A Publication of New Jersey Warehouse & Movers Association

May 2026

CELEBRATING 57 YEARS

New Jersey Warehouse & Movers Association
& NJ Movers Tariff Bureau
founded in 1969

ON THE MOVE

"Strength is Unity"

A Night to Appreciate, Connect, and Just Enjoy

Our Appreciation Night was a great reminder of what makes this Association special. No agenda, no business, just good people, great conversations, and a chance to reconnect. Taking the time to step away from the day-to-day and simply enjoy each other's company is what keeps this group strong. Thank you to everyone that came out.



Decades of leadership and dedication, past and present members who helped shape NJWMA into what it is today. Left to right: Bob Russo, Ike King, Gene Altenburg, Robert Kandetzke and Ed Odell. Thank you!



A great turnout and even better company at our NJWMA Appreciation Night.

Moments like these are what it's all about.

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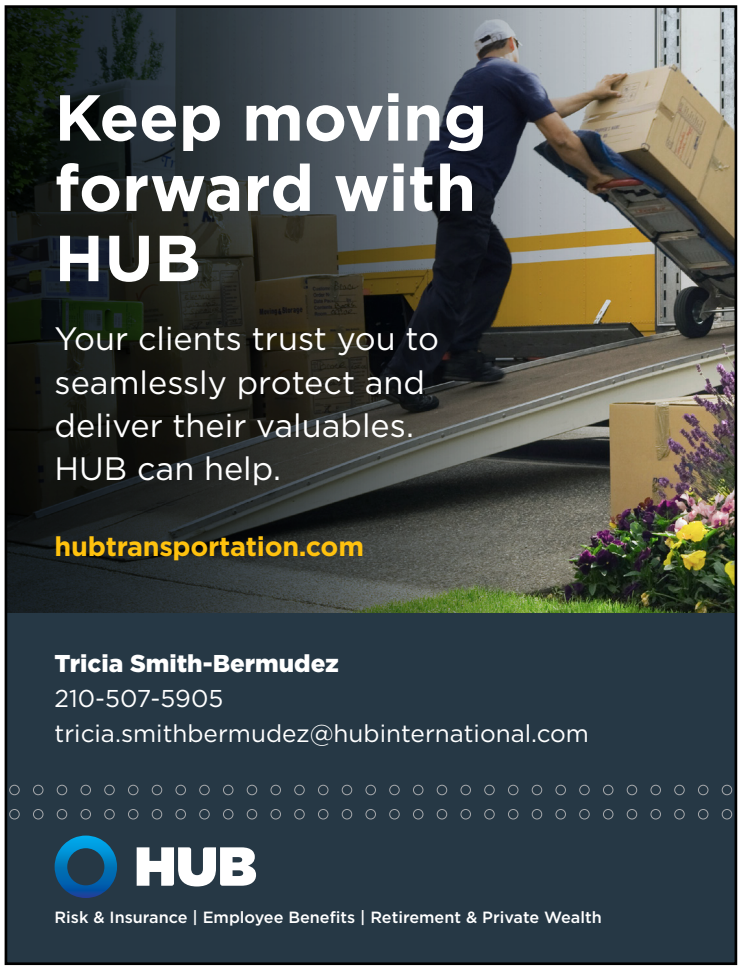
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Tracy Brito Denora, Executive Director
tracy@njwma.org Call/Text 732-341-3934

FROM YOUR EXECUTIVE DIRECTOR



An important issue is currently under review that could impact many of our members. A proposed rule in New Jersey may significantly change how businesses work with independent contractors, a model that provides flexibility for both companies and workers across our industry.

With a May 5th decision deadline approaching, it's critical that our industry is heard. If you haven't already taken action, I strongly encourage you to do so. To make it easy, you can go to page 22 for a direct link to submit a prewritten message.

Our Appreciation Night was one I was truly looking forward to, and unfortunately, I came down with the flu and wasn't able to attend. I was disappointed to miss it, but judging by the photos and videos coming through on my phone all night, it was clearly a great evening. It looked like exactly what it was meant to be, a chance to step away, enjoy each other's company, and remember that this Association is built on relationships, not just business.

Moments like that matter more than we sometimes realize. In an industry that can be challenging and unpredictable, taking the time to connect, share a laugh, and support one another is what keeps us grounded and moving forward.

