



# THE PORTAL

VOLUME XXXIV

CONTAINER 6

NOVEMBER/DECEMBER 2002



## An Event to Remember!

A 40th Annual Meeting Photo Essay

2002–2003  
EXECUTIVE COMMITTEE

PRESIDENT

Terry R. Head

CHAIRMAN

Jeffrey F. Coleman  
Covan International, Inc.

VICE CHAIRMAN

Randall Groger  
Air Land Forwarders, Inc.

MEMBERS AT LARGE

Jackie Agner  
Denali Group Companies

Georgia Angell  
Dell Forwarding

Kenneth N. Garrison  
Tri Star Freight System Inc.

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.

YP-35 REPRESENTATIVE

Michael Gilbert  
Southern Winds International Inc.

GENERAL COUNSEL

Alan F. Wohlstetter  
Denning & Wohlstetter

ASSOCIATE MEMBERS  
MANAGEMENT BOARD

Donald L. Collins  
The Viking Corporation

Dick Chia  
Helu-Trans (S) Pte Ltd

Douglas Finke  
Sterling International Inc.

Antonio Gil  
Mudanzas Clara del Rey S.L.

William Gross  
Premiere International

Robin Hood  
Arrowpak International

Brij Mithal  
B.M. International (P) Ltd.

Marilyn Sargent  
Aloha International Moving Services, Inc.

Marc Smet  
Gosselin World Wide Moving NV

Chuck White  
Executive Moving Systems, Inc.

Cliff Williamson  
Transpack Argentina, S.R.L.

# THE PORTAL

VOLUME XXXIV

CONTAINER 6 NOVEMBER/DECEMBER 2002

## TABLE OF CONTENTS

### FEATURES

- 4** HHGFAA 2002–2003 Committees
- 12** Airlines and Air Cargo  
*EU Court Rules 'Open Skies' Pact with U.S. Illegal • IATA Volumetric Change Implementation Delayed • Senate Panel Approves Cargo Security Bill*
- 14** Trucking  
*Transportation Growth: The Freight Analysis Framework • EU Proposes Fuel Tax*
- 16** Maritime/Ocean Shipping  
*EC Clears 'Revised' TACA*
- 18** TechNotes  
*Stop the Spam*
- 19** HHGFAA Working to Establish ISO Networking Groups / *Boris Populoh*
- 21** YP-35: Congratulations to the 2002–2004 Membership Board
- 23** The Annual Meeting in Pictures
- 46** Military/Government Update  
*New Vehicle Storage Program • DoD to Require Digital Access Certificates*

### COMMENTARY

- 3** President's Message / *Terry R. Head*      **57** Washington Update / *Jim Wise*  
"Forty Years of the Same Changes"      "Election Recap"

### DEPARTMENTS

- |  |                                |
|--|--------------------------------|
| <b>48</b> Industry News                      | <b>64</b> Link Up with HHGFAA  |
| <b>53</b> Welcome New Members                | <b>65</b> Forging Strong Links |
| <b>55</b> Requests for Associate Membership  | <b>69</b> Portal Advertising   |
| <b>56</b> Price List for HHGFAA Publications | <b>70</b> Advertisers' Index   |
| <b>61</b> Websites to See                    | <b>71</b> Industry Calendar    |

**About our cover:** HHGFAA's 40th Annual Meeting was a celebration of friends and colleagues over four decades. Our photo essay from a great gathering begins on page 23. (Cover photo by Boris Populoh)

THE PORTAL is published bimonthly by the Household Goods Forwarders Association of America, Inc. (HHGFAA), 2320 Mill Road, Suite 102, Alexandria, VA 22314. Phone: (703) 684-3780; fax: (703) 684-3784. E-mail: [hhgfaa@aol.com](mailto:hhgfaa@aol.com). Web site: [www.HHGFAA.org](http://www.HHGFAA.org). Send subscriptions, advertising and editorial material, and changes of address to: Household Goods Forwarders Association of America, Inc. (HHGFAA), 2320 Mill Rd., Suite 102, Alexandria, VA 22314.

## THE PORTAL

**President:** Terry R. Head

**General Manager:**  
Belvian W. Carrington, Sr.

**Director of Programs and Education:**  
Boris A. Populoh

**Membership/Circulation Manager:**  
Jean Mathis

**Administrative Assistant:**  
Jamilla Gravesande

**Layout/Design:** Joyce M. Dexter

## PRESIDENT'S MESSAGE



**By Terry R. Head  
HHGFAA President**

### Forty Years of the Same Changes

Some things change, some remain the same.” I would assume everyone has heard a variation of that old saying. The reverse or antithesis of that saying might also be true — “Some things remain the same, while others change” — especially when you apply them to our industry and the Household Goods Forwarders Association.

Yes, 40 years ago a small group of individuals involved in the forwarding industry met for the first time to discuss common interests and concerns. From that initial meeting has grown a world-recognized association with over 1,700 member companies in some 153 countries worldwide.

The celebration of HHGFAA’s 40th Anniversary was a grand event. As your President, I readily admit to being a little biased. However, judging from the many positive comments received while we were still in Orlando, as well as the many e-mails and letters of congratulations we received afterward, everyone who attended and took part in the anniversary celebration felt it was an event that will be recalled fondly for some time to come. It was fitting our theme for this year’s meeting was “Looking Back—Moving Forward.”

Indeed, we still held the meeting for the benefit of the membership. The industry continues to come together at this annual event to network and develop business. I think those basic reasons that so many people travel so far will always remain the same.

However, this year I sensed a couple of different, or perhaps even deeper, reasons why some many people are choosing to attend the HHGFAA Annual Meetings.

First and foremost, notwithstanding the increased security-related challenges the world and the global economy currently undergo, we continue to be a robust industry and membership that will survive and thrive as we adjust to doing business under these new realities.

There is every indication, to judge by the rapid development of the “Young Professionals” (YP-35) group, that younger members of the industry and HHGFAA now feel they have a recognized standing and peer group with which they can network and grow. Strength comes in numbers, and the anxiety of being a first-timer or novice can be greatly minimized when others are sharing that experience and overcoming those same apprehensions. The genesis of the YP-35 group is a change that will ultimately benefit us all.

If you had an opportunity to walk around the tradeshow floor, undoubtedly you were as impressed as I was by the number of members who elected to exhibit this year. It’s true that HHGFAA has been operating an exhibit area for several years. However, I think you would agree with me that the variety and professional level of the exhibitors, as well as the actual exhibits and displays, have been greatly enhanced. It’s rare that one saw someone just standing behind a table with a few brochures and business cards spread out in front. The purpose of exhibiting has not changed, but the manner in which our members go about it surely has.

I believe as you look through the Photo Essay of the 40th Annual Meeting (beginning on page 41) in this issue of *The Portal*, you too, will note many things that appear similar to years past and many things that have changed. ■

# HHGFAA 2002-2003 COMMITTEES

## EXECUTIVE COMMITTEE

### PRESIDENT

**Terry R. Head**

Household Goods Forwarders Association of  
America, Inc.  
2320 Mill Road, Suite #102  
Alexandria, VA 22314-4678  
Tel: (703) 684-3780  
Fax: (703) 684-3784  
E-mail: hhgfaa@aol.com

### CHAIRMAN

**Jeffrey F. Coleman**

Covan International, Inc.  
#1 Covan Drive  
Midland City, AL 36350  
Tel: (334) 983-6500  
Fax: (334) 983-6700  
E-mail: jeffc@covan.com

### VICE CHAIRMAN

**Randall Groger**

Air Land Forwarders Inc.  
815 South Main Street  
Jacksonville, FL 32207  
Tel: (904) 390-7100  
Toll-free: (800) 365-5463  
Fax: (904) 390-7136  
E-mail: rgroger@suddath.com

### MEMBERS AT LARGE

**Jackie Agner**

Denali Group Companies  
P.O. Box 389666  
Seattle, WA 98138-9666  
Tel: (425) 496-2200  
Toll-free: (800) 228-4480  
Fax: (425) 496-2201  
E-mail: jagner@denaligroupinc.com

**Georgia Angell**

Dell Forwarding Inc.  
202 West Main Street  
Monroe, WA 98272  
Tel: (360) 794-5037  
Fax: (360) 794-0417  
E-mail: georgia@dellforwarding.com

**Kenneth N. Garrison**

Tri Star Freight System Inc.  
5407 Mesa Drive  
Houston, TX 77028  
Tel: (713) 631-1095  
Fax: (713) 631-1099  
Toll-free: (800) 229-1095  
E-mail: tristar@tristarfreightsys.com

**Mario Rizzo**

Gateways International Inc.  
55 W 22nd Street, Suite 200  
Lombard, IL 60148  
Tel: (630) 932-2521  
Toll-free: (866) 492-8244  
Fax: (630) 932-3262  
E-mail: marior@the-movers.com

### ASSOCIATE MEMBERS' REP.

**Donald L. Collins**

The Viking Corporation  
P.O. Box 1536  
St. Thomas, US V.I. 00804  
Tel: (340) 776-1536  
Fax: (340) 774-0859  
E-mail: viking@viaccess.net

### ASSOCIATE MEMBERS' REP. AT LARGE

**Charles L. White**

Executive Moving Systems Inc.  
1250 Featherstone Road  
Woodbridge, VA 22191  
Tel: (703) 497-2700  
Toll-free: (800) 377-8184  
Fax: (703) 491-9157  
E-mail: cwhite@thebestmove.com

### YP-35 REPRESENTATIVE

**Michael Gilbert**

Southern Winds International Inc.  
1780 Whipple Road, Suite 206  
Union City, CA 94587  
Tel: (510) 429-5280  
Toll-free: (800) 570-7715  
Fax: (510) 429-5293  
E-mail: info@swintl.com

### GENERAL COUNSEL

**Alan F. Wohlstetter**

Denning & Wohlstetter  
815 Connecticut Avenue N.W., Suite 500  
Washington, DC 20006  
Tel: (202) 833-8884  
Fax: (202) 833-8886

## ASSOCIATE MEMBERS' MANAGEMENT BOARD

### ASSOCIATE MEMBERS' REP.

**Donald L. Collins**

The Viking Corporation  
P.O. Box 1536  
St. Thomas, U.S. Virgin Islands 00804  
Tel: (340) 776-1536  
Fax: (340) 774-0859  
E-mail: viking@viaccess.net

### ASSOC. MEMBERS' REP. AT LARGE

**Charles L. White**

Executive Moving Systems Inc.  
1250 Featherstone Road  
Woodbridge, VA 22191  
Tel: (703) 497-2700  
Toll-free: (800) 377-8184  
Fax: (703) 491-9157  
E-mail: cwhite@thebestmove.com

### FAR EAST REP.

**Dick Chia**

Helu-Trans (S) Pte Ltd  
Tanjong Pagar Distripark, Block 2  
#02-04 Keppel Road  
Singapore 088065  
Tel: (65) 225 5448  
Tax: (65) 273 2282  
E-mail: dickchia@helutrans.com

### EASTERN US/CANADIAN REP.

**Douglas Finke**

Sterling International Inc.  
1200 S. Church Road, Suite #12  
Mt. Laurel, NJ 08054  
Tel: (856) 778-3030  
Fax: (856) 778-3131  
E-mail: info@sterlinginternational.com

### WESTERN US/ALASKA REP.

**William Gross**

Premier International  
1660 S. Amphlett Blvd, Suite 110  
San Mateo, CA 94402  
E-mail: bgross-premier@threeway.com  
Tel: (650) 292-3840  
Fax: (650) 292-3841  
Toll-free: (888) 685-0505

### HAWAII & TRUST TERRITORIES OF GUAM AND AMERICAN SAMOA REP.

**Marilyn Sargent**

Aloha International Moving Services, Inc.  
91-210 B Hanua Street  
Kapolei (Honolulu), HI 96707  
Tel: (808) 682-2500  
Fax: (808) 682-5228  
E-mail: Mrsargent@cs.com

### U.K. REP.

**Robin Hood**

Arrowpak International  
Sherwood House, Norwood Road, Brandon  
Suffolk, England IP27 OPB  
Tel: (44) 1842 812 165  
Fax: (44) 1842 813 051

### MIDDLE EAST/AFRICA REP.

**Brij Mithal**

B.M. International (P) Ltd.  
8C/1 WEA Karol Bagh  
New Delhi 110 005, India  
Tel: (91) 11 572 1011  
Fax: (91) 11 575 2843

### NORTHERN EUROPE REP.

**Marc Smet**

Gosselin World Wide Moving GmbH  
Monreposstrasse 49  
71634 Ludwigsburg, Germany  
Tel: (49) 7141 380 130  
Fax: (49) 7141 380 132  
E-mail: marcs@gosselin.be

### CENTRAL/SOUTH AMERICA/ CARIBBEAN REP.

**Cliff Williamson**

Transpack Argentina, S.R.L.  
Azopardo 1345  
1107 Buenos Aires, Argentina  
Tel: (54) 11 4300 6123  
Fax: (54) 11 4300 4045  
E-mail: transpak@ba.net

### MEDITERRANEAN REP.

**Antonio Gil**

Mudanzas Clara del Rey, S.L.  
Camino de la Vega 51  
San Fernando de Henares  
Madrid, Spain  
Tel: (34) 91-656-3434  
Fax: (34) 91-656-9707  
E-mail: atgil@claradelrey-es.com

## ACCESSORIAL SERVICES COMMITTEE

### Kenneth N. Garrison (Chair)

Tri Star Freight System Inc.  
5407 Mesa Drive  
Houston, TX 77028  
Tel: (713) 631-1095  
Fax: (713) 631-1099  
Toll-free: (800) 229-1095  
E-mail: [tristar@tristarfreightsys.com](mailto:tristar@tristarfreightsys.com)

### Andy Cartwright

Cartwright International Van Lines Inc.  
11901 Cartwright Ave  
Grandview, MO 64030  
Tel: (816) 763-2700  
Toll-free: (800) 821-2511  
Fax: (816) 763-7863  
E-mail: [awcartwright@cartwrighttrans.com](mailto:awcartwright@cartwrighttrans.com)

### Christiane Crown

Island Forwarding, Inc.  
10601 Tierrasanta Blvd, Suite 349  
San Diego, CA 92124  
Tel: (858) 268-5888  
Toll-free: (800) 566-2811  
Fax: (858) 268-3705  
E-mail: [islandforwarding@msn.com](mailto:islandforwarding@msn.com)

### Chris Freeman

American Vanpac Carriers Inc.  
1340 Arnold Drive, Suite 231  
Martinez, CA 94553  
Tel: (925) 313-0989 x 103  
Toll-free: (800) 877-0444  
Fax: (925) 313-0958  
E-mail: [cfreeman@vanpac.com](mailto:cfreeman@vanpac.com)

### Sue Fuchtmann

The eXternal Revenue Service  
of The Day Companies  
P.O. Box 1187  
1118 Riverside Blvd.  
Norfolk, NE 68702  
Tel: (402) 379-1440  
Toll-free: (800) 366-1440  
Fax: (402) 379-3574  
E-mail: [sue@daycos.com](mailto:sue@daycos.com)

### Monica Paoli

The Pasha Group  
5725 Paradise Drive  
Corte Madera, CA 94925  
Tel: (415) 927-6464  
Toll-free: (800) 825-5964  
Fax: (415) 927-5672  
E-mail: [monica\\_paoli@pashnet.com](mailto:monica_paoli@pashnet.com)

## Sargent Named to AMMB

Marilyn R. Sargent, president and owner of Aloha International Moving Services, Inc. in Honolulu, Hawaii, has been named to the 2002–2003 Associate Members Management Board. She succeeds Art Heath, president of Hawaii-based American Movers, who is stepping down this year after 6 years on the AMMB. HHGFAA is indebted to Art for his long service and many contributions.

Sargent gained experience all facets of the industry through her employment in a variety of positions for several international freight forwarding firms. She established a Canadian and U. S. distribution network for Kenworth and Peterbilt Truck Companies for Brazilian-built trucks, and served as credit manager and national sales administration manager.

