

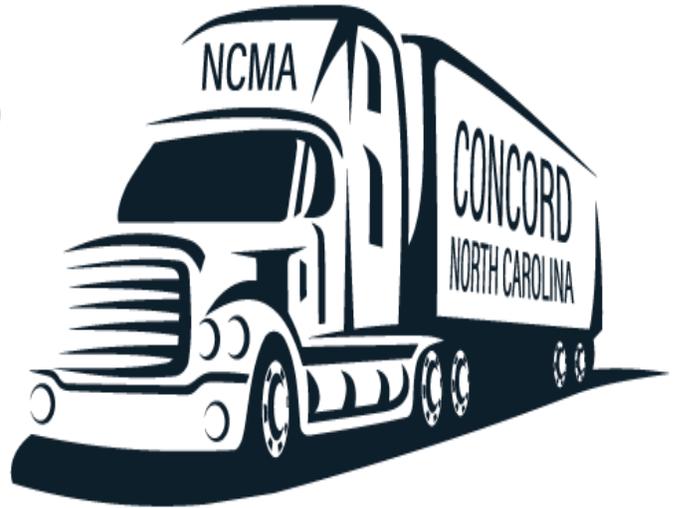
Tar Heel Van

FIRST QUARTER 2022

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MOVERS MOVING FORWARD OCTOBER 13-15, 2022



The 66th Annual Convention and Trade Show for the North Carolina Movers Association will be held October 13-15 at the Embassy Suites/Concord Golf Resort and Spa.

The Convention Committee is hard at work to make this convention a great one!

Look for more details as they come available.

You can get the Member Packet, Sponsor Packet, Golf Registration form and the Nomination Form for the NCMA Awards on our website, www.ncmovers.org. Just scroll down.

If you need more information, please contact the Association office!

NCMA Board of Directors

NCMA Board of Directors

President—Mike Mather, Mather Brothers Moving, Garner

Vice-President—David Rushing, All American Relocation, Charlotte

Secretary/Treasurer—Jeff Day, Acme Movers & Storage, Morehead City

2022 Directors:

Kristie Allen, Two Men and A Truck, Fayetteville

Dean Barrett, City Transfer & Storage, High Point

Todd Campbell, Two Men and A Truck of Asheville

Thomas Kiser, Jr., Patterson Storage Warehouse, Fayetteville

2023 Directors:

Lucky Anneheim, Make a Move, Charlotte

Travis Few, Few Moves, Wilmington

Tyler Space, Space to Space Moving, Greensboro

Michael Zlotnik, Carey Moving & Storage, Rock Hill, SC

2024 Directors:

Chris Barringer, Barringer Moving & Storage, Newton

Cliff Crabtree, Crabtree Family Moving, Raleigh

Nick Fincher, Stewart Moving & Storage, Fayetteville

Paula West, Covan World-Wide Moving, Fayetteville

Ex-Officio: Dru Burgin, Sells Service, Statesville



NCMA Board of Directors

Seated: Jeff Day, Acme Movers & Storage—Secretary/Treasurer; Travis Few, Few Moves; Chris Barringer, Barringer Moving and Storage; and Lucky Anneheim, Make a Move

Standing: David Rushing, All American Relocation—Vice-President; Thomas Kiser, Jr., Patterson Storage Warehouse; Paula West, Covan World-Wide Moving; Nick Fincher, Stewart Moving and Storage; Dru Burgin, Sells Service—Ex-Officio; Cliff Crabtree, Crabtree Family Moving & Storage; and Mike Mather, Mather Brothers Moving—President

Not Pictured: Kristie Allen, Two Men and Truck; Dean Barrett, City Transfer & Storage; Todd Campbell, Two Men and A Truck; Tyler Space, Space to Space Moving; Michael Zlotnik, Carey Moving & Storage

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 Zelienople, PA 16063
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Packing Material and Moving Equipment

VICTORY PACKAGING HIRES MICHAEL BOSTWICK



Victory Packaging recently hired Mike Bostwick from Belmont, NC. Mike will be handling the moving and storage business for Victory. Mike has spent significant time in the environmental and uniform industry in a service/sales capacity. He enjoys playing guitar and listening to all genres of music. Mike is married and has three children and five grandchildren. His family enjoys boating, hiking, sports and traveling.