As we move through the year, I encourage you to recognize the people who make a difference in your company and in this industry. Award nominations are now open, with a deadline of August 1st. Information on Mover of the Year, Driver of the Year, The Catherine Toole Woman's Recognition Award, and our Scholarship Award can be found on page 10.

Looking ahead, license renewals will be here before we know it. We are now just five months away from the September 30, 2026 deadline. As always, NJWMA is here to help, and I am available to assist with your renewal process. More information can be found on page 21.

Don't forget our Golf Outing on May 7th. We're looking forward to a great day and could use a few more golfers to round out our groups. Whether you come with a foursome or on your own, we'll make sure you're paired up. Today is the final day to register.

Even in a tough market, it's the people, your teams, your peers, and your network, that make the difference. The companies that stay engaged, continue learning, and support one another are the ones that come out stronger.

Now is also the time to stay sharp in your operations. Make sure your estimates are accurate, your team is clearly communicating services and valuation options, and every job is handled with consistency and care. When volume slows, execution becomes your biggest advantage.

It's equally important to stay visible. Customers are doing more research before they book, so your online presence, reviews, and responsiveness matter. Stay in front of your audience, follow up on every opportunity, and stay connected with past customers and referral partners. The companies that remain proactive now will be in the strongest position when activity picks back up.

Stay connected, stay involved, and continue to lean on each other. That's what makes this Association, and this industry, so strong.

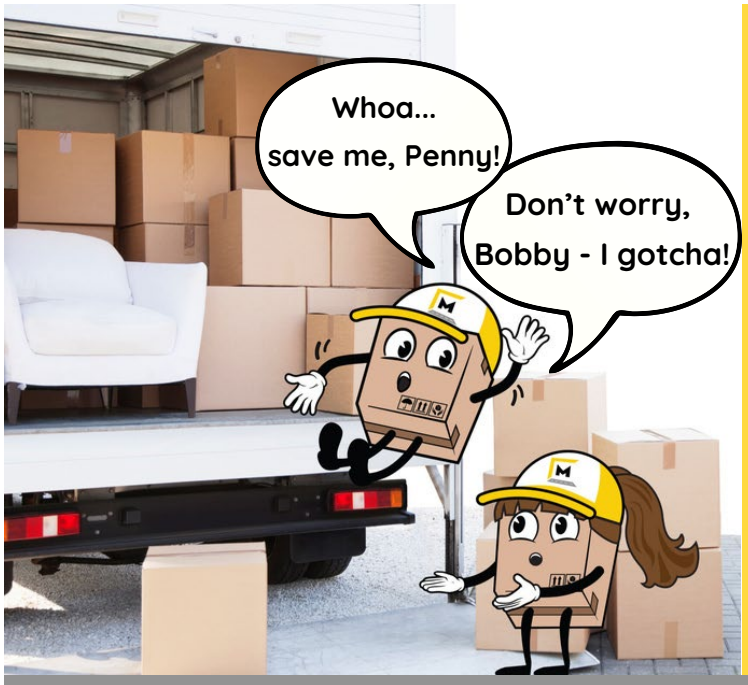
Warm regards, *Tracy Brito Denora* tracy@njwma.org | 732.341.3934

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Don't Get Locked Out: FMCSA Account Update Needed by May 14

FMCSA is in the process of modernizing its registration system, transitioning to a new platform called Motus. This update is designed to streamline processes and improve how motor carriers manage their registration information moving forward.

As part of this transition, FMCSA is strongly encouraging all motor carriers to log into their current portal accounts and make sure everything is up to date. Taking this step now will help ensure a smooth and uninterrupted ability to claim and access your USDOT Number once the Motus system officially launches.

Carriers who do not update their accounts ahead of time may experience delays when trying to access Motus during the rollout, which could impact your ability to manage your registration efficiently.

Please be aware that all necessary updates to your FMCSA portal account must be completed by May 14. Taking a few minutes now can save you time and frustration later.

Motus Launch Sample Letter
Prepare for Motus Flyer

FMCSA Resource Links:
Portal Registration User Guide
Registration Modernization Resources Hub

FMCSA
Federal Motor Carrier Safety Administration

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Know someone in the industry who isn't a NJWMA member?

Please send them our way!

GET SEEN WHERE CONSUMERS LOOK FIRST!