As vice president of the Export Assistance Center of Washington, she facilitated the efforts of a variety of small businesses to become involved in exporting for the first time. In addition, she managed grants and contracts for reforestation research projects in Pakistan, Honduras and China, and co-authored two books on forestry in China and wood stocks in developing countries.

Sargent has lived, worked or traveled in 42 countries in Asia, Europe, North America and South America.



## CLAIMS COMMITTEE

**Georgia Angell** (Chair)  
Dell Forwarding Inc.  
202 West Main Street  
Monroe, WA 98272  
Tel: (360) 794-5037  
Fax: (360) 794-0417  
E-mail: georgia@dellforwarding.com

**Sam Baker**  
Moonridge International Relocations  
P.O. Box 7227  
Big Bear Lake, CA 92315  
Tel: (909) 585-9114  
Toll-free: (877) 495-6746  
Fax: (909) 585-9410  
E-mail: moonridgeintl@earthlink.net

**John Cummings**  
American Mopac International, Inc.  
5725 Paradise Drive, Suite 1000  
Corte Madera, CA 94925  
Tel: (415) 927-6490  
Fax: (415) 927-3541  
E-mail: john\_cummings@pashanet.com

**Leo Lemmens**  
Gosselin World Wide Moving N.V.  
Belcrownlaan 9A  
2100 Antwerp, Belgium  
Tel: (011) 32 3 3605500  
Fax: (011) 32 3 3605544  
E-mail: LeoL@gosselin.be

**Tom Olsen**  
American Vanpac Carriers, Inc.  
1340 Arnold Drive, Suite 231  
Martinez, CA 94553  
Tel: (925) 313-0989x104  
Fax: (925) 313-0958  
Toll-free: (800) 877-0444x104  
E-mail: tolsen@vanpac.com

**John Placko**  
Taurus Forwarding Inc.  
P.O. Box 220863  
Haverhill, FL 33422  
Tel: (561) 712-9566  
Fax: (561) 712-9570  
E-mail: jptauf@aol.com

**Kevin Spealman**  
National Claims Service Co. Inc.  
1225 Gardner Road  
Broadview, IL 60153  
Tel: (708) 345-0550  
Fax: (708) 345-5218  
Toll-free: (800) 325-6889  
E-mail: kevin.spealman@nationalvanlines.com

## CARRIER RELATIONS COMMITTEE

**Mario Rizzo** (Chair)  
Gateways International Inc.  
55 W 552nd Street, Suite #200  
Lombard, IL 60148  
Tel: (630) 932-2521  
Toll-free: (866) 492-8244  
Fax: (630) 932-3262  
E-mail: marior@the-movers.com

**Louis M. Lambremont**  
Maersk Sealand  
1530 Wilson Boulevard, Suite 650  
Arlington, VA 22209  
Tel: (703) 351-0107  
Fax: (703) 351-0130  
E-mail: llambremont@mllnet.com

**Jean-Paul Noens**  
International Logistic Service Inc.  
145-18 156th Street  
Jamaica, NY 11434  
Tel: (718) 723-5151  
Toll-free: (800) 842-0213  
Fax: (718) 276-4968  
E-mail: j-p@ilogistics.com

**Charles K. Selvey**  
Cartwright International Van Lines  
11901 Cartwright Avenue  
Grandview, MO 64030  
Tel: (816) 763-2700  
Fax: (816) 763-7863  
E-mail: kens@cartwrighttrans.com

**Paul Vicinanza**  
CSX Lines  
1331 Pennsylvania Ave NW, Suite #560  
Washington, DC 20004  
Tel: (202) 783-8124  
Fax: (202) 783-5929  
E-mail: paul.vicinanzo@csxlines.com

**James Wachtel**  
Lykes Lines Limited LLC  
PO Box 31244  
Tampa, FL 33631  
Tel: (813) 276-4600  
Fax: (813) 276-4593  
E-mail: jwachtel@lykeslines.com

# COMMERCIAL AFFAIRS COMMITTEE

## Jackie Agner (Chair)

Denali Group Companies  
P. O. Box 389666  
Seattle, WA 98138-9666  
Tel: (425) 496-2131 \* Toll-free: (800) 228-4480  
Fax: (425) 496-2201  
E-mail: [jagner@denaligroupinc.com](mailto:jagner@denaligroupinc.com)

## Bud Cardone

Wheaton Van Lines, Inc.  
8010 Castleton Road  
Indianapolis, IN 46250  
Tel: (317) 849-7900 \* Toll-free: (800) 428-9572  
Fax: (317) 849-3718  
E-mail: [budd\\_cardone@wvicorp.com](mailto:budd_cardone@wvicorp.com)

## Christiane Crown

Island Forwarding, Inc.  
P.O. Box 85152 MB 5114  
San Diego, CA 92186  
Tel: (858) 268-5888 \* Toll-free: (800) 566-2811  
Fax: (858) 268-3705  
E-mail: [islandforwarding@msn.com](mailto:islandforwarding@msn.com)

## Mark Dyer

Dyer International Inc.  
P.O. Box 1870  
Pearl City, HI 96782  
Tel: (808) 456-8071 \* Toll-free: (800) 932-9955  
Fax: (808) 456-9112  
E-mail: [dyerintl@aol.com](mailto:dyerintl@aol.com)

## Sandra Rowe-Maier

Jet Forwarding, Inc.  
P.O. Box 4359  
Torrance, CA 90504-1235  
Tel: (310) 214-2135  
Fax: (310) 542-1573  
E-mail: [info@jetforwarding.com](mailto:info@jetforwarding.com)

## Theresa Silver

Denali Group Companies  
P.O. Box 389666  
Seattle, WA 98138  
Tel: (425) 496-2131  
Toll-free: (800) 228-4480  
Fax: (425) 496-2201  
E-mail: [tsilver@denaligroupinc.com](mailto:tsilver@denaligroupinc.com)

## Rebecca Valentine

Rainier Overseas Inc.  
P.O. Box 97004  
Bellevue, WA 98009  
Tel: (425) 277-6000  
Toll-free: (800) 426-9928  
Fax: (425) 643-0448  
E-mail: [rebecca@rainieros.com](mailto:rebecca@rainieros.com)



## **GOVERNMENT & CONGRESSIONAL AFFAIRS COMMITTEE**

**Randall Groger** (Chair)  
Air Land Forwarders Inc.  
815 South Main Street  
Jacksonville, FL 32207  
Tel: (904) 390-7100  
Toll-free: (800) 365-5463  
Fax: (904) 390-7136  
E-mail: [rgroger@suddath.com](mailto:rgroger@suddath.com)

**Jeff Bell**  
Senate Forwarding, Inc.  
P.O. Hbox 560  
Orange Park, FL 32067  
Toll-free: (800) 395-6666  
Tel: (904) 278-0708  
Fax: (904) 264-9630  
E-mail: [jefbel@mediaone.net](mailto:jefbel@mediaone.net)

**Andy Cartwright**  
Cartwright International Van Lines Inc.  
11901 Cartwright Avenue  
Grandview, MO 64030  
Tel: (816) 763-2700  
Toll-free: (800) 821-2511  
Fax: (816) 763-7863  
E-mail: [awcartwright@cartwrighttrans.com](mailto:awcartwright@cartwrighttrans.com)

**Bob Ewing**  
North American Van Lines Inc.  
P.O. Box 4403  
Chicago, IL 60680  
Tel: (630) 717-3423  
Toll-free: (800) 717-1909  
Fax: (630) 718-8774  
E-mail: [bob.ewing@sirva.com](mailto:bob.ewing@sirva.com)

**Han Helder**  
Crystal Forwarding, Inc.  
1901 Camino Vida Roble, Suite 206  
Carlsbad, CA 92008  
Toll-free: (800) 307-8900  
Tel: (760) 431-0266  
Fax: (760) 431-0360  
E-mail: [han@crystalinternational.com](mailto:han@crystalinternational.com)

**Donald Klein**  
Allstates Worldwide Movers, Inc.  
49-29 Metropolitan Ave  
Ridgewood, NY 11385  
Tel: (718) 381-2200  
Fax: (718) 381-8557  
E-mail: [allmove@juno.com](mailto:allmove@juno.com)

**Robert S. Matthews**  
Interstate International, Inc.  
5801 Rolling Road  
Springfield, VA 22152  
Tel: (703) 569-2121 x 320  
Toll-free: (800) 745-6683 x 320  
Fax: (703) 569-3006  
E-mail: [BobM@invan.com](mailto:BobM@invan.com)

**Janice Mickelson**  
AAA Heartland Express, Inc.  
808 Mohanna Place  
Bellevue, NE 68005  
Tel: (402) 293-0979  
Toll-free: (800) 899-3982  
Fax: (402) 293-0987  
E-mail: [britjanice@aol.com](mailto:britjanice@aol.com)

**Jan Moore**  
BINL, Inc.  
1155 E. San Antonio Drive, Suite D  
Long Beach, CA 90807  
Tel: (562) 984-7700  
Toll-free (800) 288-7756  
Fax: (562) 984-8770  
E-mail: [binlinc@aol.com](mailto:binlinc@aol.com)

# YP-35 MANAGEMENT BOARD

## CHAIR

**Michael Gilbert**

Southern Winds International Inc.  
1780 Whipple Road, Suite 206  
Union City, CA 94587  
Tel: (510) 429-5280  
Toll-free: (800) 570-7715  
Fax: (510) 429-5293  
E-mail: info@swintl.com

## VICE CHAIR

**Heather A. Engel**

Overseas Relocation Services  
P.O. Box 58190  
Seattle, WA 98138  
Tel: (253) 893-0036  
Fax: (253) 893-0043  
E-mail: heather@orsi.biz

## CENTRAL AMERICA & SOUTH AMERICA AND THE CARIBBEAN

**Francisco Castro**

Rex Internacional Costa Rica S.A.  
La Asuncion de Belen Heredia  
De Acuamania 300 Metros Notre  
PO Box 2366 -1000  
San Jose, Costa Rica  
Tel: (506) 293 9975 ext. 220  
Fax: (506) 293 5725  
E-mail: fcastrov@rexcargo.com

## AFRICA AND THE MIDDLE EAST

**Eric Beuthin**

Worldwide Movers Uganda Ltd.  
Plot 1255/1256 Katele Close  
Kansanga, Tank Hill, P.O. Box 29339  
Kampala, Uganda  
Tel: (256) 41 266 838  
Fax: (256) 41 267 856  
E-mail: wwmug@imul.com

## THE FAR EAST

**Yogesh Thakker**

21st Century Relocations  
26 Kumtha Street  
1st Floor Shipping House  
Fort, Mumbai 400 001, India  
Tel: (91) 22 233 3232  
Fax: (91) 22 233 3233  
E-mail: yogesh@21stcenturyrelocations.com

## AUSTRALIA & NEW ZEALAND

**Sasha Vallaydam**

Australian Vanlines  
P.O. Box 259  
Pendle Hill NSW 2145, Australia  
Tel: (61) 2 989 6069  
Fax: (61) 2 9896 4345  
E-Mail: admin@vanlines.com.au

## CENTRAL EUROPE

**Cedric Zibi**

NEER Service France  
2 Rue Desire Lemoine  
93300 Aubervilliers, Paris, France  
Tel: (33) 1 48 35 47 00  
Fax: (33) 1 48 35 47 01  
E-mail: cedricz@neerservice.fr

## EASTERN EUROPE

(Vacant)

## EASTERN USA & CANADA

**Mitchell L. Woodham**

Covan International Inc.  
#1 Covan Drive  
P.O. Box 960  
Midland City, AL 36530  
Tel: (334) 983-6500  
Toll-free: (800) 239-4099  
Fax: (334) 983-1060  
E-mail: mwoodham@covan.com

## WESTERN USA INCLUDING ALASKA, HAWAII AND THE TRUST TERRITORIES OF GUAM AND AMERICA SAMOA

**George Cooper**

Southern Winds International Inc.  
1780 Whipple Road, Suite 206  
Union City, CA 94587  
Tel: (510) 429-5280  
Toll-free: (800) 570-7715  
Fax: (510) 429-5293  
E-mail: george@swintl.com

## Healthcare Insurance For Industry Available

A new healthcare insurance program, endorsed by Vanliner Insurance Company and offered through its affiliate, TransProtection Service Company, has been introduced to the moving and storage industry.

Designed solely for moving companies, the program can reduce healthcare insurance costs when compared with other insurance providers. The new program is very timely, given predictions that healthcare costs in general will be rising anywhere from 18 percent to 34 percent.

A wholly owned subsidiary of UniGroup Inc., Vanliner Insurance Company offers many insurance products tailored to the moving industry, including automobile liability, physical damage, workers' compensation, commercial umbrella, warehouse/cargo, and others.

Vanliner President John Temporiti Sr. said the program, which is available to moving and storage companies of all sizes, incorporates two traditional funding methods: self-funding and fully insured. A separate health plan is established for each customer.

"Companies that otherwise would have difficulty obtaining self-funded coverage, or that would find it financially out of reach, will benefit substantially," he said.

For more information call 1-800-325-3619 or access [www.vanliner.com](http://www.vanliner.com) to inquire about healthcare insurance program quotes and contact information for affiliated agents.

# AIRLINES AND AIR CARGO

## EU Court Rules 'Open Skies' Pacts with U.S. Illegal

In a landmark ruling that paves the way for global airline consolidation, the European Union's highest court said Nov. 5 that bilateral "opens skies" agreements between its member states and the United States are illegal. The European Court of Justice ruled that eight member states that signed accords with Washington had breached EU law. The agreements were discriminatory because they restricted the benefits to carriers from those countries rather than to airlines from all 15 EU member states.

The European Commission, the EU's executive, filed a complaint in 1998 against the eight countries, including Germany, Sweden, Finland, Denmark and Austria, alleging that under EU law it had the sole authority to negotiate aviation agreements with third countries. The ruling is a serious setback for Great Britain, which has been trying in recent weeks to reach a limited "open skies" agreement with the U.S. covering mainly cargo services and a passenger operation by BMI British Midland.

The Court's decision means member states likely will cede negotiating authority to the Commission for future agreements. EU countries will, however, keep the rights gained from their bilateral deals with the U.S. The Commission is expected to move quickly to capitalize on its court victory by sounding out Washington on starting talks on the creation of a single trans-Atlantic air market that will open the door to cross-border mergers and remove foreign ownership limits in the EU and the U.S.

*SOURCE: Bruce Barnard, Journal of Commerce Online*

## IATA Volumetric Change Implementation Delayed

*By Boris A. Populoh*

*HHGFAA Director of Programs and Education*

The International Air Transportation Association (IATA) announced that the targeted effectiveness date of Oct. 1, 2002, for the changes to the conversion rate for volumetric weight could not be achieved because of outstanding government approvals. The lack of approval from numerous governmental regulatory bodies from around the world made it necessary to push back the implementation date until the latter part of 2003. At this point, implementation is not expected to occur before October of next year.

Once government approvals with respect to the amendment of IATA resolution 502 are received, steps will be taken to ensure a smooth implementation. To achieve this transition, IATA will consult with tariff coordinating member airlines and take up dialogue with both carriers and shippers. Definitive details will be circulated once an implementation process can be agreed upon.

IATA's volumetric rate calculation change aims to revise the low-density rate calculation from 6,000 cubic cm per kilo to 5,000 cubic cm per kilo. In real terms, this change constitutes an approximately 20 percent increase in rates.

## **Senate Unit Approves Cargo Security Bill**

The U.S. Congress wants to ensure that the Transportation Security Administration (TSA) pays attention to cargo security as well as screening passenger baggage. The Senate Commerce, Science and Transportation Committee on Sept. 19 approved a bill that makes a number of changes to the original Aviation and Transportation Security Act passed in November 2001.

