

THE PORTAL

VOLUME XXXVII The Journal of the Household Goods Forwarders Association of America, Inc. NOVEMBER/DECEMBER 2005



**A Capital Event,
Record Attendance**

43rd Annual Meeting Photo Album

2005–2006
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About our cover: Terry Head and Georgia Angell open the Annual Meeting in Washington, DC, which boasted the highest attendance ever. Our photo essay begins on page 13.

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By Terry R. Head
HHGFAA President

‘Knock on Wood’

We have an expression here in the United States — “Knock on wood” — and I understand there is a similar expression in the UK, “Touch wood.”

Touching wood or knocking on wood has its origins in superstition. The idea is to ward off evil consequences or bad luck, perhaps because of some recent action you’ve taken or untimely boasting about your good fortune; it also purports to bring or ensure continued good luck.

The origin is unknown, though some writers have pointed to pre-Christian rituals to invoke the spirits of sacred trees such as the oak, ash, holly or hawthorn. There is, I’m told, an old Irish belief that you should knock on wood to let the little people know that you are thanking them for a bit of good luck.

Superstitious though it might be, I’ve personally knocked and touched wood several times before and numerous times since our Annual Meeting held here in Washington, DC, in October. It seems the Association continues to enjoy the good fortune of having a membership that so wholeheartedly supports the Association. That support comes not just by continuing to remain members and pay your annual dues, but just as important, taking time away from your families and businesses to travel great distances and spend considerable sums of money to participate in our annual gathering.

This year’s Annual Meeting brought our greatest attendance ever, with well over 1,800 registered attendees and special invited guests. That level of response is very gratifying to those of us who spend months in discussion and planning so you will come and to ensure we meet your expectations once you are here.

Feedback from attendees indicates that there was something for just about everyone who attended — not just the social events, but the workshops and panel presentations, as well as the Associate and Active Members’ meetings.

As more than a casual observer, it was evident to me that the one topic or issue that seemed to come up for discussion in just about every meeting was the new restrictions on the importation of non-manufactured wood products into the United States and numerous other countries around the world (hence my play on words and the double entendre of my title).

If by chance you have missed all the hubbub, on Sept. 16, 2005, the United States, Canada, and Mexico began implementing an international standard requiring heat treatment or fumigation of wood pallets and other packing material to prevent the spread of wood pests and agricultural diseases. I suggest you visit the Association’s Web site or review our more recent *ePortal* electronic newsletters for the information we have distributed on this matter to date.

Why do I mention the new import restrictions on wood and the Annual Meeting in the same column? It’s based on your need to know, your desire to be kept informed, and, more important, your need to be confident that the Household Goods Forwarders Association is staying abreast of this and other issues and advocating on behalf of you and the moving and forwarding industry as a whole.

We will never be in a position to dictate policy or write the regulations, but the Association will work on your behalf to keep you informed and to ensure that you know what steps you can take to conform to the laws and regulations under which you conduct business.

We still don’t know how rigorously the new wood restrictions will be enforced. Through the efforts of this and other transportation-related trade associations, the government did announce in September a three-phased implementation of the restrictions, primarily to educate carriers and shippers, and raise awareness of the new regulations. Nevertheless, there is little doubt this will have a far-reaching impact on the shipping industry as a whole.

Let’s all “knock on wood” in hopes that the enforcement agencies in the United States and abroad use good judgment and can reach an equitable balance in protecting our natural and agricultural resources without adding unnecessary administrative and economic burdens to the shipping industry and global trade. ■

ABOUT THIS ISSUE

Wow! You've come to expect the very best in these yearly HHGFAA meetings, but the 43rd Annual Meeting of the Household Goods Forwarders Association of America in Washington, DC, set a new attendance record and provided a stimulating agenda of business and social events.

Beginning with the 21K Charity Run organized before the kick-off of the meeting, and ending with a spectacular night of great food, music, entertainment, and dancing, the Annual Meeting in the Nation's Capital was one for the record books.

As always, this post-Annual Meeting issue of **The Portal** offers you a chance to relive the experience by way of a photo album, which begins on page 13.

Thanks again to the fine HHGFAA member companies who supported this stellar event through their generous sponsorships. The 2005 sponsors are listed on page 19.

Also in this issue, be sure to keep handy the new list of HHGFAA committees that begins on page 5. HHGFAA committees are a resource you can and should use when issues arise that affect your company.

And as always, you'll find timely information relating to small business, management, security, military, government, and maritime shipping, air cargo, and industry developments.

Enjoy! ■

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HHGFAA 43rd ANNUAL MEETING SPONSORS

The following HHGFAA member companies generously supported the Association's Annual Meeting in Washington, DC, as sponsors:

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43RD ANNUAL MEETING PHOTO ESSAY

2nd Annual Breast Cancer Research Charity 5K Run

By Robert Cormeier, Santa Fe Relocations

Friday, Oct. 21, was a cold and drizzly day in Washington DC, where only the fierce and weather-beaten movers could be found. There were 89 of the toughest movers in the industry who showed up to the starting line to support the fight against breast cancer, and although it took 1 hour to get everyone home to the finish line, they all made it. In addition to the cool temperature and drizzle, the course proved to be much more challenging than the ocean front cakewalk in San Diego last year. With next year in San Francisco, we may be in for a real treat!

We are very pleased with the support that we have received at this year's Charity Walk/Run. A total of 120 participants were registered, and 89 people completed the 5K. In our first year in San Diego 2004, we had 83 registrations and 67 people completed, showing a 44% increase in support. Most important, we were able to raise US\$6,500 for the Johns Hopkins Singapore Breast Cancer Research Fund, which is an increase by over 62% from last year.

It would be appropriate to thank those who have helped us to plan and execute the event, so in addition to the Santa Fe Regional Management Team, we would like to thank Laura and Renata Busetini with Vinelli & Scotto, and Janet Bowen with Crown WMS, who supported us on the day of the event by assisting at the registration table all day. In addition, a special thanks to The Honorable Roger Landry, retired Air Force and State Representative from Maine, who also assisted at registration, and later acted as our master of ceremonies to present the awards and speak of his personal experience with fighting cancer at our cocktail reception. Finally, we could not have held the event and had such great support by the hotel without the continued assistance of HHGFAA's Boris Populoh. Boris has participated both years, and has the most improved time, from 48:50 in 2004, to 25:05 in 2005. Nice job, Boris!

Some notable mentions for this year's event is that the overall winning time has gone from 22:02 in 2004, to 21:12 in 2005, with a much more difficult course this year. The overall winner for the men this year was Peter Wilson of King & Wilson Worldwide (UK), and for the women was Sophie Dillon of Move Management Australia (for the second year in a row!). There has been some serious talk about training for next year's event, and based on the fact that four runners this year beat last year's winning time, it's safe to say that competition is getting tough!

Once again, thanks for all the support this year, and it has become our goal to continue with this event in San Francisco and, we hope, many years to come. ■



The race begins. Pictured are Andreas Bauer-Kuehner of Kuehner A & Sohn Relocation, Fanny Sterckx of Transworld, Billie Larsen of A2Z Relocation Management, Andy Wade of F & N, Nick Kerr of Davies Turner, Marilyn Sargent of Aloha International, and Sophie Dillon of Move Management.



Steve Lewis of Santa Fe Malaysia crosses the finish line.

Winner Peter Wilson with Andrew Wilson, both of King & Wilson.



Race participants enjoy post-race refreshments.

Registration

Each Annual Meeting starts off with the registration of attendees. Meeting attendees and guests were eager to register and obtain their programs and name badges to kick off the 43rd Annual Meeting. Over 1,400 people passed through the registration process in the first four hours. The final number of registered attendees and guests topped 1,800 — a new record!



Board Meetings

The HHGFAA Executive Committee and Associate Members' Management Board held their joint annual breakfast meeting and were updated on issues and programs, as well as discussed the strategic direction for the Association over the coming year. The Executive Committee continued to meet throughout the first day to review reports of the various Standing Committee Chairs as well as the activity reports and recommendations by the Association's Professional Staff.



New Members' Reception

Over 130 new members attended a special reception held in their honor as new members and first time attendees. The newest HHGFAA members were welcomed by the Executive Committee and Associate Members Management Board. Remarks were provided by HHGFAA President, Terry Head and the Association's Chairman, Georgia Angell. Heather Engel, President of the Alan F. Wohlstetter Scholarship Fund, also spoke about the purpose and goals of the HHGFAA Scholastic Assistance Program.