You can reach Mike at mbostwick@victorypackaging.com

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The Other Side of the Coin



Because some people are negative and like to complain rather than do, it is always easier to whine about the world and be a critic than to muster the courage to do something proactive. Nonetheless, what you can do is see the other side of the coin: THE POSITIVE SIDE. Spring resonates with many people who see Spring as a chance for a fresh start. With increased physical energy comes increased mental energy and anticipation for change and growth. Symbolically and literally, Spring is a great time to reinvent yourself! Here are three ways to help you flip the coin to ensure you start your Spring with a fresh start.



Stop Worrying

Worry becomes like an old trusted friend talking about viruses, wars, climate disasters, and economic collapse. When some people don't know what to rely on, they lean back on negativity and anxiety. Negative people survive on worry, which is a very unhealthy diet. There are plenty of things you can upset yourself about and focus on. However, focusing on them can become a nasty habit you can't kick. Unfortunately, it's a habit that our media and politicians are more than happy to keep encouraging. Life is too short to worry about stupid things. Don't let people bring you down. Our fatigue is often caused not by work but by worry, frustration, and resentment.

(Continued from page 7)

Just Say “No” to Drama

Some people are addicted to drama. The trauma and tragedy draw their attention and keep it until it becomes a kind of addiction. Naturally, we'll remember and want to tell people about drama or awful things we experienced or heard about because it's noteworthy. But in far too many cases, we can turn into a sort of disaster tourist, subconsciously thriving off the bad things that happen. The best way to react sometimes is with no reaction. Walk away from anything that gives you bad vibes.

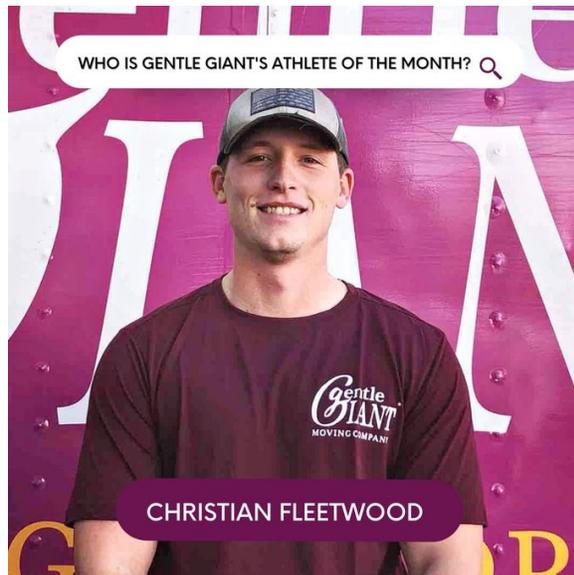
Take Social Media with a Grain of Salt

There's no doubt that one of the main reasons people are so negative is social media. Seeing all the rumors and drama online is enough to drive anyone into toxic gossip and a fixation spiral. Social media can stress out a negative person who views things in extremes, assuming that others enjoy life more than they do.

Minimize the impact of social media by only sharing inclusive and supportive messages rather than controversial or provocative content. Don't use social media to impress people; use it to impact people positively. Just like a coin, we all have two sides. Stop the negativity! Choose the other side of the coin.

Christian Fleetwood of Charlotte Gentle Giant Named Athlete of the Month

We are excited to announce that Christian Fleetwood from our Charlotte office is Gentle Giant's Athlete of the Month for February! Christian is an amateur golfer, who has been pursuing professional golf by playing in multiple pro tournaments since graduating from Chowan University in 2018. Christian was introduced to the sport by his father at the age of 5, and played throughout high school and college, helping his college team to win 2 conference championships. Without any sponsorships, Christian is currently funding his golf career by working at Gentle Giant, practicing outside of work and saving to cover the costs of travel and tournament fees.