The bill, sponsored by Sens. Fritz Hollings (D-SC) and John McCain (R-AZ), is awaiting full Senate action. The House Aviation Subcommittee passed its own aviation-related legislation focusing more on the economic plight of the airline industry.

The Aviation Security Improvement Act loosens the Aviation and Transportation Security Act passed last fall, bringing passenger airlines more in line with requirements governing all-cargo aircraft operators. Both are mandated to establish a system “to screen, inspect or otherwise ensure the security of all cargo” transported in passenger and freighter aircraft.

The Senate bill requires the TSA to establish and manage a universal known-shipper database, something airlines and forwarders have been pushing since last fall. It also calls for regular inspections of all air cargo shipping facilities, including those of indirect air carriers. If the bill passes in this form, TSA could immediately revoke the carrier’s operating license if it determined there was a failure of security standards.

The measure also calls for the TSA to establish a mandatory training program for all cargo handlers but does not specify who will conduct the training or how it will be managed. The bill also makes all all-cargo operators conform to the same set of security standards, including a security plan for the aircraft ramp and acceptance area, along with background security checks for all employees with access to the secured areas.

*SOURCE: Kristin S. Krause, TrafficWorld*

## **EU Ends Probe Into Airline Alliance**

Ending 6 years of legal wrangling, the European Commission closed its probe of two major trans-Atlantic airline alliances. The cases involve the Star alliance between Lufthansa and United Airlines, and the Wings alliance between Dutch airline KLM and Northwest Airlines. Both alliances were cleared by U.S. authorities and have been operating for several years.

The Commission says it is clearing the Star alliance because the carriers have offered concessions to address competition concerns, and is clearing the Wings alliance because competitors have made no complaints.

In July, the EU Executive Commission indicated it was planning to close the investigations, but gave competitors a month to come forward with comments. It said then that the Star alliance would give up some capacity on four routes — Chicago, Washington, Los Angeles, and San Francisco - from Frankfurt, Lufthansa’s hub airport.

*SOURCE: Inbound Logistics*

# TRUCKING

## Transportation Growth: The Freight Analysis Framework

*By Boris A. Populoh*

*HHGFAA Director of Programs and Education*

The U.S. Department of Transportation, in conjunction with the Federal Highway Administration, recently announced the creation and launch of the Freight Analysis Framework (FAF). The FHWA developed the FAF to understand freight demands, assess implications for the surface transportation system, and develop policy and program initiatives to improve freight efficiency. The FAF seeks to understand the geographic relationships between local freight flows and the nation's overall transportation system. The framework will help identify areas of improvement to increase freight mobility, including highlighting regions with mismatched freight demand and system capacity, and encouraging the development of multi-state and regional approaches to improving operations. The system is designed to measure and forecast future transportation needs, as well as local, national, and global freight flow growth.

The highway and railway systems, as well as water and air transportation systems, are the four key modes of intermodal transportation examined by the Freight Analysis Framework. The FAF database can be searched by U.S. states, cities, or port and boarder crossings, and it contains economic forecasts for the years 2010 and 2020. According to USDOT, by 2020 the U.S. transportation system will handle almost \$30 trillion in cargo annually, compared with \$9 trillion today.

For more information on the Freight Analysis Framework and to view regional transportation patterns and projections, please visit <http://www.ops.fhwa.dot.gov/freight/adfrmwrk/index.htm>.

## EU Proposes Single Tax on Diesel Fuel

The European Union Commission plans to set a single rate of excise duty on diesel fuel for trucks, a measure that could cost the British and German governments billions of dollars.

Under the commission's proposals, Britain's excise duties on diesel would have to be cut by more than 50 percent over the next 7 years. Germany would have to slash its rates by approximately 25 percent.

The result would be sharp drops in the price of diesel for truckers in the two countries. But in other EU countries such as Spain, Portugal and Luxembourg, duties — and prices — would have to rise.

In a related move, the commission wants to raise the minimum rate of duty on diesel and unleaded gas used in cars. From 2006, Brussels wants a minimum duty of 36 euro cents per liter (\$1.36 per gallon), compared to 28.7 euro cents per liter (\$1.09 per gallon) now.

Both measures would eliminate "serious distortions in competition and help protect the environment by encouraging more efficient fuel use," said Fritz Bolkestein, EU commissioner for the single market. Different excise duties distort competition, giving truckers from low-taxation member states an unfair advantage.

British and German truckers, who have long lobbied for cheaper fuel, are expected to applaud the plan. All EU countries must approve the measure before they can become law.

## In Brief ...

Nearly 10 million people use their wireless devices to connect to the Internet, according to a report by Virginia-based ComScore Media Metrix. Trucking uses wireless communications for everything from shipment tracking and route planning to driver communications. The report says 5 million people use handheld computers or personal digital assistants to connect to the Internet and 5.8 million have wireless Internet access through their mobile phones. Duplicate users of both handheld computers and wireless phones drop the total number of wireless Internet users to 9.9 million, or about 11 percent of the total users of wireless devices in the United States.



Though it has been a smash success in Europe and Asia, text messaging from wireless phones has failed to catch on the United States, according to the *New York Times*. Wireless communication, either through cellular phones or wireless Internet connections, has become a staple of the trucking industry. Through both the inoperability of messaging systems between different carriers and the lack of marketing from wireless companies, the phenomenon of short message service has failed to attract many users. Critics say that technology has already passed text messaging by, and point to the expected launches of wireless data-centric handsets that will be more user-friendly using a cellphone for messaging, the *Times* reported.

*SOURCE: Transport Topics*

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

*from*

**Jackie Agner  
Georgia Angell  
Jeff Coleman  
Don Collins  
Ken Garrison  
Mario Rizzo  
Chuck White**

*and*

**Alan F. Wohlstetter**

*of the  
Executive Committee*

*and from*

**Terry Head  
Bel Carrington  
Boris Populoh  
Jean Mathis**

*and*

**Jamilla Gravesende**  
*of the Association Staff*



# MARITIME/OCEAN SHIPPING

## EC Clears 'Revised' TACA

*By Chris Dupin, Journal of Commerce Online*

The European Commission has cleared a revised Trans Atlantic Conference Agreement (TACA) but said it will continue to review the group's exemption from antitrust rules. The Commission announced it "is now satisfied that the agreement does not present any threat to competition on the trans-Atlantic shipping routes and can therefore be cleared."

The agreement approved by the European Union's ruling body is the successor to one that was ruled illegal by the EC in a 1998 decision. The lines were fined 273 million euros (\$274 million) at the time. The decision will have little immediate effect on how TACA carriers do business. The commission noted that "as a consequence of the 1998 TACA Decision and pro-competitive amendments to U.S. shipping legislation, the members of TACA now operate in a market that is substantially more open and competitive than was the case four years ago."

TACA members carry less than half the freight on the North Atlantic today compared to approximately 60 percent at the time of the 1998 decision. "Furthermore, an explosive growth in the number of confidential individual contracts between shipping lines and shippers has contributed to an erosion of the power of the conference," the Commission said. It added, "This substantial increase in the extent and intensity of competition faced by the members of the conference has been a crucial factor in the Commission's decision to grant exemption to the Revised TACA. TACA originally submitted its revised agreement in January 1999. The seven members of TACA are A.P. Moller-Maersk Sealand; Hapag-Lloyd Container Linie GmbH; P&O Nedlloyd Container Line Ltd.' Nippon Yusen Kaisha (NYK); Atlantic Container Line AB; Mediterranean Shipping Co., and Orient Overseas Container Line (UK) Ltd. Nicolette van der Jagt, secretary general of the European Shippers Council, said she had not yet seen a copy of the complete decision so could not yet say if her organization would appeal it. However she said she was pleased with a comment by European Competition Commissioner Mario Monti as the decision was released in which he said "We must now turn our attention to the future and consider carefully whether the generous EU bloc exemption that the liner shipping sector has enjoyed since 1987 is still justified today."

"We also want to move ahead with a review of the bloc exemption," said van der Jagt. But she said her group was still concerned about a procedure that would allow carriers to share information about contracts, albeit in aggregated form. She also said the shippers council did not want the decision to be a precedent for all trades in and out of Europe. TACA's law firm, Lovells, issued a statement saying, "The exemption, together with various judgments of the European Court of First Instance earlier this year, clarifies the application of EC competition law to the maritime industry. It is expected that the Commission will use the exempted TACA agreement as a blueprint for the application of the EC competition rules to the entire liner shipping industry."

## Lykes Lines Adds Europe-Africa-South America Service

Lykes Lines has begun operating a new service between Europe, Africa, and the East Coast of South America. The 1,100-TEU Lykes Tracker made its first call at Rotterdam on Nov. 14 in the service, which sails once every 10 days. "The new service has features that will appeal to different customers depending on their location," said Tony Bruno, vice president, commercial. "Whilst shippers in North Europe will appreciate the fast direct service to Portugal and the Canary Islands, for example, Portuguese shippers will find this service a convenient link to their traditional markets, especially West Africa and Brazil. The service will also be welcomed by other shippers across Europe looking for a fast link to the West Coast of Africa. We have deliberately incorporated the port call at Fortaleza for Brazilian exporters shipping products such as fruit or shrimps to North Europe in temperature-controlled containers. This northbound leg of the service, from Fortaleza direct to Rotterdam, offers one of the fastest transit times available, just 10 days." The full port rotation for the Europe-Africa-ECSA service is: Rotterdam, Hamburg, Antwerp, Le Havre, Lisbon, Las Palmas, Dakar, Abidjan, Santos, Paranagua, Itajai, Rio de Janeiro, Fortaleza, Rotterdam.

—SOURCE: *Journal of Commerce Online*



## **Where Uncle Sam's Transportation Dollar Goes**

The federal government spent an average of \$3.9 billion on the marine transportation system between fiscal 1999 and 2001, compared with \$10 billion on aviation and \$25 billion on highways, according to a General Accounting Office report released in September. The GAO, the accounting and research arm of Congress, notes that user fees support highway and aviation infrastructure where the federal government draws on general revenue to pay for maritime infrastructure improvements. Customs duties account for a large part of the revenue collected through the marine transportation system. About three-quarters of all customs duties are accessed on ocean cargo.

### **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.

<b>One-time setup fee:</b>	<b>\$180.00</b>
<b>Monthly maintenance fee:</b>	<b>\$ 45.00</b>

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!**

# TECHNOTES

## How to Stop the Spam

*By Bob Walters*

**S**pam, originally the name of a processed meat product in a tin can, has taken on a new meaning in the digital world, when we are inundated with unsolicited marketing messages and pop-up ads.

Even worse are viruses spread via e-mail. The following measures should help protect your computer from unwanted digital spam.

**Stomp on Pop-Ups.** Purchase updated virus-detection software. Ad blockers in most of the latest versions let you drag the address of a pop-up ad to a trash can, where it will be logged and supposedly never seen again.

**Stay Off the Lists.** Getting off e-marketing lists is not easy. Often the link promising to remove you only verifies that yours is a valid e-mail address and promptly (and often illegally) adds you to a list available for sale or rent to anyone willing to pay the price.

When buying anything online, always check boxes asking if you would like to receive e-mailed information. In many cases these boxes are already checked, and you need to uncheck them. Some are buried just out of view of a normal page display, so scroll down.

**Block It Out.** No matter how careful you are, some spam will make its way in. To help you control the clutter, check out:

- Norton Internet Security by Symantec (\$69.95; [www.norton.com](http://www.norton.com)) has all the blocking capabilities; it scans inbound and outbound e-mails for viruses; and you can tailor it for ad-blocking and more.
- MailMarshal (from NwTech ([www.nwtechusa.com/mailmarshal.php](http://www.nwtechusa.com/mailmarshal.php))) works on enterprise e-mail systems. It identifies trigger keywords and phrases; utilizes MAPS/RBL, a dossier of known spam sources maintained by NwTech; and blocks domain names. You can download a free evaluation version; pricing varies by operating system and number of users.
- Remove Me Now! (\$9.95 per year; [www.removemenow.com](http://www.removemenow.com)) allows members to submit sources of unwanted spam, and will get your name taken off the lists. The service also encourages e-marketers to run their lists against its membership list and remove those people before sending e-marketing messages.
- Through the Direct Marketing Association, you can request the removal of your name from its members' lists ([www.dmaconsumers.org/consumers/optoutform\\_emps.shtml](http://www.dmaconsumers.org/consumers/optoutform_emps.shtml)).
- SmartShield ([www.inboxdoctor.com/smartshield.htm](http://www.inboxdoctor.com/smartshield.htm)) is a filtering software that contains a digital-fingerprints file of junk-mail sources and removes them from your inbox. It lets you specify addresses and keywords to avoid; it also filters for adult content and removes e-mail viruses. SmartShield starts at \$39.95 for a one-year subscription for one e-mail address.

Above all, be careful where you enter your e-mail address. And be aware of how any site will use your information.

—SOURCE: *Meetings & Conventions magazine.*

## E-Notes

Dependable Auto Shippers, Horizon Services Group, and CSX Lines have a site ([ShipMyVehicle.com](http://ShipMyVehicle.com)) for companies and consumers to ship their cars, trucks, and motorcycles globally. This is the first full-service global vehicle relocation program offered via the Internet.



**ALK Technologies** has introduced a new onboard navigation system, CoPilot Truck, designed for owner-operators, leased operators, and drivers. CoPilot Truck merges PC Miler, the company's routing and mileage software program, with CoPilot, a GPS-based street-level database, to provide drivers with dock-to-dock driving directions from in-cab laptop computers.

The company said its aid package features two-way voice communication, pre-trip planning, multiple-stop route optimization and automatic route recalculation.

# HHGFAA Working to Establish ISO Networking Groups

*By Boris A. Populoh  
Director of Programs and Education*

**B**uilding on the continuing momentum and the interest generated in October at the 40th Annual HHGFAA Meeting in Orlando, Fla., staff has resumed work on fine-tuning and establishing an ISO certification support program.

Members who attended the general membership meeting heard an excellent presentation by Mark Baker of the British Standards Institute. Baker shared some of his insights into the ISO 9001:2000 accreditation process and explained how the creation of a quality management system helps an organization ensure that the processes that are in place interact properly with one another. Additionally, Baker stated that a quality system should not only measure current performance levels; more important, it should measure the end result of those processes in terms of a final product. In the international household goods industry, the service provided to the customer is the end product, and it must continuously be measured and improved.

In an ongoing effort to respond to the needs and requests of our global membership, HHGFAA is currently in the process of establishing a working relationship with the British Standards Institute to support our members seeking accreditation under the ISO 9001:2000 Standard. This effort has grown from our members' requests for guidance and support in attaining ISO certification. HHGFAA has chosen to establish a relationship with the BSI because of its global presence and its status as one of the premier Registrars in the world today. By partnering with BSI we aim to provide our global membership with the same level of service, no matter where they may be located. Whether you are conducting business in Asia, Europe, the Americas, or any other corner of the globe, BSI has the resources to support you in your ISO accreditation endeavor.

The initial launch of an ISO Networking Group will take place in the Baltimore/Washington Metropolitan area and will draw from companies within a 300-mile radius. The ISO Networking Groups will comprise 5 to 7 member companies who will navigate the accreditation process as a collective, thereby dividing and greatly reducing some of the costs associated with attaining ISO 9001:2000 accreditation. Currently under consideration are plans that would establish the first of these Networking Groups toward the end of the first quarter in 2003.

Plans are also currently underway to establish ISO Networking Groups for companies that are now ISO 9002 certified and must migrate their certification to ISO 9001:2000 by Dec. 15, 2003. At that time, ISO 9002 will be eliminated and companies with ISO 9002 accreditation will no longer be considered ISO certified.

Registrars such as the British Standards Institute, as well as other registrars, have noted the possibility that the mid to latter part of 2003 may present global registrar providers with a glut of accreditation migration requests as companies realize that their ISO 9002 certifications are going to expire at the end of the year. To avert scheduling conflicts with your local registrar, HHGFAA recommends that our members who have ISO 9002 accreditation not wait to contact their original or other qualified registrar to establish a timely transfer of their ISO 9002 certification to ISO 9001:2000.

