

# THE PORTAL

VOLUME XXXIII

CONTAINER 6

NOVEMBER/DECEMBER 2001



**The 39th Annual Meeting in Photos:  
A Las Vegas Memory Album**

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**About our cover:** *A preview of our photo album from the 39th Annual Meeting in Las Vegas. The photo essay begins on page 33.*

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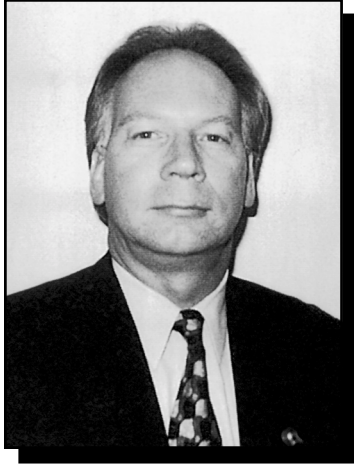
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## PRESIDENT'S MESSAGE

# Moving Forward By Looking Back



**By Terry R. Head  
HHGFAA President**

On Tuesday, September 11, 2001, things changed. Since that date just about every one of the four dozen magazines or publications I review on a regular basis has written or published some reference to those horrible and tragic events. I guess *The Portal* should be no different in that regard.

Of course we need to grieve for who and what was lost, and the idea of returning to a state of normalcy may seem difficult to comprehend as we continue to see new threats on the horizon. But if we do not move forward, then the terrorists win.

As I said in my September 12 Memorandum advising the membership that our Annual Meeting would take place notwithstanding the events, "Life must and will go on."

I can admit to you now that I suffered many a sleepless night after reaching and communicating that decision. I am sure many of you did likewise in considering the possible risks to yourselves, your families, and your businesses by choosing to travel and attend the Annual Meeting.

We both made the right decision in moving forward with our lives.

For most of us here in the United States, as well as many of you in other countries, the only way we can fight back is to just move forward with our lives, not as though nothing happened, but because something did.

I was so proud of all of you who chose to come to Las Vegas. It was truly a sign of your personal courage, as well as the strong sense of the global community that exists with the Association and the industry.

In spite of—or maybe because of—the events of September 11 and the risks involved, the 39th Annual Meeting of the Association may be remembered as one of the best ever.

In view of the success of that gathering, we are dedicating much of this issue of *The Portal* to report and record those experiences and proceedings.

For those of you who were there, I hope you find that our retrospective look back recalls positive experiences. And for those of you who were unable to attend, I hope you are provided some sense of what took place, and we look forward to seeing you next year at the 40th Annual Meeting in Orlando, Florida. ■

# AIR CARGO

## Limits to Security

*By William Armbruster*

**A**s air-cargo shippers, forwarders and carriers adjust to tighter security rules, some industry executives are wondering: Will the new procedures be enough to thwart a determined terrorist?

The stringent new rules imposed by the Federal Aviation Administration for known and unknown shippers will make it far more difficult for terrorists. Air-cargo professionals, however, say the new rules will reduce the threat but cannot eliminate it. They worry that organizations like Osama bin Laden's Al Qaeda might have come so far as to plant "sleeper agents" with forwarders, airlines, or shippers years ago.

The Aviation Security Act of 2000 required fingerprinting of all new applicants for positions that required unescorted access to secure areas at "Category X" airports — 20 of the nation's busiest airports requiring the highest level of security. But the law grandfathered existing employees. Just as recent inquiries have discovered some baggage screeners with criminal records, so might similar checks of cargo handlers. That's why FAA Administrator Jane Garvey recently announced plans to require at all airports fingerprinting of all employees with access to secure areas.

To reduce the risk, Cargo Network Services plans to review its policy for accrediting forwarders. CNS, the U.S. cargo subsidiary of the International Air Transportation Association (IATA), has "endorsed" 1,440 cargo agents in the United States, a step that certifies them as creditworthy and operationally competent. While most of them are small firms with just one or two offices, the CNS list also includes all major U.S. forwarders, some with dozens of offices. The CNS has instructed the staff to set up a committee to develop new rules for its endorsement policies. The agents endorsed by CNS have a combined total of some 5,000 offices. CNS added a rule requiring that each office show that it had undergone security training, but that rule may be tightened further.

CNS also was planning to meet soon with the Airforwarders Association to see how the two organizations can work together on security issues.

Meanwhile, shippers are getting conflicting interpretations from airlines and forwarders. Just as the FAA refuses to disclose its security rules to the general public, it also declines to share that information with shippers or shipper organizations such as the National Industrial Transportation League. Thus, shippers must rely on the people to whom they tender cargo. Even forwarders are having trouble getting clarification of the rules.

Recently, however, the FAA eased its rules on interline cargo, allowing U.S. carriers to accept freight from approved foreign carriers for delivery to its final destination. At the same time, an FAA ban on priority mail shipments weighing more than 16 ounces moving on passenger flights remains in effect. Carriers hope to get the restriction lifted before the peak season between Thanksgiving and Christmas for shipping holiday gifts.

Cargo has never been involved in any terrorist attack. But after the Sept. 11 disasters, no one can rule out the possibility of an attack using cargo as a weapon. If that were to happen, the FAA might institute a permanent ban on shipping cargo on passenger planes.

Such a ban would devastate many airlines, which rely on cargo revenue to shore up their bottom lines — or in the current economic climate, to keep the red ink somewhat in check. A total ban would also force shippers to extend their supply chains by one or more days, until and unless enough freighter aircraft came on the market to fill the gap between supply and demand.

The challenge is to institute procedures that are as close to failsafe as possible, while ensuring that the new steps do not cripple the movement of time-sensitive cargo. It will be a difficult balancing act.

*(Adapted from an article in JoC Week)*

## **IATA Ends Joint Rates In Europe**

The International Air Transportation Association has agreed to end the joint setting of air cargo rates by airlines for shipments between points within the European Economic Area. The decision follows a European Union complaint that the practice violates EU competition rules.

The EU said the decision “will translate into greater competition in the setting of air cargo shipment rates to the benefit of European exporters and the European economy as a whole.”

IATA says the decision has no implications for its “multilateral interlinable rates” in other parts of the world. The group said it will be able to continue to publish global cargo tariff rules and procedures within the EEA.

In 1997, the European Commission abolished IATA’s block exemption from antitrust regulations on the grounds that the conference’s tariffs “were considerably higher” than market prices and that price consultations no longer appeared justified. IATA then sought an individual exemption from antitrust rules, which it said was necessary to facilitate cargo interlining. IATA tariffs are used in interlining agreements to calculate each carrier’s compensation. In May, however, the commission determined “IATA had failed to demonstrate that the 55-year-old restrictive system was still necessary” to provide customers with interlining services.

— SOURCE: John Parker, *TrafficWorld*

## **ID for ‘Known’ Air Cargo Shippers Could Ease Security Burden**

**A**ir-cargo shippers face tight FAA security rules, but a plan to create a global “known shipper” database could ease the burden. Continental Airlines has been working on the database program with the FAA, the Air Transportation Association, and the Airforwarders Association. It has tested it with two large freight forwarders and is about to expand the test criteria with additional forwarders.

The database would make it easier for carriers and forwarders to deal with the FAA’s new “known shipper” rule. For goods moving on a passenger airline, a known shipper is defined as one that was doing business with the forwarder before Sept. 1, 1999, and that has moved at least 24 shipments with that forwarder over the past 2 years. If the shipper does not meet those criteria, the forwarder must certify that the customer is a legitimate business by visiting its premises and going through a checklist to ensure that the shipper is who he says he is.

Some forwarders say the rule should be different for big, well-known shippers. “Motorola is an unknown shipper to me if I’ve never worked with them before,” said one import-export spokesman.

The global known-shipper program being developed would create a centralized database shared by forwarders and carriers. Continental and the FAA began developing the program well before the Sept. 11 terrorist attacks. The program could be implemented in about 6 months if tests go well.

According to the Airforwarders Association, forwarders and carriers would pay a fee on either a subscription or transaction basis to access the database. The program would not be a panacea, but it might help forwarders get orders and it could help exporters — assuming they qualify as known shippers — get better rates.

The known-shipper rule is one of several strict new security provisions aimed at thwarting potential terrorists. The rules include new requirements for x-raying and inspecting freight, as well as increased documentation. Most carriers are imposing new surcharges designed to offset the costs of new equipment, personnel, and procedures for inspecting cargo before it goes on the plane. The surcharges vary from carrier to carrier, but most range from 10 cents to 15 cents a kilo. Because of that variance, forwarders will either have to pass on whatever fee each carrier charges them or try to impose a universal fee based on the average surcharge they are getting and hope that their customers don’t complain.

No matter how carriers structure their pricing, the extra costs for increased security will be a long-term fixture, as carriers will have to pay the workers who check the cargo and monitor the new equipment. Maintenance costs for the equipment will be an additional long-term cost.

The security charges come atop fuel surcharges that many airlines have been assessing for the past year and a half. Some worry that carriers might add yet another surcharge, to cover extra war-risk insurance costs. Most governments have agreed to pick up the extra insurance costs for their airlines, but only for a 6-month period.

If airlines have to pay the extra premium themselves, for the differential between the \$50 million coverage that underwriters are now willing to offer and the \$1.5 billion cover they provided before Sept. 1, they will have to impose substantial additional fees. That could raise total surcharges on a typical one-kilo shipment from the United States to central Europe to 50 cents — half the base freight of \$1 a kilo.

Meanwhile, forwarders and shippers have to live with reduced flight schedules, and the carriers have to make do with smaller work forces. Continental, for example, eliminated 56 management and clerical positions in its air-cargo division, as well as 20% of its cargo agents in the field.

—SOURCE: William Armbruster, writing in *JoC Week*

# MARITIME/OCEAN SHIPPING

## OSRA Impact Study Released

The Federal Maritime Commission (FMC) in October issued a comprehensive report on its two-year study of the regulatory and economic impact the Ocean Shipping Reform Act of 1998 (OSRA) has had on the ocean shipping industry's operations since its implementation. The Commission relied upon a broad range of sources, including the cross-section of industry views provided in response to the Notice of Inquiry and survey on OSRA's impact conducted earlier this year.

The study examines five key issues: service contract developments, agreement and voluntary service contract guideline activities, ocean transportation intermediary (OTI) licensing and bonding, tariff publication, and controlled carrier issues. A general regulatory and economic overview of ocean shipping is also included. In the study's closing observations, the FMC offers several suggestions to Congress for possible amendments to OSRA, the most significant of which focuses on controlled carriers. The FMC suggests that Congress give it "greater authority to address unjust and unreasonable rates contained in the service contracts of controlled carriers." Also, the FMC suggests that the definition of controlled carrier be expanded to include NVOCCs owned or controlled by a government.

Upon issuance of the study, FMC Chairman Harold J. Creel Jr. said, "OSRA was enacted to promote a more competitive and efficient ocean liner industry by placing a greater reliance on the marketplace — indications are that it is doing so. Carriers and shippers are tailoring service contracts to their specific marketplace needs. Discussion agreements with nonbinding ratemaking authority essentially have replaced traditional conferences as the primary forum for carriers to exercise their antitrust immunity with regard to pricing. And our findings regarding voluntary service contract guideline adherence by agreement carriers indicate that adherence generally depended on the overall market conditions of the particular trade examined."

Creel welcomed the study's conclusion that the Commission must continue to monitor the evolution of the industry under OSRA to ensure that it fosters a viable ocean liner industry primarily dependent on marketplace forces rather than government regulation. The study can be viewed by visiting the Commission's Internet website at [www.fmc.gov](http://www.fmc.gov) and is available in several downloadable formats.

## Carriers Publish War Risk Surcharges

Increasing vessel insurance costs have prompted many ocean carriers to publish War Risk Surcharges in their FMC tariffs. According to FMC regulations they must be published 30 days before they become effective. Many leading carriers serving the Middle East, Indian Subcontinent, North Africa, and Eastern Mediterranean have published War Risk Surcharges. The surcharges also will apply on shipments moving under service contracts that are subject to governing tariffs, unless a specific exemption to the surcharge is included in the contract.

The Middle East Indian Subcontinent Discussion Agreement announced its members will impose a War Risk Surcharge of \$150 per TEU and \$300 per FEU for cargo moving to the Middle East and Pakistan, and \$10 per TEU, \$20 per FEU for cargo moving to India and Bangladesh. Members of the agreement include APL, CMA, CGM, Maersk-Sealand, National Shipping Company of Saudi Arabia, Senator Lines, P & O Nedlloyd, and United Arab Shipping Company. The effective date of the increase varies according to the individual FMC tariffs of the Agreement members.