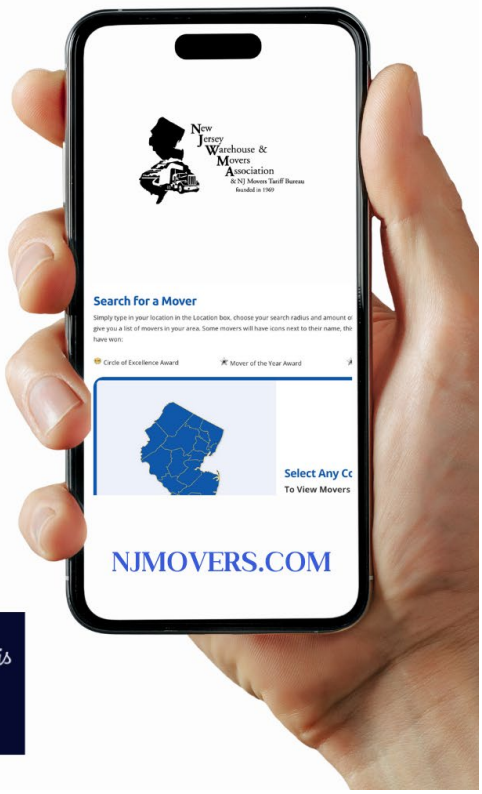
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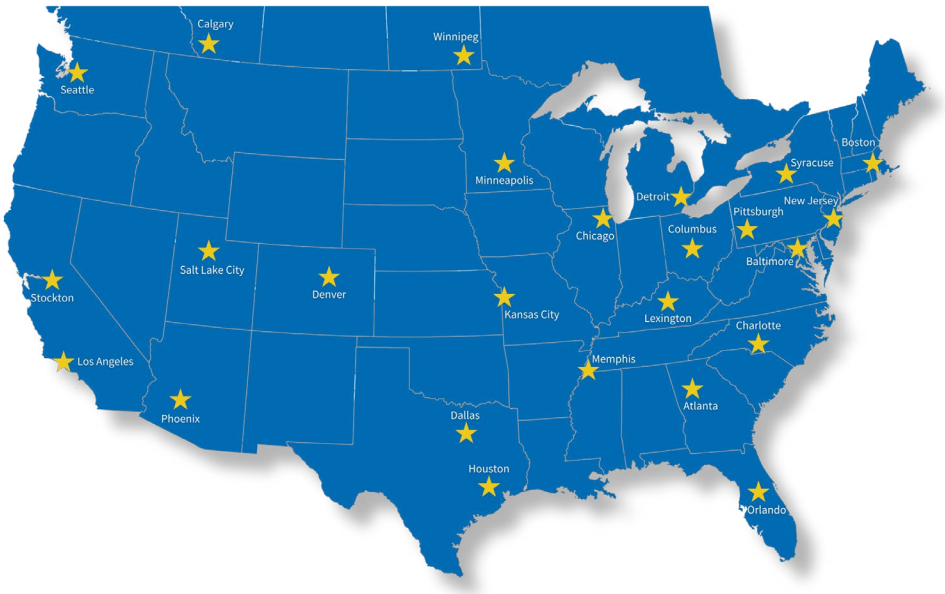
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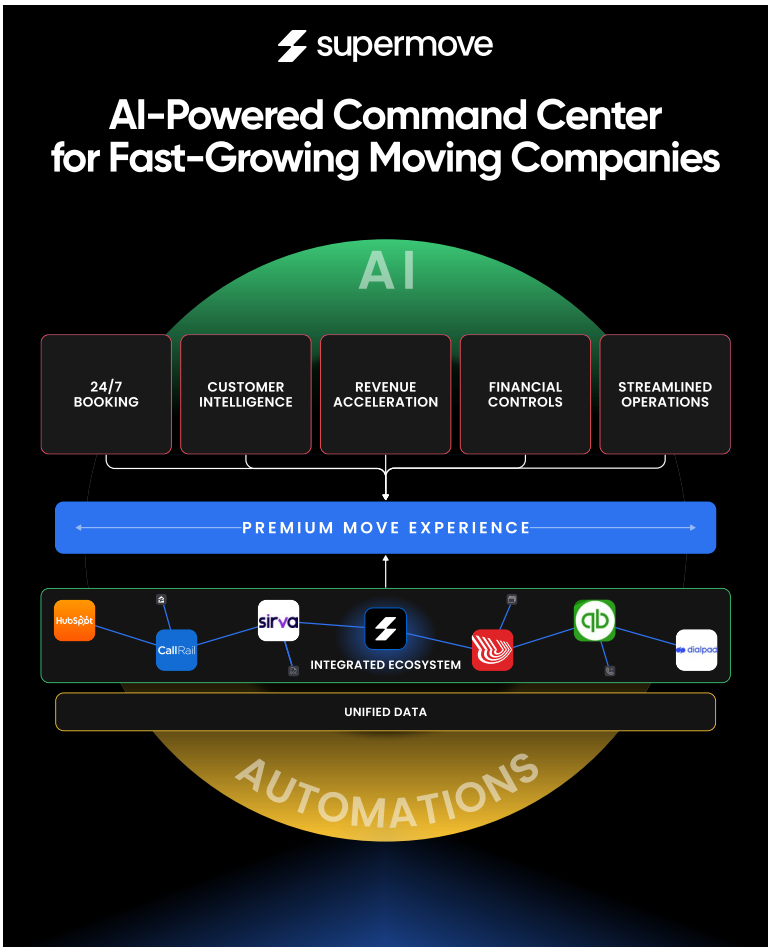
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2026 NJWMA Awards