HHGFAA will continue to keep you informed; once plans have been finalized, information on the initial ISO Networking Groups will be published. In the interim, for more information you may contact Boris Populoh, Director of Programs at (703) 684-3780 or via e-mail at [bpopuloh@hhgfaa.org](mailto:bpopuloh@hhgfaa.org).

## America Needs Your Help

In December, 5 million American businesses will receive their 2002 Economic Census forms, including 170,000 companies in the transportation and warehousing sector. Their response is so important that it is required by law. The forms are due Feb. 12, 2003.

Every 5 years, the Economic Census develops a comprehensive portrait of the American economy from the national to the local level. It updates economic indicators such as Gross Domestic Product and provides invaluable business facts needed to plan for years to come. Federal Reserve Chairman Alan Greenspan calls the Economic Census “indispensable to understanding the American economy.”

Organizations like HHGFAA use Economic Census data to attract and retain members, encourage economic growth, and promote our industry. And the data are important to HHGFAA members in marketing, planning, and investment decisions.

Moreover, state and local agencies rely on the data for economic development and regional planning.

This year’s survey contains new questions designed to help government agencies measure profound changes in the way American companies do business, leased employment, supply chain functions and outsourcing, and e-commerce sales.

You can help by watching for your Economic Census forms and completing them when they arrive. If you need help or have questions concerning the census, call the toll-free voice line at 877-790-1876. The line is open 12 hours a day (8:00 a.m.–8:00 p.m. EST), 5 days a week. Or visit [www.census.gov/econ2002](http://www.census.gov/econ2002) and navigate the help function to get answers to frequently asked questions. If you prefer, you can complete and submit your census questionnaire via the Website or by computer diskette rather than by mail.

The results of the 2002 Economic Census will be released beginning in early 2004. Results will be available on the Census Internet site, [www.census.gov/econ2002](http://www.census.gov/econ2002).



# Young Professionals

"Leadership Through Innovation"

## CONGRATULATIONS TO THE YP-35 MEMBERSHIP BOARD 2002-2004

This year marked the HHGFAA's first online vote. YP-35 members have elected the following YP-35 Membership Board to serve the 2002-2004 term.

### CHAIR

Michael Gilbert  
Southern Winds International  
*Michael@swintl.com*

### VICE CHAIR

Heather Engel  
Overseas Relocation Services  
*heather@orsi.biz*

### UNITED KINGDOM

Onkar Sharma  
Eagle Shipping Services  
*onkar@eaglefreight.co.uk*

### CENTRAL/SOUTH AMERICA & THE CARIBBEAN

Roberto Stein  
Decapack Chile  
*rstein@decapack.com*

### AFRICA & THE MIDDLE EAST

Eric Beuthin  
Worldwide Movers Uganda  
*wwmug@imul.com*

### THE FAR EAST

Yogesh Thakker  
21st Century Relocations  
*yogesh@21stcenturyrelocations.com*

### AUSTRALIA & NEW ZEALAND

Sasha Vallaydam  
Australian Vanlines  
*sasha@vanlines.com.au*

### CENTRAL EUROPE

Cedric Zibi  
Neer Services France  
*cedricz@neerservice.com*

### EASTERN EUROPE

No current representative.  
Contact Michael Gilbert if you would like information

### EASTERN USA & CANADA

Mitchell Woodham  
Covan International Inc.  
*mwoodham@covan.com*

### WESTERN USA/AK/HI/GUAM & AMERICAN SAMOA

George Cooper  
Southern Winds International  
*george@swintl.com*

These representatives are your connection to the HHGFAA. Please feel free to contact your representative to make comments or ask questions about the Association.

**Membership Only US\$100.00**

**Apply on Website:**

**WWW.YP-35.ORG**



# Young Professionals

“Leadership Through Innovation”

## Convention 2002

Thanks to all the volunteers who helped out and worked in the YP-35 suite at HHGFAA’s 40th Annual Meeting in Orlando, Florida. Your hard work keeps this organization going strong!

We are pleased to report that our young organization is enjoying great momentum: 32 new members joined YP-35 at the convention. We expect to continue to build on that momentum in the months and years to come.

This year’s membership meeting in Orlando drew 45 young professionals — 35 percent of our membership. The mixer also was a great success — nearly every YP-35 member at the convention attended.



Special thanks to Roberto Stein/Decapack, Chile for these photos. To view more photos from the convention, visit [WWW.YP-35.ORG](http://WWW.YP-35.ORG)

## New Scholarship Fund Announced

At the Annual Meeting, YP-35 unveiled the new Alan F. Wohlstetter Scholarship Fund. Over the next several months you will be hearing more about the program, whose purpose is to encourage good students to study transportation and logistics.

To be eligible, the candidate must be an HHGFAA member in good standing, a dependent of an HHGFAA member in good standing, or an employee of a member in good standing. The first cash award will be effective in the fall term of 2003.

Watch future issues of *The Portal* for further information (or visit [WWW.YP-35.ORG](http://WWW.YP-35.ORG)).

- Our Message Boards are working. Please participate in the online discussion groups about Orlando, new member, and Honolulu. If you would like to suggest a subject for the Message Board, please pass it on to your regional representative!
- Please participate. We need content for our Website. We are looking for pictures (must be .jpg format), cartoons, articles, or commentary regarding our industry. Forward anything of interest to your regional representative.
- For billing purposes, the HHGFAA must have your birth date on file. Please make sure your birth date is listed on your membership profile. You can do this by visiting the Website, logging onto the site, and clicking on your name in the upper left-hand corner.

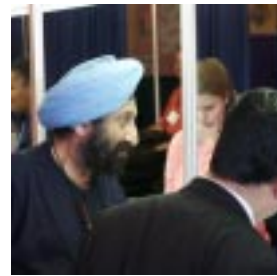
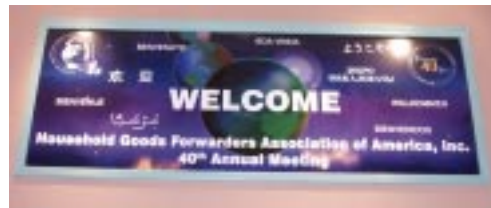
## Seeking New Members

There are many countries currently represented in the Household Goods Forwarders Association of America that are not represented in YP-35. Below is a partial list of countries in which we are interested in recruiting members.

- Afghanistan • Bahrain • Brazil • Colombia • Cyprus • Czech Republic • Denmark • Dominican Republic • Ecuador • Egypt • Finland • Greece • Hong Kong • Iran • Ireland • Israel • Japan • Jordan • Korea • Malaysia • Norway • Panama • Poland • Puerto Rico • Saudi Arabia • South Africa • Switzerland • Taiwan • Thailand • U.S. Virgin Islands • United Arab Emirates • Venezuela • Vietnam

# THE ANNUAL MEETING IN PICTURES

## REGISTRATION OPENING AND RECEPTION







## **EXECUTIVE COMMITTEE AND AMMB MEETING**

---

The elected Executive Committee and appointed members of the Associate Members Management Board provide HHGFAA's President and professional staff with direction and guidance for running the Association's day-to-day business.

Even before most members had arrived in Orlando, these two governing bodies were meeting to review activities of the past year, as well as to discuss and decide upon the future focus for the Association in the coming years.



## GOLF OUTING



“Champions all”

The HHGFAA golfers compete and are reminded why they don't play golf for a living.



## TENNIS TOURNAMENT

---



Great Florida weather prevailed and there was a full turnout for tennis. Players hotly competed in both singles and doubles matches.



## YP-35

---

Michael Gilbert (pictured below), newly elected as the very first chairman of the Young Professionals group, coordinated productive meetings of both the YP-35 Development Committee and a rapidly expanding group of YP-35 members.



**RECEPTION FOR NEW MEMBERS**



# POOL RECEPTION

---

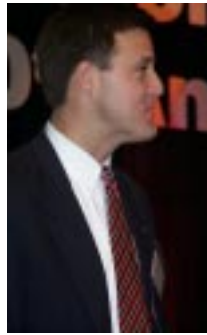


## ACTIVE MEMBER MEETING

---

Jeff Coleman chaired the Active Members meeting, which provided those in attendance with updates from the President and General Counsel on the status of the Association and the many programs it continues to pursue and develop for the benefit of the entire membership.

Detailed reports on specific activities were provided from the chairpersons of the various HHGFAA Standing Committees. Annual elections were conducted for Active Members to serve on the 2002-03 Executive Committee.



## ASSOCIATE MEMBER MEETING

---

Don Collins, Associate Members Representative to the HHGFAA Executive Committee, presided over a well-attended Associate Members' Meeting. The order of business included a special report to the membership by the new Director of Programs and Education, Boris Populoh. Also, biannual elections were carried out for the two Associate Member Representatives who serve on the Executive Committee. A special address was delivered by guest speaker Mark Baker of the British Standards Institute (BSI). Baker updated and informed the membership on pending changes to the process and enhanced standards for ISO certifications.





# GOVERNMENT AND MILITARY MEETING

---



Randall Groger, HHGFAA Vice Chairman and Chairperson of the Government and Congressional Affairs Committee, moderated an extremely informative and well-attended panel discussion of government representatives. Many who were present remarked it was the best panel discussion that HHGFAA had ever assembled for the Annual Meeting.



## 40TH ANNIVERSARY LUNCHEON

---



All who attended the celebration luncheon were treated to a variety of entertaining activities. Members were able to view a wonderful video presentation that recounted the foundation and development of the Association over the past four decades.

Current and past members of the Executive Committee demonstrated their talents as thespians in a theatrical skit produced by Jackie Agner that relived the past 40 years through songs of the period and past historical events. Representing the entire membership, Jeff Coleman and Don Collins recognized Shirley Jagdeo for her over 20 years of dedication and service to the Association.

The Young Professional (YP-35) group unveiled the Association's new Scholastic Assistance Program. Through a special video commissioned for the occasion, the establishment of the Alan F. Wohlstetter Scholarship Fund was announced. Wohlstetter was honored for 40 years of service as HHGFAA's General Counsel and as one of the Association's original founders.

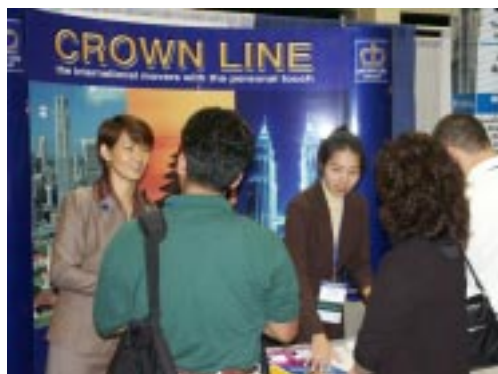
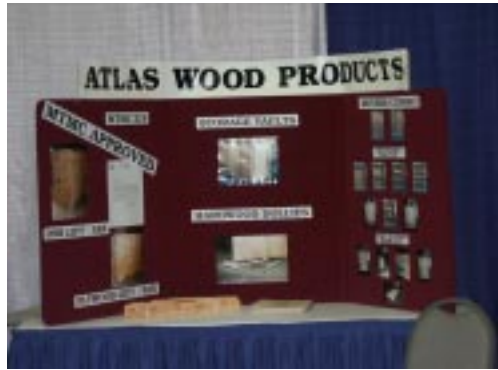
Those other "Founding Fathers" in attendance, such as Woody DeWitt, are surely proud of what the Association has become through the vision and tireless efforts of the members and professional staff.





# EXHIBIT HALL



















## **2002 HHGFAA Annual Meeting Sponsors**

Many thanks to the following HHGFAA members who signed on as sponsors for the Association's historic 40th Annual Meeting.

### **Gold Sponsors**

Gateways International, Inc.  
IAL Nigeria Limited  
MoveAssist International, Ltd.

### **Silver Sponsors**

Cheetaz on the Move Pte. Ltd.  
Packing Center–Miami/  
Packing Center–Colombia  
TechMate International  
TG International Insurance Brokerage, Inc.  
The Euro Group  
(Euro-USA Shipping Ltd.)

## CLOSING RECEPTION AND BANQUET

---





# MILITARY/GOVERNMENT UPDATE

## New Vehicle Storage Program Supports Eligible Service Members

Hundreds of military service members have begun taking advantage of the Military Traffic Management Command's new long-term privately owned vehicle storage program. Available since May 1, the program offers a no-cost standardized storage option for service members who qualify.

"The program is designed for a service member who is assigned to a remote tour or an area where taking a vehicle is not an option," said Dennis Barborak, MTMC program manager. "One vehicle may be stored at no cost for the duration of the tour."

Formerly, there was no standard MTMC storage system for privately owned vehicles. Service members used a variety of storage programs and policies, which varied by military installation.

Under the new program, vehicles may be turned in for storage at any of 39 processing centers operated by American Auto Logistics, Inc., of Monroe, N.Y., which to date has stored 790 service members' vehicles. Vehicles may be left at other sites outside of the Global Privately Owned Vehicle Contract including Yokohama, Japan; Keflavik, Iceland; Guantanamo Bay, Cuba, and American embassies and consulates. The locations and phone numbers for the centers can be found at the MTMC Website at [www.mtmc.army.mil](http://www.mtmc.army.mil). When a tour is completed, a service member may arrange a vehicle return through any of these locations.

There is service maintenance on the stored vehicles. They are covered and stored inside. Engines are started once a month. For each vehicle, American Auto Logistics follows the manufacturer's recommendations for long-term storage.

The 39 centers that take long-term storage vehicles include one in Baltimore, Md., run by subcontractor Pasha Group. Owners may maintain complete visibility of their vehicles via the firm's Website, [www.whereismypov.com](http://www.whereismypov.com).

Several military assignments preclude taking a privately owned vehicle. For example:

- Assignments to Korea without family and under 12 months do not allow shipment of a vehicle.
- Vehicles made from 1976 to the present may not be taken to Japan.
- No vehicle older than 4 years may be taken to Egypt.

On average, MTMC is responsible for the movement of 75,000 personally owned vehicles every year. Since, 1998, the movement of the vehicles has been the responsibility of American Auto Logistics.



Derrell Statton assists Petty Officer 1st Class Anthony Hill (right) in preparing his sport utility vehicle for shipment to Iceland.

## DoD to Require Digital Access Certificates

The Department of Defense (DoD) will require that all users of DoD systems use digital certificates as means of access to DoD systems. October 2003 is the estimated date for mandatory use of digital certificates.

Commercial users will have to obtain a digital certificate from one of the External Certificate Authority vendors (see below) at a cost (prices also listed below). You must purchase the “identity” certificate at a minimum.

Until October 2003, users can continue to use current logins/passwords assigned by the ETA administrator. Users also have the option of using the digital certificate.

Commercial users of ETA can contact one of the External Certificate Authorities (ECA) below to purchase a digital certificate.

- Operational Research Consultants (ORC), \$250 per certificate <http://eca.orc.com/>
- Digital Signature Trust (DST), \$119 per certificate <http://www.digsigtrust.com/federal/dod.html>
- Verisign, \$125 per certificate <http://www.verisign.com/enterprise/government/ieca-dod.html>

Questions and answers regarding the specifics of the above initiative can be found at MTMC web site, <https://eta.mtmc.army.mil/help.asp#CertFAQ>

## U.S. Transport Job Growth Seen Lagging

The government said transportation jobs will grow at a rate only a third as strong as the growth of overall jobs in the United States within the next decade. The Bureau of Labor Statistics shows all U.S. jobs will increase by 15 percent in the next 10 years, a little more than 1.5 percent each year, but transportation jobs will only grow by 5.7 percent in that same period. Conference Board Economist Ken Goldstein said that the forecast implies other facets of the economy will be growing faster. “It’s a car continuing to do 60 miles per hour, watching the SUV in the next lane pass it.” He added that transportation’s slower growth isn’t necessarily a sign of bad times for the transportation system. Goldstein credits the high overall job creation rate to increased economies of scale, productivity enhancements but also to online transactions, and emphasizes it’s more of a power shift than a trend. “One of the things we teach kids in statistics is don’t assume trends will continue forever but on this one, don’t expect this to change over the next 10 years.” The West Coast port lock-out, for example, is an indication of just how significant the undercurrents of change are to the economy, he said. “Some of their jobs aren’t going to be there 10 years from now,” Goldstein said, referring to the International Longshore and Warehouse Union workers.

