A Publication of New Jersey Warehouse & Movers Association

March 2026

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& NJ Movers Tariff Bureau
founded in 1969

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ON THE MOVE

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Thanks to You: NJWMA Member Appreciation Night!

A casual evening to relax, connect and celebrate the members who keep our industry moving.

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April 9, 2026 · 6:00 PM – 8:00 PM
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tracy@njwma.org Call/Text 732-341-3934

FROM YOUR EXECUTIVE DIRECTOR



As we move into March, I am feeling incredibly encouraged by the energy and engagement I continue to see from our members.

Our recent Chapter Meeting was a tremendous success. The discussion around AI was practical, eye-opening, and exactly the type of forward-thinking conversation our industry needs. If you were unable to attend, I encourage you to read the recap on page 6. The willingness of members sharing real-world applications and honest feedback is what makes this Association so valuable.

Speaking of new benefits, we have launched a Member Exchange section in the Members area of our website. This resource allows members to connect for employment opportunities and equipment sales or requests. Rather than posting resumes publicly, all inquiries are handled directly through the Association to maintain professionalism and confidentiality. It is simply another way we are working to provide practical tools that support your business.

On another note, I receive frequent questions regarding the transport of firearms during intrastate moves in New Jersey. To provide clarity for our licensed movers, we have included an advisory article on page 16 outlining the legal framework, company policy considerations, and best practices. As always, our goal is to provide guidance that protects both our members and the consumers they serve.

Education continues to be a priority. Be sure to review the upcoming webinars spotlighted on page 19. These sessions are designed to deliver practical information you can apply directly to your business. Just 30 minutes!

And finally, I hope you will join us for our Member Appreciation Night on April 9. This evening is simply our way of saying thank you. Your support, involvement, and commitment to this Association do not go unnoticed. You can find more details on page 26.

There is strong momentum within NJWMA. Our Board and Committees continue to dedicate their time and effort to developing relevant education, training seminars, and events that provide real value to our members. We remain focused on delivering practical guidance and resources that support your business operations. Please remember, I am always available. If you need advice, clarity, or simply want to talk something through, call or text me. Strength truly is unity, and I am proud of what we are accomplishing together.

I look forward to seeing you at an upcoming event.

Warm regards,

Tracy Brito Denora

tracy@njwma.org
732.341.3934

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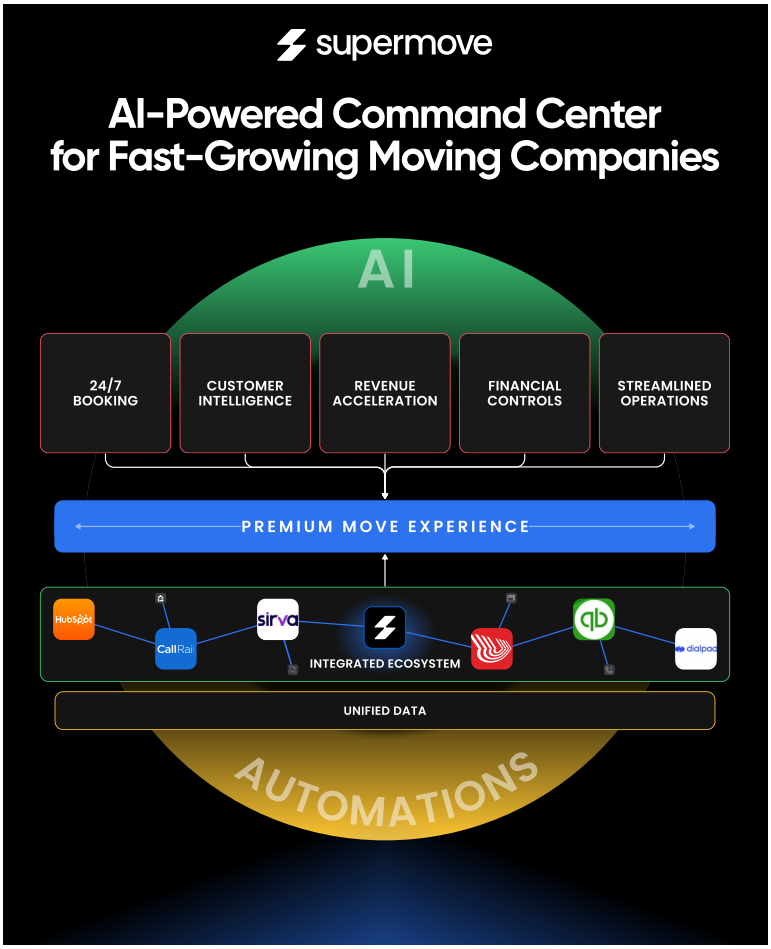
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AI in Action: Chapter Meeting Recap

