating	47.2%	35.6%	53.4%	47.8%	39.9%	49.3%	43.0%	52.0%	55.8%	43.2%	45.3%
Unsure	7.3%	4.3%	7.9%	8.0%	8.7%	3.7%	5.6%	9.1%	7.3%	6.7%	7.7%

\*Values are based on the percentages of positive responses to a specific response option (columns exceed 100%) \*\* Multifrequency tabs based on multiple responses

\*\*Sample excludes those who do not work.

Source: Nanos Research, RDD dual frame hybrid telephone and online random survey, March 1st to March 8th, 2026, n=740 working Canadians, accurate 3.0 percentage points plus or minus, 19 times out of 20.

[Click here for full survey](#)



**NFP Canada**



## Protection for all the moving parts.

Manage your risk and cover your assets with insurance solutions from a partner with 20+ years of industry experience.

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Get a full-picture approach to risk for moving and storage, group home and auto and more at [nfp.ca](https://nfp.ca)



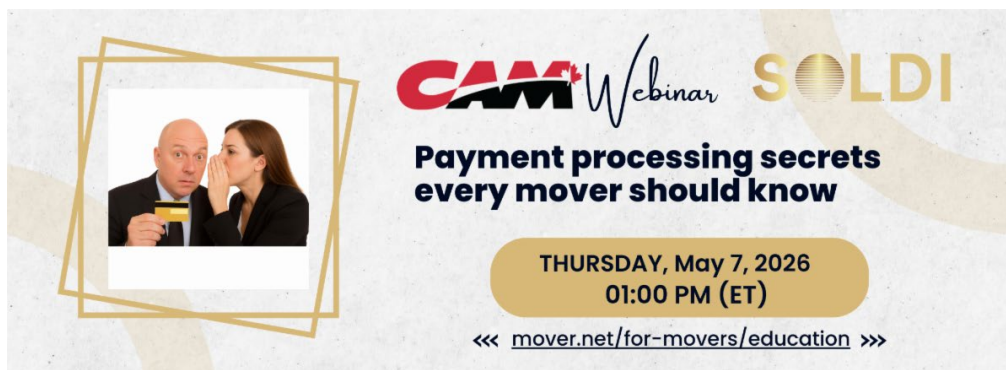
**CAM Webinar 2609 - Payment Processing Secrets Every Mover Should Know**

**When: Thursday, May 7, 2026, 1:00 pm ET**

**Free to CAM members / \$30 for non-members**

*Presented by Robert Dario, [SoldiPays](#).*

Payment processing is one of the most misunderstood expenses for most businesses. Many movers unknowingly pay unnecessary fees and miss out on simple best practices to make major improvements in fees and workflow. Join Robert Dario of SoldiPays for key insights into the merchant services industry and practical strategies to help improve your business.



[Register here](#)

## Self Guided Training



**Give your employees the tools they need to perform effectively!**

CAM has free and affordable professional training, suitable for anyone on your team, that can be done on their own time and at their own pace.

### **Packing & Unpacking Training**

Self-guided training videos offering basic orientation to professional packing and unpacking of household goods. Free to members. Only available in English.

### **Helper Training Video**

Self-guided basic training video, orienting employees to professional moving, loading and unloading of household goods. Free to members. Available in English and French.

### **Canadian Professional Mover (CPM)**

Equipping the sales team with detailed information from nine modules on estimating, long-distance and local moving, permanent storage and office moving. Only available in English. Regular cost - \$125. **Spring Training cost \$75 - save \$50.**

[Access Training Here](#)





## Recording - Workshop 2606 - The Employee Experience Playbook: What the Moving Industry Can Learn from the Last Tech Boom

*Presented by Asrai Porter, VP People, [Improving](#)*

### Lessons Movers Can Steal from the Tech World

The moving industry is in a war for talent — but what if the answers to attracting and keeping great employees are hiding outside our industry? During the tech boom, companies with impossible hiring odds transformed the employee experience into their most powerful recruitment tool.

In this thought-provoking session, **Asrai Porter**, an entrepreneur and AI and data consulting executive who led high-performing software teams through one of the toughest job markets in history, shared how those same principles can help moving companies stand out, engage staff, and build loyalty that lasts.



[Access Recording Here](#)



### Our Videos

Check out our video library from the past few years of Spring Training. Here's just a sample of what is available to you and your coworkers:

- A Beginner's Guide to Estimating
- Intermediate Estimating aka "Things that will blow up your quote"
- Advanced Guide to Estimating (And How to Troubleshoot When We Miss)
- What To Do When Estimates Go Wrong
- Save Time and Money with Virtual Estimates
- Talking Sales with Larry Kruger
  
- Business Insurance for Movers

- Insurance Insights for Long Distance Moving
- Winning the Chargeback Battle - What Every Canadian Mover Needs to Know  
**\*new\***
  
- AI in Moving - Practical Use Cases
- Moving Technology Landscape: What is Out There to Digitalize Your Business
- Traditional Marketing **\*new\***
- Digital Marketing **\*new\***
  
- Building Effective Training Programs
- The Employee Experience Playbook: What the moving industry can learn from the last tech boom **\*new\***
  
- Is International Moving Right for My Business?
- Is Cross-Border Moving Right for My Business?