—Vivian Schlesinger,  
*The Journal of Commerce Online*

# INDUSTRY NEWS



Langford



Anderson



Wigmore and Elkins



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

## APPOINTMENTS

AMJ Campbell International, Toronto, Canada, has named **Marlene Langford** director of customer service and quality systems. Before joining the company, Langford spent 7 years at its parent company, AMJ Campbell Inc.

Among her responsibilities will be the day-to-day management and maintenance of the firm's ISO and FAIM certifications, as well as supervising and coordinating the FAIM certification process for other AMJ Campbell International branches in Montreal, Ottawa, Calgary, and Vancouver. As director of customer service, Langford also will oversee and further enhance the company's high level of customer service.



Crown Group has named **Derek Anderson** sales director for the Asia-Pacific Region. Ray daSilva, Executive Vice President, said Anderson's appointment is the first of four regional positions created to focus on the specialized needs of major multinational corporations seeking to outsource aspects of their staff mobility management programs.

Anderson will also provide support to Crown's national Corporate Services Managers, helping them develop relationships with their clients' national and regional headquarters in Asia.

Anderson, who previously held management positions with Crown in New Zealand and Malaysia, brings a strong focus on operational quality to the position. He will turn over country management responsibilities in Malaysia to Ronan Kelly, who was previously country manager of Crown Taiwan.

Anderson, an expatriate New Zealander, will continue to operate from Kuala Lumpur, where he has managed Crown's operations in Malaysia for several years.



New Britannia employees **Lucy Wigmore** and **Dawn Elkins** made their debut appearance at the Croydon Business Show 2002 held at Fairfield Halls in October. It is the fourth time that the local Britannia Sandersteads branch has exhibited at the show.

Wigmore was recently recruited as business development manager for the new records management facility at Britannia's purpose built office and warehouse facility just off Purley Way in Croydon. Elkins joined Britannia in July as marketing executive for the group's network of 50 branches throughout the UK. She is involved in promoting the Britannia brand on a nationwide basis as well as assisting branches with their local markets.



**Jim Schafle** has been named general manager and chief financial officer at Movers Specialty Service, Inc. Schafle has more than 20 years of business experience, having spent most of his time in the areas of financial and operations management. Before joining MSS, he served as the executive vice president and chief financial officer of eNeighborhoods, Inc., the leading provider of home and neighborhood information to the real estate and relocation industries. He also formerly was executive vice president and chief financial officer at iPlace, Inc., a provider of



credit and neighborhood information on the Internet, and as president and chief operating officer of a national specialty lender company.



Advance Corporation, a Baltimore agent for Atlas Van Lines, has hired **Jim Murphy** as vice president-business development. Murphy brings almost 30 years' experience in the relocation industry, with more than 20 years affiliated with Atlas.



Interstate Worldwide Relocation has appointed **S. Scott Hellier** as vice president/general manager of Interstate Relocation Service, Inc., a global provider of third-party employee relocation and move management services. Hellier, who had worked at Prudential Real Estate and Relocation Services in Irvine, Calif., brings more than 20 years of industry experience to the organization. In his new capacity, he will oversee day-to-day operations of the division, including strategic implementation of business development initiatives, monitoring the performance of the organization's alliance partner relationships and maintaining oversight of organizational process management.



**Joan Dowling** has been named director of client services at Arpin International Group (AIG), West Warwick, R.I. Dowling, an industry veteran with 28 years of international experience, will manage new business development and strategic enhancements of services for AIG. For information e-mail [jdowling@arpinintl.com](mailto:jdowling@arpinintl.com).

---

## Sumerman Marks Silver Anniversary

The year 2002 marks the 25th anniversary of Sumerman International Moving & Trade Co., Ltd. Since 1977, Sumerman International has been a cornerstone of the moving and relocation business in Turkey, providing dependable, professional services from its founding in the capital, Ankara, through its expansion to Istanbul and to other cities throughout the country. As the company has grown, so has its staff of professional, multilingual employees as well as its comprehensive vehicle fleet. At the 40th HHGFAA Conference in Orlando, Sumerman International Founder and President Hilmi Sumerman hosted a reception to celebrate with other conference attendees the company's many years of service.

Cengiz Sumerman (assistant general manager, Istanbul office) and Glen J. Dixon (vice president responsible for the Sumerman International Ankara office and for Sumerman International's North America operations) attended the Conference and welcomed guests to the reception.



A scene from the Sumerman International 25th Anniversary celebration.

---

## Albert Employees 'Bowl' the Competition Over



Tonya McCarty looks on as Bobby Albert shows off his award-winning towel.

Employee Appreciation Day has become an annual event for the Albert Moving & Storage Companies, headquartered in Wichita Falls, Tex. Looking for a team-oriented activity to let off a little steam, enjoy a good lunch, and build camaraderie, employees shut down for a few hours and met at the Village Bowl.

Prizes were awarded for highest and lowest score, best team name, most spirited spectator, and most strikes. Lynn Pace took a high score with a 201, which also earned him the most strikes award; Darlene Campbell won the honor of the lowest score with a 52. The best team name was The Holy Rollers and the most spirited spectator was Ellen Johnson.

Bobby Albert, president of the Albert Companies, won the award for the oldest bowling towel, which he has had since the 1960s. Teams and individuals were awarded prizes during the games.

## **North American Int'l, Four Winds Int'l Group Establish Alliance**

Accelerating its strategy to develop an international moving network, North American International announced that it has entered a formal alliance with Four Winds International Group to form the WorldWise Moving Network.

WorldWise brings together the experience, resources, and knowledge of two premier household goods relocation companies to better serve the international relocation needs of corporate and private customers. Members of the network will specialize in door-to-door international moving, storage, freight forwarding and distribution, customs brokerage, international logistics, and project cargo forwarding. The new network also benefits from state-of-the-art custom-designed IT software and freight tracking programs with online access for members and clients.

The WorldWise Moving Network has a substantial established presence in the United States, Canada, United Kingdom, Hong Kong, Malaysia, Singapore, Taiwan, Thailand, and Australia. North American and Four Winds are currently in discussions with a number of other independent moving companies to join the network.

The WorldWise Moving Network will provide customers with consistent quality throughout the relocation process and will require all network members to follow stringent quality service standards. They are required to have professionally managed warehouse and storage facilities and to follow standardized administrative, accounting and documentation procedures geared toward enhancing efficiency throughout the door-to-door process. In addition, the network will augment and grow business opportunities for its independent agency members.

Websites: [www.naintl.com](http://www.naintl.com) and [www.fourwindsrelo.com](http://www.fourwindsrelo.com).

### **WOW Day Provides Focus at Albert M&S**

Recently Albert Moving & Storage held a "WOW Day" to let employees know WHY the company team exists and where it is going. The goal: to earn Customers for Life as they pursue their vision of Revolutionizing the Way People Move.

During the workshop, the employees played two games: "Wheel of Winners," a word game, and "Moveopoly," which focused on their purpose and their vision. Both games were played in teams. "Moveopoly" featured cards drawn at each roll of the dice. The cards had phrases about types of "customer delights" (such as smiling) and "customer turnoffs" (such as inefficiency). Delight cards entitled players to move forward; turnoff cards meant backward moves because they limited progress.



**Molly Moore, Shane Hanson, and Rob Albert  
play Moveopoly.**



Santa Fe offices in Indonesia (left) and Malaysia (above) recently attained ISO/FAIM certification.

## HONORS AND AWARDS

**Stuttafords Zimbabwe** has again been awarded the contract/tender to handle and move shipments for Zimbabwean government diplomatic missions worldwide, according to General Manager Peter Tichawangana. For information e-mail [ptich@stuttafords.co.zw](mailto:ptich@stuttafords.co.zw).



**Santa Fe's** Indonesia and Malaysia offices recently attained FAIM/ISO certification. The two offices, led by Managing Directors Jeff Offutt (Indonesia) and Kamar Wahab (Malaysia), report that they are the first companies in their respective countries to reach the FAIM/ISO requirements.

For information contact Group Corporate Services Manager Bryce Burns via e-mail at [bburns@santafe.com.hk](mailto:bburns@santafe.com.hk).



North American Van Lines, Inc. of Fort Wayne, Ind., has received Logistics Management magazine's Quest for Quality Award in the Household Goods Carrier and High-Value Goods Carrier categories.

The winners were selected by the magazine's shipper readers, who completed questionnaires ranking their carriers' performance in five key areas: on-time performance, value, information technology, customer service, and equipment and operations.

"We are honored to have received the Quest for Quality Award," said Dan Robertson, vice president and general manager of North American Van Lines. "This award is especially meaningful because it comes from our customers. Our customers deserve great service, and our agents, drivers and employees are committed to meeting and exceeding our customers' expectations."

# MILESTONES

## Jack Spencer Retires

On Dec. 12, exactly three decades after being hired, Jack Spencer will retire from Cartwright International. He has served as secretary-treasurer at the Grandview, Mo., firm since 1991.

Spencer enlisted in the United States Air Force in 1952, and achieved the rank of Chief Master Sergeant. While stationed in Honolulu, he earned a degree in business from the University of Hawaii. In 1972, after completing a 20-year career with the military, he and his wife, Pat, moved to Kansas City, Mo., to establish a new life for themselves and their two children.

On Dec. 12, 1972, Spencer began his 30-year career with Cartwright. He started in the Audit Department of the company's domestic division, but soon transferred to the international division, where he remained throughout his career.

Jack worked hard to organize and streamline the Billing Department to keep up with the ever-increasing business. In 1975 he developed and implemented a computer-assisted automated control procedure for the department. This eliminated the inefficient card system that had been used until then.

As business increased and the company grew, Jack's position at Cartwright grew as well. In January 1980 he became vice president. His consistent and diligent work with the agents allowed Cartwright International growth to continue. In addition to his accounting and billing duties, Jack was also responsible for the Claims Department. From 1987 through 1991 he served as a board member in the Household Goods Forwarders Association of America.

Cartwright and the HHGFAA Executive Committee wish Jack Spencer the best in his retirement, which he plans to spend with his children and six grandchildren.

## IN MEMORIAM

### Vivian Andrews

Vivian Andrews, wife of Clayton Andrews, president of Andrews Van Lines, passed away in November. Expressions of sympathy can be sent to Clayton Andrews in care of Andrews Van Lines, Inc., P.O. Box 1609, Norfolk, NE 68702-1609. In lieu of flowers, the family requests that donations be made to Orphan Grain Train, P.O. Box 1609, Norfolk, NE 68702, an organization founded by Mr. Andrews. (Website: [www.ogt.org](http://www.ogt.org).)

# WELCOME NEW MEMBERS



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

On 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.

**(Effective: December 1, 2002)**

**Asya Nakliyat Istanbul**

Buyukdere Cad No. 105/5, Istanbul  
Tel: (90) 212 216 39 19  
Fax: (90) 212 217 60 05  
E-mail: [ist@asyanakliyat.com.tr](mailto:ist@asyanakliyat.com.tr)  
P.O.C: Mr. Ebru Demirel

**Barwil Agencies Ltd. for Shipping and Trading**

P.O. Box 293  
Dammam 31411, Saudi Arabia  
Tel: (966) 3 833 9975  
Fax: (966) 3 833 3393  
E-mail: [barwil.dammam@barwil.com](mailto:barwil.dammam@barwil.com)  
P.O.C: Mr. Alex Lewis  
No. of Years in Business: 26  
Sponsors: Barber Dubai Shipping Agencies Company (LLC), UAE  
Barwil Abu Dhabi Ruwais (LLC), UAE

**Brytor International Moving**

5380 Canotek Road, Unit 17  
Ottawa, Ontario K1J 1H7 Canada  
Tel: (613) 567-7001  
Fax: (613) 567-0001  
E-mail: [ottawa@brytor.ca](mailto:ottawa@brytor.ca)  
P.O.C: Ms. Gina Peschiera-Bush

**California Movers Express Inc.**

2280 Commerce Place  
Hayward, CA 94545  
Tel: (510) 785-2440  
Fax: (510) 785-2874  
E-mail: [jhmover@ca-moversexpress.com](mailto:jhmover@ca-moversexpress.com)  
P.O.C: John D. Hamblin  
No of Years in Business: 43  
Sponsors: Wheaton World Wide Moving, IN  
Rainier Overseas Movers, Inc., WA

**Gebr. Roggendorf GmbH**

Mathias-Bruggen Str. 21  
50827 Koln (Cologne), Germany  
Tel: (49) 221 95 66 66  
Fax: (49) 221 95 66 66 - 6  
E-mail: [kosadjuric@roggendorf.de](mailto:kosadjuric@roggendorf.de)  
P.O.C: Mr. Manfred Roggendorf and  
Ms. Kosa Djuric  
No of Years in Business: 38  
Sponsors: Euromovers Deutschland GmbH,  
Germany  
Henk International Euromovers, Germany

**Hato Rey Transport, Inc.**

243 Paris Street, PMB-1736, Hato Rey  
San Juan, PR 00917  
Tel: (787) 754-0795  
Fax: (787) 753-8220  
Toll-free: (800) 526-2741  
E-mail: [hrtrans@coqui.net](mailto:hrtrans@coqui.net)  
P.O.C: Ms. Sofia M. Soldevila and  
Mr. Juan J. Soldevila  
No. of Years in Business: 28  
Sponsors: Impex International Brokerage, Inc., FL  
Latino Express, SA, Deminican Republic

**IM2S International Mobility Management  
Service GmbH**

Westerbachstrabe 47  
D-60489 Frankfurt/Main, Germany  
Tel: (49) 69 27 22 96-0  
Fax: (49) 69 27 22 96-66  
E-mail: [info@im2s.com](mailto:info@im2s.com)  
P.O.C: Mr. Bernie Schaaf

**IM France**

72, rue Truffaut  
85017 Paris, France  
Tel: (33) 1 53 31 10 01  
Fax: (33) 1 53 31 10 03  
E-Mail: [move@imfrance.com](mailto:move@imfrance.com)  
P.O.C: Mr. Rami Dimitri Debbas  
No. of Years in Business: 5  
Sponsors: Relocation Services International, CA  
Crown Worldwide Moving & Storage, CA

**Move One - Russia**

Suo Airport Cargo Center  
Moscow, Russia  
Tel: (361) 266 0184  
Fax: (361) 266 3010  
E-Mail: [russia@moveone.info](mailto:russia@moveone.info)  
No. of Years in Business: 11  
P.O.C: Curt Clements

**Nova Terra Servicios & Logistics**

Jacinto Diaz 1.699  
B-1642 FNBG Buenos Air Argentina  
San Isidro, Argentina  
Tel: (54) 11 7423 5959  
Fax: (54) 11 4723 9190  
P.O.C: Jorge Ruben Martin  
Sponsors: Transpack Argentina, SA  
Universal Cargo, Argentina

**Quickpak Moving and Storage**

#3856 Gen. Macabulos St  
Bangkal Makati City, Philippines  
Tel: (632) 751 0531  
Fax: (632) 752 1473  
E-mail: quickpak\_move@yahoo.com  
P.O.C: Engr. Elmerito L. Tampipig  
No. of Years in Business: 5  
Sponsors: Omega Shipping, CA  
Korea Transport Moving & Storage Co. Ltd,  
Korea

**Pacific Island Services Inc.**

P.O. Box 6727  
Pago Pago, American Samoa 96799  
Tel: (684) 633-7833  
Fax: (684) 633-5469  
E-mail: PISI@samoatelco.com  
P.O.C: Tagisia Tony Faumuina  
Sponsors: Greenbriar Forwarding Co. Inc., NJ  
Vanpac, CA

**Servicio Internacional de Mudanzas, Empaques y Comercio Internacional, S.A. de C.V. (SIMECI)**

2a Avenida No. 206, Col. Luis Echeverria,  
Santa Catarina, Nuevo Leon 66358, Mexico  
Tel:(52) 81 8390 4950  
Fax: (52) 81 8390 4935  
P.O.C: Mr. Alex Beltran  
No. of Years in Business: 2  
Sponsors:Nelson Westerberg International, Inc., IL  
CIME, Mexico

**Saturn Executive Transfer Ltd.**

67 Syngrou Ave  
Athens 11745, Greece  
Tel: (30) 210 924 0300  
Fax: (30) 210 924 0336  
E-mail: saturn1@otenet.gr  
P.O.C: Vasilios Gelis  
Sponsors: Transpack Argentina, Argentina  
Interstate Van Lines, Inc., VA

**Transvan Internationale Transport, GmbH**

Auf der Roos 4-12  
65795 Hattersheim a. Main, Germany  
Tel: (49) 6190 8675  
Fax: (49) 6190 8678  
E-mail: transvan@transvan.de  
P.O.C: Mr. Peter Rieck  
No. of Years in Business: 25  
Sponsors: Phoenix Transport Services GmbH,  
Germany  
Transvan Internationale Transport  
GmbH, Germany

**Transworld Freight Systems, Inc.**

11200 S. Hindry Ave  
Los Angeles, CA 90045  
Tel: (310) 670-0733  
Fax: (310) 670-0590  
E-mail: tfs1ax11200@hotmail.com  
P.O.C: Phillip Yoon  
Sponsors: Chorus Logistics Co. Ltd, Korea  
Pumex International Movers, Korea

# REQUESTS FOR ASSOCIATE MEMBERSHIP

Per 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 application for membership.