Thank you to all of our members who attended and participated in our AI discussion last month. Your willingness to share your knowledge and remain available to answer member questions is what makes our Association so valuable.

A special thank you to Nadine Cino, Tyga Smart; Nelson Chang, VoxRush Telecom; Ryan Marsh, Supermove; and Jason Webley, Quote2Cash for providing valuable insight into how movers are successfully using AI Voice in their businesses and what that looks like in real-world application.

Nadine was gracious enough to provide two documents for our members to download: an AI Glossary and an AI Tools Guide.

Her materials are a fantastic beginner-friendly lesson designed to help you better understand the concepts, terminology, and practical applications of AI. These resources will give you a stronger working knowledge of what tools may be helpful to your company, what you may be able to implement on your own, and what may be better handled by a third-party provider.

We especially appreciate Nadine's honest advice to "email me before you buy something you don't need." That kind of guidance protects our members and helps you make informed decisions.

You can view the AI Glossary and AI Tools Guide HERE.

This is just the beginning of how AI can support our industry, and we will continue bringing practical, usable education to our members. Join us at Convention on September 23 and 24 to learn even more.

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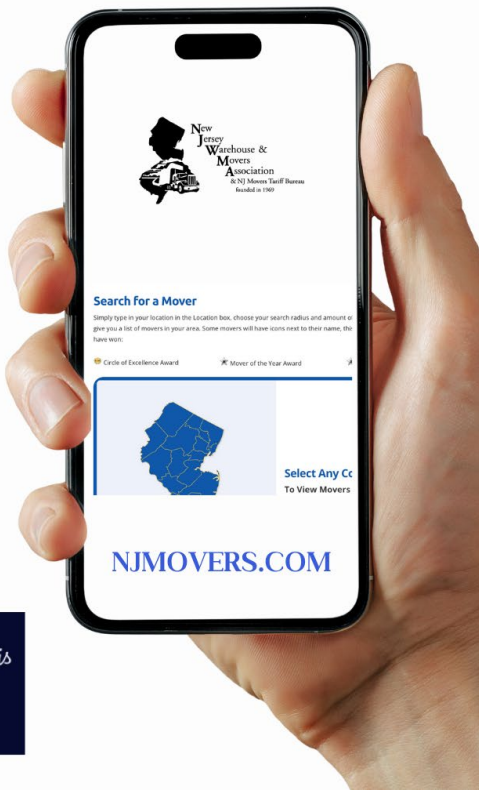
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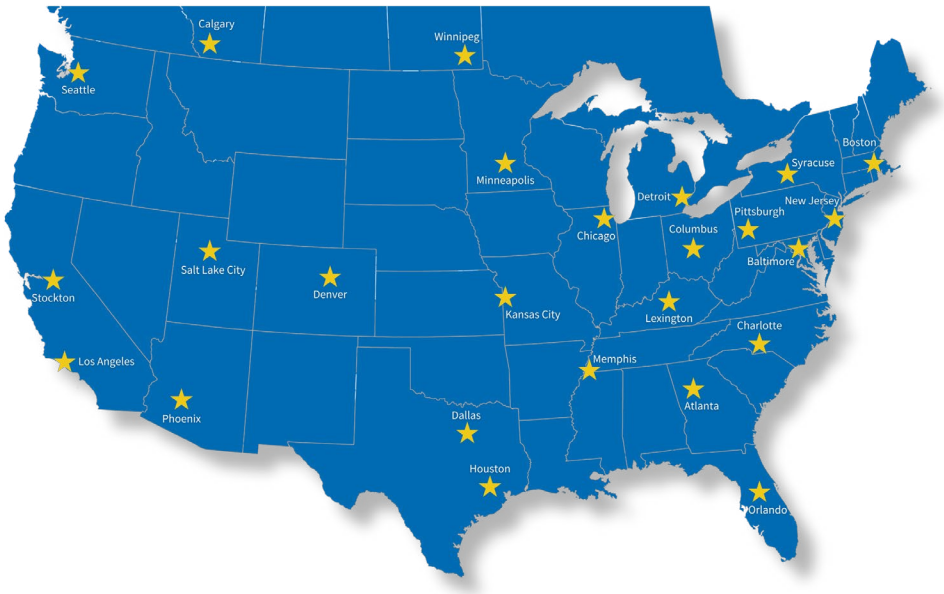