Due to continuing unrest in Sri Lanka, carriers serving the port of Colombo recently imposed a War Risk Surcharge of US\$150 per 20-ft. container and US\$300 per container of all other sizes. In the trade between the United States and the Eastern Mediterranean, some carriers have published a War Risk Surcharge of \$50 per TEU applicable on shipments to/from ports in Egypt, Lebanon, Syria, and \$160 per TEU on shipments to/from Israel.

Once the War Risk Surcharges are effective they apply on all shipments moving under tariff rates and under service contracts that are governed by the carrier's FMC tariff, except those rates and contracts that specifically provide an exemption from the surcharge. Shipments received at origin ports or inland points by carriers prior to the effective date of the surcharge are not subject to the surcharge.

## **Puerto Rico Ports Authority Subject to FMC Jurisdiction**

In response to a motion to dismiss this proceeding (Docket 00-02), the FMC has ruled that the Puerto Rico Ports Authority (PRPA) is subject to the Shipping Act and FMC jurisdiction. In January 2000, Crowley Liner Services, Inc. and Trailer Bridge, Inc. filed a complaint alleging the PRPA assessed unfair dockage and other fees at the port of San Juan. They alleged that PRPA changed its method of measuring vessels that pay dockage and other fees at San Juan, and by doing so, tripled their dockage and other charges. This resulted in charges that are double those of other carriers that compete with Crowley and Trailer Bridge at San Juan.

The PRPA argued that FMC did not have jurisdiction over the case, because it is a carrier subject to the jurisdiction of the Surface Transportation Board (STB), and because its actions complied with US Coast Guard requirements. But an FMC administrative judge said that PRPA is a marine terminal operator, not a carrier, and as such the FMC has jurisdiction over the complaints. He also noted that US Coast Guard regulations do not determine Shipping Act issues. The proceeding will move forward at the FMC, unless the parties agree to a settlement or mediation and withdraw their complaints.

## **\$98.7 Million for Maritime Security**

A congressional conference committee has agreed to allocate \$98.7 million for the Maritime Security Program in fiscal 2002, and \$33 million for the Title XI loan guaranty program. However, conferees turned down a Senate proposal to provide the Maritime Administration with an immediate infusion of \$39.9 million for port security projects.

The American Association of Port Authorities said the proposal was separate from an appropriation of \$86 million for Title XI guarantees for port security in the Graham-Hollings port security bill (S. 1214).

The committee also approved a \$16.5 million budget for the Federal Maritime Commission.

— SOURCE: *Journal of Commerce Online*

## **High Court to Hear FMC Case**

Ports, terminals, and carriers are closely watching a U.S. Supreme Court case that could determine whether companies can file complaints with the Federal Maritime Commission against state port authorities.

The court recently agreed to review an appeals court ruling that threw out a gambling-ship operator's FMC complaint against the South Carolina State Ports Authority. The appeals court said the port authority was protected by the 11th Amendment, which gives states immunity from lawsuits brought by their citizens.

At least nine other state agencies, plus Puerto Rico and the Virgin Islands, may be affected by the outcome of the case, which began in October 1999. South Carolina Maritime Services asked the port authority to grant a berthing space for the Tropic Sea, a ship the company planned to use for gambling on cruises. The port authority refused, citing a policy that denied berthing space for gambling ships.

Marine Services filed a complaint with the FMC after it found that the port authority had given berthing space to Carnival Cruise Lines, which also offers shipboard gambling. FMC attorney Christopher Hughey said the port authority allegedly violated the portion of the shipping act obligations to apply policies equally.

The port authority asked FMC to dismiss the case, citing sovereign immunity under the 11th Amendment. An FMC administrative judge ruled in favor of the ship operator, and the full commission upheld that ruling.

The FMC ruling was overturned by the 4th Circuit of Appeals. The FMC then appealed to the Supreme Court, which has agreed to hear the case. Oral arguments are tentatively scheduled for February.

Hughey said the 11th Amendment applies only in judicial cases, not federal administrative cases. He said the Supreme Court has ruled that administrative agencies cannot exercise judicial power, but the executive branch can impose legal obligations on states.

Warren Dean, the attorney representing the port authority, said the sovereign-immunity clause should protect the state agency from an FMC complaint filed by a private company. "States may exercise discretion, and that is what this case is all about," he said. "We don't dispute the FMC's right to regulate us, or initiate its own proceedings. It's inappropriate for the FMC to become a forum for private complaints."

— Adapted from an article by R. G. Edmonson, writing for *JoC Week*



# Young Professionals

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## **2001 Convention Success!**

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# THE ANNUAL MEETING

## Sporting Events

The 39th Annual Meeting was launched with the Golf and Tennis Tournaments. The golfers enjoyed a beautiful sunny day playing at the Las Vegas Paiute Resort, a Pete Dye-designed “high desert” course just a few minutes outside Las Vegas.

The tennis tournament was held at the Bally’s Tennis Complex immediately adjacent to the Paris Hotel. The tennis players experienced a fun-filled day competing in both single and double matches.

It was extremely satisfying for the Association to again be able to host these two sporting events, as a lack of facilities and potential weather concerns precluded holding the tournaments last year in Alaska.

## YP-35

Following up on the successful launch of the Young Professionals (YP-35) group last year in Anchorage, the YP-35 Development Committee, chaired by Michael Gilbert, has been extremely busy and productive over the past 12 months.

Two important YP-35 business meetings were held this year in Las Vegas. The first was a formal meeting of the Development Committee, wherein accomplishments to date, including a proposed By-Laws Addendum, were reviewed and future plans and objectives were explored. The second meeting was the first-ever General Meeting of the YP-35 Membership, where a lively discussion and exchange of ideas took place.

The Development Committee, the Association’s Executive Committee, and the Associate Members’ Management Board were extremely pleased with the turnout of YP-35 members, as well as individuals looking to become involved in this new adjunct organization.

In addition to the business side of YP-35 activities there was a YP-35 Mixer. The ever-growing YP-35 membership enjoyed an evening of dancing and socializing. Attendees remarked that the mixer was great place to have fun and meet new people, as well as establish all-important business contacts that will undoubtedly prove to be beneficial to the individuals and the companies they represent.

## Opening Reception

Many attendees proclaimed this year’s Opening Reception the best ever. The splendidly decorated food and beverage stations offered a wide variety refreshments and nourishment.

The vast ballroom facilities of the Paris Las Vegas Hotel provided ample space for people to mingle and greet old friends, as well as become acquainted with potential new ones — not to mention the constant networking and pursuit of new business opportunities.

One would have to wonder how many thousands of business cards were exchanged among attendees on that first night alone. What a powerful sales and business development instrument that little 2-inch by 3-inch piece of paper is within our industry. Heaven forgive those who forget to bring their cards—or worse, run out of them on the first day.

By the way, several unconfirmed sightings of Elvis Presley were reported.

## New Members’ Reception

As a kickoff to the scheduled networking and social events, the Executive Committee and the Associate Members’ Management Board hosted the traditional New Members’ Reception. This event takes place immediately before the Opening Reception and is held for the benefit of individuals who represent companies that joined HHGFAA within the last 12 months.

Also invited to attend this reception are the numerous specially invited guests, namely representatives of the other industry trade associations, as well as the United States Government and Department of Defense.

In keeping with the entertainment venue and atmosphere, Las Vegas showgirls acted as greeters. Attendees were provided the opportunity to have their photographs taken with the ladies, who were lavishly decked out in costume. Following the conclusion of the New Members Reception, the showgirls acted as official escorts for the group to join the Opening Reception, which commenced immediately afterward.

## **General Membership Meeting**

Tuesday morning began with a hearty breakfast and welcome from HHGFAA Chairman Jeff Coleman and HHGFAA President Terry Head.

Considering the large turnout so early in the morning, it was obvious attendees were eager to get to the business at hand.

The General Membership Meeting was co-chaired by Mr. Coleman and Mr. Don Collins the Associate Representative to the Executive Committee, as well Chairperson for the Associate Members' Management Board (AMMB).

Members attending the General Membership Meeting were informed on various issues effecting the Industry, as well as given the opportunity to ask questions of the AMMB, Chairman and President.

A Roll Call was also held where individuals were provided the occasion to introduce themselves and identify the companies and countries they represented.

Jackie Agner, a member of the Executive Committee and chairperson of the Commercial Affairs Committee, provided the audience with a heartrending memorial tribute to the victims and heroes of the tragic events of September 11. Many who had the opportunity to hear it remarked that her presentation was very moving and it alone was worth coming to the Annual Meeting.

At the request of numerous members, we have reprinted Ms. Agner's remarks on the following page.

HHGFAA Chairman Jeff Coleman recognized outgoing Board Members Tom Olson and Rick Nordquist for their years of service to HHGFAA.

## **Luncheon and Keynote Address**

Following a short reception the attendees were treated to a wonderful lunch and had the privilege of listening to Dr. Oren Harari, this year's Keynote Speaker.

Harari, an energetic and charismatic presenter, shared his thoughts and perspectives on "the ever-changing Rules of Engagement." Drawing on his many years as a management consultant and bestselling author, Harari challenged the audience to develop and implement within their businesses bold and radical approaches to "not just be competitive, but more important, stay ahead of or outdistance the competition."

As part of the luncheon program, HHGFAA Chairman Jeff Coleman recognized and thanked Tom Olsen and Rick Nordquist, who were retiring from service on the Executive Committee. Coleman remarked that both individuals had served with distinction and contributed greatly to the ongoing success and growth of the Association.

## **Military and Government Affairs Workshop/Panel**

Tuesday afternoon proved to be very informative and productive for the large audience that attended the Military and Government Affairs Panel. HHGFAA Vice Chairman and Government/Congressional Affairs Committee Chair Randy Groger moderated the Panel.

Offering presentations were Lt. Col. Patricia Hunt (USAF) and Jolie Lay representing the Military Traffic Management Command, Dennis Richey of the Defense Finance and Accounting Service, as well as LTC Michael Kelly (Ret.) who provided an enlightening brief on present and future applications of the US/Bank "Powertrack" payment system.

Following the presentations of the panelists, the audience was free to ask questions and solicited comments on a variety of issues and topics from the panelists, Randy Groger, and HHGFAA President Terry Head. Judging from the level of interest, the military/government side of the moving and relocation industry may very well offer some of the best future business opportunities for the Association's members, both those presently participating and those contemplating entering that particular market segment as it undergoes a reengineering and privatization process.

## **Annual Meeting of the Active Membership**

Day Two of the formal business meetings began with the Active Members' Meeting. It is at this meeting, which is open only to the Active Members, that the real past and future business of the Association is considered and decided upon.

The meeting was moderated by the HHGFAA Chairman and each chairperson of a standing committee presented a formal report on his or her respective committee's past and future activities. Also, the President briefed the Active Members on the financial status of the Association and reviewed various issues and topics that affect the entire membership. HHGFAA General Counsel Alan Wohlstetter also provided his report.

It was also during the Active Members' meeting that the annual elections were held for the five Active Member positions on the Executive Committee. Results of the election are summerized on page 25 of this issue of *The Portal*. It should be noted that the two Associate Member positions on the Executive Committee are electively competed every 2 years, so that election process will take place next year in Orlando, Fla.

An important segment of the Active Members meeting was the consideration and passage, by unanimous vote, of an Addendum to the HHGFAA Bylaws. This Addendum provides for the focus and governing standards of the newly formed Young Professionals (YP-35) group.

Copies of the Official Minutes and Standing Committee Reports will ultimately be posted to the "Minutes" section of the HHGFAA website.

## **Exhibitors Door Prize Luncheon**

A highlight of the past few Annual Meetings has been the Exhibitors Luncheon, which, due to the space available to us this year, was held right in the Exhibit Hall. Jim Henderson, vice president of the Anchorage Visitors and Convention Bureau (a continuing member of HHGFAA), presided as master of ceremonies for the lively and well-attended event.

All who attended the Exhibitors Luncheon seemed to thoroughly enjoy Henderson's entertaining comments, and those who were lucky enough to win one of the many wonderful exhibitor door prizes certainly considered it time well spent.

## **Military Claims Workshop**

At the last scheduled business meeting, both Active and Associate Members who are involved in the movement of military traffic met to discuss issues and topics relative to loss and damage claims.

Tom Olsen, chairman of the HHGFAA Claims Committee, moderated the open forum discussion. Olsen was assisted by the HHGFAA president and general counsel, as well as by Kevin Spealman, who serves on the Claims Committee.

The Claims Workshop generated some very good discussion and useful information. All participants agreed that the workshop concept should continue and that the scheduled timeframe should be expanded at next year's Annual Meeting.

