

Tar Heel Van



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SECOND QUARTER 2024



**68th Annual Convention
And Trade Show
October 24-26
ALoft Wilmington**

NCMA Board of Directors

NCMA Board of Directors

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From the President

I hope this letter finds you well and enjoying the beginning of the summer season! June is here, and what a glorious spring it was—thankfully, longer than in some years. I hope you had the chance to enjoy some golf or your favorite leisure activities. But now, the heat is on! Peak season is upon us, bringing both the excitement of abundant opportunities and the inevitable anxiety of not only getting the job done but getting it done right. I wish you all a season filled with success and growth.

Throughout this busy period, the NCMA is here to support you. We understand how challenging it is to balance your business demands with maintaining a semblance of work-life balance. While we won't be knocking on your door too often over the next few months, please don't hesitate to reach out to Pam, myself, or any board member if you need anything.

We recently held an MRT Training class on April 25 in Concord, and it was a great success. Our next class is scheduled for July 11 in New Bern at Craven Community College. Please keep an eye out for further details. These classes are crucial for continuing education in our industry.

Additionally, we are including a buy/sell communication section within this newsletter. If you have anything you would like to share in this format, please send it to Pam in advance of the next issue of the Tarheel Van.

Please remember our annual convention coming up in October. We will have our Cornhole and Golf tournaments as usual, along with interesting topics and speakers. Most importantly, we will celebrate our Scholarship winners and come together as an association to share our successes and discuss ways to improve our businesses. Mark your calendars for October 26-28 in Wilmington!

Once again, I wish you and your teams all the best for this summer season. Make the most of all your opportunities, communicate effectively with your customers and teammates, and above all, stay safe. God bless.

Sincerely,

David Rushing



David Rushing

NCMA President

Vice-President & General
Manager

All American Relocation

Charlotte, NC

drushing@aarelocation.com

704-927-0310

and above all, stay safe.

68th Annual Convention and Trade Show

We are Rolling Down the Riverfront again this year for our 68th annual convention. Attached please find information about our upcoming Convention and Trade Show. It will be held October 24-26 at the ALoft Wilmington at Coastline Center - we're back on the Riverwalk in downtown Wilmington.

The Convention Committee is already hard at work on this year's convention. Our featured speaker is going to be Peter Agiovlassis, who will be speaking on Bridging the Gap: Unlocking the Power of Collaboration Between the Generations. Other speakers include Ben Greenburg, President and CEO of the NC Trucking Association, Dan Bradley, Vice President of Government and Military Relations for the International Association of Movers and Krishna Rajeev, Director of the Transportation Rates Division of the Public Staff of the NC Utilities Commission.

I have finally found a golf tournament that will give us a SHOTGUN START!!! I know that has all the golfers excited. Olde Point Country Club is going to be a great location

We are also partnering with Move for Hunger. We will be assembling meal bags that will be donated to the local Food Bank. Donations to the cause would be greatly appreciated. Read more about this event later on in this issue.

We will also be holding our fifth annual Tony Harris Memorial Cornhole Tournament on Thursday evening. This year, we are allowing you to pre-register and sign up your team. If you don't have a team, don't worry – we'll partner you up with someone. You can avoid running around looking for a partner. Cost is \$10 per person.



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SmartMoving Introduces North Carolina State-Compliant Digital Documents

North Carolina Movers Can Now Streamline Their Entire Business Starting with State-Approved Digital Documents for Hourly and Intrastate Moves

Great news, North Carolina movers! We are thrilled to announce the launch of our state-compliant digital documents for hourly and intrastate moves. As the only moving software provider with a digital documents feature vetted by the North Carolina Public Staff, this launch marks our commitment to helping moving companies in North Carolina streamline their operations and achieve greater profitability.

Obstacles to Efficiency

Documentation regulations can be a headache for North Carolina movers. Movers must comply with stringent requirements set by the NCUC, including specific formatting and content criteria for Bills of Lading (BOLs). This often forces movers to use time-consuming, paper-driven processes. The absence of digital documentation is a major obstacle to streamlining operations for many North Carolina moving companies, and we're here to change that.

