

October 6, 2026

Issue 435



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President's Message



Nancy Irvine, CPM, CAM President at Emerald Lake, Yukon

A Change Is as Good as a Rest

They say a change is as good as a rest.

Taking a break doesn't always mean stepping completely away from work. Sometimes, simply changing our routine, surroundings or focus can be just as refreshing.

I experienced that firsthand during a trip to the Yukon three weeks ago. While I was technically working - scouting Whitehorse as a possible future conference destination and learning more about the unique challenges of moving in Canada's North - the experience felt like a welcome reset.

Being helicoptered to a remote resort with no Wi-Fi for two days was certainly not part of my usual routine and the opportunity to truly unplug and enjoy the millions of stars and satellites at night was both rare and so satisfying!

The trip reminded me that new surroundings can offer more than a change of scenery. A change can give us fresh perspective, spark new ideas and help us return to our regular responsibilities with renewed appreciation and energy. It sure did that for me.

Last week, fifty CAM members got away from their office routine and gathered at Cardinal Golf Course to enjoy a lovely fall afternoon and some time away from the usual pace of business. We could hear the laughter from the clubhouse!

Whether participants came for friendly competition, networking, or simply an afternoon outdoors, the day offered an opportunity to reconnect with colleagues. But I also think it offered that all-important moment to relax and recharge, especially as we had some new faces wielding a club.

Thank you to everyone who joined us and helped make the day such an enjoyable success. I look forward to seeing many of those same faces, along with members from across the country, in Richmond this November for [CAM2026](#).

Our conference will offer another valuable change of pace: a chance to learn, share ideas, build relationships and return home with fresh energy and perspective for the year ahead.

In Richmond you'll meet suppliers, van line reps and agents, independents, and lots of first-time attendees in a relaxed, friendly environment where it's easy to start a conversation. Add in fun social events, our popular games and networking activities, and time to explore Richmond's coastal setting, and you've got 2½ days that are as enjoyable as they are worthwhile.

From the fairway to Richmond, CAM continues to create opportunities for members to step away from their usual routines, connect with one another and come back energized.

Sometimes, a change *really is* as good as a rest.



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

Atlas Van Lines Canada logo, Platinum Sponsor badge, and QR code are also visible.



DEADLINE LOOMING!

Secure Your #CAM2026 Hotel Room Before October 24th

We will be at the lovely Westin Wall Centre, Vancouver Airport, for this year's conference. Our hotel block discounted room rate is \$229.00 + 39.29 (various taxes) = \$268.29 per night.

Our hotel block is already 50% sold out, so don't delay in booking your room. The cut-off date to reserve your room at the CAM rate is October 24, 2026.

However ...

SATURDAY NIGHT IS GETTING TIGHT!

There is a limited number of rooms still available in our contracted block for Saturday, November 14th, at \$268.29 (total room cost per night). After the block sells out, rooms will be available at the prevailing hotel rate.

So, if you're planning on coming in for Saturday night, book soon!

[Hotel Booking Link](#)





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Welcome to **CAM**

MoversAssist Joins CAM



MoversAssist.ca
Proudly Canadian

[MoversAssist](#) is an Ottawa-based software platform built for moving companies, covering the full job lifecycle from the customer's quote request to their

Google Business review. Using customer photos, our AI builds detailed, itemized inventories so movers can quote with confidence and speed.

Customers can send their move details and photos through a link, any time of day, or staff can build the inventory during a call or onsite visit. Your team quotes it using your own rates, then manages booking, scheduling, crew assignment, and invoicing from the same data. We don't set your prices; we equip your team to price every job accurately, on your terms.

We're proud to be Canadian. The moving industry benefits from many strong software providers, including U.S.-based companies that support movers across North America. We're equally proud to offer a Canadian option—built by people who understand movers' needs, the business environment, and the day-to-day realities of operating in this market.

We're excited to join the CAM community and will be announcing exclusive offers for CAM members in the coming weeks.

Reach out and say hi to the company's founder Imran Haider:

T: 647-700-7911

E: imran@moversassist.ca

A: 102D Artesa Private, Kanata, ON K2S 0J8



We Have A Winner!



Congratulations to Denise Sweeney, Owner of [Sweeney Moving Ltd.](#) (Saanichton BC), who won a free conference registration for our Richmond conference November 15-17.