## **Closing Banquet and Entertainment**

In keeping with longstanding tradition, the final event of the Annual Meeting was the Closing Banquet. This year's event was well attended and participants enjoyed a delicious meal served by the highly professional banquet staff of the Paris Las Vegas Hotel.

Following dinner, participants danced their hearts out. It was amazing to see that kind of energy, especially after the attendees had worked so hard over the past few days.

Although always an occasion to celebrate, the Closing Banquet also signals that the Annual Meeting is coming to end. Friends and business associates alike use this as their final opportunity to say "Thank you" and "Good-bye" — at least until next year.

## **Exhibit and Tradeshow**

Exhibitors spent most of the day Sunday setting up for the Exhibit and Tradeshow that began bright and early Monday morning. Over the past several years, more and more HHGFAA Member companies have elected to display at the Annual Meeting Tradeshow.

The HHGFAA Tradeshow has become the focal point for networking activity and is the place to be to meet the majority of attendees. Countless attendees reported spending quality time strolling around, talking to the various exhibitors, and becoming informed on the new technological and logistical handling tools that are constantly being developed for the relocation and shipping industries.

Judging from the positive comments received from exhibitors and attendees alike, this year's tradeshow was a huge success. Exhibitors reported a constant flow of traffic and attendees were extremely impressed with the quality of displays, as well as the vast wealth of information that was obtained in addition to the profusion of networking activity.

### **Thanks again to HHGFAA 39th Annual Meeting Sponsors**

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Gateways International Inc.  
IAL (Nigeria) Enterprises Limited  
Lykes Lines Ltd. LLC  
Maersk Sealand  
New Haven Moving Equipment Corp.  
Pac Global Insurance Brokerage Inc.  
Pronto Express Distribution Inc.  
Sterling International Inc.  
The Guardian Services Group Ltd.  
Willis Relocation Risk Group  
WISEnterprises Inc.

# HHGFAA Pays Tribute to Victims of September 11, 2001

When Terry and I first started talking about a tribute to the victims of the vicious, evil, terrorist attacks on September 11 we spoke of a poem, a short prayer, a moment of silence. But today, standing here, we agree that these small tokens of reverence don't seem to be enough to cover this tragedy.

September 11th will undoubtedly go down as the deadliest act of terrorism in history. Our symbol of financial stability, the twin towers of New York City were wiped out and the Pentagon, symbol of our military authority, was ripped open like an egg carton. Our commercial jetliners were turned into weapons of mass murder.

With the death toll climbing past 7,000 innocent victims, our nation will be forever changed. We are now a different country, we are different people. It will be impossible to forget that awful moment that slammed us in the pit of our stomach. Will the feeling of tears welling up in our eyes ever go away as we begin to realize the enormity of the unspeakable loss of life? We are all victims, all mourners, all vulnerable regardless of nationality or religious faith. We all awakened to a new world, and in a way we couldn't imagine a month ago, wondering what could happen next.

A remarkable unity of mankind is exactly what happened next. Almost immediately after the first plane hit the first tower of the World Trade Center, leaders from around the world sent messages to the United States mourning our loss. Many of these countries are represented here today.

Thank you for your condolences and prayers. Thank you for supporting the United States. In the words of our American President, George Bush: "This is not just America's fight. And what is at stake is not just America's freedom. This is the world's fight. This is civilization's fight. This is the fight of all who believe in progress and pluralism, tolerance and freedom."

## ***Taken from Abraham Lincoln's Gettysburg Address***

*It is rather for us, the living, we here to be dedicated to the great task remaining before us — that from these honored dead we take increased devotion to that cause for which they gave the last full measure of devotion — that we here highly resolve that these dead shall not have died in vain — that this nation, under God, shall have a new birth of freedom — and that government of the people, by the people, for the people, shall not perish from the earth.*

In closing I would like to recite the following poem from an unknown author:

*As the soot and dirt and ash rained down, We became one color.  
As we carried each other down the stairs of the burning building,  
We became one class.  
As we lit candles of waiting and hope, We became one generation.  
As the firefighters and police officers fought their way  
into the inferno,  
We became one gender.  
As we fell to our knees in prayer for strength, We became one faith.  
As we whispered or shouted words of encouragement,  
We spoke one language  
As we gave our blood in lines a mile long, We became one body.  
As we mourned together the great loss, We became one family.  
As we cried tears of grief and loss, We became one soul.  
As we retell with pride of the sacrifice of heroes,  
We become one people.*

*We are  
One color  
One class  
One generation  
One faith  
One language  
One body  
One family  
One soul  
One people*

*We are the Power of One. We are United—we are America.*

## **HHGFAA's Newly Elected Executive Committee**

Following is the new slate of officers elected at HHGFAA's  
40th Annual Meeting in Las Vegas:

### **CHAIRMAN**

Jeffrey F. Coleman, Covan International, Inc.

### **VICE CHAIRMAN**

Randall Groger, Air Land Forwarders, Inc.

### **MEMBERS AT LARGE**

Jackie Agner, Denali International, Inc.  
Georgia Angell, Dell Forwarding  
David Hope, American Red Ball International  
Mario Rizzo, Gateways International, Inc.

### **AMMB REPRESENTATIVE**

Donald L. Collins, The Viking Corporation

### **ASSOCIATE MEMBERS' REPRESENTATIVE AT LARGE**

Charles L. White, Executive Moving Systems Inc.

### **GENERAL COUNSEL**

Alan F. Wohlstetter, Denning & Wohlstetter

## ***Best Wishes for the Holidays and the New Year***

*from*

*Jackie Agner  
Georgia Angell  
Jeff Coleman  
Don Collins  
Randall Groger  
David Hope  
Mario Rizzo  
Chuck White*

*and*

*Alan F. Wohlstetter*

*of the Executive Committee*

*and from*

*Terry Head  
Bel Carrington  
Shirley Jagdeo  
and*

*Jean Mathis*

*of the Association Staff*

# TECHNOTES

## CSX Lines Forms Horizon Services

CSX Lines has established a separate organization, Horizon Services Group, to provide ocean carriers and inland logistics customers with online booking and billing services, as well as other back-office functions. Until now, the Horizon system has been used by Charlotte-based CSX Lines internally to spearhead its e-business initiatives. CSX uses Horizon to book about 50 percent of its business online.

The backbone of Horizon is a \$70 million computer system that CSX inherited from Sea-Land Services, the former CSX shipping company. The group will be based in Dallas and have 150 business and IT employees. Horizon will offer a full range of back-office functions.

— SOURCE: John Parker, *TrafficWorld*

## Dot-Com Shakeout Leaves Strong Firms

There will be more failures of Internet-based companies in the months ahead, but the dot-com companies still in business after the first or second quarter of 2002 will survive because they will be operating with sound business practices, according to Jim Ritchie, president of Transportation.com.

Transportation.com provides several fleet management services via the Internet. Ritchie said the company was being acquired by Yellow Freight Corp., and would become a wholly owned subsidiary of the carrier.

The mistake many dot-com companies made — as well as the venture capitalists that backed them — was thinking that the Internet was a business, said Ritchie. Rather, he said, the Internet is “a communication platform. Think of the Internet as an advance on a simple communication tool like the telephone or fax.”

Electronic business will continue to expand, but it will be in business-to-business use of the Internet, not business-to-consumer, he said. Transportation is one sector that has much to gain by using the Internet to eliminate waste. “Thirty to 35 percent of overall expenses are in the supply chain,” he added.

Because it is a low-cost communication tool that can connect shippers, carriers, and other parties, the Internet will be used to improve supply chain quality and productivity, Ritchie predicted.

# MILITARY/GOVERNMENT UPDATE

## Ceremony Signals Pivotal MTMC Reorganization

With a simple ceremony, the Military Traffic Management Command has taken the first steps in the most important organizational change in its history. The flag of the MTMC's Deployment Support Command here was retired Nov. 7 in a brief ceremony.

For the first time in almost 40 years, MTMC no longer will have subordinate headquarters for its Continental United States port terminal units. In a transition process that will go through June 2003, MTMC's Fort Eustis organization will transition to the command's operations center. MTMC will now have a single headquarters for all its Western Hemispheric operations.

"A huge step forward is being taken to make the Deployment Support Command into the MTMC Operations Center," Maj. Gen. Kenneth L. Privratsky, Commander told employees and guests. "Today we are leveraging the center of excellence to become the operational hub of MTMC. It is a quantum step forward in the best interest of MTMC and this work force."

The organization change is designed to streamline operations and reduce bureaucratic layering. When completed in mid-2003, as many as 260 employee spaces—252 civilian and eight military—will be eliminated. This represents an 11 percent reduction in MTMC's 2,346 currently authorized positions.

The assimilation of the operations mission at MTMC Fort Eustis was accelerated by the terrorist attacks of Sept. 11, according to Brig. Gen. Barbara Doornink, the former Commander of the Deployment Support Command.

"It has propelled us at a rate of speed we could not have imagined," said Doornink. "It is a challenge we cannot afford not to meet. I hold great hope and confidence that you will meet every challenge and curve ball."

In the new organization, Doornink has assumed the position of Deputy Commander and Director of Operations.

MTMC's new organization will be aligned within four functional areas. Three divisions at Fort Eustis will include Plans, Readiness & Mobilization, headed by Col. Gary Engel; Deployment Operations, headed by Col. Dennis Faver; and Global Distribution, headed by Navy Capt. Kevin Walter. The fourth division, Programs and Policy, headed by Col. Gary Montgomery, will be located in Alexandria, Va.

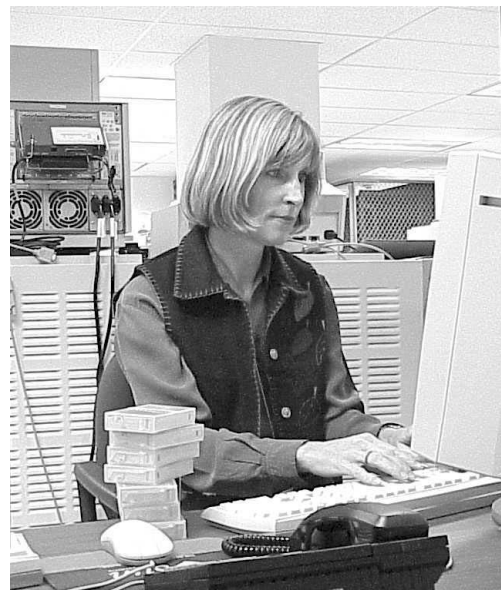
## New Software Signals Changes In MTMC Business Processes

MTMC is adopting a new strategy in the way software is used to support its unique business processes. In the past, the command had used its own software developers to fit unique automated solutions to transportation operations. However, their products would not integrate with other Department of Defense and commercial industry partner systems.

Now, several existing military-unique systems will be replaced with commercial off-the-shelf systems in coming years, said Capt. Pat Elliott, Director, MTMC Automated Transportation Systems. MTMC will not only adopt new commercial software systems, but also the commercial transportation business processes they reflect.

"We do not want to be confined by government-unique policies and processes in implementing efficiencies," said Elliott. "Over the years, MTMC has automated several transportation processes. Our opportunity now is to align with industry, using a commercial software solution that supports standard business practices."

Initially, MTMC is focusing on its two principal surface transportation systems—Global Freight Management and the



Transportation systems analyst Cynthia Ellert reviews server information at MTMC Headquarters.



Integrated Booking System.

“We are aiming at a single integrated surface transportation system solution,” said Elliott, “We seek a system that manages the complete origin to destination transportation dimension.”

The integration review is expected in early 2002. A new commercial system could be in place a year later. In the future, other MTMC systems and business processes may receive a similar review, said Elliott.

“The move to seek an integrated commercial system follows an extensive review by the Logistics Management Institute,” said John Smith, Deputy Chief of Staff for Information Management. “We are looking for an 80 percent solution to acknowledged standard industry business practices in a software product. Then, we’ll tailor our business practices around the commercial software.

## **GSA Uses ALK Mileage Software**

**T**he US General Services Administration is using software from ALK Technologies of Princeton, N.J., as the standard for determining highway mileage for federal civilian agency freight and household goods shipments. PC-Miler-based DTOD 15.1, which stands for Defense Table of Official Distances, is DoD’s standard distance calculation data and software.

GSA negotiates discounted freight and HHG transportation rate agreements with transportation providers and audits transportation billings for the entire federal government. Enhancements to DTOD 15.1, the government version of the commercially available PC-Miler software, include the ability to display routes and geographical data on computerized maps; an enhanced North American and European database including 112,500 standard point location codes; and improved accuracy.

DTOD replaces Rand McNally’s Household Goods Carriers Bureau mileages as the distance standard GSA uses for government shipments. PC-Miler replaced Rand McNally’s MileMaker as the standard for DoD in 1998.

