



President's Message

As other association members and I travel and communicate we notice that most of our IASM membership support other associations but especially other structural moving associations. All structural moving associations benefit our industry. It's really a matter of structural movers supporting structural movers. Inside our associations' meetings it amounts to supporting the good, the bad and the ugly. One of the reasons associations are formed is so the good can become the best, the bad can become the good and the ugly can become acceptable. If you believe such a mission is impossible you could be right. I choose to believe the mission is possible if we honestly work toward it.

In the moving business we must be determined to complete our tasks. If we direct those same energies to doing good in the work of our associations we can accomplish much as an industry. Such determination is working in my home state of North Carolina. Approximately 70% of the movers in North Carolina are members of IASM. As we become more involved in the issues and dedicated to working on issues vital to the health of our industry, petty finger pointing tends to disappear. 100% of us will probably never agree on competition issues. On industry issues, however, we should and can work together to find harmony that will benefit us all.

Associations must have a common purpose in order to grow. As we have stated many times, "individuals can join together to accomplish common goals collectively that none could accomplish individually." We must have agreed upon goals to work toward. Club's, whose main purpose is purely social, will merely exist or slowly disappear. IASM has continued to grow and improve steadily. I am proud to be a part of this association, proud to be part of a board that believes in education and attempting to solve industry issues that will benefit all structural movers. IASM is beginning to address issues in more thoughtful and concerted way. A "think tank" approach, if you will.

At the conferences in Tucson last year and in Minneapolis last month more individuals have begun

asking how they can help our association grow. Two individual companies this year, Christian Cancienne of Orleans Shoring LLC and Jeremy Patterson of Jeremy Patterson Construction, Inc, put up big bucks to help provide excellent education sessions. The sessions teaching us how to be as good at business as we are movers are paying off. And if you were unable to be present in Minneapolis the membership, which in essence speaks for the industry, voted unanimously to adopt procedural guidelines for structural movers. Those in attendance after the two-hour session stood and applauded members of the Industry Guidelines Task Group for their excellent work. But, I believe, they were also applauding themselves and the association for recognizing a new mind set of doing good for the industry.

As I said earlier, it's about structural movers supporting structural movers. Not picking up your marbles and going home. Every mover in the industry, if they choose, can find fault with each other and every association. Or we can look for and utilize the best in each of us to make our associations and industry grow. What helps the individual helps the industry and vice versa.

You have a personal invitation to assist in improving the industry for all structural movers.

D. Michael Blake