Streamline Operations with Digital Documents

No more labor-intensive paperwork. With SmartMoving, you're on the fast track to become an authorized user of electronic bills of lading to streamline your operations. Our solution automatically generates digital job estimates and state-compliant bills of lading that meet NCUC's rigorous criteria. On top of that, simplify processes even further with digital signatures to obtain customer approvals. SmartMoving is setting the bar for state-compliant documentation.

Create Accurate Estimates—Fast

Creating accurate estimates has never been easier. Combine the power of digital documents with SmartMoving's flexible auto-price engine to generate accurate estimates with ease. Create your base settings once—such as minimum job hours, state-regulated max rates, crew base rates, and truck fees—then let SmartMoving handle the rest. Hourly, intrastate, and long-distance moves are calculated accurately and efficiently—so estimates go out in minutes, not hours.

Run Your Entire Business from One Place

Say goodbye to juggling multiple tools and systems. With SmartMoving, you can run your entire moving business from one place. Our comprehensive platform centralizes everything, from sales and operations to crew management, storage management, accounting, and reporting. By simplifying and consolidating these essential functions, SmartMoving empowers you to build a more profitable and efficient business. Don't just take our word for it—join the ranks of top moving companies who trust SmartMoving to power their operations.

Ready to take your moving business to the next level? Reach out now and be a part of the thriving community of successful moving companies that use SmartMoving to streamline operations and boost profits . [Schedule a demo today.](#)

SmartMoving will be holding a webinar on July 18 at noon to demonstrate their new digital NC documents.

Here's the registration form: https://us02web.zoom.us/webinar/register/WN_6SswLIHESR2VP8h0ObA4Dw#/registration

North Carolina
state-compliant
digital documents
are here!

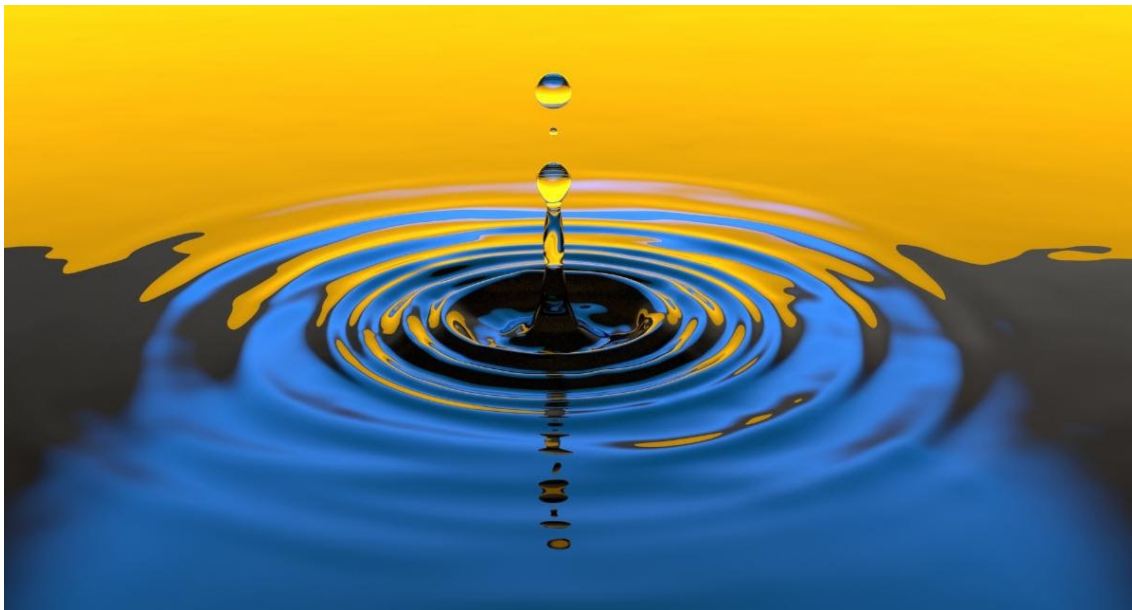
SmartMoving

The image shows a tablet displaying a digital form titled "UNIFORM HOUSEHOLD GOODS BILL OF LADING". The form includes various fields for mover information, customer information, and a detailed list of items being moved, with columns for quantity, weight, and value. The background of the advertisement is blue and white with geometric shapes.