ALK has also released PC-FuelTax 7.0, a fuel tax reporting software that fully automates all aspects of fuel and mileage tax tracking, calculation and reporting. New features in version 7.0 include trailer reports “enabling companies to keep a record of new and leased vehicle and trailer specifications including what jurisdictions they’ve traveled in,” according to ALK. Other capabilities include the ability to view all trips and fuel purchases filed under a specific quarter and the ability to file weight-distance taxes monthly as well as quarterly. The software is Windows-based.

— *Kathleen Hickey, TrafficWorld*

# What About Next Time?

*By John D. Schultz, TrafficWorld*

As unthinkable as it may be, there may be a second wave of domestic terrorism. If so, Jeana Nordstrom wants the country to be ready

Nordstrom, a New York City logistics consultant and immediate past president of the New York Round Table of the Council for Logistics Management, is compiling a national database of emergency personnel familiar with logistics, rescue workers, and equipment.

“What we need to do is put together one collection of data that can be used by city, state, and federal organizations across the country in the case of another event,” she says.

In New York, immediately after the Sept. 11 attack, it took the Red Cross 4 or 5 days to collect a database of trucking companies, warehousing, software equipment, specialized personnel, and the like.

“We have to do this nationwide,” Nordstrom says. “We need this. People need to know what to give and how to give.”

Nordstrom is also encouraging logisticians to become involved in their local Red Cross chapters, which may not have expertise in logistics. She points out that nearly every professional logistician has an extensive list of colleagues and friends with trucks.

Despite the overwhelming support following the Sept. 11 attacks, Nordstrom believes effective and efficient logistics support could have rushed relief supplies faster. She says that effective use of supply-chain management could ensure that donated work boots, gloves, specialized machinery and tools will be ready when needed the next time, whether in response to terrorism or natural disaster.

“Members of our profession are in a unique position to make a very positive contribution” when disaster strikes, she says. Having spoken with representatives of the Red Cross, the Defense Department, and other government agencies, Nordstrom was encouraged to initiate a national database of logistics resources that could be used in the aftermath of a terrorist attack or other emergencies.

She is contacting as many logistics professionals as she knows to learn what resources companies can offer communities. Perhaps it is software that provides supply-chain visibility, or forklifts or warehouse space that could be used to support the Federal Emergency Management Administration, the Red Cross, and the many other agencies and groups as they work to alleviate emergencies and rebuild our communities.

Right now, she would like factual and correct information about the following:

- Emergency routing, recovery
- Charter aircraft services
- Warehousing
- Air carriers (domestic and international)
- Truck services (local and long-haul)
- Ocean services
- Equipment procurement
- Supply-chain technology
- Computers
- Communication hardware

She would also like information about supplies to feed and shelter victims and emergency rescuers, and resources to enable rescuers to dig trapped people from the rubble and save them from other emergency situations.

Lawyers soon will file the necessary papers to establish the not-for-profit organization to implement this life-saving project. At that time, Nordstrom says she will seek funding from private resources.

She can be contacted via e-mail at [JeanaNordstrom@uniriskmgmt.com](mailto:JeanaNordstrom@uniriskmgmt.com).

# INDUSTRY NEWS

## APPOINTMENTS

November 2001 heralded the full time management by **William E. Beuthin** of Worldwide Movers operations in Tanzania and his closer involvement in operations across the WWM network in eight African countries. Beuthin brings to WWM over 30 years of overseas moving experience that includes management portfolios with northAmerican International in Munich, Beirut, Athens, and Houston and over 11 years with Circle/Harper/Eagle in Oman and the Middle East.

A director of WWM Tanzania and all other country operations, Beuthin is a familiar face to all WWM team members.



Jordan & Jarrett International, part of the Doree Bonner International Group, has named **Paul Marchant** its new general manager. Marchant, currently sales and development manager for Jordan & Jarrett, will take up his new post on Dec. 1.

Marchant has over 21 years' experience in the removals industry and joined the company in Canterbury, Kent, just over a year ago. His new position will encompass most of his previous tasks in sales and development as well as the wider responsibilities of day-to-day and long-term branch management.



International relocation expert Crown Relocations has named **Norah Franchetti** director of corporate services, the Americas. Franchetti will be based in Crown Americas Head Office in Huntington Beach, Calif. She replaces Scott Sullivan, who accepted an inter-company transfer to Crown Relocations Japan. Franchetti's 19-year career with Crown began in Hong Kong in sales and customer services. Most recently, she has played a vital part in the company's rapid expansion in Europe, where she served as director, corporate services, European Region.

She will focus on development of the U.S. market, and assist with Crown's expansion in Canada and Latin America. Her extensive knowledge of the Crown worldwide network and close involvement with many important corporate clients will be invaluable in developing relationships with major multinational accounts.



Asian Tigers Transpo has announced the appointment of **Christine Kinkel** as its new international business manager, to be based at the company's headquarters in Bangkok, Thailand, effective Nov. 12.

Kinkel previously worked at Colorado-based Graebel International, Inc., where she was regional director. She brings almost 10 years industry experience to Asian Tigers Transpo.

Kinkel, a U.S. citizen, will relocate from Denver, Colo., to assume her position. She studied at the University of Colorado, with emphasis in International Business Transportation Distribution Management.

Her appointment underlines the continuing growth of the company and the commitment to provide our clients, accounts and partners with the highest level of management support and leadership. Kinkel can be contacted via e-mail [c.kinkel@transpo-intl.com](mailto:c.kinkel@transpo-intl.com)



Suddath Relocation Systems has hired **Brian Loud** as president and general manager and **Gene Kopecky** as regional vice president of sales to oversee its recently acquired branch in San Jose, Calif.

Loud will oversee operations, sales, and overall profit and loss. Kopecky will focus on bringing in new national account business for Suddath's corporate relocation services.

Loud has over 15 years' experience in the moving industry. He has held senior-level sales and operations positions for major relocation and freight companies in the United States and Asia. Currently he is also involved with the Bay Area Professionals in Relocation management, the Western International Personnel Association, and the British American Chamber of Commerce.

Kopecky has been in the relocation industry for more than 25 years. His career includes stints in sales and general management for nationally known relocation firms.



**A look at the people  
and events shaping  
HHGFAA member  
companies.**

## EXPANSIONS

**Worldwide Movers Africa** has announced the opening of Worldwide Movers Eritrea and Worldwide Movers Zambia with operations in Asmara, Masawa, and Lusaka.

**Worldwide Movers Eritrea**, directed by **Tewelde Medhin**, is the only exclusive international moving company in the nation providing truly professional international moving services. **Worldwide Movers Zambia** is operated by **Kevin and Jan Cummings**, experienced professional movers in Central and Southern Africa with many years of experience in Zambia.

Both branches handle international removals, local moves, long-term storage in dedicated warehousing facilities, and can also offer destination services to all but the most remote corners of their respective nations.

Website: [www.wmmovers-africa.com](http://www.wmmovers-africa.com)



**Crown Relocations** has acquired **Personalized Relocation Management Inc. (PRM®)**, a full-service relocation management company based in Glendale, Calif. PRM owner **Alan Dias** has joined the Crown team as senior vice president, relocation services, the Americas. Founded in 1979, PRM® and Crown have enjoyed a close working relationship for several years.

Dias will be responsible for continuing the development of Crown's relocation service capabilities in the Americas, to include product and service development, staff training, business development, and assuring the delivery and maintenance of high levels of customer satisfaction.



As the Philippine business climate remains drowsy and business opportunities seem few and far between, a number of companies have taken a defensive stance and cut costs. However, Executive International Movers seems to see it differently.

**Executive International Movers, Inc. (EIM)** is in an expansion mode. The international moving company has just opened its Cebu office, to complement its services for its corporate accounts in Metro Manila that have extension branches in the Visayan Region of the country.

EIM President & CEO Vedit Kurangil noted, "As a customer-focused company, we feel it is the logical step for us because direct local support combined with the new branch will provide tremendous peace of mind to all our clients in the region. One of our experienced and professionally trained supervisors from the Manila office will be flown in for the duration of each and every move to ensure that our high quality standards are maintained throughout the process."

The Cebu office is headed by Sales Manager Juvy Cañal; an 8-year veteran of the personal effects moving industry. As the main contact in Cebu, she will provide the same personalized and professional quality services that EIM's clients have grown to expect. "My job," she said, "is to be an extension of the EIM office in Manila. That means servicing clients in the same fashion as they are serviced from the home office. The Cebu office will work closely with the Manila office and it's comforting to know I have the backing support of real-time advice from Mr. Kurangil, Kirby Holland, our international manager, and the rest of the team at EIM."

When all is said and done, EIM looks like a company that has the vision, the will and the ability to succeed even in these trying times. For more information call (0917) 546 7249 or 671 8000.



On June 30, a small celebration was held to formally begin construction of the new **Hofmann Zurich** facility in Spreitenbach. The building will feature a basement floor at 3.20 m (10.5 ft.) height, used for climate controlled storage, file storage, and high-security storage (total storage facility: 22,500 cu.m.). The building will have four indoor loading docks, 14 lockable parking units for vans, and office facilities for up to 32 administration staff.

For more information, e-mail [moving@hofmannzurich.ch](mailto:moving@hofmannzurich.ch).

## HONORS AND AWARDS

**Movers Specialty Service, Inc.**, Montgomeryville, Pa., became one of the first nationwide relocation companies in North America to achieve European Union Crating certification. This occurred soon after the EU adopted emergency measures requiring special treatment and marking of all new and used coniferous non-manufactured wood packing material (NMWP) originating in the United States, Canada, China, and Japan. The EU is seeking to avoid the introduction and establishment of a microscopic eelworm called the pinewood nematode that has caused extensive mortality in pine trees in Japan and China.

The American Lumber Standard Committee (ALSC) was chosen by the USDA to oversee the certification process, which requires onsite inspections of NMWP manufacturing facilities to verify compliance. Inspections are done by an organization accredited by the ALSC.

MSS has adopted the U.S.-accepted kiln-dried mitigation (heat treatment) to eliminate this pest on NWMP and is utilizing proper stamping methods. MSS is also currently working with many of its subcontractors to help them achieve compliance.

For more information, visit [www.mssl.com](http://www.mssl.com).



Wheaton World Wide Moving recently honored 20 individuals selected as Drivers of the Month for May, June, July, August, and September.

**May:** **Bill Adams**, Quartzsite, Ariz.; **Gregg Shandy**, North County Moving & Storage, Escondido, Calif.; **Robert Corwin**, Norwood Moving Systems, Mountain Home, Ark.; **Thomas Stramara**, Tobin Bros. Moving & Storage, Dayton, Ohio

**June:** **Ed Feters**, Las Vegas, Nev.; **Wilbur Pascoe**, Clovis, Calif.; **Robert Pritchard**, Tide Moving & Storage, Theodore, Ala.; **Michael Mather**, Mather Bros. Moving, Raleigh, N.C.

**July:** **Robert Krumpols**, Preferred Movers, Inc., Crossville, Tenn.; **Vince Butler**, Grand Junction, Mich.; **Joseph Pearce**, Ken Fox Movers, Brooksville, Fla.; **Steven Williams**, Norwood Moving Systems, Inc., Mountain Home, Ark.

**August:** **Michael Erickson**, North County Moving & Storage, Inc., Escondido, Calif.; **Ken Ivey**, Smithfield, N.C.; **Jerry Blair**, Paragon Moving & Storage, Hopkins, Minn.

**September:** **John Sanders**, Mena, Ark.; Carl Carbone, Sunset Moving & Storage, Key West, Fla.; **Butch Beaudin**, Badgerland Movers of Janesville, Inc., Janesville, Wis.; **Martin Sopko**, Sopko Moving & Storage, Manville, N.J.

Each driver received a cash award and a plaque, along with Driver of the Month uniform patches and equipment decals. They will also be eligible for the annual Super Service Driver of the Year awards.

## IN MEMORIAM

### George Nakamichi

On Aug. 17, The Pasha Group lost one of its family when George Nakamichi, who retired just over a year ago, passed away after suffering a stroke. Mr. Nakamichi capably oversaw Pasha operations in Okinawa, Japan, for over four decades. He was a familiar face at HHGFAA gatherings and regularly visited the company's headquarters in Corte Madera, Calif.

Chad Crandall of the Okinawa branch recalled, "The relationship I had with George was often like that of a father and son. Though he could be difficult at times, when we needed help he was there. Fortunately, George was able to fulfill his travel plans to Europe and Egypt upon retirement—he even had a trip to Russia on his agenda. If he wasn't busy, George wasn't happy. He will be missed by many."

