



Prime Minister's Message

In the past I have asked several IASM members about the number of movers in their area and if any could, would, or should join our association. Sadly, all too often the reply goes along the lines of; they aren't good enough movers, I don't think they would be interested, nothing but "shack draggers", or I don't want them belonging to the same association I do. The problem with this type of thinking, as I see it, is the other local movers or competitors will not change the way they do business without encouragement.

Among our membership are the best, brightest, innovative, and most ethical movers in the world. I am a great believer in positive peer pressure or keeping up with the Jones's (or the Doyle's, Wendland's or Catlow's). People exposed to our group will become better, safer and more responsible movers. This is good for our industry as a whole.

I realize that you, as a businessman, may not want to have a smarter more educated competitor. There is nothing wrong with good competition, but you cannot bid against ignorance and win. I compete against 20 movers in my trading area, 10 are IASM members. When I bid against these fellow members I know they will be there in a timely manner with the proper equipment, do the job safely and legally with insurance and permits and charge a fair and

honest price. I just wish the other 10 guys would do the same. My opinion is that lesser movers won't drag us down. We will raise their standards to ours and help level the playing field.

On a personal note I have been out of service the last couple of months with a back ailment. My thanks to wife Janis, children David and Brett for outstanding patience and assistance, parents for providing ambulance service and excellent crew of Robert Johnson, Derek Stroh and Adam Locke for doing a great job of running the company without me.

Any phone calls, to relieve boredom while I lie around, would be appreciated.

Take care and be safe,

William Johnson