## A-Whisco, Inc./ Worldwide Moving Systems

3410 Rockefeller Court  
Waldorf, MD 20602  
Tel: (301) 870-5300  
Toll-free: (800) 333-5303  
Fax: (301) 870-5051  
P.O.C: Abbey Maurer  
No. of Years in Businss: 30  
Sponsors: DelMarva Port Services, MD  
Cartwright International Van Lines, Inc. MO

## AGS-Fraser-Angola

Rue Rainha, Ainga 752-A  
Luanda, Angola  
Tel: (244) 2 396 491  
Fax: (244) 2 440 030  
P.O.C: Herve de Lajudie

## AGS-Fraser-Botswana

Plot 14398  
Industrial Area, Caborne West, Botswana  
Tel: (267) 392 2558  
Fax: (267) 392 5030  
P.O.C: Simon Maitland  
No of Years in Business: 21

## AGS-Frasers-Zimbabwe

Cnr Craig Alen e Southern Wilbow Roads  
New Ardbennie, Harare, Zimbabwe  
Tel: (263) 4620 791  
Fax: (263) 4620 550  
P.O.C: Eric Cable

## Allied Pickfords-Zimbabwe

Cnr Craig Allen e Willow Roads  
New Ardbennie, Hararem, Zimbabwe  
Tel: (263) 4620 791  
Fax: (263) 4620 550  
P.O.C: Eric Cable

## Atlantic Relocation Systems

10980 East 56th Avenue  
Denver, CO 80239  
Tel: (303) 373-5383  
Toll-free: (800) 525-1359  
Fax (373-2527  
E-mail: marccorsello@msn.com  
P.O.C: Marc Corsello  
No of Years in Business: 36  
Sponsors: Rainier Overseas Movers, Inc., WA  
Atlantic Relocation Systems, GA

## Globy Trans Co., Ltd

D232 Jia Hua Business Centre, No. 808  
Hong Qiao Road  
Shanghai 200030 (PRC) China  
Tel: (86) 21 6441 2139  
Fax: (86) 21 6441 2151  
E-mail: eric@globytrans.com  
P.O.C: Eric Tam  
No of Years in Business: 2  
Sponsors: Crown Van Lines Co. Ltd, China  
Interport Executive Movers (Singapore)

## Nato Express

16 Abdel Hai Fathi Street  
Heliopolis, Cairo, Egypt  
Tel: (202) 643 1180  
Fax: (202) 575 4073  
E-mail: natexp@hotmail.com  
P.O.C: Arto Serabian  
Sponsors: Suddath International, FL  
Executive Insurance Services, FL

## Packford International

P.O. Box 8246  
Sanaa, Yemen  
Tel: (967) 1 203 375  
Fax: (967) 1 207 342  
E-mail: info@packford.com  
P.O.C: M. Saleh  
No of Years in Business: 8  
Sponsors: Leader Freight Forwarders, UAE  
Asia Cargo & Packing, Bahrain

## Schenker Deutschland AG

Langer Kornweg 34 E  
65451 Kelstrebach  
Frankfort/Main, Germany  
Tel: (49) 6107 74 410  
Fax: (49) 6107 74 413  
E-mail: ulrich.kasimin@schenker.com  
P.O.C: Mr. Ulrich Kasimir  
Sponsors: Herber Hausner Sud-Ost, Austria  
Paramount Transportation Systems, CA

## Stuttaford Van Lines-Nambia

7-9 Danzig Street  
Lagrenz, Windhoek, Namibia  
Tel: (264) 61 224 691  
Fax: (264) 61 225 302  
P.O.C: Bettina Priilaid  
No of Years in Business: 17

## Stuttaford Van Lines-Mozambique

Rua Paulino Santos Gil 56  
10 Andar, Maputo  
Tel: (9) 258 130 2673  
Fax: (9) 258 130 3967  
P.O.C: Ian Walker

## Stuttaford Van Lines-Lesotho

Lioli Road, Industrial Site 14/15  
Masero, Lesotho  
Tel: (266) 22 323 966  
Fax: (266) 22 310 290  
No of Years in Business: 10  
P.O.C: Venus Havenga

## Varoda Packaging B.V.

Nyuerheidsweg nrd 110  
3812 P.N. Amersfoovt, Holland  
Tel: (31) 3346 43060  
Fax: (31) 3344 51683  
E-mail: info@uaroda.nl  
P.O.C: Herman van Rouwendaal and  
Sjors Gerritsen  
No of Years in Business: 12  
Sponsors: Gebr. van den Guden, The Netherlands  
Dijkshoorn Euromovers, The Netherlands

## An Important Notice about New Member Applications

This is the **final time** the listing of Requests for Associate Membership will be published in *The Portal*. It has been determined that "electronic notification" satisfies the Bylaws requirement that all prospective member applicants be published to allow HHGFAA members the opportunity to comment on the applicants' creditworthiness. Therefore, beginning January 1, 2003, HHGFAA members will be notified of new prospective members by periodic postings to the HHGFAA Website, at [www.hhgfaa.org](http://www.hhgfaa.org).  
*(Note: The Welcome New Members column will continue to appear in each issue.)*

## 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	
2002–2003 HHGFAA Membership Directory	50.00	60.00
Rate Solicitation I-13	45.00	55.00
<b>Global Transportation &amp; Related Business Terminology</b>	49.95	
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	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**



# WASHINGTON UPDATE

## Election Recap

The mid-term elections produced big victories for the Republican Party in both houses of Congress. The Republicans now control the House, the Senate and the White House. The wins on Nov. 5 were largely seen as a testament to the popularity of President Bush and his ability to deliver voters when and where they are needed most.

In the House, the Republicans picked up 11 seats and now control the chamber by at least 227 to 206 (there is one race still to be declared and there is one Independent). This was the first election in the House since the 2000 redistricting maps were drawn, and redistricting clearly was a factor in this election. Both Republicans and Democrats struck deals in virtually all states over the past 2 years to draft redistricting maps that would help incumbents, regardless of party. As a result only 10 percent of all of the 435 House seats were truly competitive on Nov. 5 — which meant that both parties spent massive amounts of money directed at a relatively small number of voters.

However, this incumbent protection strategy obviously helped the Republicans more — especially in the South and the West, which are the areas of the country's most prolific growth. All of these districts have become increasingly dominated by Republican Party registration, which the turnout this week demonstrated.

Exit polls seemed to indicate that voters still have memories of the Sept. 11, 2001, terrorist attacks on their minds, as well as possible military action in Iraq. Despite lackluster economic indicators, Bush has remained one of the most consistently popular presidents of modern times. Republican candidates followed the President's lead by focusing on issues like fighting terrorism and confronting Saddam Hussein and it paid off for them.

Depending on the results of the runoff election in Louisiana and the recount in South Dakota, the Senate will now stand at a minimum of 51 Republican seats, 47 Democratic seats, and one Independent. It will take 14 days for Missouri to certify Jim Talent and no one is certain how Dean Barkly, Governor Jesse Venturi's interim replacement for Sen. Paul Wellstone, will organize until Norm Coleman is seated.

As a result, newly anointed defacto Senate Majority Leader Trent Lott (R-MS) announced plans to cut short the lame duck session in favor of passing a continuing resolution to fund the federal government through early next year. Lott, who could be recognized as Majority Leader as early as next week, has made clear his position that lame duck sessions are not good.

Lott's position place him in direct odds with appropriators, especially House Appropriations Chairman Bill Young (R-FL), who prefers to pass all the spending bills before adjourning the 107th Congress sine die. Lott insists that the mood in Washington is not right because many members who were defeated in the mid-term elections would still be casting votes — a scenario that he fears could easily lead to mischief and fiscal decisions not based on accountability. Still, an internal GOP fight over the lame duck session will not overshadow Republican victories that swept Democrats out of power in the Senate.

One of the uncertainties that now exist will be with the leadership of the Democratic Caucus in the House. The current Minority Leader, Rep. Richard Gephardt (D-MO), is stepping down. Gephardt had been expected to step down in the year ahead, regardless of the election results, to pursue the presidential nomination in 2004. Shortly before this issue went to press, Minority Whip, Rep. Nancy Pelosi (D-CA) was chosen to succeed Gephardt.

Pelosi has strong support in the caucus's left-of-center faction. Her supporters include many minority and women members, as well as the large California delegation, which will have 33 Democrats in the new Congress. Pelosi is considered much more liberal than Gephardt and generally much less likely to compromise with the Republican House leadership.

There is further speculation that, now that Pelosi has been chosen to succeed Gephardt, several conservative Democrats like Ralph Hall (D-TX) and Ken Lucas (D-KY), among others, might be prompted to switch parties.

The key difference in the 108th Congress will be the fact that pressure will be on Republicans to produce. In controlling the legislative and executive branches, the GOP will have sole responsibility for the policy implementation in Washington for the next 2 years. As for a long-term agenda, Republicans are likely to reinvigorate the

---

**By Jim Wise**

**PACE-CAPSTONE**

---



legislation that stalled in this Congress, such as education reform, energy, pension reform, bankruptcy, privatization of government functions, prescription drug deliveries, welfare reform, and making the tax cuts permanent.

So even as Republicans began planning an ambitious agenda for the next Congress, the narrow margins in both chambers could mean that there will still be some degree of legislative gridlock and unpredictable floor battles. Especially in the Senate, where individual Senators wield considerable power, there will have to be significant compromise to get anything done. Bipartisan coalitions already exist on issues such as the Medicare drug benefit and the bankruptcy overhaul, and Republicans can be expected to build on them.

With respect to committee assignments in areas of interest to HHGFAA members, the Senate Armed Services Committee, which had been chaired by Carl Levin (D-MI), will again be chaired by Sen. John Warner (R-VA). Within the committee, Sen. Jim Inhofe (R-OK) will chair the Readiness and Management Subcommittee, which has jurisdiction over programs like the Permanent Change of Station initiatives. Sen. Kit Bond (R-MO) will assume chairmanship of the Senate Small Business Committee, taking over from Sen. John Kerry (D-MA), and Sen. Ted Stevens will become the new chairman of the Senate Appropriations Committee.

Of particular interest to HHGFAA members is the victory of Rep. Jim Talent over Sen. Jean Carnahan in the Missouri Senate race. As many of you will remember, Talent is the former Chairman of the House Small Business Committee and member of the House Armed Services Committee who fought so hard to create a pilot program for the PCS program that reflected the best practices of the industry. HHGFAA strongly supported then-Congressman Talent's efforts and is eager to see the committee assignments that he will receive in the Senate.

There will be few changes on the House side. Rep Bob Stump (R-AZ), the chairman of the House Armed Services Committee, did not seek reelection and his position will be filled by Duncan Hunter (R-CA). It is expected that Rep. Joel Hefley (R-CO) will continue as the chair of the Armed Services Readiness Subcommittee and Jerry Lewis (D-CA) as chair of the Defense Appropriations Committee.

While there have been mixed messages regarding the scope of issues and legislation that will be addressed during the lame duck session, it is our belief that the session will be short and noncontroversial. Sen. Lott has indicated that he would prefer to move only the appropriations bills remaining to be resolved — perhaps as a “continuing resolution.” While there are several pieces of legislation that have attracted a great deal of interest (e.g., the energy bill, bankruptcy, homeland security, etc.), it is our sense that the Lott would like to return in January with a new majority and a clean slate. Of course, this President, with an ambitious legislative agenda, may have different ideas.

## **Congressional Approval for Seaport Security Legislation**

House and Senate conferees working on port security legislation reached a tentative deal on October 18, 2002, after Senate Commerce, Science and Transportation Committee Chairman Ernest F. Hollings (D-SC), dropped his plan to pay for the bill through an extension of tonnage duties or a new cargo user fee.

As a result the House and Senate are on track to adopt the conference report on the bill (S 1214), without a funding mechanism, when lawmakers return for the lame duck session beginning the week of Nov. 11.

Under the compromise measure, ports, facilities and vessels are required to develop terrorism response plans in conjunction with the Coast Guard, and to set up local port security committees to coordinate among state, local and federal authorities. The measure also would require the Transportation Department to develop secure areas at ports, conduct background checks of port workers, and require biometric-based worker identification cards.

Hollings agreed to drop his cargo user fee proposal, which had held up the bill since July, as well as a more modest extension of US Customs Service tonnage duties, which expired this year. The question of funding the ambitious program, estimated to cost more than \$1 billion, was left for future legislation.

The cargo user fee was seen by House Republicans and Senate Minority Leader Trent Lott (R-MS) as a new tax burden and they would not budge. Hollings' latest offer would have raised \$300 million a year for 6 years through a cargo fee schedule, as well as through a \$50–60 million a year, 6-year tonnage duty extension. Ultimately, Senator Hollings also backed off the smaller tonnage duty extension, which he wanted earmarked for port security improvements.

House Transportation & Infrastructure Committee Chairman Don Young (R-AK) argued that port security funding should come from general revenue. Another barrier to Hollings' funding proposal was that, under the Constitution, tax bills must originate in the House. Had the tonnage duty extension been included in the bill, it would have made the legislation subject to a “blue-slip,” which would have sent the entire bill back to the Ways and Means Committee.

In addition to providing the Coast Guard with additional powers, the Seaport Security measure also mandates:

- Background checks for some port employees;
- A new tracking systems for commercial ships;

- More frequent screening of vessels and cargo containers; and
- The federal government to establish a maritime intelligence system to collect and analyze information about ships operating in US waters.

**Section-by-Section Review:**

The Port and Maritime Security Act of 2001 directs the Secretary of Transportation to establish a Port Security Task Force to:

- (1) coordinate programs to enhance the security and safety of US seaports;
- (2) coordinate the security operations of local seaport security committees; and
- (3) consult with the Coast Guard and the Maritime Administration in establishing port security program guidance.

The following section is of particular interest to HHGFAA members:

**(Sec. 4)** Directs the US Coast Guard to establish seaport security committees, chaired by the Captain-of-the-Port, to:

- (1) review seaport security vulnerability assessments; and
- (2) conduct an exercise periodically to verify the effectiveness of each seaport's authority and marine terminal security plan.