Create A Ripple

By Steve Gilliland

Each of us creates, often without our conscious intent or knowledge, circles of influence that may affect others for years, even generations. That is, the effect we have on other people is, in turn, passed on to others, much as the ripples in a pond go on and on until they're no longer visible. Creating a ripple is leaving behind something from your life experience — some trait, some piece of wisdom, guidance, virtue, or comfort — that passes onto others, known or unknown. When you create a ripple, people continue to exist through your impact on others. Everyone has the potential to affect others for years, decades, and even centuries after departing this earth by creating a ripple.



Simply put, creating a ripple is what you leave behind — your legacy. It's how people remember you, your impact on their lives, and the ripple effect of your actions through time. Think of it as your life's highlight reel that keeps playing even after the game ends. In its broader sense, a legacy is like an indelible footprint we leave on the sands of time. It's not just a matter of what we've accomplished, but how we've influenced others and shaped the world around us.

Many people assume that a person's capacity to influence is due to their confidence, intellect, and charisma. They deem a person of influence as someone with a powerful title or flourishing bank account. We all have this

(Continued on page 9)

(Continued from page 8)

ability; however, most individuals believe that influence is an inherited talent. Creating a ripple (influencing people) doesn't just happen. It is intentional.

Part of being intentional is getting to know the people around you. This starts at home with your family. Pay attention to what they care about. Be genuine and empathetic. Influence is a product of trust. One way to establish trust is to promise something and then deliver on that promise. This needs to be ongoing — not just when you need or want something. Take time to understand where others are coming from and discover what's important to them. When you make them feel valued, your level of influence increases, and people are more open to what you say.

The best way to influence others is through your example. To influence people positively, be authentic. Uncover what makes you unique to start positively impacting others rather than be a carbon copy of someone else's version of authenticity. For example, if you have a distinctive take on an issue, live up to and honor that. People appreciate individuals whose persona matches their values. When someone professes to be one way but lives contrary to that, it signals they are confused, untrustworthy, and thereby inauthentic. None of these combinations bodes well for a positive influence on others.

When you look beyond the headlines describing any individual accomplishment, you will find someone who created the ripple (conditions) for that person's success. When you make a difference in someone's life, you impact not only that person but everyone who is influenced by them throughout their lifetime by *creating a ripple*.

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MOVING & STORAGE

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- **Top:** 9mm (3/8) plywood, framed using 1 x 4 LVL with bump strips
- **Base:** Two pieces of 15mm (5/8) plywood, framed using 2 x 4 LVL extra-wide strips

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- 74 vaults per container (runners unattached; easy assembly with supplied rig)
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- Contact our sales team for pricing

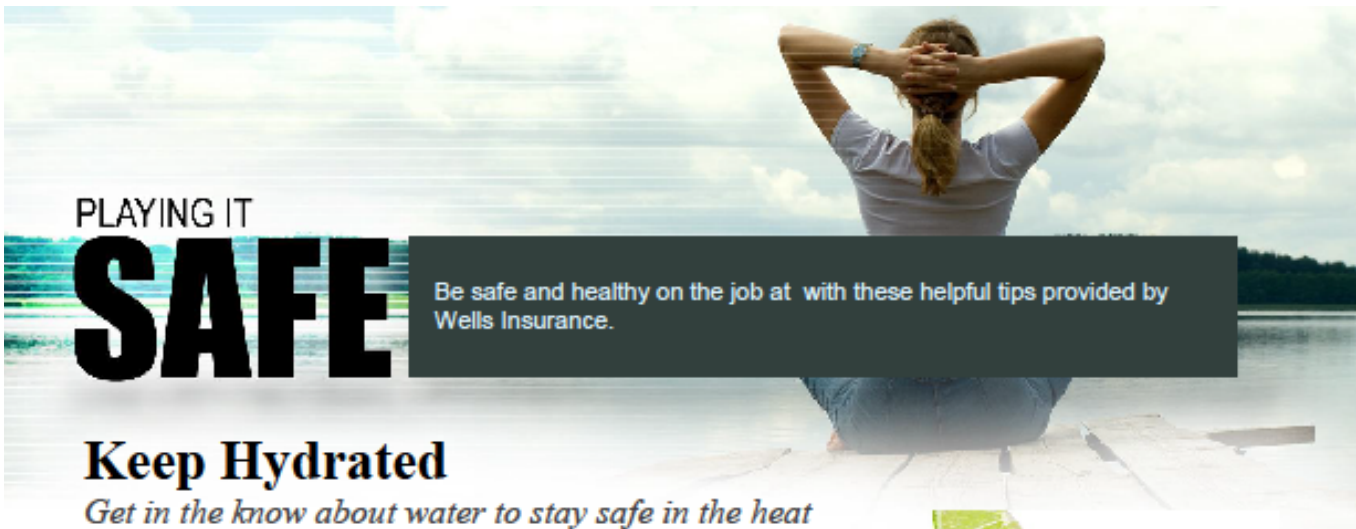
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PLAYING IT SAFE