Now Accepting Applications and Nominations. Recognize Someone Who Deserves It!

Every company has that one person who goes above and beyond, whether it's a driver who always puts safety and customer care first, a student striving for their future, or a colleague making a real impact in the industry. Now's your chance to recognize them.

Our 2026 NJWMA Awards are a meaningful way to celebrate the people who make this industry great. From honoring exceptional drivers and supporting the next generation through scholarships to spotlighting leadership and dedication within our member companies and the remarkable women in our field, these awards are about showing appreciation where it truly matters.

Take a few minutes to submit a nomination or application. It's a small effort that could mean the world to someone who's truly earned it. Click here for all applications and nomination forms.

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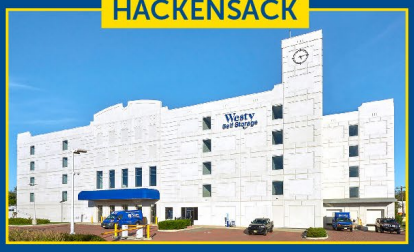
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FROM THE BOARD ROOM: Board's Perspective



When the Prospect Ghosts us…

We spend countless time, effort and money getting appointments. We provide quotes as low as the law will allow. We spend hours doing virtual and in person estimates. We don't charge for any of this. No wonder customers get so many quotes.

We touched all their hot points, we called the office and got permission to do this with the dates and that with the pricing. We've been great by all accounts. Now we follow up…

Crickets, no answer, no return text, no email back, we are ghosted! What can we do better or differently?

1. Ask for the order immediately! Provide a quote immediately! Stop being so accommodating. They don't need to love you to book with you. Sometimes it seems the salesperson would rather they be liked than book the order.

2. Agree with the prospect when and how they prefer follow up. Then do it. Prepare them to be bombarded with calls if they've been to the internet.

3. Let them know you're company is busy and we're booking quite a few weeks our. Tell them why your company is in demand. We do a lot of corporate work. We have only full time movers. Whatever differentiates you…

Personally, I'm tired of being ghosted! You?

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

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Do You Really Need IRP and IFTA? What New Jersey Movers Should Know

For many moving companies, IRP and IFTA can feel like unavoidable parts of doing business, especially when operating across state lines. But depending on your equipment, that may not actually be the case.
We recently received clarification from the Federal Motor Carrier Safety Administration (FMCSA) that helps clear up a common misconception among New Jersey movers.



The Key Factor: Vehicle Size and Configuration

If your company operates commercial motor vehicles that are:
- Under 26,000 pounds gross vehicle weight rating (GVWR), and
- Have three axles or fewer

You are not required to register for IRP or IFTA in New Jersey.

This applies even if your company conducts interstate moves, such as traveling between states along the East Coast.

Interstate Does Not Automatically Mean IRP/IFTA

One of the biggest misunderstandings in the industry is assuming that crossing state lines automatically triggers IRP and IFTA requirements. While that is true for larger vehicles, it does not apply across the board.

For qualifying vehicles under 26,000 pounds, interstate operations alone do not create an obligation to register for apportioned plates or fuel tax programs.

What You Still Must Do

While you may be exempt from IRP and IFTA, you are still required to comply with both federal and state safety regulations.