**(Sec. 5)**

- Directs the Commandant of the Coast Guard to develop standards and procedures for conducting seaport vulnerability assessments.
- Directs the Coast Guard to complete no fewer than ten seaport security vulnerability assessments annually, until it has completed assessments for 50 ports determined by the Commandant to be the most strategic or economically strategic ports in the United States.
- Authorizes the Commandant to accept seaport security vulnerability assessments that have been conducted within the past five years by or on behalf of a port authority or marine terminal authority rather than to conduct another seaport security vulnerability assessment for that port.
- Directs the Coast Guard and the Maritime Administration to report annually to specified Congressional committees on the status of seaport security in a way that does not compromise the seaport security vulnerability assessments conducted under this Act.

**(Sec. 6)**

- Directs the Commandant and the Administrator of the Maritime Administration to jointly initiate a rulemaking proceeding to prescribe regulations to protect the public from threats of crime or terrorism originating from vessels in maritime transportation originating or terminating in a US seaport.
- Requires each port authority and marine terminal authority for which a port security vulnerability assessment has been done to establish, subject to approval of the Captain-of-the-Port, a maritime transportation security program.

**(Sec. 7)** Directs the Commandant and the Administrator to develop voluntary security guidance to serve as a benchmark for the review of security plans. Requires the Commandant to make every effort to have other countries adopt such guidance and to develop seaport security standards.

**(Sec. 9)** Directs the Secretary to establish a program to develop standards and procedures for training and certification of maritime security professionals, including the establishment of the Maritime Security Institute at the US Merchant Marine Academy's Global Maritime and Transportation School to train and certify such professionals in accordance with internationally recognized law enforcement standards.

**(Sec. 10)** Amends the Merchant Marine Act, 1936 to authorize the Secretary to make loan guarantees and provide grants for seaport security infrastructure improvements for eligible US seaports.

**(Sec. 11)** Authorizes appropriations to the Commissioner of Customs for the purchase of non-intrusive screening and detection equipment for use at U.S. seaports.

**(Sec. 12)** Amends the International Maritime and Post Security Act to require the Secretary to report annually on maritime security and terrorism.

**(Sec. 13)** Requires the Secretary to publish a revised version of "Port Security: A National Planning Guide" and make it available on the Internet.

(Sec. 14) Directs the Secretary to coordinate, and report to specified congressional committees on, the collection of port-related crime data. Authorizes appropriations to modify existing databases to capture data on cargo theft offenses and to make grants to States to harmonize data on cargo theft. Amends Federal criminal law to make interstate cargo theft a Federal crime and increase criminal penalties for cargo theft.

(Sec. 15) Directs the Secretaries of the Treasury, of Agriculture, and of Transportation, and the Attorney General to work with each other, the Task Force, and the States to establish shared dockside inspection facilities at US seaports for Federal and State agencies.

(Sec. 16) Directs the Customs Service, consistent with plans in the development of the Automated Commercial Environment Project, to improve reporting of imports at seaports, and to disseminate such information to relevant law enforcement agencies with a need to monitor cargo.

(Sec. 17) Amends Federal shipping law to reauthorize through FY 2006 specified tonnage duties.

## Have You Got Something to Say?

U.S. Transportation Secretary Norman Mineta wants to know what you think. He invites individuals and groups to go online to [www.dot.gov](http://www.dot.gov), to express opinions and offer ideas as the Department of Transportation (DOT) prepares its proposal to Congress on reauthorization of the nation's surface transportation programs.

The current legislation, the Transportation Equity Act for the 21st Century (TEA-21), was enacted in June 1998. TEA-21 expires Sept. 30, 2003, and Congress and the Bush administration are working to develop its successor.

DOT has also produced a brochure that provides a message from Mineta, a list of TEA-21 accomplishments, and the department's core principles for reauthorization as well as information on how individuals and groups can participate to help shape these surface transportation programs. The brochure can also be viewed at [www.dot.gov](http://www.dot.gov).

# 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)  
21st Century Relocations:  
[21stcenturyrelocations.com](http://21stcenturyrelocations.com)  
A.Alternativa: [a-alternativa.com.br](http://a-alternativa.com.br)  
AE Worldwide: [aenationwide.com](http://aenationwide.com)  
AGS: [ags-worldwide-movers.com](http://ags-worldwide-movers.com)  
Air Animal: [airanimal.com](http://airanimal.com)  
Airport Terminal Maps: [mapquest.com](http://mapquest.com)  
American Int'l Relocation Solutions: [airelo.com](http://airelo.com)  
Andreas Christ Movers: [christ-movers.com](http://christ-movers.com)  
APA Worldwide: [apaworldwide.com](http://apaworldwide.com)  
Arrowpak: [arrowpak.co.uk](http://arrowpak.co.uk)  
Ashoka Int'l: [indiantrade.com/ashoka](http://indiantrade.com/ashoka)  
Asian Tigers: [asianigers-premierwvm.com](http://asianigers-premierwvm.com)  
Atlas Int'l Movers: [atlas-movers.nl](http://atlas-movers.nl)  
Beweship: [beweship.com](http://beweship.com)  
Blue Sky Int'l: [blueskymoving.com](http://blueskymoving.com)  
Brazil Worldmover: [brazilmover.com](http://brazilmover.com)  
Britannia Movers Int'l: [britannia-movers.co.uk](http://britannia-movers.co.uk)  
Business Etiquette:  
[executiveplanet.com/community](http://executiveplanet.com/community)  
Claims Prevention and Procedure Council:  
[claimsnet.org](http://claimsnet.org)  
Comprehensive Medical Information:  
[healthfinder.gov](http://healthfinder.gov)  
Computrex Logistics: [e-computrex.com](http://e-computrex.com)  
Country & Regional Search Engine:  
[philb.com/countryse.htm](http://philb.com/countryse.htm)  
Crown Records Management: [crownrms.com](http://crownrms.com)  
Crown Relocations: [crownrelo.com](http://crownrelo.com)  
Crystal International: [crystalinternational.com](http://crystalinternational.com)  
Customs Service C-TPAT Program:  
[customs.ustreas.gov/enforcem/tpat.htm](http://customs.ustreas.gov/enforcem/tpat.htm)  
DeHaan Removals: [dehaan.nl](http://dehaan.nl)  
Dependable Auto Shippers: [ShipMyVehicle.com](http://ShipMyVehicle.com)  
Desbordes Int'l: [desbordesinternational.com](http://desbordesinternational.com)  
DeWitt Trans. Services of Guam: [dewittguam.com](http://dewittguam.com)  
Digital Signature Trust:  
[digsigtrust.com/federal/dod.html](http://digsigtrust.com/federal/dod.html)  
Direct Marketing Assn: [dmaconsumers.org/  
consumersoptoutform\\_emps.shtml](http://dmaconsumers.org/consumersoptoutform_emps.shtml)  
Eagle Van Lines: [eaglevanlines.com](http://eaglevanlines.com)  
EUROUSA: [the-eurogroup.com](http://the-eurogroup.com)

Excargo Services: [excargo.com](http://excargo.com)  
Executive Insurance Services: [execinsurance.net](http://execinsurance.net)  
Executive Moving Systems: [thebestmove.com](http://thebestmove.com)  
Federal Maritime Commission: [fmc.gov](http://fmc.gov)  
Flight and Airport Information: [www.faa.gov](http://www.faa.gov)  
Freeline Movers: [flm.com.pk](http://flm.com.pk)  
Freight Analysis Framework:  
[ops.fhwa.dot.gov/freight/adfrmwrk/index.htm](http://ops.fhwa.dot.gov/freight/adfrmwrk/index.htm)  
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)  
Global Security Updates:  
[airsecurity.com/hotspots/hotspots.asp](http://airsecurity.com/hotspots/hotspots.asp)  
Globalink: [globalink.kz](http://globalink.kz)  
Gosselin Worldwide Moving: [gosselin.be](http://gosselin.be)  
Green Liner: [greenliner.com](http://greenliner.com)  
Harsch Transports: [harsch.ch](http://harsch.ch)  
Health Insurance Info: [hcfa.gov](http://hcfa.gov) and [hhs.gov](http://hhs.gov)  
IAL Nigeria: [ial.com.ng](http://ial.com.ng)  
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)  
Journal of Commerce: [joc.com](http://joc.com)  
JVK Movers: [jvkmovers.com](http://jvkmovers.com)  
Keller Swiss Group: [keller-swiss-group.ch](http://keller-swiss-group.ch)  
La Vascongada, S.L.: [vascongada.com](http://vascongada.com)  
Magna Int'l Movers: [magna.co.za](http://magna.co.za)  
MailMarshal: [nwtechusa.com/mailmarshal.php](http://nwtechusa.com/mailmarshal.php)  
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)  
Mudanzas Trafimar: [mudanzastrafimar.com.mx](http://mudanzastrafimar.com.mx)  
National Defense Transportation Association:  
[ndtahq.com](http://ndtahq.com)  
National Van Lines: [nationalintl.com](http://nationalintl.com)  
Nationwide Relocation Int'l: [nrll.com](http://nrll.com)  
Nazha Freight Services: [nazhagroup.com](http://nazhagroup.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)  
Norton Internet Security: [norton.com](http://norton.com)  
Official Airline Guide: [oag.com](http://oag.com)  
Operational Research Consultants:  
<http://eca.orc.com/>  
Orphan Grain Train: [ogt.org](http://ogt.org)  
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)  
Phoenix Transport Services: [phoenix-transport.de](http://phoenix-transport.de)  
Remove Me Now!: [removemenow.com](http://removemenow.com)  
Rhema Movers: [rhemamovers.com.sg](http://rhemamovers.com.sg)  
Saleemsons: [saleemsonsmovers.com](http://saleemsonsmovers.com)  
Santa Fe: [santafe.com.hk](http://santafe.com.hk)  
SCANVAN: [scanvan.com](http://scanvan.com)  
Schenker Stinnes Logistics: [schenker.bg](http://schenker.bg)  
Sea Bird Services: [seabird.com.eg](http://seabird.com.eg)

SEM Movers: *sem-movers.com*  
Simpsons Removals & Storage:  
*simpsons-uk.com*  
SIT Transportes Internacionales: *sit-spain.com*  
SmartShield: *inboxdoctor.com/smartshield.htm*  
Status Baby Transports: *status-baby.com.br*  
Sterling Int'l Movers (UK): *sterlingmovers.com*  
TechMate Int'l: *TechMateIntl.com*  
TG International: *tginternational.com*  
The Guardian Svcs Group: *guardianservices.com*  
The Moving Company: *themovingcompany.co.nz*  
Transmove: *trans-move.com*  
Trans Movers Worldwide: *centrin.net.id/tranmove*  
Transcontainer: *transcontainer-group.com*  
Trans-Link Express: *translink.co.th*  
Transpack Packing & Frt. Fwd: *Transpack.com.pk*  
Tumi Int'l Movers: *tumimovers.com*  
UniGroup UTS: *unigroupworldwide.com*  
Unisys: *unisys.com*  
UPM Int'l: *upm.com.pk*  
US Economic Census: *census.gov/econ2002*  
US Department of Transportation: *dot.gov*  
US House of Representatives Small Business  
Committee: *house.gov/smbiz*  
Van Kralingen: *utsvankralingen.com*  
Vanliner Insurance Company: *vanliner.com*  
Vatovec: *vatovec.si*  
Verisign: *verisign.com/enterprise/government/  
leca-dod.html*  
Virus Checks: *mcafee.com, symantec.com, or  
fsecure.com*  
Voerman Int'l: *voerman.com*  
Welti-Furrer: *welti-furrer.ch*  
Wheaton World Wide Moving:  
*wheatonworldwide.com*  
Worldwide Movers Africa: *wwmovers-africa.com*  
YP-35: *yp-35.org*

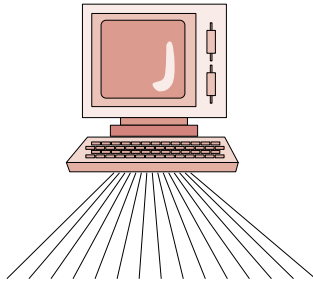
### Selected E-mail Addresses

HHGFAA: *hhgfaa@aol.com*  
21st Century Relocations:  
*info@21stcenturyrelocations.com*  
A.Alternativa: *transp@a-alternativa.com.br*  
AGS: *castro-j@ags-paris.com*  
Air Animal: *petmover@airanimal.com*  
American President Lines:  
*david\_deboer@ccgate.apl.com*  
APA Worldwide: *apawwm@sol.racsa.co.cr*  
Andreas Christ Movers: *info@christ-movers.com*  
Argenmove: *argenmove@argenmove.com.ar*  
Arpin Int'l Group: *jdowlingarpinintl.com*  
Arrowpak: *sales@arrowpack.co.uk*  
Ashoka Int'l: *ashokint@ndb.ysnl.net.in*  
Asian Tigers: *kuss@premierwvm.com*  
Atlas Int'l Movers: *info@atlas-movers.nl*  
Biddulphs: *biddulphs@biddulphs.co.za*  
Blue Sky Int'l: *info@blueskymoving.com*  
Brazil Worldmover: *worldmover@brazilmail.com*  
Cartwright Int'l Van Lines:  
*intl-van@cartwrighttrans.com*  
Cheetaz On The Move: *cheetaz@singnet.com.sg*  
Claims Prevention and Procedure Council:  
*claimsnet@aol.com*  
Constantine Moving Services:  
*const@globalnet.co.uk*  
Corstjens WW Movers: *info@corstjens.nl*

Cosmopolitan Transport Mandiri:  
*cosmotrans@cbn.nct.id*  
Crystal International:  
*info@crystalinternational.com*  
DeHaan Removals: *info@dehaan.nl*  
Desbordes Int'l: *info@desbordesinternational.com*  
DeWitt Trans. Svc Guam: *ezdewitt@dewitt.com.gu*  
Direct Moving: *kr@directmoving.com*  
Eagle Van Lines: *jamies@eaglevanlines.com*  
Emery Worldwide: *reilly.robert@emeryworld.com*  
Excel Int'l: *katoh@eico.mei.co.jp* or  
*matsuda@eico.mei.co.jp*  
Executive Insurance Services:  
*info@execinsurance.net*  
Executive Moving Systems:  
*salesinfo@thebestmove.com*  
Fidelity & Marine Ins.: *info@fidelitymarine.com*  
Freeline Movers: *flm@isb.paknet.com.pk*  
Freight Int'l: *removal@emirates.net.ae*  
Froesch: *info.berlin@froesch.de*  
Fukuoka Soko Co.: *moving@fukuokasoko.com*  
G.E.P.: *gepbox@gep.be*  
Gateways Int'l: *gateways@themovers.com*  
Gil Stauffer: *international@gil-stauffer.com*  
Global Options, LLC: *ctgoodrum@aol.com*  
Globalink: *relocation@globalink.kz*  
Gosselin Group: *comm@gosselin.be*  
Green Liner: *safetymove@greenliner.com*  
Guyana Overseas Traders:  
*guyotrad@networksgy.com*  
Harsch Transports: *harsch@harsch.ch*  
Heber Hausner Süd-Ost: *vienna.uts@hhsso.at*  
Hobby House Forwarders & Movers:  
*office@hobbyhouse.ro*  
Interdean Interconex: *info@interconex.com*  
Interem: *albert@freightsystems.com*  
Intermove: *move@Intermove.com*  
Intermud: *intermud@guate.net*  
Inters &R: *info@inters-r.com*  
JVK: *thailand@jvkmovers.com*  
Keller Swiss Group: *moving@kellerbasel.ch*  
La Vascongada, S.L.: *comercial@vascongada.com*  
Leader Pack: *leadpack@emirates.net.ae*  
Magna Int'l Movers: *removals@jhb.magna.co.za*  
McGimpsey Bros.: *removals@mcgimpseys.com*  
Meubles y Mudanzas:  
*info@myminternational.com*  
Movements Int'l:  
*mim.sydney@bigpond.com.au*  
M/S Swift Packers & Movers:  
*naveen12@satyam.net.in*  
Mudanzas Trafimar:  
*sales@mudanzastrafimar.com.mx*  
National Van Lines: *info@nationalintl.com*  
Nationwide Relocation Int'l: *nrii@deltanet.com*  
Nazha Freight Services: *info@nazhagroup.com*  
Neer Service: *info@neerservice.fr*  
New Haven Moving Equipment: *nhmela@aol.com*  
Nurminen Prima Oy: *Nurminen.Prima@co.inet.fi*  
Pac Global Ins: *sfuhrman@pacglobalins.com*  
PACE-CAPSTONE: *jwisepace@aol.com*  
PAIMA: *paima@sinfo.net*  
Pelichet, S.A.: *international@pelichet.ch*  
Phoenix Trans: *phoenix@phoenix-transport.de*  
P. Lightstone: *plightstone@nyc.rr.com*  
P.M. Packers: *info@packersindia.com*