Opening Reception

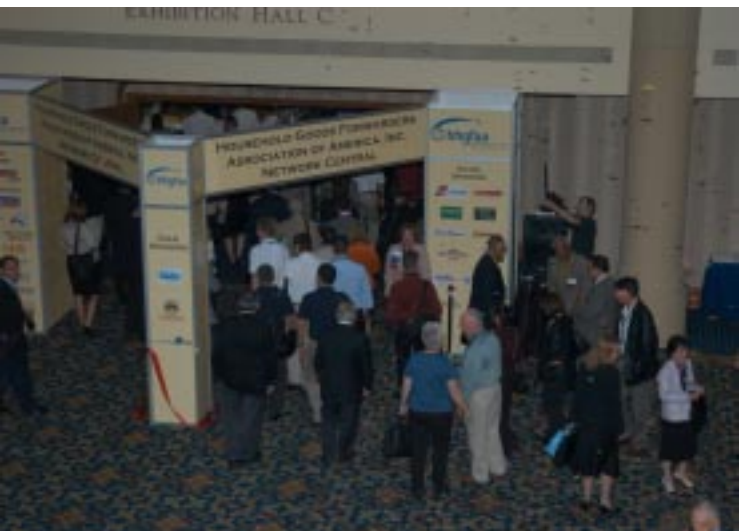
The Opening Reception, always anxiously awaited as the kick-off event, was held in the Marriott's Grand Ballroom, where old friends became reacquainted and new relationships were formed. The ballroom was splendidly decorated with replicas of the various monuments around Washington, DC, and wonderful dishes were served representing numerous areas and cultures around the world. The YP-35 group manned a "Wheel of Chance" for a variety of prizes all benefiting the Scholarship Fund. Entertainment and dancing was provided by The Johnny Artis Band. Artis showed his range of talent and why he and his group are known as one of the top bands in the Washington, DC area.





Exhibit & 'Network Central' Trade Show

HHGFAA Chairman Georgia Angell and President Terry Head officially opened the "Network Central" Trade Show with a ribbon cutting ceremony and a hearty thank you to all the sponsors and exhibitors. As in the past few years, the Exhibit Hall quickly became the gathering point for attendees when they were not in meetings or workshops.



Claims Workshop

Jan Moore, Chair of the HHGFAA Claims Committee, moderated an excellent series of panel presentations provided by members of the Committee. For the first time, the Workshop was held as an open forum with Retired Lt. Col. Enrique Mendez, representing the Military Claims Office of the US Navy, addressing the membership. Mr. Mendez provided his perspective on claims and risk management issues impacting the current DoD Personal Property Program, as well as what he envisioned in the coming Families First Program. A very hot topic was the recent natural disasters in the Gulf States.



Young Professionals (YP-35)

Ruby Tucker, YP-35 Vice Chair, led discussions by the YP-35 Management Board, as well as presided over a meeting of the YP-35 Membership. Among the items reviewed were planned actions and programs, including ongoing support for the HHGFAA Scholastic Assistance Program and the Alan F. Wohlstetter Scholarship Fund. A YP-35 social mixer was held outside the hotel one evening at a local nightclub where the Young Professional networked and forged new professional and social relationships. *(Photos from mixer on next page.)*





Young Professionals

"Leadership Through Innovation"



YP-35 in Washington, DC 2005



In the Capital of Washington, DC,
Where young international minds came to be,
There were networking, friendships,
Fun and great ideas—
Keep up the good work
As San Francisco nears.



ALAN F. WOHLSTETTER SCHOLARSHIP UPDATE

The Alan F. Wohlstetter Scholarship Fund is the cornerstone for the HHGFAA Scholastic Assistance Program, which is aimed at promoting and supporting individuals engaged in higher education involved in the areas of transportation and logistics. Donations (by major annual giving levels) to the Alan F. Wohlstetter Scholarship Fund received to date are as follows:

Platinum (\$5,000 or more)

*Manchester Grand Hyatt Hotel, San Diego
*Marriott Wardman Park Hotel
*Trans-Atlantic American Flag Liner Operators

Gold (\$2,500–\$4,999)

Continental Van Lines
Deseret Forwarding International, Inc.

Silver (\$1,000–\$2,499)

All American Moving Group, LLC
Apollo Transportation Companies
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Blonde International, Inc.
Denali Group Companies
Dewitt Transportation Services of Guam
Evergreen Forwarding, Inc.
Han & Ella Helder
Jet Forwarding Inc.
Jack Kagan
National Van Lines, Inc.
Royal Hawaiian Movers
The Pasha Group
J. W. and Heike Westbrook

Bronze (\$500–\$999)

7M Transport, Inc.
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Arpin International
Cartwright International Van Lines, Inc.
Terry R. Head
Interstate Worldwide Relocation
Paul Arpin Van Lines, Inc.
R. J. Hudson Associates
S & E Transportation
Southern Winds International
The Community Foundation, Inc.
The Suddath Companies
True North Relocation

In Kind or Other

AAA Heartland Express
Jackie & George Agner
American Moving & Storage Association
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The Day Companies, Inc.
Vanpac Carriers, Inc.

NOTE: *Denotes contribution received since the September/October issue of The Portal was published. This list reflects only contributions received since September 1, 2004.

Join this prestigious list of contributors by sending your contribution TODAY! For more information on how to donate, please go to www.hhgfaa.org or www.y-p-35.org. Make checks payable to Alan F. Wohlstetter Scholarship Fund.

Alan F. Wohlstetter Scholarship Fund

5904 Richmond Highway, Suite 404 • Alexandria, VA 22303
(703) 317-9950 • Fax (703) 317-9960

The Board of Directors of the Alan F. Wohlstetter Scholarship Fund urges you to consider a contribution or donation to the Scholarship Fund as part of your year-end tax strategy or as you formulate your company budgets for next year. Mailed as a special insert with this issue of **The Portal** is a "Letter of Intent" to facilitate your commitment to the Fund.

Please advise your employees that scholarships are available to qualified candidates of any HHGFAA company worldwide. For further information, visit <http://www.y-p-35.org/>.

Best Wishes for the Holidays and the New Year

from

*Georgia Angell
Randall Groger
Jackie Agner
Michael Cobb
Douglas Finke
Michael Gilbert
Jan Moore
Michael Richardson
Mario Rizzo
and
Alan F. Wohlstetter*

of the Executive Committee

and from

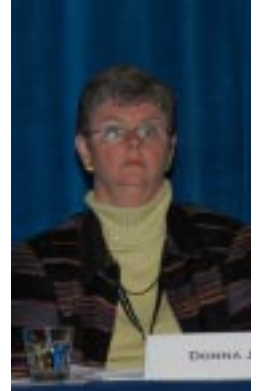
*Terry Head
Bel Carrington
Boris Populoh
Charles White
Jean Mathis
and
Jamila Kenney*

of the Association Staff



Military and Government Affairs Workshop/Panel

Randy Groger, HHGFAA Vice Chairman and head of the Government and Congressional Affairs Committee, moderated a panel of government experts that covered a wide range of issues and topics relating to US government and military shipments and regulations. Panelists included Lt. Colonel Steven Amato, Tom Hicks, and Donna Jack from the Surface Deployment and Distribution Command; Sharon Goodson of the US Air Force HQ Personal Property Policy Office; Tauna Delmonico and Kim Chancellor from the General Services Administration; and Luis Rogue and Charles Olden of the US Department of State. Following the individual presentations, the panelist addressed a variety of questions asked by the workshop attendees.



President's Luncheon and Guest Speaker

The luncheon was opened by the HHGFAA President Terry Head, acting as the Master of Ceremonies. He introduced Chairman Georgia Angell, who recognized Charles White, who had resigned from the Executive Committee to take a full-time position with the Association's professional staff. Angell also recognized Christiane Crown, who recently left the industry, for her contributions and participation as a Member-At-Large on the Executive Committee.

Georgia Angell and Jackie Agner, representing the Executive Committee and Associate Members Management Board, presented recognition awards to the entire HHGFAA staff for their diligent efforts over the past year and for all their hard work in making the Annual Meeting such a successful event.

Heather Engel, President of the Alan F. Wohlstetter Scholarship Fund, announced the recipient of this year's scholarship and acknowledged the various contributors to the Fund over the past 12 months. As a special contribution, Jim Wachtel, representing the ocean carriers who are the conference members of the Trans-Atlantic American Flag Liner Operators (TAAFL0), presented the Scholarship Fund with a check for \$5,000 in memory of Mrs. Joyce Wohlstetter, wife of Alan Wohlstetter, in whose name the Fund was established.

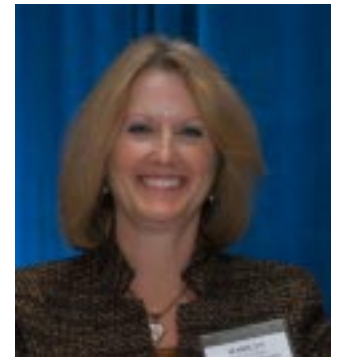
The keynote speaker this year was Barry Wishner, who provided a thought-provoking talk on "Daring to be Different—Your Competitive Weapon in the Global Marketplace." One highlight of Wishner's speech was when he acknowledged Joel Summer as the member of the audience with the most longevity in the moving industry. When asked what was different today versus 60 years ago when he first started in the business, Summer simply replied: "Back then the containers were wood and the men were steel."





Associate Members Meeting

Associate Members were provided brief updates by the regional representatives of the Associate Members' Management Board (AMMB). Jackie Agner, the Associate Members Representative, and Doug Finke, the Associate Members Representative At-Large, presided over the meeting along with Georgia Angell, HHGFAA Chairman. Meeting attendees also heard presentations by Boris Populoh, HHGFAA's Director of Programs and Education, as well as Charles White, the Association's Director of Government and Military Relations. The Associate Members also considered and voted to adopt the proposed HHGFAA "Code of Ethics," as well as, approved a revision to the Associate Member By-Laws that will allow 'electronic voting' in the future.