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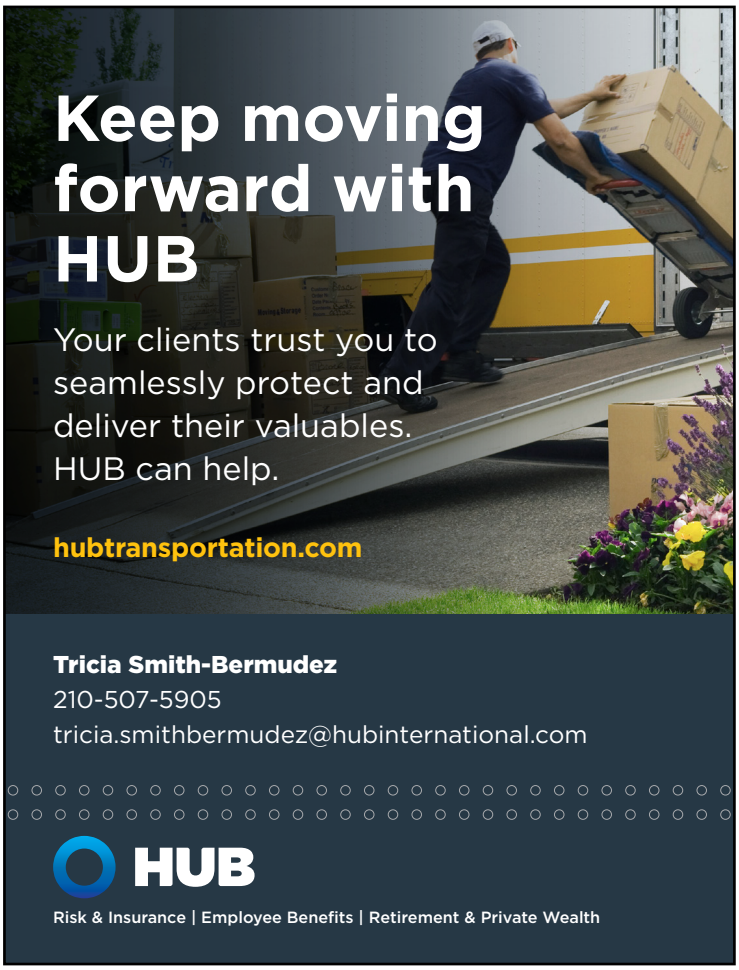
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Federal Court Rules Client's AI-Generated Documents Not Privileged

In a case that has significant implications for those using AI tools for legal matters, on February 10, 2026, the United States District Court for the Southern District of New York held that documents a client created using a public artificial intelligence platform were not protected by either the attorney-client privilege or the work product doctrine. The decision represents one of the first federal rulings to directly address whether AI-generated materials are privileged and signals important considerations for parties incorporating public AI tools into their legal work.

What Happened?

The case, United States v Heppner, involves a criminal defendant indicted in October 2025 on securities fraud and related charges. Following his arrest, federal agents executed a search warrant and seized electronic devices from his residence. Defense counsel informed the government that the defendant used a commercial AI platform to generate approximately 31 documents containing queries and responses related to the government's investigation prior to his arrest, stored on the seized devices. Defense counsel asserted these "AI Documents" were privileged and unusable at trial.

At a February 10 conference, Judge Rakoff orally ruled from the bench in the government's favor, stating he saw "not remotely any basis for any claim of attorney-client privilege."

Continue reading.