His colleagues Maizy Nagle and Hiromi Montgomery, who worked for 14 years with Mr. Nakamichi, noted, "We were often told we could work anywhere and for anybody since he had trained us so well. He was a great boss, and we miss him very much."

"Over the years, as friends, we enjoyed watching Mr. Nakamichi's children, Lisa and Patrick, grow to maturity, and shared his pride in their personal and professional achievements," said the company's in-house newsletter. "We now extend our love and sympathy to them during this difficult time."

# Important Tips for Winter Third Party Services

*By Stephen J. Eschbacher, Household Movers Services*

With the winter season upon us, it becomes increasingly important to monitor certain aspects of third party services. Specifically, waterbeds, washing machines, and refrigerators with water lines require extra care when they are transported in areas affected by freezing temperatures:

- **Waterbed.** It is virtually impossible to drain all the water from the mattress of a waterbed. Since the remaining water can freeze in transit, we do not recommend assembly on delivery day. The mattress should be allowed to sit in residence overnight until it reaches room temperature, allowing any ice to thaw and the mattress to become more pliable.
- **Washing machine.** It is very important to drain all the water from the washing machine when servicing it at origin. If water remains and freezes, it can damage the pump housing and the mixing valve. We also recommend letting this appliance sit overnight after delivery before reconnecting. Doing so will preclude possible problems caused by blockage in the hoses.
- **Refrigerator with icemaker.** Like other water-related items, the refrigerator distribution lines are susceptible to damage caused by the expansion of freezing water. Therefore, it is critical to drain completely the lines running up the back of the unit and the water supply to the door, as well as to remove any ice and water from the icemaker assembly.

Waiting for the day after delivery to perform services for these items may temporarily delay the transferee's settling into his new home. However, doing so will preclude the need for subsequent service calls to rectify problems caused by scheduling these services too soon. If a coordinator is uncertain about these, or other temperature-related services, their third party service provider can assist with addressing their concerns.

## METAL SECURITY SEALS FOR SALE

Members		Non-Members	
300 - 9,000	.08 each	300 - 9,000	.12 each
9,300 or more	.07 each	9,300 or more	.10 each

**All orders should be faxed to  
Bel Carrington at (703) 684-3784.**

### Price List for Selected HHGFAA Publications and Miscellaneous Items

TITLE	CONUS MEMBERS	OVERSEAS MEMBERS
Defense Transportation Regulations Part IV (replaces the PPTMR)	40.00	55.00
HHGFAA Freight Forwarders Tariff #4	15.00	
HHGFAA Membership Directory	45.00	55.00
Rate Solicitation I-13	45.00	55.00
How Congress Works: A Layman's Guide to Understanding Congress	10.00	
Active Members Mailing Labels	15.00	20.00
U.S. Associate Members Mailing Labels	20.00	25.00
Overseas Associate Members Mailing Labels	40.00	50.00
Training Video: Packing & Loading Military Shipments	20.00	50.00
Training Video: Packing & Loading Commercial Steamship Containers	20.00	50.00
ITGBL Carrier Approval Pamphlet (effective 4/25/01)	10.00	15.00

### ORDER FORM

Name \_\_\_\_\_

Company \_\_\_\_\_

Mailing Address \_\_\_\_\_

Phone (    ) \_\_\_\_\_ Fax (    ) \_\_\_\_\_

Enclosed is my check for \$ \_\_\_\_\_. Please send the following publications:

Publication	Cost
_____	\$ _____
_____	\$ _____

Please charge my  Visa  MasterCard # \_\_\_\_\_

Name on card: \_\_\_\_\_ Exp. date \_\_\_\_\_

Signature \_\_\_\_\_

*All orders must be accompanied by check/money order payable to HHGFAA or credit card information. Mail with this form to:*

**HHGFAA • 2320 Mill Rd., Suite 102 • Alexandria, VA 22314.  
OR, fax with credit card information to (703) 684-3784**

## **BANNER ADS ON HHGFAA'S WEB SITE: A SMART MOVE FOR YOUR BUSINESS**

Now, you can get more bang for your advertising buck, thanks to HHGFAA's new Web advertising program.

For a one-time setup fee and a nominal maintenance charge you can have a high-quality advertising vehicle designed for you and placed right on HHGFAA's Web site. There, it will be seen by a targeted audience of potential clients, trading partners, and colleagues throughout the industry.

One-time setup fee:	\$180.00
Monthly maintenance fee:	\$ 45.00

For more information on how you can put this exciting technology to work for you, call HHGFAA at (703) 684-3780 today!

**Another Great HHGFAA Member Benefit!**



# WELCOME NEW MEMBERS



**Jeffrey Coleman**  
Executive Vice  
President  
Covan International Inc.  
HHGFAA Chairman

**O**n behalf of the Household Goods Forwarders Association of America, Inc., I want to extend a warm welcome to those who are new to our organization.

## ASSOCIATE MEMBERS (Effective October 1, 2001)

**Baxters International Removals Ltd.**  
Brunel Road, Rabans Lane Industrial Park  
Aylesbury Bucks, HP19 8UN, England  
Tel: (44) 1296 393 335  
Fax: (44) 1296 337 624  
E-mail: sales@baxters-intl.co.uk  
P.O.C: Ron Jeanes  
Sponsors: Abels Int'l Moving Services, UK  
UTS Bon-Accord Int'l Removals Ltd, UK

**DCFC Shipping and Forwarding Services**  
P.O. Box 2300  
Dubai, UAE  
Tel: (971) 4359 2593  
Fax: (971) 4352 2692  
E-mail: dcfcdubi@emirates.net.ae  
P.O.C: Abdul Jaleel  
No. of Years in Business: 30  
Sponsors: Barber Dubai Shipping Agencies  
Company (LLC), UAE  
Ashoka International, India

**Demengements JAF**  
4 Rue Nouvelle Delhi  
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Tel: (216) 184 7746  
Fax: (216) 180 0395  
E-mail: demjaf@planet.un  
P.O.C: Moumene Houcine  
Sponsors: vanpac Carriers Inc., CA  
International Specialists, TX

**Myanmar Dynamic International Movers Co. Ltd.**  
No. 23, Ground Floor, 101th Street  
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Yangon, Myanmar  
Tel: (951) 204-038  
Fax: (951) 204-038  
E-mail: yslintl@mptmail.net.mm  
P.O.C: Mr. Rajeev Bhatachaj  
No of Years in Business: 1  
Sponsors: Brit Move, Australia  
Australian Vanlines, Australia

**Seung International Logistics Co. Ltd.**  
164, Hangangro 2Ga  
Yongsan-Gu, Seoul Korea 140-012  
Tel: (82) 2 798 8951  
Fax: (82) 2 798 8952  
E-mail: seung@seung.co.kr  
Sponsors: All-American Forwarding Inc., WA  
ABC World Movers, Inc., WA

## CORRECTIONS TO 2001 MEMBERSHIP DIRECTORY

Please copy the following and save in an appropriate location with your 2001 Annual Membership Directory.

### SLOVAKIA

**AGS Bratislava International Movers, sro**  
Pristavna 10  
821 09 Bratislava, Slovakia  
Tel: (421) 2 5341 9227  
Fax: (421) 2 5827 1196  
Web: www.ags-worldwide-movers.com  
Email: agsmoves@isternet.sk  
Number of Trucks/Vans: 2  
Whse Space: 350 m2  
Business Type: Commercial Agent  
P.O.C.: Mr. Peter Pancik

### CANADA

**AMJ Campbell International Movers**  
1190 Meyerside Drive  
Mississauga, Ontario L5T 1R7  
Canada  
Tel: (905) 670-6683  
Fax: (905) 670-6684  
Email: headoffice@amjint.com  
Number of Trucks/Vans: 8  
Whse Space: 50,000 sq.ft.  
Business Types: Commercial Agent,  
Forwarder of Domestic and International  
Shipments  
P.O.C.: Mr. Chris Bromley

### INDONESIA

**IMS International Movers & Storage Co.**  
IMS Bldg - Jl. Mampang Prapatan No. 81  
Jakarta 12790, Indonesia  
Tel: (62) 21 798 9978  
Fax: (62) 21 798 8489  
Email: themover@ims.co.id  
Number of Trucks/Vans: 20  
Whse Space: 30,000 sq. ft.  
Business Types: Commercial Agent  
P.O.C.: Mr. Benjamin Bunawijaya

# REQUESTS FOR ASSOCIATE MEMBERSHIP

**P**er Article IV, Section 1 of the By-Laws, which states, "Notice of every application for Associate Membership shall be given to each Active and Associate Member, who shall have thirty (30) days from date of such notice to submit evidence that the applicant is not creditworthy," the following companies have submitted their applications for membership:

#### **Asia-Trans International Movers Pte Ltd**

c/o 76 Kian Teck Road  
Singapore 628801  
Tel: (65) 261 7061 • Fax: (65) 268 8966  
No of Years in Business: 12  
P.O.C: Ms. Vimala  
Sponsors: Asia Trans Worldwide Moving,  
Singapore  
Stamford Moving & Storage Pte Ltd, Singapore

#### **EMS Hansard Ltd**

27-29 Castle Street  
Dover, Kent CT16 IPT, England  
Tel: (44) 1304 241616 • Fax: (44) 1304 226913  
E-mail: admin@emshansard.com  
P.O.C: Kirk Dugard  
No of Years in Business: 6  
Sponsors: Arpin Int'l, NY  
Shipping & Moving.com, Israel

#### **M/S Express Movers Karachi**

13-A Amber Pride, 2nd Floor, Block-G  
P.E.C.H.S., Karache 75400, Pakistan  
P.O.C.: Mr. Aziz A. Siddiqui  
Tel: (92) 21 452 8077 • Fax: (92) 21 454 7066  
E-mail: siddigui-a@cyber.net.pr

#### **Fort Pitt Consolidators/ACE Logistics**

20 North Van Brunt Street, Suite 9  
Englewood, NJ 07631  
Tel: (201) 816-3482 • Fax: (201) 816-3485  
E-mail: jarriola@acelogistics.net  
P.O.C: Juan Arriola  
No of Years in Business: 40 years  
Sponsors: Graebel International, CO  
Intercontinental Van Lines, Canada

#### **Hobby House Forwarders & Movers S.R.L.**

126, Aurel Vlaicu Street  
District 2, Bucharest, Romania  
Tel: (40) 1 210 9531 • Fax: (40) 1 211 2088  
E-mail: hobby.house@netmedia.ro  
P.O.C: Ms. Maria Petrescu  
No of Years in Business: 7  
Sponsors: Sterling Int'l Movers, UK  
Universal Express, Poland

#### **Joker International Services Deutschland GmbH**

Friedenstr 11/17, 97816  
Lohr am Main, Germany  
Tel: (49) 9352 879711 • Fax: (49) 9352 879726  
E-mail: a.metzger@joker-international.de  
P.O.C: Alexander Metzger  
No of Years in Business: 11  
Sponsors: A.M.S. Atlantic Int'l Mobelspedition  
GmbH, Germany  
OTB Overseas Transport GmbH, Germany

#### **Lakehaven Limited**

179 Milton Park, Abingdon  
Oxfordshire OX14 4SD, England  
Tel: (44) 1235 832 281 • Fax: (44) 1235 832 255  
E-mail: lakehaven@ukonline.co.uk  
P.O.C: Mr. Roger Aiken  
No of Years in Business: 15  
Sponsors: Kuwahara Limited, UK  
P&F Safepac. Co. Ltd., UK

#### **Rolitrans International Movers**

JL. Bendungan Hilir Raya No. 46D  
Jakarta 10210, Indonesia  
Tel: (62) 21 574 2913 • Fax: (62) 21 574 2914  
E-mail: themoers@rolitrans.co.id  
P.O.C: Mr. Richardo S.  
No of Years in Business 19  
Sponsors: Williams Moving Int'l, Canada  
Transglobal Shipping & Storage, Australia

# WASHINGTON UPDATE

## DoD Authorization Bill Advances

The conferees from the House and Senate Armed Services Committees are trying to iron out the differences on the FY 2002 Authorization legislation for the Defense Department. While there are notable differences between the two bills, it is expected that a final authorization bill will be completed by the beginning of December.

Perhaps the most contentious issue still to be resolved is the question of whether there will be another round of base closures. The Senate version calls for another round in 2003 but the House language does not. Secretary of Defense Donald Rumsfeld has indicated that he will recommend a veto of the bill if there is not final language to allow for the round of closures in 2003. However, a spokesman for conferee Rep. James Hansen (R-UT) said President Bush will probably sign whatever comes out of the conference, with or without base closings.