Shippers' Association Holds Annual Membership Meeting

By Dennis Lordan, ISA General Manager

The International Shippers' Association (ISA) held its Annual Membership Meeting at the Marriott Wardman Park Hotel in Washington, DC, on Sunday, Oct. 23, 2005. The meeting was called to order and conducted by ISA Chairman Mr. Mario Rizzo.

The highlight of the meeting was the election of Board Members for the 2005-2006 term. Three positions were up for consideration and the Slate of Candidates recommended by the Nominating Committee was unanimously approved. Howard Leff of 7-M Transport, Inc. was elected as Chairman, and Mario Rizzo of Gateways International, Inc. as Vice Chairman. Lou Markendorf of Covan International, Inc. was re-elected Treasurer. The positions of Member-at-Large and Secretary, currently held by Tom Olsen of American Vanpac Carriers, Inc. and Sharon Park of Aloha International Moving Services, Inc., respectively, are voted upon in alternating years.

Other items presented at the annual meeting included the Treasurer's Financial Report and Secretary's Membership Report. There were also updates provided by Alan Wohlstetter, ISA General Counsel and Dennis Lordan, ISA General Manager.

Also on Oct. 23, The ISA Board of Directors held separate meetings before and after the Membership Meeting. The initial Board meeting was held in preparation for the ISA Annual Meeting and the second meeting allowed for the ISA Board to follow up on items brought up at the Annual Meeting, as well as hold discussion on strategies moving forward. All of the above mentioned names participated at the ISA Board Meetings as well as Terry Head, a member of the ISA Board and President of the Household Goods Forwarders Association of America, Inc.

The International Shippers Association was developed and launched in 1999 under the efforts of the Household Goods Forwarders Association and now stands as a separate incorporated nonprofit entity remaining closely aligned with the Forwarders Association. Participation in ISA is open to both HHGFAA members and nonmembers and works to combine the collective buying power of shippers for the procurement of transportation services, primarily focused, but not limited to, ocean transportation.

For more information on ISA visit www.isaship.org.

Active Members' Meeting

The Active Members held their annual elections for Chairman, Vice Chairman and four Member-at-Large representatives to serve on the Executive Committee.

In addition, members received updates and reports from the President, General Counsel and the Chairs of the various standing committees. Various topics and issues raised from the floor were either addressed by the Board or referred to committee for future discussion and consideration.

(Editor's note: See the listing beginning on page 11 for the results of the Active member elections, as well as those individuals serving on the various Standing Committees and governing the YP-35 group.)



Exhibit Hall Receptions

There were several receptions hosted by the Exhibitors and Sponsors held within the exhibit hall, including a Bloody Mary Mixer and Breakfast on the final day.



Special Session: 'Partnership in Families First'

A new program event this year was a general meeting to include both Active and Associate members. Coinciding with the Annual Meeting's overall theme of "Success through Partnership—A Capital Idea," presentations were provided by Terry Head, Charles White, Georgia Angell and Randy Groger on the DoD "Families First" Program. The focus of the meeting was to provide an overview of the new program and then drill down into the specific areas that will impact agents and carriers once the program is implemented. Groger provided an excellent outline of the Association's and Industry's remaining concerns with the program, as well as identified suggested alternatives for the Department of Defense to consider as it proceeded with the development of the reengineered personal property program and the design of the new DPS automated system to support the new program.



Closing Banquet and Entertainment

Good things never last forever, and so it was with the 43rd Annual Meeting. However, attendees were provided one last opportunity to enjoy their old and new relationships, all the while enjoying a wonderful dinner and viewing a variety of fine entertainment focused on the musical sounds and songs synonymous with the United States.

Following the banquet, revelers danced into the wee hours to the sounds of "Right On," a '70s band, which kept more people on the dance floor than remembered in recent years.

As the evening came to a close we said those last farewells and goodbyes to friends we all hope to see again next year San Francisco.







Two Measures Approved by HHGFAA Members

At the HHGFAA 43rd Annual Meeting in Washington, DC, in October, the following By-Law amendment and Code of Ethics were approved by the Association's members:

By-Law Revision/Amendment Associate Member Addendum (Article VI) Allowing for Electronic Voting

Pursuant to the recommendation and approval of the HHGFAA Executive Committee and the Associate Members' Management Board:

Official Notice is provided herein that the Associate Membership will entertain during the upcoming Annual Meeting a proposed revision to the By-Laws. It has been proposed that the Associate Membership Addendum, ARTICLE VI, be modified as follows:

- (1) The heading which now reads "MAIL VOTE" shall be changed to "MAIL OR ELECTRONIC VOTING."
- (2) There will be a paragraph added between the first two paragraphs of this Article which reads: "The requirements for mail voting set forth in this Article may be discharged by electronic transmissions."

Note: Proposed amendments and/or revisions to the Associate Membership By-Laws require 30 days' notice and a two-thirds vote of approval from the Associate Members present at the Annual Meeting.

CODE OF ETHICS

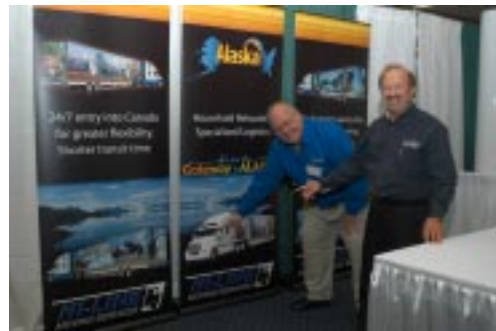
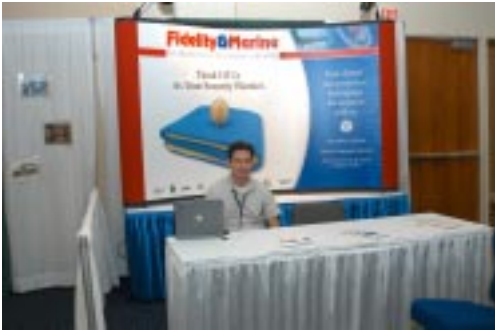
- I. Members shall acknowledge and respect the cultural similarities and differences among all members.
- II. Members shall conduct business in a responsible and professional manner.
- III. Members shall deal fairly with all customers, Association members and other business entities.
- IV. Members shall adhere to a policy of honesty and integrity in accordance with generally accepted principles of professional conduct.
- V. Members shall be forthright and truthful in their professional communications.
- VI. Members shall abide by all lawful agreements to which they are a party, including agreements with customers, the Association and Association members.
- VII. Members shall pay their just obligations.
- VIII. Members shall strive to comply with all applicable laws and governmental regulations.
- IX. A member shall not compete unfairly with other members.
- X. Members shall refrain from engaging in any activity which discredits the Association or any of its members.

Exhibit Hall: 'Network Central'

The exhibit hall drew hundreds of visitors eager to learn about the products and services of their fellow HHGFAA members. The exhibit hall also proved an excellent environment for networking.

















Bond Rider Requirement Eliminated For ACE Monthly Payments

The US Customs and Border Protection (CBP) no longer requires Automated Commercial Environment (ACE) monthly statement participants to submit a bond rider covering estimated duties and fees. ACE is the commercial trade processing system being developed by CBP to enhance border security and expedite legitimate trade.

“The changes CBP made in the eligibility requirements are designed to make it easier for importers to participate in ACE,” said Louis Samenfink, executive director, CBP Cargo Management Systems Program Office. “I encourage the trade community to e-mail acenow@dhs.gov to establish an ACE account, and to find out how ACE participation can benefit them.”

Benefits of establishing an ACE portal account include:

- access to operational data through the ACE portal
- capability to interact electronically with CBP
- payment of estimated duties and fees on a monthly basis.

When the ACE monthly payment test started, only importers were eligible to apply. Since then, participation has been expanded to customs brokers. To further expand participation, a statement certifying membership in the Customs-Trade Partnership Against Terrorism (C-TPAT) was eliminated, and the time period allowed for the deposit of the duties and fees was changed from the 15th calendar day to the 15th working day of the month.

More information on the elimination of the bond rider requirement may be found in the *Federal Register* Notice titled “Automated Commercial Environment (ACE): Elimination of Bond Rider Requirement for participation in Periodic Monthly Statement Payment Process” at http://www.cbp.gov/xp/cgov/toolbox/about/modernization/frn_notices.xml.

Also, check for the latest updates for ACE application information on the CBP Web site at www.cbp.gov/modernization/.

Maritime Security Strategy Outline

The president’s Homeland Security Council has adopted the National Strategy for Maritime Security as part of an overall national strategy to deter terrorism. The strategy says its objectives are to prevent terrorist or criminal acts, protect population centers and critical infrastructure, minimize damage and expedite recovery after an attack, and safeguard the ocean and its resources.

The strategy was developed after the White House’s issuance last December of Homeland Security Policy Directive No. 13, which called for an examination of how existing programs could be better coordinated. The strategy plan says that because most of the nation’s critical infrastructure and key resources are owned by private industry, the private sector should be responsible for increasing security through routine risk management, as well as investment in protective measures. The text of the strategy may be found at http://www.dhs.gov/interweb/assetlibrary/HSPD13_MaritimeSecurityStrategy.pdf.

SOURCE: The Journal of Commerce

DHS Awards Port Grants

By Angela Grieling Keane, Traffic World

The Department of Homeland Security used a new risk-management formula to dole out \$142 million in port security grants recently.

