



We've done it again...

CAM has created an excellent conference for this November as a follow up to last years most successful meeting to date!

Members attend to connect and learn from others to grow their business. What better way than to hobnob, meet new people, and expand your network from coast, to coast, to coast?



But members also come to learn ...

The best part of the CAM conference is KNOWLEDGE; and you will find a lot of current information on hot topics that will align with your specific interests and needs in our industry and your business. Whether it's ideas on how to counter the never-ending labour crisis, Canada's economic outlook and what you need to be prepared to handle, what's in store for trucking when it comes to meeting government

sustainability goals, or useful information just to run your company, CAM has assembled a group of fantastic speakers to keep you engaged.

What's with our Economy?

with Ryan Nobbs, BMO Nesbitt Burns

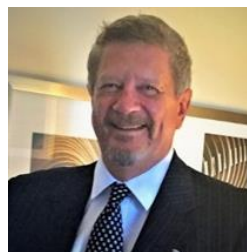


Our nation, our businesses, and us, as individuals, have experienced some very cloudy days, with intermittent sunshine these past few years when it comes to the

economy. Is the forecast going to improve in 2024 and beyond? Join Ottawa's Ryan Nobbs, as he helps us under-stand what's in store for us and how to prepare for our future.

Distance = Discount

with Larry Kruger, Customized Moving



When we distance ourselves from the customer our only differentiator is a discount. The only way to grow in an intangible service industry, like moving, is through sales

and marketing and we seem to be drifting away from that discipline. This will be a fun, rant-filled romp, on how the moving industry arrived at this point and a common-sense approach to how to capitalize on the massive opportunities in front of us. Whether you are a one-truck start-up, a seasoned firm that needs to refocus, or if you are riding a wave of success, this will hopefully resonate and help you focus your sales and marketing efforts.

Start with Trust - the 5 top BBB complaints about movers and how to rectify that.

with Mary O'Sullivan-Andersen, BBB Calgary



While moving services no longer show up in the BBB's Top 10 Scams list, moving does still reside on their top 10 complaints list. Mary will walk us through some of the common

complaints about movers and some suggestions on how to easily rectify the situation.

If it wasn't for the people, this job would be easy!

with Tim Brennan, First Fit Technologies



Your people are your business. They provide the customer experience and represent your brand. The trucks and equipment get the stuff from point A to Point B, while you people are

what the customers will remember and refer to others. In our session, we are going to show you how to be deliberate about your brand and the people who represent it and wear your logo on their shirts by measuring what matters in your hiring decisions. Learn about three game-changing ideas that will revolutionize the way you look at your people and the impact they have on your bottom-line results. Discover why fit is the number one predictor of success in a role, how to hire more top performers, and how to look in the right places.

Can this be sustained?

with John G. Smith, trucknews.com



Regulators continue to tighten the squeeze on truck emissions, leading to an increasing focus on options including battery-electric vehicles, hydrogen fuel cells, renewable natural gas,

and more. But exactly where will the individual options fit, what are the benefits, and what related challenges are on the horizon? Join us for this presentation by one of the leading authorities in Canada's trucking industry, as he discusses the trends, timelines, and best practices that apply where the rubber meets the road.

Trending labour issues: work-life balance, flex hours, Canada's labour code, and much more!

with Craig Faucette, Trucking HR Canada



Join Craig as he updates us on current labour market information, HR trends in the transportation industry, what's new with Canada's labour code, as well as the fairly extensive

programs and grants available to movers to help them fill their vacancies.

Now it's your turn...

Back by popular demand – a members' only exclusive!

The moving industry has evolved, especially over the last four years. Everyone's needs are altered and not necessarily being met. CAM wants to hear from you and your thoughts about various subjects.



But wait! There's more!



CAM Awards Banquet

Tue., November 14th, Ottawa Marriott Hotel

For 23 years CAM has been recognizing excellence in the moving industry. Whether it's a long-time high-profile employee, someone behind the scenes who has dedicated their work-life to the betterment of the industry, or a moving company that has gone beyond the call of duty to help their community, CAM wants to acknowledge people who should be recognized for their work to improve the moving industry.

There are several categories of awards.

Mover of the Year recognizing a prominent CAM mover member who demonstrates outstanding corporate citizenship and customer service excellence. The mover can either be an agent of a van line or an independent.

Distinguished Service honouring a prominent member of the profession with a long, exceptional history of contributions to the moving industry.

Industry Leadership recognizes an individual who demonstrates leadership and serves as an inspiration to others.

Influencer celebrating a promising 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.

Innovator recognizing real innovations and/or significant breakthroughs in the industry and may be presented to an individual, company or team.

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

Deadline for 2023 nominations is September 29th.

CAMs Awards Committee reviews all nominations and selects the deserving recipients each year. Not every category is automatically awarded each year. For more information and to access the nomination forms, visit <https://mover.net/about/awards>.

Entertainment will follow the presentation of the awards for some added fun.



November 11th Pre-Conference

If you've always wanted to go to Ottawa for national ceremonies commemorating Remembrance Day, now's your opportunity. Come in Friday night and join us at the National War Memorial on Saturday morning. It is an experience like no other. We'll plan an optional social activity for that evening as well.

Trade Show

CAM wouldn't be anything without our suppliers! A conference long trade show will provide you with ample time to meet your suppliers, learn about new products and services, and negotiate favourable pricing.

Hotel Reservations

The hotel is offering a special room rate of \$175 CAD per night. If you are interested in coming in early for the National Remembrance Day ceremony on Saturday, November 11th at 11:00 am (ET), the Marriott is extending the \$175 rate from Friday, November 10th (limited number available, so book early).

[Click here](#) to book your room for the conference.
Last day to book a room: Fri., October 13, 2023

Early Bird Draw

Are you a CAM mover member? Register by August 31, 2023 to win one of three pairs of box seat tickets for the Ottawa Senators/Calgary Flames game on Saturday, November 11th in Ottawa (value \$715), courtesy of Déménagement Outaouais and Royal Moving.

Ready to Register?

While everything else is going up in cost, our rates have not increased in 5 years!

- Full Conference - 1st Attendee Registration from Company \$650
- Full Conference - Additional Attendees from Same Company \$550
- Full Conference - 1st Time Mover Attendee \$475
- Sunday Night Welcome Reception - Extra Tickets Only \$40

To register or get complete conference information
(including schedule, sessions & speaker update, and exhibitor & sponsor information)

[click here](#)

or visit

<https://site.phedloop.com/event/CAM2023/home>

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