Be safe and healthy on the job at with these helpful tips provided by Wells Insurance.

Keep Hydrated

Get in the know about water to stay safe in the heat

In the simplest terms, dehydration occurs when you lose more water than you take in. Staying hydrated is important to keep all your body functions running smoothly. Because you often work outdoors or in warm environments, you'll want to take extra precautions to stay hydrated as summer heats up.

Losing Water

On average, adults lose almost 10 cups of water a day simply by sweating, breathing and going to the bathroom. When we sweat, we also lose electrolytes, which are minerals such as sodium, potassium and calcium that help maintain the proper balance of fluids in the body.

Signs of Dehydration

How do you know if you're dehydrated? You'll begin to experience one or more of the following symptoms:

- Excessive thirst
- Sleepiness or tiredness
- Dry mouth
- Muscle weakness
- Headache
- Dizziness or lightheadedness

If you feel like you may be showing some of these signs, don't ignore it! Immediately take a break and give

yourself time to recover. In its worst cases, dehydration can lead to heat stroke or even death, so you should take any symptoms you may have seriously.

Prevention

The best defense against dehydration is prevention. That sounds easy enough – consume lots of fluids and foods high in water such as fruits and vegetables – but determining how much fluid can be complex.

Unfortunately, determining appropriate water intake isn't an exact science, especially because so much depends on age, physical condition, activity level, location and body chemistry. The best overall approach is to make a conscious effort to stay hydrated. In hot weather, skip coffee or soda, and make water your beverage of choice.

Break it Up

During periods of heavy exertion, take frequent water breaks. Adjust your intake to match your activity level and working conditions to stay healthy and alert.



Spice it Up!

Adding some flavor to your water will make it easier for you to drink more. Squeeze lemons or limes into your water or add mint leaves to make it tastier. All of these are cheap alternatives to buying flavored water bottles and are better for you than those that other drinks that contain sweeteners or even caffeine.

This flyer is for informational purposes only and is not intended as medical or legal advice.

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JULY MRT SEMINAR

July 11, 2024

Craven Community College

Advanced Manufacturing Center #102

800 College Street

New Bern, NC

8:30 a.m.—4 pm



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TRIPLE-WALLED CORRUGATED LIFT VAN

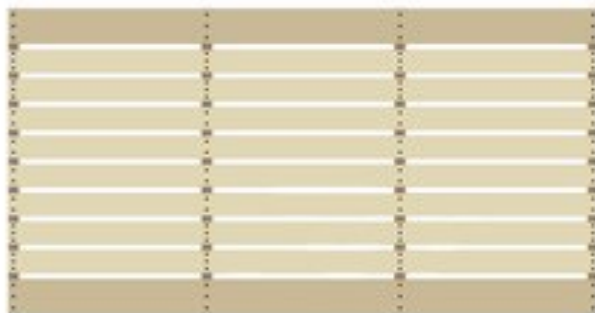
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Top view of pallet (88" x 48")

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National Council of Moving Associations 2024



The National Council of Moving Associations held its annual meeting in early June in Denver, CO. Comprised of Moving Association executives from State, National, and International industry associations, the informal group of association colleagues met to share industry updates and initiatives, as well as association best practices, for the betterment of their association and the industry at large.