The grants were the fifth round of port security grants. The port industry has complained about the lack of federal money to pay for security improvements mandated by Congress since the Sept. 11 terrorist attacks.

This round of grants was the first awarded by new Homeland Security Secretary Michael Chertoff. When Chertoff took over, he said one of the changes he would make at DHS was using a risk-based formula to dole out funding for ports and other needs rather than sending money equally to states regardless of location and risk.

“These grants provide another layer of security to help protect ports from terrorism, safeguard nearby communities, and ensure the uninterrupted flow of global commerce,” Chertoff said.

DHS restricted the ports that were eligible to apply for the latest round of grants to 66 and awarded grants to 36 ports.

The biggest winners in this round were the nation's largest ports, but there are also numerous secondary ports receiving funding. The largest grant, worth \$35.3 million, goes to the Port of Houston. The ports of Los Angeles and Long Beach, the nation's busiest, each got more than \$10 million.

The American Association of Port Authorities noted that the new funding was only one third of the amount the port applicants requested because the program is so underfunded. AAPA President and CEO Kurt Nagle also criticized the new risk-based funding approach, saying it could leave other ports more vulnerable. "We need to avoid even the perception that there's a soft underbelly of underprotected ports that could make our country more vulnerable to terrorism," he said.

Being There Helps APL

Technology and location were the winning points for APL Logistics in a major contract award from British home improvement goods wholesaler PJH Group.

Under the new contract, the logistics subsidiary of Singapore-based NOL will manage vendors to PJH, consolidate shipments at various origin locations in Asia, and ship them to PJH's network of eight distribution centers throughout the United Kingdom.

APL Logistics said PHJ would have visibility of stock levels "at all points in the supply chain, especially at origin" by using APL Logistics' "See Change" software.

Along with the technology, PJH Group Logistics Director Kevin Powell said the company was "attracted by the fact that APL Logistics has owned offices at every origin in Asia from which we source our products. This has undoubtedly helped to improve control over our shipments.

SOURCE: TrafficWorld

Oh, Rats

Scientists at the Sokoine University of Agriculture in Tanzania are training rats to be used to screen cargo at airports, seaports, and border crossings. The new "screeners" will be particularly on the lookout for a contraband shipment of the business book, *Who Moved My Cheese?*

No Peak Congestion for Europe Ports

By Bruce Barnard

Europe's top container ports have avoided a repeat of last year's peak-season delays, despite surging imports from China and other Asian nations that have boosted container traffic by as much as 15%.

Last year, scores of ships were forced to wait for berths as containers piled up on the docks. There were fears that would be repeated this year.

But the largest northwest European ports have avoided a repeat of 2004's problems by investing heavily in new equipment, hiring extra longshoremen, changing working practices and improving planning procedures.

These measures helped ports to overcome a potential crisis that surfaced in August, when millions of garments from China were stranded in warehouses because they had exceeded their European Union import quotas.

While the ports have survived the current peak season, analysts say congestion will remain a threat without major investments in new terminals to keep pace with strong growth in container traffic for the remainder of the decade. Drewry Shipping Consultants in London says that while ocean container traffic likely will grow by an average of 9% a year between 2004 and 2010, planned terminal capacity will rise by only 5%.

ECT, the main Rotterdam terminal operator, was severely affected by congestion last year as it struggled to cope with a 24% rise in traffic. This year, ETC is handling vessels on schedule. A \$325 million investment in new equipment and the recruitment of 250 workers have enabled the terminal operator, a unit of Hong Kong's Hutchison Ports, to handle volumes that were up 16% in the first half of this year and have continued strong.

Southampton, the UK port hardest hit by congestion a year ago, has avoided a jam-up this year by investing in new equipment, hiring extra labor and expanding its container-stacking area by 25%. The biggest contributor to the smoother operation is a mandatory truck booking system introduced in June. The system, the first in the UK, which also fines late arrivals, has dramatically cut truck turnaround time, by more than a half in some weeks.

The Port of Antwerp opened a new terminal with annual capacity of 1.4 million TEUs. The terminal, the only large one added this year in northern Europe, will relieve pressure on Antwerp, which last year was turning away up to 10,000 boxes a week to Rotterdam because of lack of space. The new terminal is outside the river port's lock system and can accommodate vessels of up to 9,000 TEUs.

The decision by the Grand Alliance to route two Asia-Europe services to an empty terminal in Amsterdam has helped Rotterdam by drawing off up to 150,000 TEUs of annual traffic.

SOURCE: *The Journal of Commerce Online*

FMC Authorizes Shippers' Associations to Negotiate Confidential Rates with NVOCCs

The Federal Maritime Commission has now issued a final rule, to become effective Oct. 28, 2005, authorizing shippers' associations with NVOCC members, such as the **International Shippers' Association (ISA)**, to enter into confidential service contracts with NVOCCs (NSAs) in lieu of paying published NVOCC tariff rates. This new rule specifically removes the prohibition contained in the current rule precluding shippers' associations from exercising this option.

The removing of this restriction was spearheaded by HHGFAA's General Counsel, Alan F. Wohlstetter, assisted by Stanley I. Goldman of the firm of Denning & Wohlstetter. Wohlstetter is also General Counsel of ISA. ISA authorized Wohlstetter to take all legal steps necessary to achieve the removal of the restriction against shippers' associations since the present rule places ISA and other smaller shippers' associations and their NVOCC members at a competitive disadvantage with large NVOCCs and shippers' associations. These efforts took place before the FMC and the United States Court of Appeals for the District of Columbia.

Wohlstetter stated, "This is a real breakthrough for ISA and its members. ISA's pending court appeal will be dismissed now that the rule, without the restriction ISA objected to, has been published in the *Federal Register*, and became effective October 28, 2005."

ISA General Manager Dennis Lordan advised that the ability of ISA to obtain lower confidential rates under the new rule will be of significant financial benefit to its members by making them more competitive.

Who Requires an FMC License as an Ocean Transportation Intermediary?

All active members of the Association and a number of Associate Members provide ocean transportation services in the United States foreign commerce. Some are licensed by the Federal Maritime Commission (FMC) as non-vessel-operating common carriers (NVOCCs) and/or ocean freight forwarders (OFFs) and others are not. A frequent question is who is required to be licensed by the FMC and what license is required to perform particular services.

You require an FMC license if you provide NVOCC services in the transportation of household goods for commercial accounts or individual shippers or if your company provides ocean forwarder services for export shipments from the United States. Those companies which are engaged exclusively in the forwarding of military household goods and unaccompanied baggage in the Surface Distribution and Deployment Command's international program and/or the General Services Administration's International Household Goods Program are exempted by FMC regulation from the NVOCC licensing, bonding and tariff requirements.

The FMC regulates NVOCCs and OFFs as Ocean Transportation Intermediaries (OTIs) which are separately defined in the Shipping Act, as amended, 46 U.S.C. §1702(17), as follows:

“(17) ocean transportation intermediary” means an ocean freight forwarder or a non-vessel operating common carrier. For purposes of this paragraph, the term —

- (A) “ocean freight forwarder” means a person that -
 - (i) in the United States, dispatches shipments from the United States via a common carrier and books or otherwise arranges space for those shipments on behalf of shippers; and
 - (ii) processes the documentation or performs related activities incident to those shipments; and
- (B) “non-vessel-operating common carrier” means a common carrier that does not operate the vessels by which the ocean transportation is provided, and is a shipper in its relationship with an ocean common carrier.”

Although NVOCCs and OFFs provide many of the same services in arranging for transportation by vessel operator, processing documentation and performing related services, the distinguishing factor between the NVOCC and the OFF is that the NVOCC is a common carrier in which capacity it assumes responsibility for the transportation from the port or point of receipt to the port or point of destination. Your company is operating as an NVOCC if it assumes responsibility for shipments from origin to destination and charges a through rate to the shipper. An NVOCC is the shipper in relation to the vessel operator. Customarily, NVOCCs furnish a house bill of lading or an equivalent document to their customers, which cover the transportation from point of receipt to point of delivery. However, whether you are operating as an NVOCC depends on the service you are providing and not on whether you issue a through bill of lading.

If you are providing services that meet the definition of an NVOCC and you are based in the United States, you are required by statute and FMC regulation to obtain a license as an NVOCC from the Federal Maritime Commission, file a surety bond in the amount of \$78,000 with the FMC and publish or participate in an electronic ocean tariff. If you are based in a foreign country and are providing NVOCC services in US foreign commerce, you have two options. You may either establish an office within the United States and apply for a license as an NVOCC or you may qualify as a foreign NVOCC by filing a surety bond with the FMC in the amount of \$150,000 (twice the \$75,000 required of a licensed NVOCC), publishing or participating in an electronic ocean tariff and utilizing a licensed OTI to perform services within the United States.

As a service to its NVOCC members, the Association maintains an electronic agency tariff, FMC Tariff No. 4, which provides port-to-port NVOCC household goods rates. Any household goods NVOCC may participate in this tariff by becoming an HHGFAA active or associate member.

