

# The Tar Heel Van

F I R S T   Q U A R T E R   2 0 1 9

## City Transfer Receives Historical Marker



Scott Lassiter, Bart Lassiter,  
Guilford County  
Commissioner Carlvena  
Foster, High Point Mayor  
Jay Wagner, High Point  
City Councilwoman  
Monica Peters and Ron  
Lassiter pictured with the  
Historical Marker.

### INSIDE THIS ISSUE:

From the President	3	High Point Mayor Jay Wagner, City Councilwoman Monica Peters, Guilford County Commissioner Carlvena Foster joined Bart Lassiter, vice president and co-owner of City Transfer & Storage, along with many family members and friends to unveil High Point's newest historic marker on February 14.
Mickey Introduces Mickey Fleet Services	4	I.M. Lassiter started City Transfer & Storage in 1908 with a team of horses, mules, a wagon and his vision for a company that could just about anything that fit in the wagon. Originally centered near the railroad depot, the business expanded by hauling items ranging from dirt to railroad passenger's luggage.
Payscale	6	Now located near the city's parking deck, the marker also is close to the city's original point of origin, where the NC Railroad in 1955 crossed the Great Western Plank Road (Main Street). The business made to Redding Drive in 1961.
Alan Burgin	7	The third generation of Lassiters—Bart, Ron, and Scott—now run the family business—following in the footsteps of their grandfather, father and uncle. They have also expanded into Winston-Salem and are one of the agent/owners of Atlas Van Lines.
UCR Enforcement	9	The Lassiters have also been proud supporters of the NC Movers Association. Bart served as President in 1986 and Scott was President in 1999-2000. Carter
Move-Pak Consulting Update	12	(Continued on page 5)
AMSA Independent Movers	15	

# NCMA Board of Directors

## NCMA Board of Directors

**President**—Kathy Cox, Horne Moving Systems, Goldsboro

**Vice-President**—Dru Burgin, Sells Service, Statesville

**Secretary/Treasurer**—Mike Mather, Mather Brothers Moving, Garner

### 2019 Directors:

Dean Barrett, Steele & Vaughn Moving, Greensboro

Todd Campbell, Two Men and A Truck of Asheville;

Tony Harris, Fidelity Moving & Storage, Jacksonville;

David Rushing, All American Relocation, Charlotte

### 2020 Directors:

Lucky Anneheim, Make a Move, Charlotte;

Robert Farnum, Gentle Giant Moving, Charlotte;

Travis Few, Few Moves, Wilmington; NC

Steve Rhodes, Nilson Van & Storage, Fayetteville

### 2021 Directors:

Chris Barringer, Barringer Moving & Storage, Newton

Jeff Day, Acme Movers & Storage, Morehead City

Matt Sharpstene, A Few Good Men Moving & Storage, Youngsville

Paula West, Covan World-Wide Moving, Fayetteville

**Ex-Officio:** Brett Plummer, All American Relocation, Raleigh

# From the President

The good news is spring is in the air! The bad news is pollen is in the air! Spring brings with it the promise of a busy season. Hopefully your off season was spent in preparation of the busy season. Here at Horne Moving, we are frantically searching for a "few good men". It certainly gets harder each year to find people that really want to do hard work in an air conditioning free environment. We have tried social media and Indeed to advertise help. What sources do you use? Inquiring minds would love to know! Nevertheless, our warehouses have been tidied up, equipment all inspected, pads cleaned, trucks cleaned and training completed I think we are ready!!

The NCMA convention committee is also getting ready for our October (10-12) convention. Save the date on your calendar. The convention is only successful if you come! Wrightsville Beach will be fun, speakers will be on target and we have a few surprises for Thursday night that you will not want to miss. Watch out for the registration and don't be "that" person that procrastinates registering.

Our next board meeting will be in Greensboro on September 14. If you are in the area, and would like to attend, please contact Pam for information on where we will be. Our semi-annual meeting at Utilities Commission will be in Raleigh on May 8<sup>th</sup>. If you have an interest on serving on the board of NCMA, please contact Pam. We are always looking for members that want to participate.