Premier Worldwide: [info@premierwvm.com](mailto:info@premierwvm.com)  
Rex Service Co., Ltd.: [rexco@public.tpt.tj.cn](mailto:rexco@public.tpt.tj.cn)  
Rhema East China Ltd: [rhema@pub.sz.jsinfo.net](mailto:rhema@pub.sz.jsinfo.net)  
Rhema Movers: [general@rhemamovers.com.sg](mailto:general@rhemamovers.com.sg)  
Saleemsons: [info@saleemsonsmovers.com](mailto:info@saleemsonsmovers.com)  
Sea Bird Services: [seabird@commnet.com.eg](mailto:seabird@commnet.com.eg)  
SEM Movers: [semmover@indosat.net.id](mailto:semmover@indosat.net.id)  
Simpsons Removals & Storage:  
[enquiries@simpsons-uk.com](mailto:enquiries@simpsons-uk.com)  
Sino Santa Fe: [shanghai@santafe.com.cn](mailto:shanghai@santafe.com.cn)  
SIT Transportes Intl: [sit.mad@sit-spain.com](mailto:sit.mad@sit-spain.com)  
Status Baby Transports:  
[vendasinter@status-baby.com.br](mailto:vendasinter@status-baby.com.br)  
Sterling Int'l Movers (UK):  
[mail@sterlingmovers.com](mailto:mail@sterlingmovers.com)  
Stuttafords Zimbabwe: [ptich@stuttafords.com.zw](mailto:ptich@stuttafords.com.zw)  
T.A. Mudanzas: [tamoving@sol.racsacsa.co.cr](mailto:tamoving@sol.racsacsa.co.cr)  
TechMate Int'l: [sales@TechMateIntl.com](mailto:sales@TechMateIntl.com)  
TG International: [webmaster@tginternational.com](mailto:webmaster@tginternational.com)  
The eXternal Revenue Svce. of The Day  
Companies: [tag@daycos.com](mailto:tag@daycos.com)  
The Guardian: [dvaughn@guardianservices.com](mailto:dvaughn@guardianservices.com)  
The Moving Company:  
[tmcauckland@themovingcompany.co.nz](mailto:tmcauckland@themovingcompany.co.nz)  
Transcon Int'l: [dharty@transcon-intl.com](mailto:dharty@transcon-intl.com)  
Trans-Link Express: [bangkok@translink.co.th](mailto:bangkok@translink.co.th)  
Transmove: [transmove@btinternet.com](mailto:transmove@btinternet.com)  
Trans Movers Worldwide: [nutrans@centrin.net.id](mailto:nutrans@centrin.net.id)  
Transpack Argentina: [info@transpack.com.ar](mailto:info@transpack.com.ar)  
Transpack Packing & Freight Forwarding Co.:  
[transpack@isb.comsats.net.pk](mailto:transpack@isb.comsats.net.pk)  
Tumi International: [tumi@netrox.net](mailto:tumi@netrox.net)  
Unipack, S.A.: [info@unipack-iran.com](mailto:info@unipack-iran.com)  
United Prof. Movers: [Fazla@upm.sdnpk.undp.org](mailto:Fazla@upm.sdnpk.undp.org)  
UPM Int'l: [upm@isb.sdnpk.org](mailto:upm@isb.sdnpk.org)  
Van Kralingen: [marloes@utsvankralingen.com](mailto:marloes@utsvankralingen.com)  
Vanpac: [rauf@vanpac.edunet.sdnpk.undp.org](mailto:rauf@vanpac.edunet.sdnpk.undp.org)  
Vatovec: [vatovec@siol.net](mailto:vatovec@siol.net)  
Voerman Int'l: [mail@voerman.com](mailto:mail@voerman.com)  
Welte-Furrer Ltd: [international@welte-furrer.ch](mailto:international@welte-furrer.ch)  
Willis Corroon Trans. Risk Svces: [iris@willis.com](mailto:iris@willis.com)  
YP-35: [lincmove@Blarg.net](mailto:lincmove@Blarg.net)  
Zuhal: [zuhal@emirates.net.ae](mailto:zuhal@emirates.net.ae)

# 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  American Express  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 & A Cronin Movers (Dublin, Ireland)  
A Lusitana (São Paulo, Brazil)  
A-Mrazek Moving Systems (Kirkwood, MO)  
A & S Roseth Int'l (Ontario, Canada)  
A-Cross Corp. (Tokyo, Japan)  
A. Kuehner & Sohn (Vienna, Austria)  
A.M.S. Atlantic Int'l (Dusseldorf, Germany)  
A-1 Warehouse & Forwarding Inc. (Laredo, TX)  
Aachener Int'l (Dublin, Ireland)  
Aarid International Movers (Baltimore, MD)  
Action Moving Services, Inc. (Burnsville, MN)  
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 Premier Worldwide Movers Co. Ltd. (Tokyo, Japan)  
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 International Service, S.A. (Lima, Peru)  
Atlas Van Lines Int'l (Seattle, WA)  
Australian Vanlines (Pendle Hill, Australia)  
Australian Van Lines Pty Ltd (Dandenong, Australia)  
B.M. Int'l Pvt. Ltd. (New Delhi, India)  
Biddhulphs International (Gauteng, South Africa)  
Birkart Globalistics AG (Raunheim, Germany)  
Bishops Move Group (London, UK)  
Brytor International (Mississauga, Ont., Canada)

Capitol Transportation Inc. (San Juan, PR)  
Carl Hartmann GmbH & Co. (Germany)  
Christ International Movers (Heilbronn, Germany)  
Circle Freight Int'l (Muscat, Oman)  
Clements International (Washington, DC)  
Columbia World Wide Movers (Limassol, Cyprus)  
Confianza Moving and Storage (Miami, FL)  
Conroy Removals Ltd. (Napier, New Zealand)  
Cosmopolitan/M.L. Transportes (Brasilia, Brazil)  
CSX Lines (Washington, DC)  
Crystal Forwarding (Carlsbad, CA)  
Davel Demenagements SA (Meyrin, Switzerland)  
Decapack (Santiago, Chile)  
Delahaye Blue Ribbon Movers (New York, NY)  
Deliver USA (Jessup, MD)  
Delmarva Port Services (Baltimore, MD)  
De Marti, S.A. (Barcelona, Spain)  
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)  
DHX Ocean/Air (Dominguez, CA)  
Dijkshoorn Int'l Movers (Vlaardingen, The Netherlands)  
Doree Bonner International, UK  
Eagle Shipping Services (London, UK)  
East Int'l Freight Forwarders (Cairo, Egypt)  
Elliott Int'l (Johannesburg, South Africa)  
EMS Hansard ltd. (Dover, Kent, UK)  
Era Moving Services Pte Ltd. (Singapore)  
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 Worldwide (Naperville, IL)  
Gosselin World Wide Moving (Belgium)  
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)  
Hollander International Movers (Elk Grove Village, IL)  
Horizon Services Group (TX)  
Humboldt Int'l (Canton, MA)  
IAL Nigeria Limited (Lagos, Nigeria)  
Intercontinental Van Lines, Inc. (Markham, Ont., Canada)  
Inter-Jet Customhouse Brokers (Jamaica, NY)  
Inter Trans Insurance Services Inc. (Irvine, CA)  
Inter-Transport SA (Geneva, Switzerland)

Intermove Limited (Newton, CT)  
Internacional Mudancera Mexicana, S.A. de C.V. (Mexico City, Mexico)  
International Wood Industries Inc. (Sherwood, OR)  
Interport Executive Movers (Singapore)  
Inters & R S.L. (Spain)  
Interstate Int'l Inc. (Springfield, VA)  
Intra-Mar Shipping S.A. (Santafe De Bogota, Colombia)  
ITO Mobiltransport GmbH (Bremen, Germany)  
J. Calenberg (Bonn, Germany)  
John Ryan Removals (Springvale, Vic., Australia)  
Jordanian Coast Cargo & Tourism Services (Amman, Jordan)  
Kar Kia Co. Ltd. (Tehran, Iran)  
Keller AG (Bern, Switzerland)  
Keller AG (Basel, Switzerland)  
Kelly's International Ltd (Guildford, Surrey, England)  
Keys Bros Removals & Storage (Canningvale, Western Australia)  
King & Wilson International Movers (Melbourne, Australia)  
L. Rettenmayer (Wiesbaden, Germany)  
L. Rettenmayer Transitarios (Lisbon, Portugal)  
M. Dyer & Sons Inc. (Honolulu, HI)  
Martin Stephen (Canada) Ltd. (Ontario, Canada)  
Matco Transportation Systems (Alberta, Canada)  
McGimpsey Brothers (Removals) (Ireland)  
Mesa Int'l (Grand Junction, CO)  
Mexpack (Mexico City, Mexico)  
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)  
Paxton International (Springfield, VA)  
Peter E. Reid Stevedoring Inc. (Pago Pago, American Samoa)  
Phoenix Transport (Japan) Ltd. (Yokohama, Japan)  
Phoenix Transport Services (Bremerhaven, Germany)  
P.N. Writer & Co. Ltd. (Mumbai, India)  
Portan S.A. (Bogota, Colombia)  
Prime Movers Int'l (Munich, Germany)  
Pumex International Movers (Korea)  
Raffles Movers International Pte Ltd (Singapore)  
R.C. & B. Group S.R.L. (Milan, Italy)  
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)  
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)  
Sonigo Transport Jerusalem Ltd (Jerusalem, Israel)  
Soyer International Moving Co. (Istanbul, Turkey)  
Stangl International Worldwide Movers (Vienna, Austria)  
Sterling International Movers Ltd. (Perivale, UK)

Stevens Worldwide Van Lines (Saginaw, MI)  
Subalipack (M) Sdn Bdh (Kuala Lumpur, Malaysia)  
The MI Group (Mississauga, Ont., Canada)  
The Pasha Group (Corte Madera, CA)  
The Viking Corporation (St. Thomas, VI)  
Tokyo Express International (San Francisco, CA)  
Tower Int'l (Bezons, France)  
Transpack Ltd. (Zurich, Switzerland)  
Transeuro Worldwide Movers (London, UK)  
Transcontainer (Tlalnepantla Edo de Mex., Mexico)  
Transworld Freight Systems, Inc. (Los Angeles, CA)  
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)  
VIP Transport, Inc. (Corona, CA)  
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)

# 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 2003 Issue ..... January 20, 2003  
March/April Issue ..... March 15, 2003  
May/June Issue ..... May 5, 2003  
July/August Issue ..... July 15, 2003  
September/October Issue ..... August 20, 2003  
November/December Issue ..... November 10, 2003

### 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)

## ADVERTISERS' INDEX

21st Century Relocations .....	82	GEP .....	29	P.M. Packers & Movers .....	25
A Alternativa .....	23	Gil Stauffer .....	72	Rhema China .....	25
A. Arnold .....	66	Goodrich Trading Int'l .....	97	Rhema Movers Pte Ltd. ....	80
AE Worldwide .....	51	Gosselin .....	73	Rosebrock .....	26
AGS .....	90,91	Green Liner .....	35	Salemson's .....	81
Air Animal .....	71	Guyana Overseas Traders .....	78	Santa Fe .....	4
APA .....	12	IM France .....	10	Scanvan .....	100
ARC Roll-on/Roll-off .....	40	Interdean.Interconex .....	99	Schenker .....	89
Arrowpak Int'l .....	87	Interem Ltd. ....	9	Sea Bird .....	28
Ashoka International .....	27	Intermove .....	72	Security Storage Co of Washington .....	95
Asia Trans .....	63	Intermud .....	83	SEM Movers .....	73
Asian Tigers/Premier Worldwide .....	7	Interport .....	34	Simpson's Removal & Stge Ltd .....	94
Atlas Wood Products .....	48	Inters & R .....	26	SIT Transportes .....	68
Atlas Worldwide Moving Systems .....	8	Jacksonville Box .....	34	Sterling International Movers (UK) .....	69
Beverly Smythe .....	8	JVK .....	30	Subalipack .....	48
Blue Sky .....	16	Kontane .....	24	T.A. Mudanzas .....	81
Christ Movers .....	5	La Rosa del Monte .....	47	TechMate .....	40
Continental Removals .....	92	La Vascongada, S.L. ....	49	TG International .....	93
Corstjens Worldwide Movers .....	32	Leader Pack .....	63	The Guardian .....	14
Cosmopolitan Transport Mandiri .....	21	Link Int'l .....	11	The Moving Company .....	80
Crystal Forwarding .....	7	Magna .....	92	Transmove .....	9
Desbordes .....	30	McGimpsey .....	47	Trans Movers .....	92
DeWitt Transportation Services .....	5	Milbin .....	74	Transcontainer Group .....	96
DGM Veron Grauer SA .....	70	Move One .....	12	Transpack .....	28
Eagle Van Lines .....	15	M/S Swift Packers & Movers .....	85	Tumi Int'l Movers, Inc. ....	34
European Van Lines Int'l .....	31	Mudanzas Trafimar .....	63	UniGroup Worldwide UTS .....	88
EUROUSA .....	98	Neer Service .....	67	United Professional Movers (UPM) .....	50
Excargo Services .....	23	New Haven .....	13	Vanpac .....	72
Fidelity & Marine Int'l Insurance .....	3	Nurminen Prima OY .....	50	Vatovec .....	92
FMD .....	43	Orient Pacific Int'l .....	22	VIP .....	28
Freeline Movers .....	44	P. Lightstone .....	32	Voerman Int'l .....	6
Freight International .....	2	Pac Global .....	19	Welti-Furrer .....	10
Fukuoka Soko .....	20	Pelichet .....	81	Willis Corroon .....	77
Garcia .....	68	Penbroke Marine Services .....	33	Worldmover/Brazil .....	35
Gateways International .....	45	Phoenix Transport Services .....	73	YP-35 .....	38
				Zuhal Shipping & Clearing .....	89

## Industry Calendar

Dec. 17–19, 2002	MTMC (599th) Pacific Workshop	Honolulu, HI
Jan. 22–23, 2003	GSA Annual Carrier Conference, Audit Division	Arlington, VA.
Mar. 16–19, 2003	LACMA Convention	Guatemala City, Guatemala
May 11–15, 2003	FIDI Congress	Stockholm, Sweden
<b>Oct. 12–14, 2003</b>	<b>HHGFAA 41st Annual Meeting</b>	<b>Honolulu, HI</b>
<b>Oct. 13–16, 2004</b>	<b>HHGFAA 42nd Annual Meeting</b>	<b>San Diego, CA</b>
<b>Oct. 22–25, 2005</b>	<b>HHGFAA 43rd Annual Meeting</b>	<b>Washington, DC</b>

*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)*

## Your Ad in *The Portal* Will Pay Off!

Get your company's message out to your colleagues around the world with your *Portal* advertisement. For more information, turn to page 70 of this issue. Or contact Bel Carrington at HHGFAA, (703) 684-3780.