On the other hand, if your company is based in the United States and arranges for export shipments by ocean from the United States to foreign destinations for compensation, but does not assume through responsibility for the shipments, you are operating as an ocean freight forwarder and require a license from the FMC and must have a \$50,000 bond in place to lawfully provide these services. Services customarily performed by ocean forwarders include, but are not limited to, dispatching shipments to the port, booking shipments with vessel operations, preparing or processing of export declarations, ocean bills of lading, dock receipts, delivery orders and other documents, arranging for warehouse storage, arranging for cargo insurance, and paying ocean freight to vessel operators. A licensed ocean forwarder may receive compensation from ocean carriers as long as the ocean forwarder does not have a beneficial interest in the shipment. The FMC does not regulate foreign-based companies that provide ocean forwarder services on import shipments to the United States.

The FMC is currently advising household goods shippers (consumers) through its website to use only these moving companies which hold OTI licenses for their international moves and is advising the public to inform it of unlicensed companies that solicit international door-to-door moves which companies are subject to monetary civil penalties for operating without a license.

It is in the interest of your company and of the Association that its members comply with the ocean transportation intermediary requirements of the FMC.

Marine Transportation System Advisory Council Meets in Memphis

The Marine Transportation System National Advisory Council (MTSNAC) held its biannual meeting in Memphis, Tenn., Sept. 27–28. MTSNAC is a chartered non-federal body, whose purpose is to advise the Secretary of Transportation on Marine Transportation System (MTS) issues concerning waterways, ports, and intermodal landside connections, which allow the various modes of transportation to move people and goods to, from, and on the water. Its membership is comprised of leaders from over 30 commercial transportation firms, state and local public entities, academics, environmental groups and trade associations including the ATA Intermodal Motor Carriers Conference (IMCC). During the meeting, members discussed and approved team reports covering intermodal transportation, the dynamics of the global container supply chain, and inland waterways. The group also discussed the impacts of public and private responses to the hurricane damage done to the freight transportation system and will gather information for a possible addition report to Secretary Norman Mineta, who attended the meeting and provided an overview of DOT related relief activities.

Environment to the fore at EU's GreenPort 2006 Conference

To meet the growth in world trade over the next 10 years, container ports and the shipping industry will need to double capacity. Achieving this growth with minimum adverse effects on the environment is a major challenge.

Time delays and increased costs have become a major brake on trade growth. Port development is no longer being driven by financial and engineering concerns: The process of environmental approval and consent that is critical, especially in Europe and North America.

Port project promoters can no longer try to “steamroller” environmental opposition—nor can environmentalists simply object to new economic realities. Ports can be developed on a responsible basis.

To provide a forum where economic, legislative, regulatory, and operational issues can be debated, GreenPort 2006 will be convened in Antwerp on Feb. 22–23, 2006. The conference will provide an in-depth analysis of the financial and social impact that ports have in the shipping business and on a region's economy—and it will review the repercussions caused by the blocking of port development.

The implementation of environmental legislation in Europe has become a serious bottleneck for further port development and is frustrating wider environmental objectives, such as the modal shift from road to sea. There is an urgent need for new investments in European ports and for a better coordination of policies at EU level.

The port planning process can be slow and expensive, but considerable success has been achieved by a number of ports in implementing successful environmental port expansion programs, with notable examples being the ports of Antwerp and Amsterdam, both of which will be reviewed during the conference program. Operational issues such as dredging, pollution emissions, noise control and energy management will all be studied.

GreenPort 2006 is supported by the European Seaports Organization (ESPO), the European Federation of Inland Ports (EFIP), the Port of Antwerp and Ocean Shipping Consultants.

For further information, please contact Julian King, EWP Communications Ltd., or e-mail info@green-port.net
Web site: www.green-port.net.

Urgent Notice Regarding Shipments to Brazil

According to new customs regulations, all shipments arriving in Brazil must have the client's CPF card number mentioned on the original Bill of Lading. Delays will occur if the CPF card number is not listed on the OBL, generating extra charges with port storage and demurrage.

This is a big problem, especially in the Port of Santos, which has a backlog of cases and is taking approximately 2 weeks to resolve these issues. In the Port of Rio de Janeiro, we currently are using the CPF card of our customs broker if a client does not have a CPF card. Unfortunately, the Port of Santos does not accept the CPF card of our brokers. We are checking with other ports as to their procedures and will inform HHGFAA members at a future date.

SOURCE: Transworld Movers Brazil

Pentagon Begins Military Buildup on Guam

By Megan Scully, CongressDaily

With China looming as a potential adversary and thousands of Marines moving out of Japan over the next several years, the Pentagon is turning its eye to Guam, the westernmost US territory and an attractive launching pad for Pacific operations.

Hit hard by base closures in the 1990s, the tiny island is once again open for military business as it prepares for the influx of thousands of additional troops — and their families — over the next decade.

The Navy and the Air Force are considering moving everything from unmanned aerial vehicles to an aircraft carrier to Guam — a fact that has not escaped the territory's non-voting delegate on Capitol Hill.

Democratic Del. Madeleine Bordallo said she never misses opportunities to discuss the strategic importance of Guam with military officials, both in public hearings and private meetings. But she credits some of the gains to a tour of the island Defense Secretary Donald Rumsfeld took 2 years ago, an instructional visit that seems to have yielded big gains for Guam.

“From then on, things have been happening,” Bordallo said.

Building up military presence on US land in the Pacific might become key to military, political and economic ties to Asia, particularly as India and China emerge as world powers. “That’s where the history of the world’s going to be,” said Rep. Neil Abercrombie (D-HI) a member of the House Armed Services Committee.

Guam, located 6,000 miles west of San Francisco and 3,700 miles west-southwest of the sprawling Pearl Harbor Naval Base in Hawaii, lies only one time zone away from the capitals of Japan and South Korea.

Hawaii and Guam are both considered candidates for a Pacific aircraft carrier, though Abercrombie denied they were competing for the lucrative home port assignment. If a decision is made, it should be based on the “strategic interest” of the United States.

This focus on the Pacific “reflects concern with the western Pacific in general, and China in particular,” said Ron O’Rourke, a naval forces analyst at Congressional Research Service.

Guam and other US land in the Pacific provide one major advantage over stationing troops in friendly countries: It is territory the military does not have to negotiate access to, said Robert Work, a naval analyst at the Center for Strategic and Budgetary Assessments.

“All of the islands that we own over time — if we’re going to be operating in the Pacific a lot — will tend to be very, very important,” Work said.

The future of the military’s presence in Guam might hinge on the Pentagon’s sweeping Quadrennial Defense Review expected on Capitol Hill in February and a corresponding Navy assessment of the ships and capabilities service leaders need for their future fleet.

On November 15, 2005, Adm. Edmund Giambastiani, vice chairman of the Joint Chiefs of Staff, told reporters that the review will include a realignment of naval forces, including the potential reassignment of an aircraft carrier to somewhere in the Pacific.

But signs of change for Guam are already taking root, with the announcement late last month that the majority of the 7,000 Marines moving out of Okinawa, Japan, will relocate to Guam between 2008 and 2012.

In addition, the Navy might station as many as six additional nuclear submarines at the island, already home to three subs. And the Air Force plans to station some of its F/A-22 fighter jets on the island, as well as three massive Global Hawk unmanned aerial vehicles, among other possible aircraft, not to mention the possibility of the aircraft carrier, which would bring with it roughly 5,000 sailors on the carrier and an associated air wing.

Should the Navy opt to place an entire carrier group — including several surface combatants — on the island, that number could grow to 7,000, analysts said.

With only 3,384 active-duty troops now stationed on the 212-square-mile island, the largest in Micronesia, these additions could strain Guam’s infrastructure.

“Where are you going to put the housing? Where are you going to put the DoD schools? What about the hospital support?” Work asked. “There is so much in addition to just putting equipment over there.”

Any investment in the island’s infrastructure is likely to come with a hefty price tag, with construction costs for the Marine Corps move alone expected to cost in the billions. But Bordallo says the island is up for the growth.

“I feel that we can handle this many,” Bordallo said. “I just hope we get it all,” she added later.

She and her constituents will be waiting to see if the fiscal 2007 Defense budget adds significantly more to Guam’s military construction accounts, probably the best indicator of the Defense Department’s plans for the island.

“A lot of this will depend on how much money will be freed up for construction,” Work said. “You can pretty much track this by milcon [dollars] poured onto Guam.”

A-Staff Helps Sustain Joint Humanitarian Effort

By 1st Lt. Erick Saks, 818th Contingency Response Group Public Affairs

The 818th Contingency Response Group and 24th Air Expeditionary Group handle hundreds of tons of cargo each day as part of the continuing Pakistani earthquake recovery effort.

Col. Richard Walberg, who commands both groups, said, “This is the first time in the history of the CRG or the [tanker airlift control element] that we have been temporarily assigned to a command outside of Air Mobility Command.”

Together with members from the other services, the Airmen have helped moved more than 4,000 tons of humanitarian relief into Pakistan.

Group leaders are responsible for all aspects of the unit’s operations, from personnel and communications to force protection and planning.

Air transportation specialists — aerial porters — make up the bulk of the unit. They are professional cargo movers who are part of a contingency response group.

Air transportation specialists download planes, inventory cargo, and get cargo on the trucks. There are only about 11 people on each 12-hour shift, so coordination is very important.

Ramp controllers, aircraft maintenance and aerospace ground equipment troops make up most of the rest of the groups. Controllers work with the aircrews and Indian immigration officials to coordinate paperwork.

Aircraft maintainers not only fix broken aircraft, but also help in other areas of airfield operations, such as loading and configuration of the aircraft.