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FROM THE BOARD ROOM: Board's Perspective



Communication: Find Their Preference

A prospect recently told me at a business gathering that he would like to meet with me and our President the next time the President was in town. (WOW, nice!) He handed me his card, and I promised to call a week or two in advance to set a definite appointment.

Eight days out, I left a message. Four days out, I left another. In between, I sent an email. With no response, I moved forward and scheduled our time aggressively, which unfortunately did not include him.

When he returned my call in the middle of our trip, he asked, "Why didn't you call my cell? I never check my office phone." (And apparently not email either.)

In this scenario, everybody loses. I could have — and should have — asked a simple question: "How do you prefer to be contacted?"

You could argue I did what I said I would do. But being technically right is far less important than connecting with a prospect who genuinely wants to meet. You are responsible for your own success.

Dick Scaffa, Sales, National Van Lines and NJWMA Board Member | dick.scaffa@nationalvanlines.com



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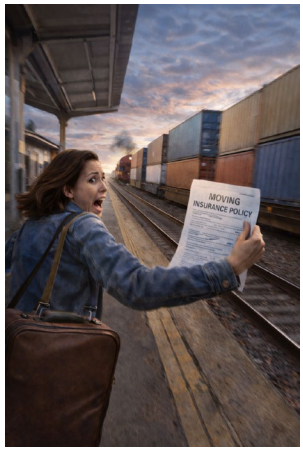
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This Train Has Left the Station



To Offer or Not Offer Moving Insurance After Pickup?

Domestic moves move fast. Estimates go out, valuation options are presented, paperwork is signed, and trucks roll. Every step in that process is designed to define responsibility and risk before the first carton is handled. Yet movers, on behalf of their customers or through direct customer inquiries, are often asked to fix something after the fact: a late request for insurance because the customer forgot or didn't realize they needed it.

From an insurance carrier's perspective, a request to bind coverage after pickup or after goods are already in storage is no longer a clean risk. Even if a customer signs a statement confirming there is 'no known loss or damage,' that statement does not restore certainty. Loss or damage may already exist but be undiscovered, unreported, or not yet visible. Once household goods have been packed, handled, transported, or stored, exposure has already attached, and original condition can no longer be verified. Insurance is meant to cover future uncertainty, not past or ongoing exposure.

Now look at this through a domestic mover's lens.

An interstate-bound shipment arrives into your warehouse from another carrier. You did not pack it. You did not load it. You did not see the condition of the goods at origin. You review the paperwork, receive the inventory, and place the shipment into storage. A week later, the customer calls and asks to add valuation or coverage. At that point, the shipment is tucked away, and you have no firsthand knowledge of its condition.

What do you do?

The same logic applies to the Bill of Lading. A domestic shipment is picked up under a signed Bill of Lading with valuation selected at origin. The truck leaves. While the shipment is still en route, the customer calls and asks to increase or change valuation. Would you change the Bill of Lading terms mid-move?

These scenarios are not about whether damage occurred. They are about timing, exposure, and control. Once the move has started, the decision window has closed.

When an insurance carrier evaluates a late insurance request, it looks beyond the individual shipment. The mover's overall loss history, claims frequency, and risk profile all come into play. If late placement is approved at all, it often comes at a price: restricted coverage terms, named perils or total loss only, higher deductibles, reduced limits, and higher premium. Late placement is an exception, not a standard offering.

Our advice to movers is straightforward. Remind customers to buy moving insurance before pickup, again and again. Put it clearly in your estimates, your emails, and your Bill of Lading, and repeat it when confirming the pickup date. In domestic moving, as in insurance, timing matters.

Do not let your customer miss the train. Moving insurance can be the difference between a great move and a disastrous one.

Feel free to share your experience with this situations with me.

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Firearms and Intrastate Moves in New Jersey



Advisory for Movers

NJWMA has received questions regarding whether licensed household goods movers may transport firearms during an intrastate move within New Jersey.

Under New Jersey law, a firearm owner may legally transport firearms when moving from one residence to another, provided the firearms are lawfully possessed and transported in compliance with state requirements. When a licensed mover is transporting household goods as part of that relocation, firearms may be included in the shipment, subject to the following considerations.