The House-passed version (i.e., H.R. 2586) is a \$343.2 billion defense authorization bill that contains two provisions of interest to HHGFAA. The first issue is an amendment sponsored by Congressman Neil Abercrombie (D-HI) that would attempt to require some review of the contract bundling and A-76 processes of the DoD. During floor debate, the House adopted compromise language for the competitive-contracting practices and it now appears as if the compromise language adopted in the House bill has been further modified among the conferees.

The conference committee changes would require a study of all contract consolidations. The new language will require the DoD to develop a database to track contract consolidations that consolidate 2 or more contracts previously awarded by DoD to small business concerns. The database shall contain, at a minimum, the names and addresses of the businesses to which the contracts that were consolidated were previously awarded, the rationale for consolidating the contracts, and the monetary benefit projected to be realized by the contract consolidation.

In turn the DoD will be required to submit a report regarding the information contained in such database to the Committees on Armed Services of the House of Representatives and the Senate, the Committee on Small Business of the House of Representatives, and the Committee on Small Business and Entrepreneurship of the Senate.

The second issue is the potential expansion of the Clinger-Cohen procurement practices. Under the House bill, the current types of products and services will continue to be subject to the Clinger-Cohen expedited procurement procedures for an additional two years. It appears as if there will be no expansion of the services to include transportation or freight forwarding.

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**By Jim Wise**  
**PACE-CAPSTONE**

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## House Transportation Democrats Propose \$50B Infrastructure Stimulus Package

Democrats on the House Transportation and Infrastructure Committee proposed a \$50 billion package designed to create jobs and stimulate the economy through “investment in rail, environmental, highway, transit, aviation and maritime infrastructure improvements and security enhancements.”

“By improving our highways, rail lines and airports, goods and services will flow more quickly and efficiently,” said Rep. Bob Borski (D-PA), one of the creators of the proposal. “And investing in transit will greatly relieve congestion and transport people to their workplace in a more efficient manner,” he added. According to a spokesman for Transportation Committee Ranking Minority Member James L. Oberstar (D-MM), this proposal will be crafted into either a stand-alone bill or will be offered for inclusion “into whatever we take up as an economic stimulus package.”

The package includes:

- \$23 billion for rail. Of the total, \$15 billion would be for the issuance of tax-credit bonds for high-speed rail projects chosen by the Transportation Department and \$3 billion would be for capital investment for Amtrak.
- \$7.5 billion for highways. Of that, \$5 billion would be additional authority for highway capital investments, distributed to the states as designated in the Transportation Equity Act for the 21st Century, TEA-21, formula. The remaining \$2.5 billion would be available for loans for highway, transit, intermodal and high-speed rail

projects under the Transportation Infrastructure Finance and Innovation Act.

- \$5 billion for transit. The \$5 billion in transit formula grants would be distributed to states and cities as stipulated in TEA-21
- \$2 billion for aviation. The \$2 billion would be for aviation improvement program grants distributed to states and airport authorities pursuant to the Aviation Investment and Reform Act for the 21st Century, AIR-21, formula.
- \$1.5 billion for economic development infrastructure projects through the Economic Development Administration public works program, Delta Regional Authority, and Appalachian Regional Commission.
- \$1 billion for port and intermodal access. Of that, \$900 million would be for state grants for improved port access. The remaining \$100 million would be for Title XI loan guarantees to finance \$2 billion of construction of U.S.-flagged ships used in domestic commerce

According to the proposal creators, infrastructure projects that focus on enhanced security for transportation and environmental infrastructure systems will be given priority.

## **Jones Act a Bargaining Chip in Trade Talks**

The U.S. should modify or repeal the Jones Act in order to advance other international trade priorities in the next round of global trade talks, said the executive director of the American Association of Exporters and Importers. John Simpson, a former senior Treasury Department official, told the International Commerce Club in New Jersey that it is likely the U.S. will be asked to put the cabotage law “on the table” in exchange for concessions more important to U.S. interests.

“There is a very good chance that we will be asked to put our Jones Act law on the table,” Simpson said, adding that “I believe it is time to modify the Jones Act to accommodate emergencies, if not to repeal it outright.” The Jones Act restricts waterborne shipments of goods between U.S. ports to ships owned, crewed and built by Americans. The 1920 law has survived several attempts to dismantle it based on the support of maritime unions and national security advocates who see the law as maintaining a vital skill set that has shown itself to be necessary in times of national emergency.

## **Brokers Seek Bankruptcy Legislation**

Customs brokers are seeking legislation that would provide relief in cases where importer-clients have filed bankruptcy. Congressman Lindsey Graham (R-SC) filed a bill (H.R. 2569) in early October that would establish “priority” for duty payments that brokers advance to the Customs Service on behalf of importers who later file for bankruptcy.

Peter Powell Sr., president of the National Customs Brokers and Forwarders Association of America (NCBFAA) and chief executive of C.H. Powell Co., said that the bill would keep bankruptcy trustees from making claims against the advance payment.

Customs brokers commonly pay customs duties and fees in advance as a service to importers, Powell explained. If an importer later files for bankruptcy, the court-appointed trustee may treat the customs broker as any other creditor, and sue to recover the advance payment. The broker is stuck in the middle, Powell said. He can’t recover the duty from Customs, and can’t collect from the importer. The broker also must pay legal expenses to defend himself in court.

Powell said that most brokers are careful about paying advances for clients. But importers still go bankrupt, and it happens more often when the import economy is slowing

Bankruptcy has been a hot topic for several years, and Republicans and Democrats are divided on a solution. Jon Kent, NCBFAA legislative representative, said that a House-Senate conference committee currently is meeting on a bankruptcy-reform bill. Kent said that it’s not likely that the brokers’ bill will be rolled in to the current legislation, which may take a year to pass.

## **Cargo Liability Standoff**

To Michael Sturley, six degrees of separation aren’t enough to describe the gap between where the U.S. and the rest of the world stands on reform of cargo liability rules. In the best of worlds the two would be in sync. The U.S. and other nations would adopt a United Nations treaty that would set down uniform rules of liability for goods lost or

damaged at sea. “The worst case is that we do nothing and the world goes ahead,” Sturley said. That is, the rest of the world adopts the U.N. treaty and the U.S. clings to its 65-year-old Carriage of Goods by Sea Act (COGSA).

Sturley is both scholar and participant in efforts to reform the world’s cargo liability rules. He is a professor of admiralty law at the University of Texas. Sturley also is the “reporter,” or recording secretary for Committee Maritime International (CMI), the working group on cargo liability. Sturley’s job is to compile comments from the international maritime law community, governments, and industry on the draft of a new liability regime being prepared for the U.N. Commission on International Trade Law (Uncitral). After receiving comments on the draft, Uncitral will meet to discuss the draft in New York in June 2002.

Members of the U.S. Maritime Law Association drafted a COGSA reform bill nearly five years ago. Senator Kay Bailey Hutchison (R-TX), then chairman of the Senate Subcommittee on Surface Transportation, held public hearings in 1999, but never introduced the bill.

Hutchison “wanted everyone in agreement so the bill would slide through,” said Chester Hooper, New York maritime attorney and one of the authors of the COGSA reform bill. He said the longer Hutchison waited, the more opponents were able to muster resistance against it. Meanwhile, CMI, an international maritime attorneys’ organization, has been working to come up with its own plan — a process that could take several years.

Some reformers say that Congress should wait until Uncitral offers a treaty for ratification. The process seems to have gathered momentum. There have been three international meetings on liability reform this year.

“My response to those who say we should do nothing is, one, if we wait, nothing will happen,” Sturley said. “Two, even if the international committee is going ahead, we may be less happy with the final product. Three, we need help now. Optimistically it will be 10 years before an international convention is in place.”

## **It’s Not Too Early ...**

**... to mark your calendar for HHGFAA’s 40th Annual Meeting in sunny Orlando, Florida, Sept. 29–Oct. 1, 2002.**

**All your friends, trading partners, and colleagues will be there, and you should be as well! Don’t miss out on one of the world’s favorite destinations — plan now to join us!**

# WEBSITES TO SEE

Here are a few Websites of interest to HHGFAA members. NOTE: All are preceded by www, and many are linked to the HHGFAA Website.

**IMPORTANT NOTE:** Websites and e-mail addresses shown on this list include ONLY those for certain government agencies, and companies whose ads appear in *The Portal* or the HHGFAA Annual Directory, who sign up as sponsors for HHGFAA's Annual Meeting, or who are featured in a story in this issue of *The Portal*.

HHGFAA: [hhgfaa.org](http://hhgfaa.org)  
A.Alternativa: [a-alternativa.com.br](http://a-alternativa.com.br)  
AGS: [ags-worldwide-movers.com](http://ags-worldwide-movers.com)  
Air Animal: [airanimal.com](http://airanimal.com)  
American National Standards Institute: [ansi.org](http://ansi.org)  
Andreas Christ Movers: [christ-movers.com](http://christ-movers.com)  
APA Worldwide: [apaworldwide.com](http://apaworldwide.com)  
ARGENMOVE: [argenmove@argenmove.com.ar](mailto:argenmove@argenmove.com.ar)  
Arrowpak: [arrowpak.co.uk](http://arrowpak.co.uk)  
Ashoka Int'l: [indiantrade.com/ashoka](http://indiantrade.com/ashoka)  
Asian Tigers TCI: [AsianTiger-TCI.com](http://AsianTiger-TCI.com)  
Atlas Int'l Movers: [atlas-movers.nl](http://atlas-movers.nl)  
Brazil Worldmover: [brazilmover.com](http://brazilmover.com)  
Crystal International: [crystalinternational.com](http://crystalinternational.com)  
Claims Prevention and Procedure Council: [claimsnet.org](http://claimsnet.org)  
Desbordes Int'l: [desbordesinternational.com](http://desbordesinternational.com)  
DeWitt Trans. Services of Guam: [dewitt.com.gu](http://dewitt.com.gu)  
Direct Moving: [directmoving.com](http://directmoving.com)  
Excargo Services: [excargo.com](http://excargo.com)  
Federal Maritime Commission: [fmc.gov](http://fmc.gov)  
Freight Int'l: [freightinternational.com](http://freightinternational.com)  
Fukuoka Soko Co.: [fukuokasoko.com/moving](http://fukuokasoko.com/moving)  
Garcia Trucking: [garciatrucking.com](http://garciatrucking.com)  
Gateways Int'l: [gatewaysinternational.com](http://gatewaysinternational.com)  
Gosselin Worldwide Moving: [gosselin.be](http://gosselin.be)  
Harsch Transports: [harsch.ch](http://harsch.ch)  
Health Insurance Info: [hcfa.gov](http://hcfa.gov) and [hhs.gov](http://hhs.gov)  
International Maritime Bureau Piracy Reporting Center: [icc-ccs.org](http://icc-ccs.org)  
Interdean Interconex: [interdean.com](http://interdean.com)  
Intermove: [Intermove.com](http://Intermove.com)  
International Organization for Standardization: [ISO.ch](http://ISO.ch)  
Inters &R: [inters-r.com](http://inters-r.com)  
J. Calenberg: [calenberg.com](http://calenberg.com)  
Journal of Commerce: [joc.com](http://joc.com)  
JVK Movers: [jvkmovers.com](http://jvkmovers.com)  
La Vascongada, S.L.: [vascongada.com](http://vascongada.com)  
Maersk: [maersksealand.com](http://maersksealand.com)  
Magna Int'l Movers: [magna.co.za/magna](http://magna.co.za/magna)  
Mark VII, Inc.: [markvii.com](http://markvii.com)  
McDonald, Tom: [drtommacdonald.com](http://drtommacdonald.com)