Aerospace ground equipment specialists are generally the first on the ground when the group goes on such a mission. They are involved with the initial camp setup.

New to the group are special tactics personnel — pararescuemen, or PJs, and combat controllers. PJs help with search and rescue and disaster relief. They offer a full-spectrum pararescue capability, which includes on-scene immediate evaluation and emergency medical treatment. And they can gain access to isolated personnel. In the group’s first 11 days, PJs treated more than 100 patients in isolated villages.

As part of the humanitarian mission, the US military is airdropping relief supplies into remote areas. Combat controllers coordinate the drops.

The groups also have several one- to two-person specialties, which are critical to the mission. Material handling equipment maintenance specialists fall into that group.

Material handling equipment maintenance specialists must be able to be able to fix anything that moves cargo, from forklifts and loaders to water heaters to TVs.

There are more group members whose work, though not as visible, is just as important to keep the humanitarian effort rolling.



A1C Joseph Solis helps a UN worker load tents. Solis is an air transportation specialist with the 818th Contingency Response Group and 24th Air Expeditionary Group. (US Air Force photo by 1st Lt. Erick Saks)

SOURCE: Courtesy of Air Mobility Command News Service)

Global Freighter Fleet to Double

By Ed McKenna

Boeing is projecting strong growth in the global air cargo market over the next 20 years, with the world's freighter fleet doubling over the period.

Citing a "flurry of new freighter orders," Boeing says the world's freighter fleet will more than double from its current total of 1,760 to 3,530 aircraft by 2024. In its annual market outlook, released Sept. 14, the manufacturer upped last year's forecast as it projected a significant expansion of the world's freighter fleet.

A total of 2,870 freighters will enter the fleet between now and 2024 and 1,100 cargo planes will be retired, for a net gain of 1,770 aircraft, Boeing said. Boeing says freighters will provide more than half of the world's air cargo capacity, but that all-cargo aircraft will actually make up less of the total world fleet, down from 10.5% today to 10% in 2024.

Asia will be the biggest air cargo growth market. "China, in particular, is an area where the air cargo industry, while still young, is poised for high growth rates in the range of 10 percent per year," said Tom Hoang, Boeing's director of cargo marketing for the Americas and China.

SOURCE: Traffic World

TSA Criticized on Air-Cargo Security (Viability of "Known-Shipper" Data Questioned)

The Transportation Security Administration has not followed through on strategic plans it made two years ago to improve security of air cargo, according to the Government Accountability Office. The GAO, the congressional watchdog office, released the report, "Federal Action Needed to Strengthen Domestic Air Cargo Security," on Nov. 16.

Although TSA completed its strategic plan for air cargo security in November 2003, the agency had not established a methodology and schedule for completing a vulnerability assessment of air cargo and the infrastructure that supports the industry. GAO also questioned the reliability of information in TSA's "known shipper" database, and how TSA is using the information to identify high-risk shipments.

The watchdog said TSA also should reexamine the rationale for exempting some air cargo from inspection, develop measures to assess carriers' and indirect carriers' compliance with security rules. The GAO also noted that TSA's plans for an air-cargo targeting and inspection system faces technological challenges, and industry concerns that TSA has underestimated the cost of putting the system into operation.

"Today's GAO reports what many of us in the industry recognize — we have made many improvements to the security infrastructure of the cargo industry, but there is still work to be done," said Brandon Fried, executive director of the Air Forwarders Association, in a prepared statement. "The Air Forwarders Association strongly supports the layered approach to cargo security endorsed by the TSA. We continue to support the identification and inspection of high-risk cargo. The GAO report recommends a number of studies be completed to ensure that any reforms accurately assess the issue at hand and are enacted in an economical and efficient manner. The Air Forwarders Association strongly supports this reasoned, thoughtful approach to air cargo issues."

SOURCE: Journal of Commerce

Global Air Freight Growth Slows

Worldwide air freight traffic barely edged up 1.3% in September, according to the International Air Transport Association, marking a slow start to the fall peak shipping season for air cargo operators. The September growth marked a slowdown from the 2.8% increase IATA reported in August over the same month last year and left international air freight up 3% for the year over the first nine months of 2004. Traffic in North America was especially weak, falling 4.8% in September and was down 0.3% through the first nine months of 2005. "The continued slowing in freight volumes indicates that high oil prices are taking a bite out of economic activity," said Giovanni Bisignani, IATA's director general and CEO.

SOURCE: Journal of Commerce

More US Business Travelers Booking Online

Nearly three-quarters of business travelers book their trips online, up 21% over last year, Accenture reported recently.

In the firm's semi-annual survey of US business travelers, 74% of respondents said they book trips online, up from 61% last year and 57% in 2003. In addition, 90% of business travelers research flight times and availability online, the survey found.

Two-thirds of business travelers check in online while 89% use airport self-service kiosks to check in and obtain boarding passes.

Cost is almost always a concern for business travelers, the survey found. Nearly three-quarters of business travelers expect their use of low-cost air carriers to remain the same or increase in the next six months, and slightly more three-quarters said they would fly on low-cost carriers more often if the carriers offered more flights into main airports.

Perhaps also with an eye on costs, more business travelers are booking ahead. Half of business travelers make arrangements more than 14 days in advance compared with 46% in the previous survey. The survey also found that an overwhelming 95% of the respondents expect to restrict their travel to domestic destinations during the next six months. The three most popular destinations are Chicago, New York, and Washington D.C., cited by 32%, 26%, and 21% of respondents, respectively.

Flying Bankrupt

August's bankruptcy filings by Delta Air Lines and Northwest Airlines underscore the deep trouble facing U.S. airline companies.

Four of the seven US "legacy" carriers are now operating in Chapter 11 bankruptcy protection. U. S. Airways, in its second bankruptcy since 2002, is preparing to merge with America West, while United Airlines is nearing 3 full years of operating under Chapter 11.

"Northwest must significantly lower its costs to compete with other carriers," said Northwest President and CEO Doug Steenland.

Delta and Northwest racked up more than \$2 billion in combined losses in the first half of 2005. But both airlines have seen expanding cargo revenue. For the first half of the year, Delta garnered \$259 million in cargo revenue, up 4.9% over 2004. Northwest tallied \$445 million during the same period, up 18.4% over last year, with yield up 14.2%.

Both carriers have reassured forwarders it will be business as usual as they restructure, and Northwest says its trans-Pacific freighter operations are untouched.

American Airlines, the United States' second largest airline, has so far avoided filing for Chapter 11 protection and remains "in the clear," said Spencer Dickinson, managing director of cargo marketing. But he warns high fuel costs are taking a toll.

"There is a point at which it would be very challenging for US carriers to cover those costs," said Dickinson. "There has to be a fear that [fuel costs could exceed airlines' ability to handle them]. That we have four of seven major airlines in bankruptcy reflects all the uncertainty out there.

SOURCE: AirCargoWorld

Heavy Losses

The world's airlines are on track to lose \$7.4 billion this year because of skyrocketing jet fuel prices, according to the International Air Transport Association.

The loss, pushing industry red ink since 2001 to more than \$40 billion, will mark the fifth straight year of multi-billion-dollar losses and reverse a slow but steady trend of improvement since the airlines lost \$13 billion in 2001, IATA said.

The airlines are on schedule to pay \$97 billion for fuel this year, about 30% more than the 2004 fuel bill and more than double what the carriers paid for jet fuel in 2003, according to IATA. The airlines have cut their fuel consumption more than 10% since 2001 but fuel still makes up about 25% of operating costs and the price of oil has soared from an average of \$24.70 per barrel in 2001.

SOURCE: AirCargoWorld

When Your Trip Must Be Cancelled

The Wall Street Journal reports that trip cancellation protection is being offered by Continental, America West, and other airlines. For an extra 4% on tickets that cost up to \$3,000, you can get a refund if you have to cancel because of a medical emergency, natural disaster, terrorist attack, or traffic accident. The rebate does not apply if you simply want to change travel plans. Read the fine print; there are limitations on “covered” reason for cancelling.

Help a Good Cause as You Sleep

<http://www.charityhotels.com>

Charity.com, unlike any other online hotel reservation service, allows its guests to donate money for a vaccination of children in Africa, help a protected tiger survive in India, or support the battle against AIDS or help the victims of numerous recent natural disasters in Pakistan, the Pacific Rim and the United States. This site offers a selection of over 50,000 hotels worldwide with discounts as high as 75%. When booking your reservation, you can donate 5% of your hotel bill to a charity with the different types of organizations provided online for you. Partners of this site include Red Cross, Amnesty International, The Dutch Cancer Society, the AIDS Foundation, World Wildlife Foundation, Unicef, Memisa Cordaid, Novib, and the Netherlands Heart Foundation.

Conference Examines Effects of International Entrepreneurship Policy on Small Business

Public policy toward small business varies dramatically around the globe, yet the results of similar policies are consistent across economies. These findings are at the heart of *Global Perspectives on Entrepreneurship Policy*, issued recently by the Office of Advocacy of the Small Business Administration.

Releasing the report during a lecture at Cornell University, Advocacy Chief Economist Chad Moutray said, “Countries around the globe are discovering how important small business is for their growth and long-term economic health. Their policies toward entrepreneurship differ, but the results of similar policies are consistent. Low taxes, low barriers to entry, and light regulation lead to economic growth and job creation.”