Legal Transport Requirements

Firearms must:

- Be lawfully owned
- Be unloaded
- Be contained in a closed and fastened case, gun box, or securely tied package
- Not be readily accessible during transport

The move must be directly between lawful places of possession, such as from the customer's current residence to their new residence.

Ammunition

Ammunition is commonly treated as hazardous material. Many moving companies prohibit the transport of ammunition under their company policy. Movers should clearly communicate to customers in advance whether ammunition will be accepted. In most cases, customers should transport ammunition separately.

Company Policy and Liability

Even though the law permits transport under certain conditions, movers are not required to transport firearms. Each company should establish a clear internal policy addressing:

- Whether firearms will be accepted
- Required customer disclosure in advance of move day
- Documentation or inventory procedures
- Insurance coverage and any exclusions

Movers should confirm with their insurance provider whether firearms are covered under their cargo policy and whether any special declarations are required.

Best Practice
As a risk-management measure, some movers choose to require customers to personally transport their firearms. This approach reduces liability exposure and avoids potential compliance issues.

Members with specific legal questions are encouraged to consult qualified counsel to ensure compliance with all applicable state laws and regulations.

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2026 Packing & Moving Skills Training Seminars

This seminar, led by Ed Odell and George Toole, combines video instruction with hands-on training focused on best practices used by professional packers. The program also emphasizes the importance of customer service and attitude, reinforcing that consumers judge movers by their professionalism and quality of work inside the home.

Invest in your employees — your reputation depends on them. Past participants consistently provide positive feedback, and participating companies have reported a reduction in claims.

Cost: $49.00 per person (includes materials and lunch)

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- Restricted items - Hazmat
- Identify & marking cartons
- Top load & stacking
- Proper manners and attitudes
- Identify high-value items
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- Basic handling & loading



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☐ **March 24, 2026 – 10 am**
Location: Victory Worldwide Transportation
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FMCSA Registration Modernization Update

The Federal Motor Carrier Safety Administration is preparing to launch Motus, a new all-in-one online registration system that will replace the current USDOT registration platform later this year.

Any company with a USDOT Number and/or Operating Authority, including MC, MX, or FF docket numbers, should take steps now to ensure uninterrupted access once the new system becomes fully operational.

To prepare for the transition, FMCSA recommends the following actions:

Confirm Your FMCSA Portal Account Is Active
Log in to the FMCSA Portal to verify your account is active. If you do not already have an account, create one now to avoid delays when Motus launches.

Verify the Company Official on File
Confirm that the designated Company Official listed in the Portal is the company owner or the employee responsible for managing FMCSA registration matters. Keeping this information current is critical for access and account control under the new system.

Submit Your Biennial Update
Ensure your company's information is up to date by submitting your Biennial Update, Form MCS-150, through the Registration tab within the FMCSA Portal.

Once these steps are completed, no additional action is required at this time. FMCSA will continue to provide updates and instructions as the official Motus launch date approaches.

For Companies Without a Portal Account

If your company has not yet established a Portal account, FMCSA outlines a simple three-step process:

Retrieve Your USDOT PIN
To register as a Company Official, you must have a valid USDOT Number and USDOT PIN. If you do not have your PIN, you may request it through the FMCSA SAFER system.

Create a Login.gov Account
Access to FMCSA systems, including the Portal and Motus, requires a Login.gov account. Be sure to use the same email address for both Login.gov and your FMCSA Portal registration.

Register for a Portal Account
Register as a Company Employee or Associate of a Company and request the Portal Company Official role. Company Official accounts are approved automatically upon submission.

Motor carriers experiencing issues may contact FMCSA directly at 1-800-832-5660 and select option 2 for assistance.

Interstate movers are encouraged to review their registration status now to avoid potential disruptions when the new system goes live.

FMCSA Resources

- FMCSA Portal Login
- FMCSA Portal Registration Page
- SAFER System – Request USDOT PIN
- Registration Modernization Resource Hub
- Subscribe to FMCSA Email Updates

FMCSA
Federal Motor Carrier Safety Administration

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03/4/2026 12:00pm

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FREE WEBINAR

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March 18, 2026
12:00 PM EST

From Roadside to Renewal:
How DOT Violations Drive Insurance Decisions

DOT violations don't end on the roadside, they follow your company into underwriting.