McGimpsey Removals: [mcgimpseys.com](http://mcgimpseys.com)  
Military Traffic Management Command: [mtmc.army.mil](http://mtmc.army.mil)  
Movements Int'l: [movementsinternational.com](http://movementsinternational.com)  
Movers Specialty Services: [mss1.com](http://mss1.com)  
Mudanzas Trafimar: [mudanzastrafimar.com.mx](http://mudanzastrafimar.com.mx)  
Nationwide Relocation Int'l: [nrii.com](http://nrii.com)  
NEER Service: [neerservice.com](http://neerservice.com) or [neerservice.fr](http://neerservice.fr)  
New Haven Moving Equip.: [newhaven-usa.com](http://newhaven-usa.com)  
OTB Overseas Transport GmbH: [otb-deutschland.com](http://otb-deutschland.com)  
P.M. Packers & Movers: [packersindia.com](http://packersindia.com)  
Pac Global Ins. Brokerage: [pacglobalins.com](http://pacglobalins.com)  
Packimpex Ltd: [packimpex.ch](http://packimpex.ch)  
PAIMA: [paima.com](http://paima.com)  
Paris-Las Vegas: [parislvs.com](http://parislvs.com)  
Phoenix Transport Services: [phoenix-transport.de](http://phoenix-transport.de)  
Rhema Movers: [rhemamovers.com.sg](http://rhemamovers.com.sg)  
Santa Fe: [santafe.com.hk](http://santafe.com.hk)  
SCANVAN: [scanvan.com](http://scanvan.com)  
Sea Bird Services: [seabird.com.eg](http://seabird.com.eg)  
SEM Movers: [sem-movers.com](http://sem-movers.com)  
SIT Transportes Internacionales: [sit-spain.com](http://sit-spain.com)  
Status Baby Transports: [status-baby.com.br](http://status-baby.com.br)  
Sterling Int'l: [sterlingmovers.com](http://sterlingmovers.com)  
Subalipak: [subalipack.com](http://subalipack.com)  
TG International: [tginternational.com](http://tginternational.com)  
The Guardian Svcs Group: [guardianservices.com](http://guardianservices.com)  
The Industry Standard: [thestandard.com](http://thestandard.com)  
The MI Group: [themigroup.com](http://themigroup.com)  
The Moving Company: [themovingcompany.co.nz](http://themovingcompany.co.nz)  
Trans Movers Worldwide: [centrin.com/tran/move](http://centrin.com/tran/move)  
Transcontainer: [transcontainer-group.com](http://transcontainer-group.com)  
Transpack Packing & Frt. Fwd: [Transpack.com.pk](http://Transpack.com.pk)  
Unisys: [unisys.com](http://unisys.com)  
Vatovec: [vatovec.si](http://vatovec.si)  
Voerman Int'l: [voerman.com](http://voerman.com)  
Welti-Furrer: [welti-furrer.ch](http://welti-furrer.ch)  
Worldwide Movers Africa: [wvmovers-africa.com](http://wvmovers-africa.com)  
YP-35: [yp-35.org](http://yp-35.org)

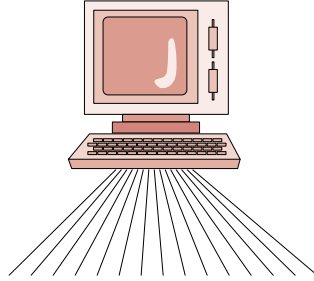
## Selected E-mail Addresses

HHGFAA: [hhgfaa@aol.com](mailto:hhgfaa@aol.com)  
A.Alternativa: [transp@a-alternativa.com.br](mailto:transp@a-alternativa.com.br)  
AGS: [castro-j@ags-paris.com](mailto:castro-j@ags-paris.com)  
Air Animal: [petmover@airanimal.com](mailto:petmover@airanimal.com)  
American President Lines: [david\\_deboer@ccgate.apl.com](mailto:david_deboer@ccgate.apl.com)  
APA Worldwide: [apawwm@sol.racsa.co.cr](mailto:apawwm@sol.racsa.co.cr)  
Andreas Christ Movers: [info@christ-movers.com](mailto:info@christ-movers.com)  
Argenmove: [argenmove@argenmove.com.ar](mailto:argenmove@argenmove.com.ar)  
Ashoka Int'l: [ashokint@ndb.ysnl.net.in](mailto:ashokint@ndb.ysnl.net.in)  
Asian Tigers K.C.Dat Ltd Taiwan: [kcdattwn@asiantigers-kcdat-taiwan.com](mailto:kcdattwn@asiantigers-kcdat-taiwan.com)  
Asian Tigers Transpo: [c.kinkel@transpo-intl.com](mailto:c.kinkel@transpo-intl.com)  
Atlas Int'l Movers: [info@atlas-movers.nl](mailto:info@atlas-movers.nl)  
Brazil Worldmover: [worldmover@brazilmail.com](mailto:worldmover@brazilmail.com)  
Cartwright Int'l Van Lines: [intl-van@cartwrighttrans.com](mailto:intl-van@cartwrighttrans.com)  
Claims Prevention and Procedure Council:

*claimsnet@aol.com*  
Corstjens WW Movers: *info@corstjens.nl*  
Cosmopolitan Transport Mandiri:  
*cosmotrans@cbn.nct.id*  
Crown Santiago: *hmihailovschi@crowrelo.com*  
Crystal International:  
*info@crystalinternational.com*  
Desbordes Int'l: *info@desbordesinternational.com*  
DeWitt Trans. Svc Guam: *ezdewitt@dewitt.com.gu*  
Direct Moving: *kr@directmoving.com*  
Emery Worldwide: *reilly.robort@emeryworld.com*  
Executive Moving Systems:  
*salesinfo@thebestmove.com*  
Fidelity & Marine Ins.: *info@fidelitymarine.com*  
Freight Int'l: *removal@emirates.net.ae*  
Freight Systems Co. Ltd. (L.L.C.):  
*albert@net.fslidxbho.co.ae*  
Fukuoka Soko Co.: *moving@fukuokasoko.com*  
G.E.P.: *gepbox@gep.be*  
Gateways Int'l: *gateways@themovers.com*  
Georgia-Pacific Corp.: *hwgarton@gapac.com*  
Gil Stauffer: *international@gil-stauffer.com*  
Harsch Transports: *harsch.zh@harsch.ch*  
HHGFAA Claims Committee Chairman:  
*tolsen@vanpac.com*  
Hofmann Zurich: *moving@hofmannzurich.ch*  
IAL Nigeria Ltd: *ial.ial.com.ng*  
Interdean Interconex: *info@interconex.com*  
Intermove: *move@Intermove.com*  
Intermud: *intermud@guate.net*  
Inters & R: *info@inters-r.com*  
Intra-Mar Shipping: *intramar@colomsat.net.co*  
J. Calenberg: *info@calenberg.com*  
JVK: *thailand@jvkmovers.com*  
K.C.Dat Taiwan:  
*kcdattwn@asiantigers-kcdat-taiwan.com*  
La Vascongada, S.L.: *comercial@vascongada.com*  
Leader Pack: *leadpack@emirates.net.ae*  
Maersk Sealand: *malley@mllnet.com* or  
*bmegale@mllnet.com*  
Magna Int'l Movers: *removals@jhb.magna.co.za*  
Mark VII Int'l: *MVIIIntlHou@aol.com*  
McGimpsey Bros.: *removals@mcgimpseys.com*  
Movements Int'l:  
*mim.sydney@bigpond.com.au*  
M/S Swift Packers & Movers:  
*naveen12@satyam.net.in*  
Mudanzas Trafimar:  
*sales@mudanzastrafimar.com.mx*  
Nationwide Relocation Int'l: *nrui@deltanet.com*  
Neer Service: *info@neerservice.fr*

New Haven Moving Equipment: *nhmela@aol.com*  
Nordstrom, Jeana:  
*JeanaNordstrom@uniriskmgmt.com*  
Nurminen Prima Oy: *Nurminen.Prima@co.inet.fi*  
OTB Overseas Transport GmbH:  
*info@otb-deutschland.com*  
Pac Global Ins: *sfuhrman@pacglobalins.com*  
PACE-CAPSTONE: *jwisepace@aol.com*  
Packimpex Ltd: *international@packimpex.ch*  
PAIMA: *paima@sinfo.net*  
Pelichet, S.A.: *international@pelichet.ch*  
Phoenix Trans: *phoenix@phoenix-transport.de*  
P.M. Packers: *info@packersindia.com*  
Power-Pak: *hwgarton@gapac.com*  
Premier Worldwide: *premier@iris.dti.ne.jp*  
Rex Service Co., Ltd.: *rexco@public.tpt.tj.cn*  
Rhema East China Ltd: *rhema@pub.sz.jsinfo.net*  
Rhema Movers: *general@rhemamovers.com.sg*  
SBA Advocacy Office: *advocacy@sba.gov*  
Sea Bird Services: *seabird@commnet.com.eg*  
SEM Movers: *semmover@indosat.net.id*  
Sino Santa Fe: *santafenj.ssf-sha@eac.com.sg*  
SIT Transportes Intl: *sit.mad@sit-spain.com*  
Status Baby Transports:  
*vendasinter@status-baby.com.br*  
Sterling Int'l: *mail@sterlingmovers.com*  
Subalipack: *zzaki@pc.jaring.my*  
T.A. Mudanzas: *tamoving@sol.racsa.co.cr*  
TG International: *webmaster@tginternational.com*  
The eXternal Revenue Svce. of The Day  
Companies: *tag@daycos.com*  
The Guardian: *dvaughn@guardianservices.com*  
The MI Group: *mi.corporate@themigroup.com*  
The Moving Company:  
*c.mccall@TheMovingCompany.co.nz*  
Thomas Johnson & Sons Ltd.:  
*billcompton@johnsonmovers.com*  
Transcon Int'l: *dharty@transcon-intl.com*  
Trans Movers Worldwide: *nutrans@centrin.net.id*  
Transpack Argentina: *info@transpack.com.ar*  
Transpack Packing & Freight Forwarding Co.:  
*transpack@isb.comsats.net.pk*  
Troy Container Line: *info@troylines.com*  
United Prof. Movers: *Fazla@upm.sdnpk.undp.org*  
Vanpac: *rauf@vanpac.edunet.sdnpk.undp.org*  
Vatovec: *vatovec@siol.net*  
Voerman Int'l: *mail@voerman.com*  
Watson Services: *watson@africaonline.com.gh*  
Welti-Furrer Ltd: *international@welti-furrer.ch*  
Willis Corroon Trans. Risk Svces: *iris@willis.com*  
YP-35: *lincmove@Blarg.net*

# Link Up with HHGFAA



You can now link your home page with the HHGFAA Website ([www.hhgfaa.org](http://www.hhgfaa.org)), enabling you to list your company by region and services provided and to contact other members who have e-mail and Websites. The cost: a nominal fee of \$100 per year.

To link your company with HHGFAA, complete the form below and send to:

**Household Goods Forwarders Association of America, Inc.**

ATTN: Belvian W. Carrington

2320 Mill Road, Suite 102 • Alexandria, VA 22314

***OR fax credit card orders***

***(Visa or MasterCard only) to (703) 684-3784***

Name \_\_\_\_\_

Company Name \_\_\_\_\_

Address \_\_\_\_\_

\_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Description of Company (20-word limit) \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Web Address \_\_\_\_\_

E-mail Address \_\_\_\_\_

Payment Type:     Check     Visa     MasterCard

Credit Card No. \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Name of Cardholder \_\_\_\_\_

Signature \_\_\_\_\_

*For more information, call Belvian Carrington at HHGFAA, (703) 684-3780*



# FORGING STRONG LINKS

At press time, the following HHGFAA member companies are linked to HHGFAA's Website.

21st Century Relocations (Mumbai, India)  
A Lusitana (São Paulo, Brazil)  
A & A Cronin Movers (Dublin, Ireland)  
A & S Roseth Int'l (Ontario, Canada)  
A. Kuehner & Sohn (Vienna, Austria)  
A.M.S. Atlantic Int'l (Dusseldorf, Germany)  
A-1 Trans Korea (Seoul, Korea)  
A-1 Warehouse & Forwarding Inc. (Laredo, TX)  
Aachener Int'l (Dublin, Ireland)  
AGS Brussels (Brussels, Belgium)  
AGS Prague (Prague, Czech Rep.)  
AGS London (London, England)  
AGS Marseille (Marseille, France)  
AGS Paris (Gennevilliers, France)  
AGS Umzugs Berlin (Berlin, Germany)  
AGS Budapest (Budapest, Hungary)  
AGS Ivory Coast (Abidjan, Ivory Coast)  
AGS Kenya (Nairobi, Kenya)  
AGS Morocco (Casablanca, Morocco)  
AGS Warsaw (Warsaw, Poland)  
AGS Lisbon (Lisbon, Portugal)  
AGS Bucharest (Bucharest, Romania)  
AGS Madrid (Guadalajara, Spain)  
AGS Senegal (Dakar, Senegal)  
Ahjin Transportation Co. (Seoul, Korea)  
Ambassador International (Dulles, VA)  
American Movers Inc. (Waipahu, HI)  
American President Lines (Washington, DC)  
American Red Ball Int'l (Seattle, WA)  
American Vanpac Carriers Inc. (Martinez, CA)  
Arpin International Group (East Greenwich, RI)  
Arrowdene Moving and Storage (Norfolk, England)  
Arven Freight Forwarding Inc. (Woodbridge, VA)  
Ashoka Int'l (New Delhi, India)  
Asian Tigers K.C. Dat (S) Pte (Singapore)  
Asian Tigers Trans China Int'l (Wanchai, Hong Kong)  
Asian Tigers Trans China Int'l (Beijing, China)  
Asian Tigers Trans China Int'l (Guangzhou, China)  
Asian Tigers Trans China Int'l (Shanghai, China)  
Atlas Van Lines Int'l (Seattle, WA)  
Australian Vanlines (Pendle Hill, Australia)  
B.M. Int'l Pvt. Ltd. (New Delhi, India)  
Birkart Globalistics AG (Raunheim, Germany)  
Bishops Move Group (London, UK)  
Brytor International (Mississauga, Ont., Canada)  
Capitol Transportation Inc. (San Juan, PR)  
Chess Moving Australia (Regency Park, S.A., Australia)  
Circle Freight Int'l (Muscat, Oman)  
Columbia World Wide Movers (Limassol, Cyprus)  
Cosmopolitan/M.L. Transportes (Brasilia, Brazil)  
CSX Lines (Washington, DC)  
Crystal Forwarding (Carlsbad, CA)