At work, Christian is currently in the final steps of the crew chief certification process. As he's continued to grow in his role at GG, he's noticed a lot of overlap between the lessons learned and applied on the golf course and on the trucks. In both disciplines, he's learning to stay focused in the moment, to take his time and appreciate the small steps that lead to big-picture success. We are inspired by Christian's dedication to excellence in work and in golf, and happy to see him applying his learning experiences from one field to the other.

Thank you all, and congratulations Christian!



MOVING SCAMS ARE ON THE RISE

If you hire the wrong moving company, you are at risk of your property being held for ransom, damaged, dumped or stolen; the company might not show up on moving day.

Before you hire a mover if you see any of these red flags, you are in a position where you can - and should - bail out.

1. **▶** Quotes that have not been verified using a visual inspection of the goods, either in person or virtually.
2. **▶** Confusing words or too many conditions for moving in initial quotes.
3. **▶** Street address for the company should be on their website, paperwork and correspondence, and should be an office address.
4. **▶** Movers who demand wire money via electronic/digital transfers, cash or a large deposit before the move.
5. **▶** A very large number of 5-star, online, positive reviews, potentially indicating friends and employees have provided the reviews or the review service was purchased.

The best way to avoid moving nightmares is to research your mover before hiring them. Contact the North Carolina Movers Association to find out about the mover you want to hire.



www.ncmovers.org 800-325-2114



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Neil Nepiarsky



Kasey Marvin

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As you will experience at New Haven, customer service is not simply a slogan but is at the heart of who we are. Many of our salespeople and managers have been in the industry for decades and know first hand the challenges and unique needs of professional movers. When you call us or enter our New Haven locations, you can count on expert support, customized solutions, prompt & friendly service, fast turn-around and prompt deliveries. You matter to us, and so does your time. Since 1911, we have been putting our customers first.



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To contact or visit our Greenville Distribution Center for outstanding service

Kasey Marvin
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 (864) 485-6800
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 Duncan, South Carolina. 29334

To call or contact our Sales Manager,
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 NeilNepiarsky@newhaven-usa.com
 (864) 804-7967



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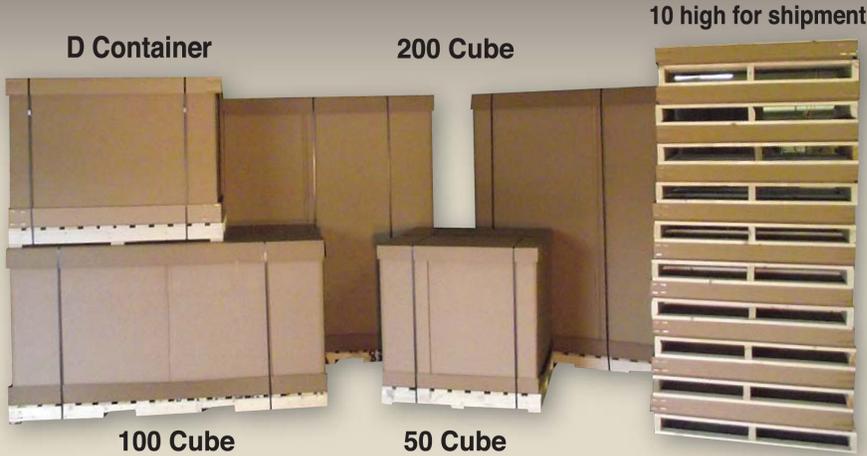
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- Set up / knock down in minutes
- Easily stores flat
- Stack-able
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- Splinter free (splinters are the biggest worker comp issue associated with wood liftvans.)

MULTI PICTURE-CRATE



Strong and excellent in absorbing vibration and shock. no assembly is required, and is made to be reusable for at least one season; making this crate ideal for the transport of pictures and mirrors.

Eliminate wood and save packing time with the re-usable MP40 Crate.

- Standard sizes: 48" x 24" x 40"
- Rapidly pack picture frames, glass, marble table tops.
- Center dividers slide out for wider space for plasma TVs
- Custom sizes are available
- Sample upon request

The MP40 is designed to stack 2 high or side by side for easy truck storage. MP40 is built w/durable bottom tray and any crate component can be replaced for optimal durability.