I had the good fortune of being invited to speak at AMSA Convention in Houston this year. This was my first time attending. While I was not able to stay for the entire convention, I did get to hear a Steve Beck (motivational speaker) presentation. The main thing I took from this presentation was "if you have a great day every day, you will motivate every person to have a great day every day". So, since that day, when I get out of my vehicle every morning, I am cheerful and greet every employee in a cheerful and encouraging manner. I challenge you to do the same at your company! And if you ever get the chance to hear Steve Beck, make a point to go. He is fantastic!



Kathy Cox  
NCMA President  
Horne Moving  
Systems  
Goldsboro, NC  
[kcox@hornemoving.com](mailto:kcox@hornemoving.com)

Kathy Cox  
President

# Mickey Truck Bodies Introduces Mickey Fleet Services

**HIGH POINT, NC — APRIL 11, 2019** — For over 35 years Mickey Truck Bodies has provided high quality repair and refurbishing services for commercial fleets throughout the U.S.

"We continue to expand into all aspects of fleet services, including reconditions, repairs, upfits, overhauls and sales – no job is too large or too small, and no industry is outside of our experience and expertise," says Mike Tucker, Mickey Truck Bodies' President & CEO. "Now we are introducing Mickey Fleet Services - a one-stop fleet services company, under the Mickey Truck Bodies umbrella, dedicated to helping our customers keep their fleets on the road, looking great and making money."

Mickey Fleet Services operates company-owned Regional Centers in NC, IL, FL and NJ. The Centers are staffed by experienced technicians and mechanics. In addition to the company-owned Centers, Mickey has partnered with authorized repair facilities from coast to coast. Mickey Truck Bodies also owns and operates a 20,000-sq-ft liftgate installation plant with 15 bays at its manufacturing complex in High Point, NC.

"For 115 years, Mickey Truck Bodies has been the most trusted family brand in the truck body and trailer business. Now, with Mickey Fleet Services, customers can count on us for even more," says Tucker.



(Continued from page 1)

Lassiter won the Mover of the Year award in 1988 and Scott won it in 1997 and 2011 (the only two-time winner). Carter also won the prestigious James T. Dorman Distinguished Service Award in 1997 and Scott won it in 2001.

City Transfer has been a proud corporate partner of the City of High Point, Atlas Van Lines and the NC Movers Association. They are most deserving of this honor.





**MEMBER BENEFIT!** North Carolina Movers Association has partnered with Payscape to provide members discounted processing rates & world-class financial technology for its members, tailored specifically to the industries represented by North Carolina Movers Association. With a combined member base, Payscape can offer wholesale discounts to friends and members of the Association. How cool is that?

Please be on the lookout for emails coming directly from Payscape with more info on their products, eBook down loads, business tools and more!

This is an amazing opportunity to save! [Find out more>](#)

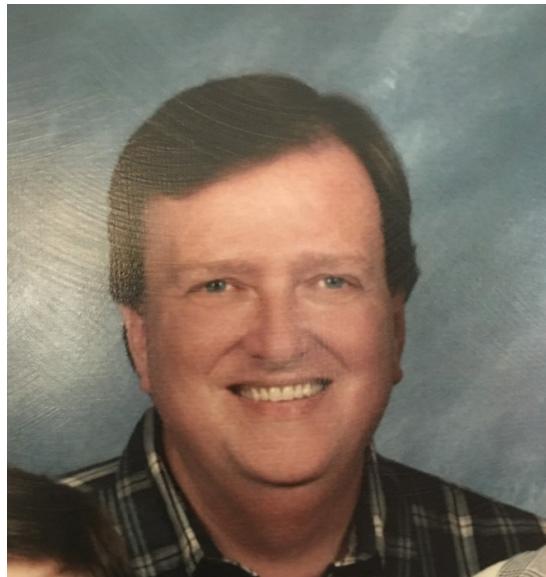
---

Don't forget to check out the **Members Only Section** of our website.

In addition to the all NCMA Updates and NC Utilities Commission, you can find the locations of members who have scales and other useful information. Minutes for all the Board minutes are posted there.

And introducing the NCMA College—the first article to help explain in greater detail of aspects of the moving has just been published on the Member Resources Page. **Storage in Your Warehouse**—explains exactly what it says—it explains how you treat Storage-in-Transit shipments and Permanent Storage shipments.