Decapack (Santiago, Chile)  
Delahaye Blue Ribbon Movers (New York, NY)  
Denali Int'l dba Pacific Movers (Anchorage, AK)  
Dependable Auto Shippers (Dallas, TX)  
Desbordes Int'l S.A. (Paris, France)  
DeWitt Moving & Storage (Tamuning, GU)  
Dijkshoorn Int'l Movers (Vlaardingen, The Netherlands)  
Eagle Shipping Services (London, UK)  
East Int'l Freight Forwarders (Cairo, Egypt)  
Elliott Int'l (Johannesburg, South Africa)  
Euro-USA Shipping Ltd. (Suffolk, UK)  
Excargo Services (Houston, TX)  
Excess International Movers (Auckland, New Zealand)  
Excess International Movers (London, UK)  
Executive Insurance Services Inc. (Oviedo, FL)  
Executive Moving Systems (Woodbridge, VA)  
F & N Worldwide Moving (Lincs., UK)  
Favia Int'l Transport (Cairo, Egypt)  
Fidelity & Marine Inc. (Miami, FL)  
Foehrenbach International (Paris, France)  
Freight Systems Int'l (Cairo, Egypt)  
Fukuoka Soko (Fukuoka-Ken, Japan)  
Gamma Shipping (Yavne, Israel)  
Gateways Int'l Inc. (Settle, WA)  
Gezairi Group Cargo (Beirut, Lebanon)  
Global Packers & Movers (Islamabad, Pakistan)  
Global Silverhawk (Concord, CA)  
Global Worldwide (Naperville, IL)  
Grace Int'l Removals (Seven Hills NSW, Australia)  
Green Van Int'l Co. (Taipei, Taiwan)  
Greenbriar Forwarding (Edison, NJ)  
Henri Harsch HH S.A. (Geneva, Switzerland)  
HL Van Transport (Bassum, Germany)  
Humboldt Int'l (Canton, MA)  
Inter-Jet Customhouse Brokers (Jamaica, NY)  
Inter Trans Insurance Services Inc. (Irvine, CA)  
Inter-Transport SA (Geneva, Switzerland)  
Intermove Limited (Newton, CT)  
International Wood Industries Inc. (Sherwood, OR)  
Interport Executive Movers (Singapore)  
Interstate Int'l Inc. (Springfield, VA)  
Intra-Mar Shipping S.A. (Santafe De Bogota, Colombia)  
ITO Mobiltransport GmbH (Bremen, Germany)  
J. Calenberg (Bonn, Germany)  
Japan Express Co. (Tokyo, Japan)  
Jordanian Coast Cargo & Tourism Services (Amman, Jordan)  
Keller AG (Bern, Switzerland)  
Keller AG (Basel, Switzerland)  
L. Rettenmayer (Wiesbaden, Germany)  
L. Rettenmayer Transitarios (Lisbon, Portugal)  
M. Dyer & Sons Inc. (Honolulu, HI)  
Martin Stephen (Canada) Ltd. (Ont., Canada)  
Matco Transportation Systems (Alberta, Canada)  
McGimpsey Brothers (Removals) (Ireland)  
Mesa Int'l (Grand Junction, CO)  
Mobel-Transport Ltd. (Zurich, Switzerland)  
Moreno Int'l (Monterrey, Mexico)  
MoveAssist Int'l Ltd. (Hitichin, Herts, England)  
Move One (Budapest, Hungary)  
Orbit Int'l Forwarders SARL (Beirut, Lebanon)

OTB Overseas Transport GmbH (Achim, Germany)  
P.M. Packers & Movers (New Delhi, India)  
Pacific Island Movers (Main Facility, Guam)  
Panda Transporti s.r.l. (Rome, Italy)  
Peter E. Reid Stevedoring Inc. (Pago Pago, American Samoa)  
Phoenix Transport (Japan) Ltd. (Yokohama, Japan)  
Phoenix Transport Services (Bremerhaven, Germany)  
Portan S.A. (Bogota, Colombia)  
Prime Movers Int'l (Munich, Germany)  
Reliable Van & Storage (Elizabeth, NJ)  
Renmer International Movers (London, England)  
Rose International Inc. (Hoboken, NJ)  
Rose International (Bremen, Germany)  
Rose International Inc. (Berkshire, England)  
S.G. Global S.A. (San Jose, Costa Rica)  
Saleemson's Freight Services (Islamabad, Pakistan)  
Sancalsa Int'l Services (Mexico D.F., Mexico)  
Santa Fe Transport (Singapore)  
Scanvan Kungsholms Express & Spedition (Stockholm, Sweden)  
Simorgh Pack Transportation (Tehran, Iran)  
S.I.T. Transportes (Madrid, Spain)  
Subalipack (M) Sdn Bhd (Kuala Lumpur, Malaysia)  
Tower Int'l (Bezons, France)  
Transpack Ltd. (Zurich, Switzerland)  
Transeuro Worldwide Movers (London, UK)  
Transcontainer (Tlalnepantla Edo de Mex., Mexico)  
Transworld Int'l Movers (Rio de Janeiro, Brazil)  
Treyvaud-Interdean SA (Geneva, Switzerland)  
Tri Star Freight Systems (Houston, TX)  
TG Int'l Insurance Brokerage Inc. (San Juan Capistrano, CA)  
Unipack S.A. (Tehran, Iran)  
Universal Cargo SRL (Buenos Aires, Argentina)  
Universal Household Fwdg. (Tokyo, Japan)  
V. Pack & Move Co. Ltd. (Bangkok, Thailand)  
Van Der Ent Kuster Koot Topmovers (Spijkenisse, The Netherlands)  
Vanliner Insurance Co. (St. Louis, MO)  
Vayer Group Ltd. (Tel Aviv, Israel)  
Venezuelan International Packers C.A. (Caracas, Venezuela)  
Victory Van International (Sterling, VA)  
Voerman Int'l (Leidschendam, The Netherlands)  
W. H. Hofmann & Co. AG (Zurich, Switzerland)  
Wabash Forwarding (Warrensburg, MO)  
Ward Van Lines (Santiago, Chile)  
Watson Services Limited (Accra, Ghana)  
Williams Moving Int'l (Vancouver, B.C., Canada)  
World Wide Overseas Moving Service Inc. (B.C., Canada)  
Worldmover C&R Ltda. (Rio de Janeiro, Brazil)  
Worldwide Movers (P.T. Gelombang Fajar) (Jakarta, Indonesia)  
Worldwide Movers Tanzania (Dar es Salaam, Tanzania)  
Worldwide Movers Uganda (Kampala, Uganda)  
Worldwide Movers Kenya (Nairobi, Kenya)  
Wridgeways The Worldwide Movers (Ringwood, Vic., Australia)  
Ziegler, S.A. (Brussels, Belgium)

# Industry Calendar

January 2002 (date TBA)	FAIM Seminar	TBA
Jan. 23–24, 2002	GSA Carrier Conference	Arlington, VA
February 2–8, 2002	FIDI Institute	Brussels, Belgium
February 4–7, 2002	NAVTRANS HHG Workshop	Norfolk, VA
March 3–6, 2002	LACMA Conference	Lima, Peru
March 20, 2002	RELO 2002 Convention (Relocation & Living Overseas)	Bangkok, Thailand
March 23–29, 2002	FAIM Seminar	Brussels, Belgium
March 24–28, 2002	MTMC-HQ Training Symposium	Dallas, TX
April 16–20, 2001	OMNI Conference	Dubai, UAE
April 28–May 2, 2002	FIDI Congress	Berlin, Germany
May 2, 2002	FIDI-FAIM Seminar	Berlin, Germany
Sept. 25–27, 2002	FIDI Sales Seminar	Orlando, FL
Sept. 27–28, 2002	PAIMA Convention	Orlando, FL
<b>Sept. 29–Oct. 1, 2002</b>	<b>HHGFAA 40th Annual Meeting</b>	<b>Orlando, FL</b>
Oct. 5–9, 2002	57th Annual NDTA Transportation and Logistics Forum & Exposition	Greensboro, NC
Oct. 10–13, 2002	ERC–International Forum	Boston, MA
Oct. 23–26, 2002	FIDI Forwarding Seminar	Zurich, Switzerland
Oct. 28, 2002	FIDI-FAIM Workshop	Orlando, FL
Nov. 9–15, 2002	FIDI Institute	New York, NY
May 11–15, 2003	FIDI Congress	Stockholm, Sweden
<b>Oct. 12–14, 2003</b>	<b>HHGFAA 41st Annual Meeting</b>	<b>Honolulu, HI</b>
May 2–6, 2004	FIDI Congress	Beijing, China

**Send calendar items to HHGFAA • 2320 Mill Road • Alexandria, VA 22314 • Or fax to (703) 684-3784 • E-mail: [hhgfaa@aol.com](mailto:hhgfaa@aol.com)**

# PORTAL ADVERTISING

## IMPORTANT NEW INFORMATION CONCERNING PORTAL Advertising Rates and Dimensions

**Full Page**           \$ 2,550  
7-1/2" wide x 10" high

**1/2 Page**           \$ 1,350

- Horizontal format:           7-1/2" wide x 5" high
- Vertical format:           3-3/4" wide x 10" high

**1/3 Page**           \$ 950

- Horizontal format:           7-1/2" wide x 3-1/4" high
- Vertical format:           2-1/2" wide x 10" high
- Box format           4-1/2" wide x 5" high

**1/4 Page**           \$ 700

- Horizontal format:           4-1/2" wide x 3-3/4" high
- Vertical format:           3-3/4" wide x 5" high

**1/6 Page**           \$ 425

- Horizontal format:           4-1/2" wide x 2-1/2" high
- Vertical format:           2-1/4" wide x 3" high

**1/8 Page**           \$ 350

- Horizontal format only:       3-3/4" wide x 2-1/2" high

NOTE: Prices shown are the **total cost** for one year (six issues).  
For 2-color ad (black and burgundy only), add 10%. For 4-color ad  
(separations or electronic files must be supplied), add 25%.

### Deadlines to receive new artwork:

January/February 2001 Issue ..... January 2, 2002  
March/April Issue ..... March 10, 2002  
May/June Issue ..... May 5, 2002  
July/Aug. Issue ..... July 15, 2002  
September/October Issue ..... August 20, 2002  
November/December Issue ..... November 1, 2002

### IMPORTANT NOTICE ABOUT ELECTRONIC ADS

**The Portal** now accepts computer-generated files, graphics, and ads supplied on PC- or Mac-compatible floppy or Zip disks or CD-ROMs. **DO NOT SEND ADS BY E-MAIL.**

When providing electronically-generated advertisements, your disk **MUST** be accompanied by a printout showing what the ad should look like. **HHGFAA will not accept disks that arrive without a hard copy proof.**

In addition, advertisers must provide the following information along with the disk. Please use this checklist to ensure that you send everything that will be needed to accurately place your ad:

- Disk with ad (floppy, Zip, or CD-ROM)
- Printout or hard copy proof
- \_\_\_ 4-color \_\_\_ 2-color \_\_\_ black-and-white
- Note format: \_\_\_ PC \_\_\_ Mac
- Note program used to create the ad
  - \_\_\_ Quark: specify version \_\_\_\_\_
  - \_\_\_ PageMaker: specify version \_\_\_\_\_
  - \_\_\_ Corel: specify version \_\_\_\_\_
  - \_\_\_ Illustrator: specify version \_\_\_\_\_
  - \_\_\_ Other (specify): \_\_\_\_\_

**PLEASE NOTE: We do not accept ads created in Publisher—no exceptions.**



**For further information about *Portal* display advertising or classified ads,  
contact Belvian Carrington at HHGFAA:**

Phone: (703) 684-3780 • Fax: (703) 684-3784 • E-mail: [bcarri7850@aol.com](mailto:bcarri7850@aol.com)

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