The report compiles the proceedings of the *Global Perspectives on Entrepreneurship Policy* conference session of the International Council for Small Business annual meeting, held in June. The conference was co-sponsored by the National Federation of Independent Business Research Foundation and the United States Association for Small Business and Entrepreneurship.

Scholars from across the world addressed the conference on such topics as regulations as an impediment to entry in developing countries, the role of economic freedom and GDP, comparisons of the effects of banking deregulation on small business lending, and the policy implications of an aging workforce in developed countries.

The Office of Advocacy, the “small business watchdog” of the government, examines the role and status of small business in the economy and independently represents the views of small business to federal agencies, Congress, and the President. It is the source for small business statistics presented in user-friendly formats and it funds research into small business issues.

For more information and a complete copy of the report, visit the Office of Advocacy Website at www.sba.gov/advo.

Small Business Continues to Drive US Economy

America’s small businesses continue to drive the US economy, according to the updated 2005 Small Business FAQ, released by the Office of Advocacy at the US Small Business Administration. The updated FAQ [Frequently Asked Questions] compiles the most recent and important small business statistics in a useful and easily understood document.

“The 2005 Small Business FAQ is a great resource for small business people, policymakers, and anyone interested in how small business drives our economy,” said Dr. Chad Moutray, chief economist for the Office of Advocacy. He added, “These statistics paint a compelling picture of just how important small business is to America. They show that small businesses are America’s job-creators, innovators, and the path to mainstream economic activity for all segments of our society.”

Small business statistics highlighted in the 2005 Small Business FAQ include:

- Small businesses represent 99.7% of all employer firms.
- Over the past decade, small business net job creation fluctuated between 60% and 80%.
- Small businesses generate more than 50% of the nonfarm private Gross Domestic Product (GDP).
- Two-thirds of new employer establishments survive at least 2 years after start-up, and 44% survive at least 4 years.
- Small businesses employ half of all private sector employees.
- Very small firms with fewer than 20 employees spend 45% more per employee than the largest firms to comply with federal regulations.
- Minorities own 4.1 million firms that generate \$694.1 billion in revenues and employ 4.8 million workers.
- Women own 6.5 million businesses that generate \$950.6 billion in revenues, and employ 7.2 million workers.
- In 2004, an estimated 580,900 employer firms opened while an estimated 576,200 closed.

For more information and a complete copy of the 2005 Small Business FAQ, visit the Office of Advocacy Website at www.sba.gov/advo.

The Check Is for the E-mail

Depending on who is defining the market, companies are already spending \$4 billion a year on technologies that fight e-mail threats (including viruses, spam, and phishing) or will reach that level within 4 years. While the numbers from analyst firms may vary, most agree that along with a continued rise in spending will come a shift in corporate priorities, away from a reliance on multiple best-of-breed products (that each target a specific e-mail threat) and toward suites of products or a managed service that can address the many ways that e-mail can spell trouble.

Radicati Group estimates that 52 million spam messages and 900 million viruses will be mailed EACH DAY in 2005, so there is clearly plenty of work for e-mail security products and services to do. Both Radicati and In-Stat say that a shift is under way toward e-mail “appliances,” a combination hardware/software device specifically engineered to tackle e-mail security problems. But In-Stat says that 30% of current decision-makers are unsure whether their next purchases will be software, appliances, or hosted services.

Not surprisingly, In-Stat ranked reliability as the top factor influencing purchasing decisions. Radicati reports that manageability and scalability are also at the top of buyers’ lists of requirements.

SOURCE: CFO-IT

Netiquette Tips for Managers

Regularly remind employees that the organization has the right to monitor employee e-mail and Internet usage. Don’t allow employees to assume they have an expectation of privacy when it comes to the organization’s computer assets. Following the initial introduction of the organization’s e-mail policy, managers should create opportunities to remind employees that Big Brother may be reading over their electronic shoulders at any given moment.

Enforce the organization’s e-mail policy consistently. Do not allow managers, supervisors, or senior staff any special eRights that other employees cannot enjoy equally. If the organization’s ePolicy states that employees will be terminated for sending e-mail messages that violate sexual harassment guidelines, managers must follow through by firing all violators. The only way the organization’s e-mail policy will succeed at reducing liability risks is if it is enforced consistently. No exceptions.

Be realistic about the company’s personal use policy. While e-mail is intended for business use, most organizations accept a limited amount of personal use. E-mail may be the only way for some employees to keep in touch with children and spouses during working hours. Working parents who are prohibited from communicating with family members via e-mail may decide to look for a more family-friendly employer.

Never use e-mail to fire employees or deliver bad news. Without the benefit of body language, facial expression, or intonation, e-mail is the worst way to deliver bad news to employees. Whether your objective is to terminate an employee or notify a department head of budgetary cutbacks, demonstrate respect for your employees by delivering bad news in person. A one-on-one meeting will give the employee the opportunity to ask questions and absorb shock. Should a wrongful termination lawsuit follow, personal notification will cast management in a better light than electronic notification would.

Do not use e-mail to discuss an employee’s performance with other managers. Managers are not required to like every employee on a personal level, but they are obligated to treat each worker with professional courtesy. If a manager needs to discuss an employee’s professional shortcomings with the human resources director or instruct a department head to terminate an employee who just isn’t working out, this discussion should be held in person and behind closed doors.

E-mail is fraught with too many dangers for sensitive or confidential communication. Strike your group list key accidentally and you could send negative comments about an employee to everyone in the organization. Type in the address of the employee in question, rather than the human resources director, and the employee (and the employee’s lawyer) would be alerted to management’s negative feelings and comments.

Worst case scenario: If the employee in question were to file a workplace lawsuit, alleging a hostile work environment or wrongful termination, the manager’s electronic discussion with the human resources director could come back to haunt the company. E-mail messages, like written performance reviews and other documents, can be subject to discovery and subpoena in litigation. In the event of trial, e-mail messages concerning this employee

could be used as evidence against the organization.

Unless writers are willing to risk a breach of security and have their words read by unintended readers, they should not use e-mail. It simply is not secure.

Do not rely on e-mail to the exclusion of personal contact. To varying degrees, employees, customers, and suppliers all crave human interaction. While some people may be content to communicate electronically nearly 100% of the time, others may feel slighted or unappreciated unless you maintain ongoing personal contact. Even in the age of e-mail, relationship skills remain at the heart of long-term business success. Supplement your e-mail communication with periodic staff, customer, and supplier meetings.

Do not use e-mail when there is any chance a message will be misunderstood. If a message is complex, technical, or otherwise in any danger of being misinterpreted, opt for a telephone call or a personal meeting instead of e-mail.

Do not rely solely on e-mail to communicate ePolicies to employees. Create a sense of policy ownership among employees by holding ePolicy training sessions. Explain why the company has created the ePolicies and what you and the rest of the management team expect from the staff. Create an environment in which employees feel free to ask questions about the organization's electronic policies.

Excerpted from The ePolicy Handbook ©2001 by Nancy Flynn.

SOURCE: www.ePolicyInstitute.com.

IBM, Maersk Logistics In Joint Venture

IBM and Maersk Logistics have teamed up to develop a container security device that can use networked wireless communications to track and detect tampering of containers. The two companies are working with customers on a pilot test starting in November, and plan a commercial launch next March. The initiative will deploy TRECs (Tamper-Resistant Embedded Controllers) fitted to cargo containers. Unlike typical passive tags that only collect data, the wireless TREC devices will be able to receive and send data. The devices automatically will collect information on each container, including physical location based on Global Positioning Satellite technology, and monitor other parameters such as temperature and humidity, as well as sensory readings to detect intrusion.

SOURCE: The Journal of Commerce

Accenture Survey: IT's Not What You Spend, but How

You can be penny wise and pound foolish even when spending millions on information technology. That's according to a recent survey by Accenture of CIOs at more than 300 Fortune 1000 companies that found that many companies that try to contain IT costs actually end up spending more on maintenance, repairs, and other unproductive practices. But it wasn't necessarily that high-performing companies spent more on IT than low performers. It was how they spent the money that made the difference for the high performers. For example:

- High-performing IT organizations spend an average of 5% of their time fixing applications, but low performers spend an average of 16%.
- High performers spend 40% more of their IT budget on building and integrating new applications than do low performers.
- High performers focus 43% of their new projects on business productivity, compared to 30% by average performers and 23% by low performers.
- Recruiting is a priority for 85% of high performers, versus 58% of low performers.
- Of high performers, 77% said they will lead or will be early adopters of IT innovation, compared to 23% of the low performers.

The study found a correlation between the use of metrics and performance. Almost half (46%) of high performers have access to critical IT performance metrics, compared to 3% of the low performing IT organizations.

Seven Rules for a Tidy In-box

By Laura Morsch, CareerBuilder.com

If you're like most executives or workers, the e-mail message icon is a regular fixture on your office computer. Now the preferred medium of communication in many workplaces, Americans process 76 e-mails each day, according to a study by market research firm The Radicati Group. By 2007, the survey found, Americans will be sending and receiving an average of 100 messages per day. With all of those messages flooding your in-box, it can be almost impossible to find the ones you actually need. Fortunately, a few simple rules can help tame your escalating in-box, say David Teten and Scott Allen, co-authors of *The Virtual Handshake: Opening Doors and Closing Deals Online* (published by AMACOM).