Can't remember the sign-up—Just e-mail us and we'll give it to you!



In Memory of Alan Burgin

11-20-53—4-6-19

Our deepest condolences to the Burgin family—Dru, Colt and Ryder. Alan was a long-time member of the NC Movers Association. He served on the Board of Directors and was an officer of the Association. He won the NCMA Mover of the Year Award in 2005. He also served as emcee of our convention for several years—and his “radio” voice was amazing! He always attended the conventions and his presence will be missed!

In addition to working at Sells Service, Alan was an avid musician and songwriter. He performed with his two brothers as the Burgin Brothers Band—a tradition that his two sons have carried on.

Our thoughts and prayers are with Dru, Colt and Ryder.

---

Gil Dunnagan of **Dunnagan's Moving and Storage** in **Wilmington** has decided to retire. Gil got into the moving business in 1971 and has been an active of the NC Movers Association. He served on the Board of Directors from 1996-2007 and was named NCMA Mover of the Year in 2000. Gil was a forceful chairman of the Legal Committee. We all hope Gil is enjoying a nice relaxing summer on the water.  
Congratulations Gil!



## CONVENTION 2019

We can just call this convention the “Do-Over” Convention. After our 2018 convention was so rudely cancelled by Hurricane Florence, we’re trying again for 2019! We have decided to keep the convention at the Holiday Inn Resort at Wrightsville Beach. **SAVE THE DATES—OCTOBER 10-12!** Packets will be going out later on this month so look for them in your in box.

The Convention Committee has been hard at work. We’ve got some fun things planned for Thursday night. We’ve got two great speakers lined up—Harvey Smith from Institute Success and Kevin Monaghan from the Intuitive Compensation Group. The two speakers will give you some innovative ideas on running your company. We will have the golf tournament and other fun events planned for you and the family.

So, mark your calendars—you know you’ll need the break at the beach after the busy season gets over!



UNDERSTANDING YOUR NEEDS.  
UNDERSTANDING YOU.<sup>®</sup>

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





## UCR Enforcement began April 1

The new UCR National Registration System is ready to handle registrations. UCR enforcement started on April 1st, the start of enforcement for the 2019 registration period. The 2019 fees were published in December in the Federal Register by the federal government; <https://plan.ucr.gov/>

Log on if you already have a password at [www.ucr.gov](http://www.ucr.gov)

**Kentucky Trailer**

**KENTUCKY TRAILER**  
Alternative Lender Company

**Kentucky Trailer's Louisville Service Center Has Moved to 3400 Robards Court, Louisville, KY**

**The professional's choice for custom trailers & truck bodies**

Map showing route from Interstate 64 (I-64) to 3400 Robards Ct, Louisville, KY. Key locations include:

- I-64 (West)
- I-65 (North)
- I-264 (South)
- Farmington Dr (West)
- Crittenden Dr (South)
- Preston Hwy (East)
- Porter Lane Rd (East)
- Newburn Rd (East)
- I-71 (North)
- I-64 (East)
- I-264 (North)
- KT (Kentucky Trailer Service Center)
- 3400 Robards Ct

**kytrailer.com**

**888-598-7245**

**Parts Service Reconditioning (502) 638-6080**

**3400 Robards Court**

Social media icons for YouTube and Facebook.

Before you make your next MOVE, talk to Mickey about keeping your trucks looking and working like new. Any truck. Any condition.



Body Work • Brake Repairs • Cargo Constraint Systems • Custom Shelving • Chassis Modifications • Decal Installation  
Fleet Painting • Liftgate Installation & Repair • Upfits • On-Site Estimates • Safety Inspections • Parts & Repair



Mid-Atlantic Center  
298 West Triad Blvd.  
Thomasville NC 27360  
Phone: 800-334-9061

Mickey Truck Bodies is the premier manufacturer of state-of-the-art delivery equipment and specially-engineered vehicles sold in over 50 countries for industries such as food & beverage, vending, battery, oil & natural gas, data storage, propane, medical & rescue, moving & storage, furniture. Mickey operates a total of 500,000 square feet of manufacturing space among 6 separate locations in North Carolina, Pennsylvania, Illinois, New Jersey and Florida.