[Click here to access the videos](#)

To see the lineup of all educational opportunities, go to

<https://www.mover.net/for-movers/education>



**CAM**  
**CLASSIFIEDS**

## Moving Companies For Sale

There are two moving companies for sale in Edmonton AB. You can [view the details and see images of the items here](#).

## Labour.



## Crisis, what crisis?

### Student Work Placement Program



Get up to \$5,000 in wage reimbursements when you hire a student currently attending a post-secondary institution.

Work placements must offer:

- Full-time or part-time work opportunity (minimum 4 weeks, maximum 16 weeks; minimum of 10 hours/week)
- A safe and harassment-free work environment
- Work experience with clear educational value to the student's area of study

Employers must:

- Be a business registered in Canada
- Be in the trucking and logistics industry
- Hire more students than they did before accessing SWPP
- Hire a current post-secondary student into a role relevant to their studies
- Hire students as employees. Participants are not eligible for the program as contractors.

- Hire students who are Canadian citizens, permanent residents, or granted refugee status in Canada
- Hire students legally entitled to work according to the relevant provincial/territorial legislation and regulations

**Please note:** THRC are unable to fund placements of international students, Canadian students enrolled outside of Canada, or students pursuing education in the skilled trades. Placements cannot also be funded by another Federal Grant Program.

[Contact THRC to apply](#)



### **CVSA's International Roadcheck Scheduled for May 12-14**

From May 12 to 14, enforcement personnel throughout North America will inspect commercial motor vehicles and commercial motor vehicle drivers for compliance with vehicle, cargo and driver regulatory requirements as part of the Commercial Vehicle Safety Alliance's (CVSA) 72-hour inspection, enforcement and data-collection initiative, International Roadcheck.

During International Roadcheck, inspectors at weigh/inspection stations and pop-up inspection sites primarily conduct the [North American Standard Level I Inspection](#), a 37-step procedure that includes two major parts – an examination of the driver's operating requirements and an assessment of the vehicle's mechanical fitness.

For the [driver portion](#) of the inspection, inspectors check the driver's qualifications, license, record of duty status, medical examiner's certificate, seat belt usage, skill performance evaluation certificate (if applicable), and status in the [Drug and Alcohol Clearinghouse](#) (in the U.S.). Inspectors also look for signs of alcohol and/or drug impairment. If an inspector

identifies driver out-of-service violations, they will place the driver out of service, restricting that driver from operating their vehicle.

For the [vehicle portion](#) of the inspection, inspectors assess the vehicle's brake systems, cargo securement, coupling devices, driveline/driveshaft components, driver's seat, fuel and exhaust systems, frames, lighting devices, steering mechanisms, suspensions, tires, wheels, rims, hubs, and windshield wipers. Inspections of motorcoaches/buses and other passenger-carrying commercial motor vehicles also include examination of emergency exits, seating, and electrical cables and systems in the engine and battery compartments. If out-of-service violations are found during an inspection, the vehicle will be placed out of service and restricted from movement until all out-of-service violations have been properly addressed.

[Read more](#)

## Upcoming Events



**May 2026 May is Moving Month**

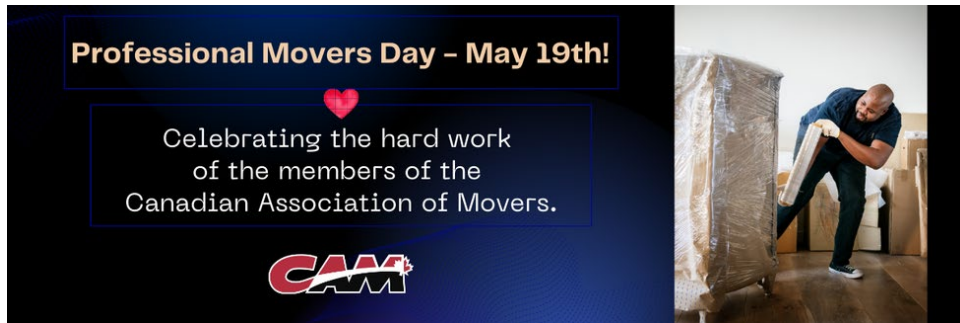
May is  
Moving Month



Moves you can trust!



**May 19, 2026 International Professional Movers Day**



**Professional Movers Day - May 19th!**

♥

Celebrating the hard work  
of the members of the  
Canadian Association of Movers.

**CAM**

A photograph of a mover in a blue shirt and dark pants, leaning over to handle a large, wrapped box in a warehouse or moving facility.

**Nov 15-17, 2026 CAM2026 Conference - Richmond BC**



*Save the Date*

**CAM** RICHMOND BC NOV.15-17  
2026

A photograph of the Richmond Olympic Oval at night, illuminated with blue and red lights. The Olympic rings logo is visible on the building's facade.



**Need help? Get Quality!**

**Contact a CAM member:**

- [www.mover.net/find-a-mover](http://www.mover.net/find-a-mover)
- [www.mover.net/member-directory](http://www.mover.net/member-directory)
- [admin@mover.net](mailto:admin@mover.net)
- 866-860-0065

**TOGETHER, WE ARE BETTER !**

### Social Media Connections

Have you liked us yet?



Canadian Association of Movers | PO Box 26004 RPO Churchill | Mississauga, ON L5L 5W7  
CA

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