Learn how inspections, CSA scores, and violations influence insurance renewals, pricing, and coverage decisions. This session breaks down what carriers actually look at and what movers can do now to avoid costly surprises at renewal time.



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WHAT'S WORKING RIGHT NOW?

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- One marketing tactic that's bringing results
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- One thing you stopped doing that freed up time

March 25, 2026
11:00am EST

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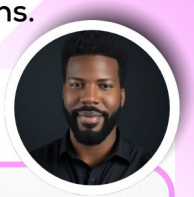
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AI FOR BUSINESS

EXPLORING PRACTICAL USE CASES

AI isn't the future – it's happening now. Join Jason Webley of Quote2Cash as he breaks down real-world, practical ways businesses can use AI to improve efficiency, increase revenue, and streamline operations.



Jason Webley
Quote2Cash

WEDNESDAY **APRIL 1, 2026**

12:00 PM EST

This session will focus on actionable use cases you can implement right away, no tech jargon, just smart strategies that work.

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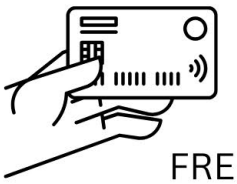
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BULLETIN

TARIFF FILING UPDATE

DEADLINE: March 13, 2026

Issue Date: April 1, 2026

Effective Date: May 1, 2026

NOW is the time to update your rates. Please complete this form by e-mailing it to tracy@njwma.org by the deadline; we will send you an updated draft of Tariff 9.5.1 to complete and return to us. Call us with any questions.

All dues must be current!

"REMINDER ON FTC COMPLIANCE"

All members of the Association and/or Tariff Bureau are reminded that they must continue to be in compliance with the Consent Order of January 10, 1990, filed with the Federal Trade Commission. In addition to the prohibition against discussion of rates between a mover member, on the one hand, and, on the other, an Officer, Director or Employee of the Association or Tariff Bureau, the FTC Order also restricts such discussion among movers whether at a formal or informal meeting or function.

If there are any questions on compliance, DO NOT ACT! Rather, call Tracy Denora at the Tariff Bureau at **732-341-3934** first.

PLEASE FILL THIS OUT AND EMAIL TO TRACY@NJWMA.ORG

☐ **Yes, I want to update my rates. Please email me the next step.**

☐ **NO CHANGES THIS FILING PERIOD**

☐ **Have you changed your address? Yes ☐ No ☐**

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DEADLINE
March 13, 2026

DOT Moves to Close Over 550 CDL Training Schools

The U.S. Department of Transportation has announced that more than 550 commercial driving schools nationwide must shut down after investigators found they were using unqualified instructors.

This action reflects increased federal oversight of entry-level driver training programs under FMCSA regulations. Schools that fail to meet instructor qualification standards are being removed from the approved Training Provider Registry.

What This Means for Movers

Companies hiring new CDL drivers should verify that any school used is listed on the FMCSA Training Provider Registry and remains in good standing. Movers operating in-house training programs should also confirm that instructors meet federal requirements.

As enforcement continues to tighten, proper verification of training providers will be essential to maintaining compliance.







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ignitedigital.com

Mission Disrupt
Alex Tancredi Tel: 631-209-7774
alex@missiondisrupt.com
missiondisrupt.com

MovingLetters.ai
Matthew Young 719-351-5064
matt@movingletters.ai
movingletters.ai

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Tel: 480-712-5525
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Scott Citron 973-599-0222
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hillsidepaper.com

New Haven Moving Equipment
Denise Santa Barbara 203-530-3134
dsantabarbara@newhaven-usa.com
newhaven-usa.com

Packaging Exchange Inc.
Tom Panettiere 732-292-5265
tom@packagingexchange.com
packagingexchange.com

President Industrial Products
Rob Feit 201-863-7799
rfeit@presidentcontainer.com
pippkg.com

Smurfit Westrock Packaging Solutions
Chris Agostisi 609-369-6214
cagostisi@victorypackaging.com
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United Brokerage Pkg.
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LEGAL SERVICES

George W. Wright & Assoc.
George W. Wright, Esq 201-342-8884
gwright@wright-associate.com
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Russo Law Firm
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LEGAL SERVICES

Saiber LLC
Michael Grohs 973-622-8396
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