Now SERVING THE  
EASTERN SEABOARD  
WITH NEW LOCATIONS IN:

**MANASSAS VIRGINIA  
AND  
NEWARK DELAWARE**

**UNITED  
BROKERAGE  
PACKAGING**  
A BOX FOR EVERY PURPOSE

# MOVING VAN

## PRE-OWNED CHASSIS FROM ARROW'S SELECT INVENTORY

- Professionally reconditioned chassis with new moving body
- Pre-built units year round
- Significant \$ savings over new chassis fleet addition
- 90 day confidence PLUS warranty included
- All major chassis brands available
- Extended warranties available
- Under or over CDL chassis available
- 18 US locations
- In-house financing available

*Founded in 1950, Arrow Truck Sales has followed the principle of commitment to Integrity, Quality, and Value.*

## BODY FEATURES BY US TRUCK BODY

- Body lengths up to 30' long, up to 108" Interior Height
- 96 or 102" OD widths
- Strongest peak in the industry, 48, 60 or 72" long models
- All swing doors have custom built DuraPlate panels and stainless steel bar lock hardware
- Fully finished domestic hardwood flooring to the highest Household Goods Standards
- Double slotted steel logistic post construction on 24" or optional 16" centers
- Paint / pre-painted panels / graphics installation available
- Skirting and locking underbody walk board carrier options
- Curbside 72" double doors, roadside 48" single doors
- Multiple choices for lining and roof options
- 040 or 050 optional aluminum panel construction
- Standard configuration or custom specifications built to order
- Heavy gauge stainless steel rear frame including easy transition rear sill
- Heavy duty cast aluminum front & rear corner castings
- Unique two-piece top roof rail adds strength and ease of repair if needed
- LED marker lights
- Superior front wall strength using 7 posts as standard
- All corrosion resistant hardware, stainless and/or aluminum fasteners
- Heavy duty asphalt based undercoating for superior seal and protection
- High quality domestic hardwood flooring, 1-1/8" as standard, 1-3/8" optional



For complete specifications and pricing, contact Don Mosely, The Mover Truck Guy.

## April is National Distracted Driving Awareness month. How should this impact moving companies?

The statistics are overwhelming – distracted driving:

- Accounts for 25% of all motor vehicle crash fatalities – 3196 fatal crashes in 2015
- Caused 391,000 injuries in 2015
- Kills an average of 9 people every day

What are the causes?

1. Visual tasks – checking navigation systems, radios, on-board systems, etc.
2. Manual tasks – taking hands off the wheel to pick up cell phones, drinks, directions
3. Cognitive tasks – causing a driver's mind and focus to wander away from the task of driving

Most of the publicity on distracted driving focuses on younger drivers using cell phones and reading or sending text messages while driving. A distracted driver in a passenger vehicle can certainly cause an accident with a truck. In 2016, almost everyone in America had a cell phone – probably more than 100% in 2019!

But what about all those distractions in the cabs of *your trucks*? Cell phones, dash-mounted tablets with GPS and dispatch information, electronic logging devices. Increased focus on your defensive driving training may help to avoid those other distracted drivers, but you really only have control about the actions of *your drivers*.

The frequency and the severity of commercial auto liability claims have been increasing for the past several years – could the increase in distracted driving be one of the principal causes?

What can you do? Include discussion of distracted driving in your safety meetings. Material is available from the NHTSA ([www.nhtsa.gov/risky-driving/distracted-driving](http://www.nhtsa.gov/risky-driving/distracted-driving)) to help spot the problem. As part of your safe driving program, insist that your drivers pull over to the side of the road if they need to make a call or check directions or only let non-drivers make calls. Even using hands-free devices can lead to cause #3 above – lack of focus on driving.

BE SAFE.

Courtesy of MOVE-PAK CONSULTING – [www.movepakconsulting.com](http://www.movepakconsulting.com) or 213-760-7444.

Thanks,  
*Carole Boettcher*  
Move-Pak Consulting  
213-760-7444  
[www.movepakconsulting.com](http://www.movepakconsulting.com)



## THE PROBLEMS WITH INSURANCE

There are numerous reasons why movers purchase insurance – because of the insurance requirements of national regulators, state regulators, and customers; because assets need to be protected in case of loss; because customers and employees need to be protected; and because it is the prudent business thing to do.