- Patented armor fiberboard-corr sidewalls for high-impact and stacking strength.
- Side impact protection
- Full tip-over protection
- Fast to pack - Fast to unpack.
- Distribution centers across the US and Europe

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PleatWrap Furniture wrap
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PleatWrap is a durable for furniture wrapping. It has thick outer layers for outstanding corner protection with an inner pleated paper layer creating a thick all-paper barrier of protection. PleatWrap is flexible, adheres to tape well, and is easy to use.

Inflation is on the rise: Will the other shoe fall?

The U.S. Bureau of Labor Statistics recently released its most-updated data regarding inflation and spending trends in the U.S. The numbers are historically bad. The rate of inflation has hit a 40-year high. Across the nation, people are reeling as inflation continues to climb. The consumer price index, which measures the cost of dozens of items used by Americans each day, was up a startling 7.5 percent year over year. The trend continues in 2022 with an additional rise in January of 0.06 percent. This is unsustainable inflation.

Rising inflation naturally hits lower and middle-income families the hardest. People on a fixed income, like senior citizens, are especially vulnerable. For example, shelter costs, which represent close to one-third of all costs measured in the data, were up 4.1 percent last year. That pace marks the fastest spike in 15 years. Many people are feeling the burn from the high inflation hikes. A recent economic analysis showed that the average US household is spending \$276.00/month more due to inflation. According to Ryan Sweet, a senior economist at Moody Analytics—"that's a big burden." Mr. Sweet compiled his data by comparing what the average household spent under 7.5% inflation versus the amount it would have spent when inflation was 2.1%, the average difference in 2018 and 2019.

According to Dan Siracusa President of Siracusa Moving and Storage, "it is a bit like the wild-wild west right now as the pricing for materials has really spiked -particularly as it pertains to the plastics for products like shrink wrap and tape where costs have risen some 20 percent in the last 60 days...if you can even get the product".

Dan went on to say, "movers that have a high concentration of national accounts are being hurt badly now if they are not able to negotiate price increases to their existing contracts with corporations or relocation management companies."

According to Eric Scorzelli of Victory Packaging, a leading packaging supplier to the industry, "Virtually all products have had an increase in 2021. Early in 2021, there was a paper shortage, and now this seems to be partially recovering. As it pertains to plastics, like stretch film and tape, as a distributor Victory used to be able to work off a very predictable lead times of 4-weeks to manage inventory...now this is closer to 4 months. At this point, Victory has been pro-active to address these supply chain delays cutting out shortages. We have been pre-building our inventory by buying much more than in the past and warehousing this inventory. We now have over 5 million square feet of warehousing space, plus we are partnering with movers in certain markets for additional warehousing space. Pricing will continue to go up, there is no doubt due to the rising costs of fuel, labor, and transportations costs."

According to Ted Edwards of Movers Supply House, a leading supplier of new and used trucks to the industry, "I have been in the industry 35 years, and I have never seen such a challenging time. If you placed an order for a truck today, you might receive delivery in September or October. In the past, you could place an order today- and have the truck in time for the moving season. They now have no trucks available. The 4 major chassis manufacturers are International, Freightliner, Hino, and Mack and it is very difficult to get a chassis. Many of these firms have cut the allocations (the number of truck bodies they will provide) in 2022 by 40 percent due to supply chain issues. There is massive

(Continued on page 14)

(Continued from page 13)

demand- if someone is not making money now, they are doing something wrong.”

Conclusions:

- The pandemic has clearly revealed the weakness associated with our global supply chains and many industries are still trying to catch up.
- Inflation is going to continue and will be extremely challenging for many American families and businesses...keep your powder dry!

Jim Walsh

President

Relo Solutions Group (A leading Crating and Relocation Support Services Firm)

jim@relosolutionsgroup.com

844 210-1999

All American Relocation/Charlotte, NC won Mayflower Transit’s Customer Choice Award. Joe Coffman accepted the award at the Learning Conference in March 2022 in St. Louise, MO.