If you've never attended before, CAM2026 is the perfect time to join us. From practical, business-focused sessions to interactive roundtables and relaxed networking events, Denise can tell you that you'll find it easy to connect with peers, share ideas, and build relationships that last well beyond the conference.

See you in Richmond.

Congratulations Are In Order!

Congratulations as well to Jessie Kaur Lehail, Chapter Director of [Shelter Movers Vancouver](#), who recently received the King Charles III Coronation Medal in recognition of her outstanding contributions to Canada.

"Jessie's fearless leadership, advocacy for equity-deserving communities, and dedication to supporting survivors of intimate partner violence and human trafficking inspire us every day," says Shelter Movers. "Her work continues to deliver a life-changing impact across the country."



On behalf of everyone at CAM, congratulations Jessie!

**Do you have
news to share?**

**Then let us know!
admin@mover.net**



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



You never know what kind of day you'll have when you hit the links. But can we just say “wow”? On September 28th, eleven teams teed off in spectacular golf weather with sun and a slight breeze. Thanks to our Presenting Sponsor, Hansen’s, for making the great weather happen.

Our members and friends vied for various prizes and “drove” hard through the various on-course activities. The afternoon was topped off with a yummy Belly Busting Buffet courtesy of Jeff Herszkowicz and FarrellPack.

Everyone always leaves with at least one prize and thanks to the generosity of our sponsors, there were lots of gift cards this year! Sadly, Ron Ohayon has still not been able to give away the Snowbirds Auto Connection \$10,000 Hole in One, although we hear that a couple of people came close.

Here are our larger contest winners:

1. “Opening Drive” Hole in One – Steve Gray, Armstrong Moving, sponsored by Snowbirds Auto Connection and Ron Ohayon.
2. Closest to the Box – Moe Mowat and Team, sponsored by Royal Moving.
3. Closest to the Line - Scott Kelly, presented by Edena Gotman, MoveBuddy.
4. Closest to the Pin – Mike Piercey, presented by Jeff Herszkowicz, FarrellPack.
5. Longest Drive – Mike Hansen (Hansen's), presented by Chris Webber, NFP Canada.
6. Too Hot to Handle Longest Drive - Serge Dvorkin, presented by Danielle Magliaro and Kajal Gupta, Livingston.
7. Blue Ball Challenge – Team Mowat Logistics/SFI Group Limited, presented by Danielle Magliaro and Kajal Gupta from Livingston.
8. Best Looking Team (i.e., high score) – Team Flex Movers, sponsored by Hansen's, presented by John Kelly.
9. Low Score Team –Team Mowat Logistics/SFI Group Limited, prize presented by John Kelly, Hansen’s.



Thank You!

None of this would have happened without the huge support of all our sponsors and contributors, especially our Presenting Sponsor – Hansen's – who have all made this day so much fun.

Every single sponsor's participation makes such a difference in the outcome of our golf day, and we can't thank you enough.





CAM
2026
RICHMOND BC
NOV.15-17
www.mover.net/events

HAVE YOU REGISTERED YET?

This November, for the first time in over a decade, CAM's annual conference is heading to Richmond, BC.

Whether you are looking to sharpen your business strategy, meet suppliers face-to-face, trade ideas with fellow movers or simply see what all the conference buzz is about, CAM2026 is your chance to get in the game.



Registration rates range from \$575 to \$800 plus tax, making this one of the industry's best-value events. And thanks to Hansen's "Ticket to Ride!" those registration fees will be reduced by \$50.

First conference? First-timer rate.

First step toward new connections.

If you have never attended a CAM conference before, this is the perfect time to jump in. First-time mover attendees qualify for a special registration rate, making it easier than ever to experience the energy, connections and value of the conference for yourself.

Can't make the whole conference? Join the action your way.

We know that it's not always easy to get away. If a full conference is not in the cards, make a plan to come out for the parts that work for you.

- Join us Sunday to kick off CAM2026, reconnect with industry friends, and build conference momentum. Bring your colleagues for the evening!
- Celebrate at the Awards Dinner on Tuesday night, one of CAM's most popular events, as we recognize the outstanding people and companies helping to move our industry forward.
- Come for one day of your choosing.
- Or share your registration with someone in your company, so you can split the conference between you - because even one great conversation can lead to a new idea, opportunity or connection.