New Jersey has adopted federal safety regulations for commercial motor vehicles between 10,001 and 26,000 pounds. This means companies must maintain:

- Driver qualification files, including medical certifications
- Hours of service records, whether using logs or ELDs
- Vehicle inspection, repair, and maintenance records

Licensing and Testing Requirements

For vehicles under 26,000 pounds:
- A CDL is not required
- Drug and alcohol testing programs are not required

However, drivers must still hold the appropriate state-issued license for the vehicle they are operating.

When in Doubt, Ask

Every operation is a little different. If you are unsure whether your company qualifies for the exemption, it is always best to confirm directly with:

- The New Jersey Motor Vehicle Commission (IFTA/IRP Unit)
- New Jersey State Police Commercial Truck Unit

Getting clarity upfront can save time, money, and potential compliance issues down the road.

The Bottom Line
If your fleet consists of smaller vehicles under 26,000 pounds with three axles or fewer, you may not need IRP or IFTA, even if you operate interstate.

Understanding where your company stands can help you avoid unnecessary registrations and focus on what matters most, running your business efficiently and staying compliant.



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May is National Moving Month!



May is the perfect opportunity to remind consumers why hiring a licensed, professional mover matters.

To help you stay visible and build trust, we've created ready-to-use social media captions for you. Simply plug in your company name, tweak the hashtags if you'd like, and start posting.

A successful move doesn't happen by chance, it starts with the right mover.

Social Media Captions Your Movers Can Use

Post 1 – General Awareness
May is National Moving Month! Planning a move? Don't leave your belongings in the wrong hands. Choose a licensed, professional mover who's trained, insured, and accountable.
#NationalMovingMonth #LicensedMover #MovingTips #NJWMA

Post 2 – NJ Focus
Moving in New Jersey? Make sure your mover is licensed through the NJ Division of Consumer Affairs. It's your best protection against delays, damage, and unexpected surprises.
#NJMovers #NationalMovingMonth #MoveSmart #NJWMA

Post 3 – Consumer Protection
Hiring an unlicensed mover might seem cheaper—but it can cost you big. Hidden fees, lost items, and no protection. Play it safe this National Moving Month and hire licensed.
#MoveSafe #LicensedAndInsured #SmartMoves #NJWMA

Post 4 – Support Local, Licensed Movers
Support local movers who do things the right way. Licensed, professional, and committed to great service. Proud members of the New Jersey Warehouse & Movers Association.
#SupportLocal #NJMovers #NationalMovingMonth #NJWMA

Post 5 – Plan Ahead
Summer moves fill up fast. May is National Moving Month—start planning now and lock in a licensed mover you can trust. A little planning now saves a lot of stress later.
#PlanYourMove #MovingSeason #NationalMovingMonth #NJWMA

Post 6 – Red Flags / Scam Awareness
Watch out for red flags when hiring a mover
If they ask for a large cash deposit, don't have a physical address, or can't provide a license number… walk away.
Protect your move by choosing a licensed professional.
#MovingScams #ConsumerProtection #MoveSmart #NJWMA

Post 7 – Get an Estimate
Before you book your move, get a written estimate. Reputable, licensed movers will take the time to understand your move and provide clear, honest pricing.
No surprises. No guesswork. Just a smoother move.
#MovingTips #GetAnEstimate #NationalMovingMonth #NJWMA

New Jersey Warehouse & Movers Association
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New Jersey Warehouse & Movers Association
35th Annual Golf Outing

Thursday, May 7, 2026



Cream Ridge Golf Club
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NJWMA Putting Challenge Sponsored by Create A Crate
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☐ $171.00 per golfer which includes: Green fees, golf cart, beverage cart, lunch and dinner

☐ $90 Lunch ONLY, (Lunch starts approximately 2:15pm)

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☐ I would like to sponsor _____Cost: $_____

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Player: _____ Player: _____

Player: _____ Player: _____

9:00 am Registration and Breakfast
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RAIN DATE: MAY 21, 2026



Missed This? Worth a Watch

In case you missed it, our friends at Claims Prevention & Procedure Council hosted a webinar on the basics of Household Goods Claims with their in-house expert, Rob Wright.

The session covers key insights, common issues, and includes a helpful Q&A that movers will find valuable. Click HERE to watch.



What Movers Need to Be Paying Attention to Right Now

Here are a few important trends and issues that could impact your business:

1. Insurance Pressure Isn't Letting Up
Carriers are continuing to tighten underwriting, and DOT violations are playing a bigger role in renewals and pricing. Now is the time to review your safety records, driver files, and maintenance logs to avoid surprises.