Congratulate the Charlotte division relocations teams on their exception customer service efforts—and David Rushing and Frank Broshnahan, RIM.



The United Brokerage Liftvan, has outstanding characteristics for ease of use, reusability, and water resilience. It is designed to meet overseas shipping requirements.

- This Liftvan reduces approximately 50% of the vibration as compared to wood.
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- The Liftvan is recyclable.
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- Splinter free (splinters are the biggest worker comp issue associated with wood liftvans.)
- Weighs 160Lbs. (200Lbs. less weight compared to wood)



North Carolina Public Staff Transportation Rates Division



The Public Staff represents the interests of consumers with public utilities regulated by the NC Utilities Commission.



The Transportation Rates Division monitors and regulates household goods carriers (moving companies), as well as privately owned and operated buses & ferries.

The Public Staff of the NC Utilities Commission is now on Twitter. Follow them at NCPUBLICSTAFF. They've got some good information that you can share. They are also posting fuel surcharge updates. And they retweeted our video about illegals!



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Bekins Moving Solutions, Inc., awarded Agent of the Year Bekins Van Lines agent among best in moving industry

INDIANAPOLIS – Bekins Moving Solutions, Inc., was awarded Bekins Van Lines Agent of the Year Thursday night at Bekins' third annual Van Line Summit & Awards Gala. The award is given to the top interstate agent for Bekins Van Lines that exemplifies putting customers first and the characteristics of quality, professionalism, empathy for customers, fellow agents, drivers and van line employees.

Bekins Moving Solutions, Inc., has been a Bekins agent since 1997. Headquartered in Lakewood Ranch, Fla., the agency group has 14 locations in the U.S., serving major markets in Arizona, California, Florida, Nevada, North Carolina, Pennsylvania and Virginia.

More than 40 years ago, agency owner David Caruso took over his family business, which consisted of a single location in Wilkes-Barre, Pa., and through the years grew the company by acquiring other moving and storage companies to make Bekins Moving Solutions, Inc., the international transportation company it is today.

President Scott Harvey shares Caruso's entrepreneurial spirit, pushing his workforce to do more, better, but always with an eye on providing excellent customer service.

"We're talking about an agent that represents the Bekins brand proudly and enthusiastically," said Mark Kirschner, CEO of Bekins Van Lines. "We're proud to call our longtime partner, Bekins Moving Solutions, Inc., our 2021 agent of the year."

Bekins Moving Solutions, Inc., earned the Agent of the Month distinction in November 2021.

Other recent awards include the 2021 Platinum Hauling award and the 2021 Platinum Sales award. In addition, 7 of the agency's salespeople earned their individual places in the 2021 Achievers Club; 1 of the group's salespeople reached the 2021 Leaders Club; and 2 representatives of the company achieved the highest individual sales ranking for the network, earning their places in the 2021 Presidents Club.

The Bekins Moving Solutions, Inc., team can be reached at any of its 14 locations and online at www.mybekins.com:

Arizona

o 3901 W. Buckeye Rd, Phoenix, AZ 85009; (602) 443-2850

o 4101 E. Columbia St, Tucson, AZ 85714; (520) 790-4601

California

(Continued on page 20)

- o 20525 Nordhoff #58, Chatsworth, CA 91311; (818) 407-9900
- o 2025 Gillespie Way, El Cajon, CA 92020; (619) 873-1040
- o 5481 Brisa St., Livermore, CA 94550; (925) 373-0512
- o 12610 Shoemaker Ave., Santa Fe Springs, CA 90670; (562) 356-9460

Florida

- o 7357 Merchant Ct, Lakewood Ranch, FL 34240; (941) 584-9070
- o 2481 Principal Row, Orlando, FL 32837; (407) 635-8591

Nevada

- o 4210 Sobb Ave., Las Vegas, NV 89118; (702) 798-5561

North Carolina

- o 106 B US Hwy 117 South, Goldsboro, NC 27530; (919) 432-3000

Pennsylvania

- o 4 Cave Hill Rd., Carlisle, PA 17013; (717) 249-9933
- o 125 Stewart Rd., Wilkes-Barre, PA 18706; (570) 821-6112
- o 3813 Cook Blvd, Ste 104, Chesapeake, VA 23323; (757) 466-9351
- o 15111 Farm Creek Dr., Woodbridge, VA 22191; (703) 491-1512

American Moving and Hauling

[American Moving and Hauling](#) is a North Carolina-based company and was founded by Amy Cushman, businesswoman and mom of five.