[Secure your spot today!](#)

[Check out #CAM2026](#)

CAM2026 General Schedule

Sunday, November 15th

9:00 AM Trade Show Set-Up
11:00 AM CAM Board Meeting
3:00 PM Registration Opens
3:00 PM Welcome Reception & Grey Cup Tailgate Party



Monday, November 16th

7:30 AM - 4:20 PM Conference & Trade Show
11:45 AM - 12:15 PM Annual General Meeting
2:15 PM - 2:45 PM CAMily Feud
4:45 PM - 8:00 PM Shuttle Buses to NFP Night
5:00 PM - 7:00 PM NFP Night @ Richmond Olympic Oval

Tuesday, November 17th

7:30 AM - 4:00 PM Conference & Trade Show
9:55 AM - 10:30 AM CAMily Feud
2:40 PM - 3:10 PM It's 5 O'Clock Somewhere
3:10 PM - 3:40 PM CAMily Feud Finals
6:00 PM - 7:00 PM Chairman's Reception
7:00 PM - 9:30 PM CAM Awards Banquet

The Topics



From sharpening your networking skills with 10 Ways to Work a Room and exploring Leading with Style, to timely updates from BC Trucking and practical conversations about the employee experience, every session offers something you can take back to your team.

Look ahead with What AI Means for Your Marketing, reflect on succession and growth in Back to the Future: Legacy, Leadership and Letting Go, and join our always-popular roundtable discussions—where some of the industry’s most valuable learning comes directly from fellow members.

Come ready to learn, share, and be part of the conversations shaping the future of moving.

Trade Show Update

A graphic for a trade show. On the left, the text 'TRADE SHOW EXHIBITORS' is in large yellow letters, followed by 'ONLY 2 BOOTHS LEFT!' in blue. Below that, it says 'Don't miss out on Face-to-face conversations with your movers'. In the center is an illustration of a man in a yellow jacket pointing at a large computer monitor. The monitor displays a network diagram with several user icons. To the right of the man is a logo for 'CAM 2026 RICHMOND BC NOV.15-17'. The background is white with some decorative elements like a plant and a trash can.

Exhibitors—don’t miss your chance to connect face-to-face with movers and industry professionals from across Canada. Secure your space and put your brand in front of the people who keep Canada moving.

Join the following exhibitors:

A1 Movers Services	Advantage Box
FarrellPack	First Rank
GM Packaging	Hansen's Vehicle Relocation

LiveSwitch	Livingston Transportation Inc.
Move Right	MoveBuddy
MoversAssist	Movified Podcast
NFP	R.M. Moving Supplies Plus
Snowbirds Auto Connection	Supermove
Western Financial Group	
<i>as well as our Charitable Partners:</i>	
Move For Hunger	Shelter Movers

Never exhibited at a CAM conference before? You're missing out!

The CAM conference is the only trade show in Canada where you can access all the van line head offices, their agents, independent movers, and affiliate partners, all in one spot!

You'll connect with Canadian moving company owners, managers, and key decision-makers seeking products, services, and solutions to support their businesses.

With 12 of the trade show's 21 hours as exclusive exhibit time and a fun interactive game that will draw folks to your booth, it's a great way to connect with your current - and new - clients!

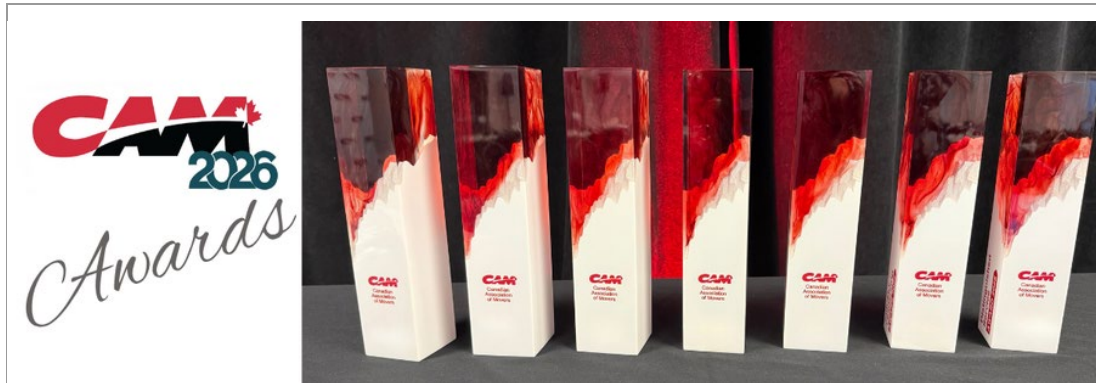
[Trade Show Info & Registration](#)

Thank You Sponsors!