Denver, CO - Left to right: Louis Campion - Maryland, Dan Bradley - IAM, Don Knapp - Massachusetts, Brian Limperopulos - IAM, Steve Weitekamp - CMSA, George Phillips - Arizona, Nancy Irvine - Canada, Justin Hart - Arizona, Pam Stanley - North Carolina, Patricia McLaughlin - Illinois, Roger Moody - Virginia, Art Groux - Montana, Tracy Denora - New Jersey, Jeff Nadeau - DeWitt Move Worldwide, Danielle Hahami - ATA MSC, Bill Whalen - New York

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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. We know first hand the challenges and unique needs of professional movers. When you call us or enter our Greenville or any of our New Haven locations, you can count on expert support, customized solutions, friendly service, fast turn-around and prompt deliveries. You matter to us, and so does your time.



OUR PEOPLE MAKE THE DIFFERENCE

CONTACT US



To call or contact our Sales Manager,
Tom Collins
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tomcollins@newhaven-usa.com

To contact or visit our Greenville Distribution Center for outstanding service

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Ellis with his best friend at kindergarten graduation!!



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2024 NCMA Calendar

September 10-12 ATA MSC Call on Washington
Washington, DC

September 18—NCMA Board of Directors
University Club, Raleigh, NC

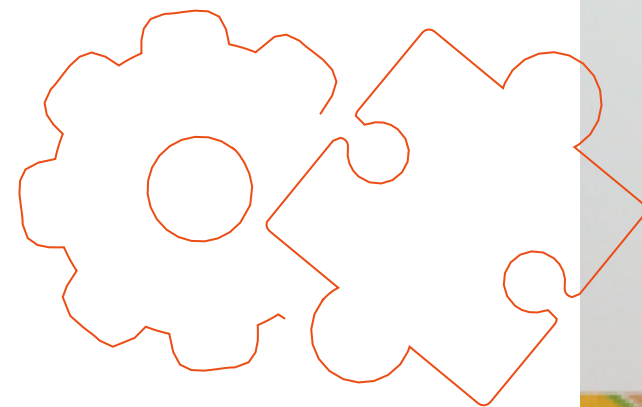
October 24-26—NCMA 69th Annual Convention
And Trade Show, ALoft Wilmington at
Coastline Center

Contact the Association Office for details



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.

Move For Hunger

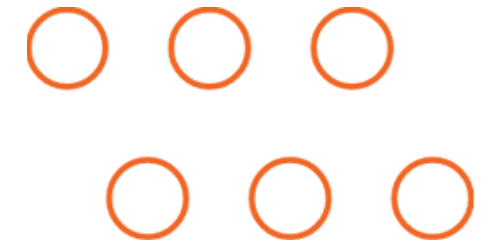


Working Together to Fight Hunger

Conference Engagement Activation



Our Impact



TO DATE, MOVE FOR HUNGER HAS HELPED DELIVER

44 MILLION

LBS. OF FOOD TO FOOD BANKS IN NORTH AMERICA.



THIS IS ENOUGH TO PROVIDE

36 MILLION

MEALS TO THOSE IN NEED.

Move For Hunger has helped provide more than 1,500,000 meals to struggling families in North Carolina

Meal Packing

Conference attendees pack meals and recipes cards to be donated to a local food bank or pantry. Each meal kit is designed to feed a family of four. When attendees register for the event, they will receive reusable grocery bags that they can then take to prebuilt stations where they can build their kits.

Move For Hunger is responsible for the meal kit items, tote bags, recipe cards, and event signage. Following the event, Move For Hunger will pick up the food donations for deliver to the local food bank or pantry.



ENDORSED BY BRANDS INCLUDING:



How It Works

Move For Hunger provides...

- ✓ Logistical assistance leading up to the event and on-site support during the day of the event
- ✓ Ordering, delivery, and pickup of all food and supplies, which then will be donated to a food bank of your choice
- ✓ Flyers, banners, meal insert menu cards
- ✓ Reusable shopping bags
- ✓ Post-event blog post featured on the Move For Hunger website, newsletter, and social media channels
- ✓ Set-up & clean up of meal kit stations
- ✓ All participants receive a co-branded item