2. Increased Enforcement & Compliance Focus
Regulators are paying closer attention to documentation, especially for companies operating vehicles between 10,001–26,000 lbs. Make sure your driver qualification files, hours of service tracking, and vehicle maintenance records are in order.

3. Consumer Awareness is Rising
With more attention on moving scams, customers are doing their homework. This is a great opportunity for licensed, reputable movers to stand out, but only if your online presence, reviews, and messaging reflect professionalism and transparency.

4. Marketing Matters More Than Ever
Competition is strong heading into peak season. Companies that are consistently visible, across search, social, and even direct mail, will win more jobs. If you're not tracking your leads and website traffic, you're missing opportunities.

Staying ahead of these trends can help you protect your business, improve operations, and make the most of the busy season.



Are You Leaving Money on the Table? How to Maximize Every Job in a Tough Market



With moving activity slower than usual, every job matters more than ever. When volume is down, profitability becomes the focus. The companies that stay strong in times like this aren't just booking work, they're making the most of every move they do have.

Too many companies complete jobs without capturing additional revenue that customers are willing to pay for. In a tighter market, small improvements in how you sell, communicate, and execute can make a big difference.

Here's where to focus:

1. Train Your Sales Team to Offer, Not Just Quote
If your estimate only includes the basics, you're missing opportunities. Customers rely on your expertise. Offer services like packing, unpacking, additional valuation coverage, storage, and specialty item handling. When positioned correctly, these aren't upsells, they're solutions.

This is exactly why we're bringing in a sales-focused session at our September Convention, centered on building a more proactive sales mindset and helping your team turn everyday opportunities into real revenue.

2. Don't Leave It Up to the Crew Alone
Your driver and foreman are your last opportunity to adjust the job. If they aren't trained to identify additional needs, like extra packing or items not included in the estimate, revenue gets left behind. A quick walkthrough with the customer at the start of the move can uncover these opportunities.

3. Improve Survey Accuracy
Underestimating a job cuts directly into your bottom line. More accurate surveys lead to better scheduling, fewer surprises, and stronger margins. Whether virtual or in-home, taking the extra time upfront pays off.

4. Be Clear and Confident When Explaining Valuation
Many customers don't understand their options. When this conversation is rushed or unclear, they default to the lowest coverage. A simple, confident explanation can lead to better protection for the customer and increased revenue for your company.

5. Follow Up and Build the Relationship
Every job is an opportunity for future business. A quick follow-up can lead to reviews, referrals, and repeat customers. In today's environment, your reputation is one of your strongest marketing tools.

n a challenging market, success isn't about doing more moves, it's about doing smarter ones. Take a look at your current process. Even small changes can have a meaningful impact on your bottom line.

Save the date for our September 23 & 24 Convention as we take a deeper dive into these topics with sessions focused on building a proactive sales mindset, modernizing your operations, staying ahead of legislative changes, and preparing your business for the future, including succession and exit planning. It's an opportunity to step away, learn, and bring back ideas you can put into action right away.

NJWMA Members have provided over
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CIANJ

The Commerce and Industry Association of New Jersey is the leader in free enterprise advocacy in New Jersey. We foster through education, legislative vigilance and membership interaction, an economic climate that enhances the business potential within the Garden State and beyond.

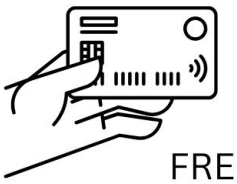
Advocating for NJ Business Since 1927

As a member of CIANJ you will have access to the brightest minds across professional disciplines in the key areas that affect every business in the state. From finance and healthcare to human resources and the environment, there is always something to learn and share in our association.

Learn more at www.cianj.org

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Hassle-Free License Renewal Filing with NJWMA!



LICENSE RENEWAL FILING SERVICE

NJWMA offers a License Renewal Filing Service to help movers complete their annual renewal with the Division of Consumer Affairs, making the process easier, faster, and more convenient.

How It Works:
To make the process as smooth as possible:

- You will need to provide the documents we request for the renewal.
- We will then upload all documents onto the DCA portal on your behalf.
- You must also provide a credit card for the DCA renewal fee. Rest assured, the credit card information will be securely destroyed on our end once the payment is processed.

To maintain your privacy and security, we recommend using a temporary password for us to use during the process, which you can easily change afterward.