Our CAM2026 sponsors are the champions behind the scenes—providing the support, partnership, and encouragement that help make this conference possible.

As we come together to exchange ideas, build connections, and reach for the podium in our industry, their commitment gives our members the Olympic-level support needed to aim higher, perform stronger, and celebrate success together.

Thank you to every sponsor for investing in CAM and helping make CAM2026 a gold-medal event.



Congratulations to the Class of 2026!



Public Service Award
Firemen Movers Inc.

The **Public Service Award** recognizes an individual, group, or organization who has performed a significant act or acts of moving-related service in the public interest.

Influencer Award
James Messenger, AMJ

CAM's **Influencer Award** celebrates a young professional (under the age of 40) in the moving industry who embodies a commitment to business growth, professional excellence, and the future of the industry and community.

Mover of the Year Award
John Gray Moving

The **Mover of the Year Award** is presented in recognition of a prominent household goods mover who demonstrates outstanding performance – in community service, employee relations, innovative operations – and service excellence with customers.



Industry Leadership Award
Fred Haladay, Atlas Canada



Distinguished Service Award
Mike Kolberg, Royal Moving

CAM's Industry Leadership Award recognizes an individual who demonstrates leadership and serves as an inspiration to others.

The **Distinguished Service Award** honours a prominent member of the profession with a long, exceptional history of contributions to the moving industry and to CAM.

Join us for our in-person awards dinner in Richmond, BC, on November 17th, 2026, to celebrate the achievements of our distinguished award recipients. Our annual awards dinner is CAM's most popular event. Anyone is welcome.

[Award Dinner Info](#)



When Exceptions Become Policy



Safety standards rarely disappear all at once. They weaken one exception at a time. A training deadline gets extended because the operation is busy. A driver returns to the road before follow-up is complete. A longtime employee receives an informal response instead of the required process.

Each decision may feel reasonable in the moment. The damage begins when those exceptions start defining daily practice.

Drivers learn which expectations can be negotiated. Supervisors create their own versions of the process. The written standard remains in place while the operation quietly stops following it.

Eventually, the exception becomes the real policy.

INFINITI gives fleets one structured system for assigning training and verifying completion across the operation. Expectations stay consistent without depending on each supervisor to create a separate process.

[Request your demo to standardize your training process before exceptions take control of your safety program.](#)

Yours in Safety,

Ed Novoa, Infiniti Fleet Safety Partner

T (cell): 519-240-9868

E: **ed.novoa@infinitisafety.com**



Fleet Safety Management Training Program

Nov 12, 13, 17, 18 and 19, 2026

Registration Closes: Friday, October 30th

Many companies invest heavily in safety training, especially for drivers.

But fleet safety is rarely just a driver problem, and it shouldn't be viewed as solely a safety department responsibility. Effective safety management involves leadership, operations, human resources, supervision, and the expectations established across the entire organization.



After more than four years of delivering the program in person, and responding to growing demand, [FSM Training](#) now offers the 40-hour Fleet Safety Management course online.

This is an accredited, barrier-free, instructor-led program. It is designed for fleet, safety, risk management, and other professionals working in, or moving into, the regulated fleet environment.

You may already excel in your field. What you may not have had is enough exposure to the unique environment of a regulated fleet, where regulations, operational pressures, business priorities, human resources, supervision, and safety expectations all intersect.

The program helps participants understand how regulated fleets work, why different departments may approach safety from different perspectives, and how to bring those perspectives together through better communication and accountability.

Participants learn how to move beyond simply meeting regulatory requirements and toward a governance-based approach to safety. They learn to identify and address the right problems, whether they are a driver problem, a company problem, or part of a larger industry challenge.

The goal is to build stronger connections between departments, clearer expectations, better accountability, and a more consistent safety culture across the organization.

Effective fleet safety isn't only the responsibility of one department. It's an organization-wide responsibility that is embedded in core values.