Insurance transfers the risk of financial loss from an individual entity to an insurance company --

- But does insurance cover all bad things that can happen? NO.
- Does insurance protect against bad business decisions? NOT ALWAYS.
- Can insurance protect against illegal or criminal acts by owners, managers or employees? In most cases, NO.
- Do insurance policies contain exclusions (things not covered) – both for causes of loss or damage and for the type of property lost or damaged? YES.

Without a clear understanding of what insurance *does* and *does not* cover, proper financial planning may not be in place. Insurance professionals should help their clients to provide a level of protection that the client can afford. There are always trade-offs – higher deductibles generally mean lower premiums – flood insurance may be available but is the high cost worth the possible risk of flooding.

And there are some things that are simply not insurable. Movers should not assume that everything is covered by their insurance. Failure to understand can lead to unrealistic expectations for claim settlements. To avoid these issues, have a thorough conversation with your insurance representative every year. Make sure you cover topics like --

- How much are the deductibles? Any changes from last year?
- Why did the premium change?
- What are the payment plan options?
- If vehicles or locations have been added in the past 4 months, are these changes on the renewal proposal?

Understanding is your best defense! To avoid problems or arguments, be prepared to understand your insurance coverage.

Courtesy of MOVE-PAK CONSULTING – [www.movepakconsulting.com](http://www.movepakconsulting.com) or 213-760-7444.

Thanks,  
*Carole Boettcher*  
Move-Pak Consulting  
213-760-7444



Thanks to all our sponsors who  
renewed their membership  
for 2019!



**Kentucky Trailer**

**ARROW**  
TRUCK SALES



Insurance | Risk Management | Consulting



**MILBURN**  
PRINTING

**MOVERS.Com**™



**VICTORY**  
PACKAGING



## JOIN THE NEWLY-FORMED INDEPENDENT & SMALL MOVERS COMMITTEE

The American Moving and Storage Association (AMSA) is excited to welcome the newly formed Independent & Small Movers Committee, whose goals are to help develop your business through education and networking, and provide independent and small movers a greater voice within AMSA. The committee looks forward to providing you with tools you need to help strengthen your company. To learn more or join this committee, contact [Samantha Ha](#). Join our [Facebook group](#) to engage with us on topics important to you and your business.

Can you believe that Ellis is already 1 1/2 years old!?!? Me either! (he's still not old enough to tell Grammy Pammy to stop)



**ADVANTAGE**  
Truck Center

One-stop Shopping  
for all your truck needs:

<b>Products</b>	<b>Services</b>
◆ Hino	◆ Sales
◆ Isuzu	◆ Leasing
◆ Volvo	◆ Rental

**HINO TRUCKS**    **ISUZU**    **VOLVO**

For details, contact:  
**Maynard Kline**  
Office: 704-597-0551  
Mobile: 704-351-8112  
Email: [mkline@advtrks.com](mailto:mkline@advtrks.com)   [www.advtrks.com](http://www.advtrks.com)





## NCMA / MARCH MONTHLY REPORT

### FOOD COLLECTED AND DELIVERED

#### MONTHLY

No donations this month!

#### YEAR TO DATE

290 lbs.  
242 meals

#### ALL TIME

795,958 lbs.  
663,298 meals

### TOP AGENT OF THE YEAR

1. A+ Moving and Storage – 290 lbs. = 242 meals



NCMA Annual Convention – October 10-12, 2019  
Holiday Inn Resort, Wrightsville Beach, NC



**facebook**

P O Box 61210  
Raleigh, NC 27661

phone: 800-325-2114  
mobile: 919-215-6112  
fax: 919-556-8520  
email: [pstanley@ncmovers.org](mailto:pstanley@ncmovers.org)

The mission of the North Carolina Movers Association is to provide guidance to our members concerning rates, tariffs, rules and regulations as prescribed by the NC Utilities Commission. Most importantly we provide support for our members and sponsors so they can supply quality service to the moving and consuming public.

LEA

## 2019 NCMA Calendar

9/14/19      NCMA Board of Directors

Doubletree

Greensboro, NC

10/10-12      NCMA Annual Convention

Holiday Inn Resort

Wilmington, NC