According to [Forsyth Woman](#) magazine, "While managing a storage facility, Amy Cushman recognized the need for a dependable moving service for people moving in or out of their storage unit. Now, more than 11 years later, American Moving and Hauling is a full-service moving company."

"In a male-dominated business, many clients are surprised to learn that American Moving and Hauling is owned and operated by a woman. 'It can be difficult, however, it is also very rewarding,' said Cushman. 'For example, many people choose us for that very reason. They are surprised and impressed, and with an 80% woman customer base, it really shows how women support other women!'"

<https://www.mymove.com/moving/10-women-owned-moving-companies-to-use-for-your-next-move/>

City Transfer installs Sculpture for High Point

City Transfer and Storage helped with the installation of a new sculpture for the greenway in High Point near the Southside Recreation Center.

Below is the artist, Charles Foster, providing guidance on the placement of his sculpture "Smith" to Justin, Carter and Kris Lassiter of City Transfer and Storage. Foster donated the sculpture to the city of High Point.

Justin, Carter and Kris are fourth generation movers!



Latest newsletters from the International Association of Movers can be found here:

<https://bit.ly/3dubAQ4>

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FMCSA Post-Accident Drug & Alcohol Testing Requirements

Federal Motor Carrier Safety Regulations define a reportable “crash” and “accident” as an occurrence involving a commercial motor vehicle (CMV) in interstate or intrastate commerce in which:

- A vehicle was towed from the scene; or
- A fatality occurred; or
- A person was injured and required immediate medical treatment away from the crash scene.

Testing Requirements

After an applicable accident occurs involving a CMV (operating on a public road in commerce), each employer must test for alcohol and drugs for each of the surviving drivers. Carriers must have a valid reason if tests were not conducted within the required time limits. In addition, carriers must document any information related to why the test(s) were not conducted.

The following flow chart and table are quick references for determining when post-accident tests are required.

Occurrence	
Fatality Accident	Always test for drugs and alcohol.
Bodily Injury Accident	If a driver is issued a citation within 8 hours of the occurrence, an alcohol test is required. Alcohol tests should be completed within 2 hours but cannot exceed 8 hours from the time of the event.
Tow-Away Accident	If a driver is issued a citation within 32 hours of the occurrence, a drug test is required. Drug tests should be completed as soon as possible but cannot exceed 32 hours from the time of the event.

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If the testing cannot happen within the required time, the supervisor must document the reasons. Any employee required to be tested but needs medical assistance, must get the needed medical assistance first. A driver who is subject to post-accident testing shall remain readily available for such testing or may be deemed by the employer to have refused to submit to testing.

If you have questions or would like additional information, please reach out to your local HUB Risk Consultant to get the conversation started.

Additional Resources

See [49 CFR 382.303\(a\)](#) for alcohol tests and [49 CFR 382.303\(b\)](#) for controlled substance tests.



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Ellis at 4 1/2!

NCMA Public Service Announcement

The NCMA has issued our first ever Public Service Announcement to warn the public about the pitfalls of using illegal movers. Feel free to show this to your customers or add it to your website!

The video is on the home page of our website. Commissioner Floyd McKissick, Jr. introduces the video. It is also available on YouTube: <https://www.youtube.com/watch?v=cLTPhWj9kz0>

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Thanks to all our Associate Members!



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2022 NCMA Calendar

May 18—MRT Training Seminar, Concord, NC

September 14—NCMA Board of Directors

University Club, Raleigh, NC

October 13-15—66th Annual Convention and
Trade Show, Concord NC



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.