The new DCA portal system is designed to be user-friendly. However, if you're short on time or prefer someone else to manage the renewal, we're here to help!

Fee breakdown for NJWMA to submit the annual license renewal on your behalf:

- 1-5 Trucks: $125
- 6-10 Trucks: $225
- 11-20 Trucks: $325
- 21+ Trucks: $425

If you're interested in this service or have any questions, please reach out for more details.

We're here to make your license renewal process as seamless as possible!

Speak Up Now: Independent Contractor Rule Could Impact Your Business

A proposed rule under review in New Jersey could significantly change how businesses work with independent contractors—and the outcome matters to our industry.

Governor Mikie Sherrill has until May 5, 2026 to decide whether to adopt the proposal, which would reshape how independent contractor status is determined in the state.

For many moving companies, independent contractors are essential. They provide flexibility during peak periods, help control costs, and create opportunities for individuals who choose to work independently.

This proposal could limit that flexibility, increase costs, and make it harder to meet customer demand, especially as we head into the busy season.

There has already been strong pushback. More than 9,500 comments have been submitted, with the overwhelming majority in opposition, and lawmakers from both sides of the aisle have raised concerns.

If you haven't already, we encourage you to take a moment to share your perspective. Your voice matters, and it's important our industry is heard.

To make it easy, visit the NJBIA Action Center and send your message directly through their website, it only takes a minute.

Stand Up for Independent Workers



MOVE FOR Hunger™
www.MoveForHunger.org

Stamp Out Hunger is the largest national food drive, hosted by the National Association of Letter Carriers (NALC). People all over the country can leave bags of food donations by their mailbox on May 9th to donate to their local hunger relief agencies. Because of the volume of food collected, hunger relief agencies are not able to transport all of the donations on their own, so they reach out to organizations like Move For Hunger to assist with the transportation of the food.

Move For Hunger is looking for assistance this year – a total of 10 trucks are needed to support the Food Bank of South Jersey. If you and your team are available to help support this need, please contact Stephanie De La Hoz at stephanie@moveforhunger.org for more information and to confirm next steps.

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The One Thing Stealing Your Best Day



We all have the occasional poor night's sleep. We toss and turn, trying to get comfortable,wondering how to turn off the thoughts pinging around in our brain, wondering, "Why am I thinking about this now?"

That's to be expected. It happens to all of us.

Often, it starts with what we call acute insomnia—when life happens. The loss of a pet, challenges in a relationship, stress at work. Of course sleep is disrupted… how could it not be?

But here's where things quietly shift.

What was once about the situation keeping you awake can turn into something else entirely. It becomes about the sleep itself. "What if I don't sleep tonight?" "How am I going to function tomorrow?"

That subtle change—from stress about life to stress about sleep—is small, but it can be disastrous.

What started as a temporary disruption can slowly become a chronic problem. Without realizing it, we begin to adopt habits to cope: canceling plans, sleeping in, calling out of work, going to bed earlier to "make up" for lost sleep.

Ironically, these well-intentioned strategies often perpetuate the very problem we're trying to fix.

So what begins as a normal reaction to life can evolve into a cycle that's harder to break.

And then, what about when the occasional night turns into several nights a week? When it lasts for weeks, months, or even years?

The longer it lasts, the more frustrating it becomes. And all the while, we grow more anxious about our sleep—making peaceful rest even more elusive.

We walk around hoping no one will notice the dark circles, see the pain behind our eyes, or pick up on the fact that our brain isn't firing on all cylinders. We just want to get through the day so we can collapse into bed.

Sleep impacts every aspect of our lives more than we often realize… shaping our focus, mood, and clarity; how we show up for the people around us; and our physical, emotional, and long-term health.

The good news is, better sleep is within reach—starting with small, intentional changes in our habits, thoughts, and beliefs.

Here's one strategy that's simple, effective, and a wonderful way to create a buffer between your "go-go-go" day and the downtime your body is craving—signaling to your brain that it's time to unwind.

It's called a "Brain Dump."

About an hour before bed, take 5–10 minutes and write down everything that's on your mind—to-do lists, worries, reminders, random thoughts. Get it out of your head and onto paper.

Why it works: When your brain knows it doesn't have to "hold onto" everything, it can finally let go. That mental quiet is what allows sleep to come naturally.

Sleep isn't just about getting through the night. It's about how you show up the next day—at work, at home, and in your life. — Michele Kreuzer, M.Ed., BCBA, CBSP


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