Cost: \$1,400 plus GST

Format: 2 days in week one and 3 days in week two

To get a taste of this training, [check out last year's CAM webinar](#) with Ed Novoa.

For more information, please contact:

Ed Novoa, CEO & Co-Instructor, **FSM Training**

E: ed.novoa@fsmtraininginc.ca

[Course detail](#)

Ontario To Standardize Entry-level Truck Driver Training Curriculum



In the wake of a damning Auditor General report on commercial driver training, Ontario is developing a new standardized entry-level truck driver training curriculum that will include more than 103 hours of training for drivers seeking a Class A license, drawing support from training providers along with calls for stronger enforcement and oversight.

All organizations offering truck driver training in the province will be required to follow the curriculum, which is expected to be fully implemented in early 2027. The province will work with trucking industry representatives, training providers and other subject matter experts over the next several months to develop it.

[Read More](#)



CAM
CLASSIFIEDS

We've just posted an ad for a fleet liquidation item that's for sale: a 2016 Hino 195 Reefer Truck. The reefer unit is non-functioning but this truck can still have other applications. Check out the [ad and truck image here](#).



www.mover.net/for-movers/education

Recording

Search Has Changed: What AI Means for Your Marketing

A must-watch.

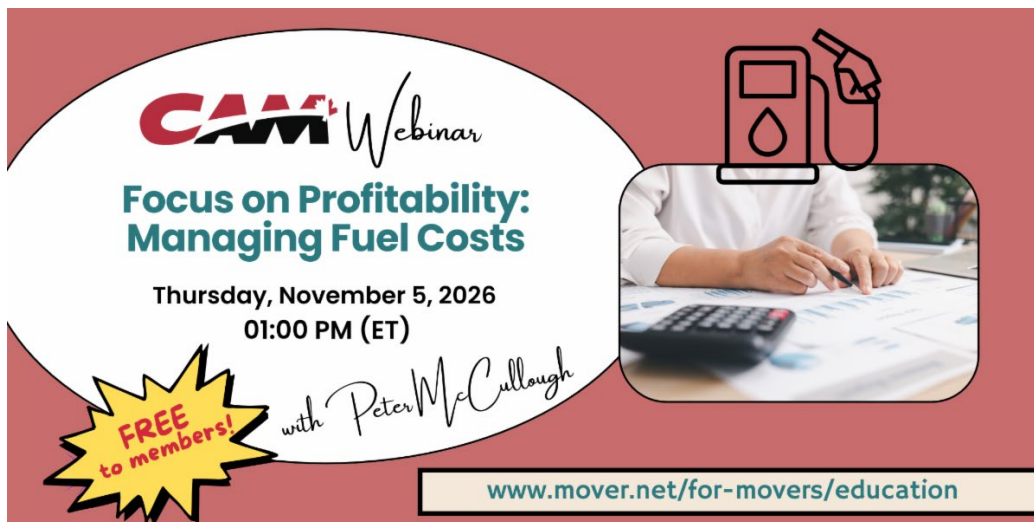


AI is changing the way people search, discover businesses, and make buying decisions, and it's happening faster than most companies realize.

In this presentation, Mickey Serebnitski of First Rank explored how platforms like ChatGPT, Google AI Overviews, Gemini, and other AI-powered search tools are reshaping the marketing landscape. He looked at what this shift means for SEO, paid advertising, content, brand visibility, and the traditional customer journey.

More importantly, Mickey broke down what businesses can do right now to adapt. You'll learn how search behaviour is changing, why ranking on Google is no longer the only goal, and what it takes to become a brand that both search engines and AI platforms are more likely to recommend.

[Access Recording Here](https://www.mover.net/for-movers/education)



CAM Webinar

**Focus on Profitability:
Managing Fuel Costs**

Thursday, November 5, 2026
01:00 PM (ET)

FREE
to members!

with *Peter McCullough*

www.mover.net/for-movers/education

Focus on Profitability: Managing Fuel Costs

Nov 5, 2026, 1 PM (ET)

In the 3rd of our series on profitability, [Peter McCullough](#) of Raven Research will review strategies to improve fuel efficiency (miles per gallon/kilometers per litre) as well as procurement approaches to reduce cost per gallon/litre.

Guess what? You can [register now](#) and get a calendar reminder!

[Register here](#)



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- 866-860-0065

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