Teten and Allen researched effective systems workers have used to tackle their in-boxes. Although every person has his or her own personal best way of dealing with their e-mail overflow, their book outlines these seven rules for keeping your in-box under control:

Rule 1: Keep your in-box empty. "If you do not quickly respond to every e-mail you get, you will rapidly lose control over your entire workflow" Teten and Allen write. David Allen, in his book, *Getting Things Done: The Art of Stress-Free Productivity*, says you have three choices to handle each e-mail you receive: Do it, delegate it or defer it. If the task can be done in two minutes or less, do it right away. Otherwise, give it to the most appropriate person or place it in your organization system to do later.

Rule 2: Organize around action, not data. Organizing your e-mail with a folder for each project you're working on may seem like the obvious choice, but it's not the most efficient way to plan your workday. This type of arrangement makes it impossible to quickly look at e-mails and decide what to do next, Teten and Scott Allen say. Instead, organize your folders around the required action. Teten and Allen recommend organizing your e-mail into these folders, which can help you prioritize your tasks:

- In-box
- Deadline-driven
- As soon as possible
- Delegated
- Archive

Rule 3: Save everything. "Disk space is cheap," Teten and Allen write. You never know when you'll need to look up an old acquaintance or find a file, so think twice before hitting delete. The only e-mails you should send to the trash bin are spam, e-zines you're done reading, and notifications of new messages elsewhere.

Rule 4: Organize just enough. What's worse than looking for something you've already deleted? Looking for something because you've forgotten where you put it. Instead of having a multilevel folder system, stick with a few high-level categories. "As a rule of thumb, you want to have no more folders than you can see on one screen," Teten and Allen write. "This allows you to properly file any message with a single mouse motion."

Rule 5: Review regularly. Organizing your in-box once isn't enough. You also need to keep up with the daily onslaught of messages. Teten and Allen recommend these review cycles: Daily: Empty your in-box. Weekly: Review your ASAP folders, and review your deadline-driven items when planning your week. Monthly: Update your folders and move completed projects into the archive area. Yearly: Go through your archive and move obsolete files to a separate folder.

Rule 6: Keep your file sizes manageable. If you file all of your e-mails to the same few folders, they're bound to get huge after a year or so. If your files are getting too big, sort your old e-mails by date, Teten and Allen suggest. For example: "Archive 2005 — January."

Rule 7: Filter spam. Set up your automatic spam filter, and then review the suspected spam folder just once a week. Once you've reviewed it to ensure there's nothing in there that you want to save, delete all of the messages.

Laura Morsch is a writer for CareerBuilder.com. She researches and writes about job search strategy, career management, hiring trends and workplace issues.

What Causes New Hires' Failure?

According to a new study by Leadership IQ, a leadership training and research company in Washington, D.C., 46% of newly hired employees will fail within 18 months, and only 19% will achieve unequivocal success. But it isn't technical skills that these new hires lack — it's interpersonal skills.

The study, conducted over 3 years, surveyed 5,247 hiring managers from 312 public, private, business and health-care organizations about their failed hires, defined as anyone who was terminated, departed under pressure, or received disciplinary action or significantly negative performance reviews. Collectively these managers hired more than 20,000 employees during the study period.

The results showed that the top reason given for 26% of new hires who failed was that they couldn't accept feedback. For another 23%, the main problem was that they were unable to understand and manage their own emotions, or assess those of others. A lack of necessary technical skills was the primary reason for failure for just 11% of failed hires. The survey data revealed another troubling finding: 82% of respondents reported that in hindsight, their interview process with these employees elicited subtle clues that the hire could be a bad one. But during the interviews, managers were too focused on other issues, too pressed for time, or lacked confidence in their interviewing abilities to heed warning signs.

“The typical interview process fixates on ensuring that new hires are technically competent,” explains Mark Murphy, CEO of Leadership IQ. “Technical competence remains the most popular subject of interviews because it's easy to assess. But while technical competence is easy to assess, it's a lousy predictor of whether a newly hired employee will succeed or fail.”

Study Underscores Importance of Protecting Privacy

Recognition of the importance of protecting customer and employee privacy to maintain a positive brand image has increased dramatically among executives in all industries, according to *The 2005 Benchmark Study of Corporate Privacy Practices*.

Co-released by the Ponemon Institute and Vontu, Inc., the study also found that most organizations do not believe their current resources can meet regulatory or corporate privacy requirements, indicating that budgets for protecting customer privacy are still catching up to the urgency created by recent breaches in customer data privacy. Some 56% of respondents believe that safeguarding privacy has a direct positive impact on their company's brand or image in the marketplace; 79% have a separate privacy policy dedicated to employee information; and 80% have a privacy or data protection strategy.

In Search of the Passive

More and more, hiring managers within the supply chain community are seeking what has been dubbed “The Passive Candidate” (i.e., a well qualified person who is satisfied with his or her current position and who is accomplishing great things). For the most part, passive candidates don't actively seek new opportunities. Job hunting consumes zero percent of their time and, in fact, most of them don't even have an up-to-date resume.

So why the current fascination to reach out and attract this elusive group? One explanation is that in today's marketplace, often there are positions open that require exceptional people with different skill sets than what exist in the active job pool. Also, many hiring authorities feel that passive candidates represent some of the best talent in the workforce, and that they are worth the hunt. In addition, there seems to be a mystique that surrounds the passive candidate. Perhaps it lies in the challenge of how to lure them away, or the “wanting what you can't have” aspect.

Below are some suggestions on how to get the attention of the elusive passive candidate.

1. Start networking internally. Ask your own best people to identify top performers they've worked with at other companies. Referrals are the number one way to identify them as well as establish contact.
2. Create an enticing offer. Remember, you need to pique the interest of a candidate who is not looking for a position but who may become quite interested in an excellent career opportunity. You must create a description that has a real “Wow!” factor.
3. Identify their pain. Diligent, high-caliber professionals often don't even know they HAVE pain regarding their employment or employer. So they must be educated in terms of skill sets/compensation within their industry. Tell them about emerging technologies and opportunities within their industries. Make the light bulb go on in their minds.
4. Shift your focus. Instead of asking “What can you do for me?”, ask “What can we do for you?” Show them how well your company rewards its top performers. Discuss the benefits of your company culture and managerial style. Offer excellent training programs, incentives, higher earning power, etc.

5. Contact reputable search firms. Ethical, respected search firms specializing in your industry will have the latest resources and tools specifically designed to reach passive candidates. Their industry connections and process can save you time and money.

Managers will likely need to shift to innovative sourcing to find the passive candidate, which means more time, training, and resources. However, locating and hiring passive, well-qualified candidates is well worth the extra effort.

Website: <http://www.directrecruiters.com/>

Why Employees Leave

When your employees leave, they leave for more money. At least that's the story they give as they head out the door, according to a new survey from the Society for Human Resource Management and CareerJournal.com, which notes that "better compensation" is the reason most often cited by exiting employees.

That's only part of the story, however. Opportunity will find some people, but, usually, people find the opportunity — which means there is something about their current situation that has them looking. According to the same survey, 76% of workers are looking for new opportunities. The best way to keep them working for your organization is to keep them cozy.

A competitive salary structure is your first and best option — it's hard for most people to leave for less money. However, the survey notes that employers have several other weapons for their arsenal, including career development opportunities, promoting good workers, and flexible work schedules.

Grants and Loans Resource Available

The *American Grants and Loans Directory* is now available. This publication contains more than 1,500 financial programs, subsidies, scholarship, grants and loans offered by the US federal government. It also includes over 700 financing programs available by foundations across the United States.

Businesses, individuals, municipalities, government departments, institutions, foundations, and associations will find a wealth of information that could help them start a business, improve existent activities, set up a business plan, finance personal projects, studies and research, or obtain assistance from experts in various fields of interest.

The Canadian Subsidy Directory is also available for Canada.

- CD version: \$69.95
 - Printed version: \$149.95
- To order call (450) 224-9275

Another Layer of Protection

More protection is near for US firms with foreign partners. A new treaty requires mutual recognition of legal decisions rendered by a court in either firm's home country. Today, even if firms in a contract dispute agree on which court should decide the matter, international enforcement of the ruling is difficult. The new treaty, which is likely to go into effect in 2007, would require the legal system in the home nation of each company to respect and enforce the verdict.

SOURCE: The Kiplinger Letter

Emergency Management

By Lucy Webb

Hurricanes Katrina and Rita have made us all think a little more about how prepared we are for emergencies. For small business owners, concerns extend to employees.

Here are five tips to start thinking about now, before we're in the middle of a disaster:

- Recognize that your business can suffer a natural disaster. Small businesses nationwide have been affected by hurricanes, tornadoes, floods, earthquakes, and ice storms.
- Develop your recovery plan before disaster strikes. Make sure everyone knows it.
- Review your business insurance coverage and make necessary updates. You'll need coverage not only for property damage and loss, but also for business interruption.
- Every business should have an evacuation plan. Make sure proper emergency equipment is ready and accessible, including well-stocked first-aid kits, fire extinguishers, and batteries. Consider training staff members in CPR and first aid.
- Secure your computer system. Keep backup programs and duplicate records, including accounts receivable and client information, at a separate, safe location. Information is available at www.score.org or by calling (800) 634-0245.

SOURCE: Washington Business Journal

COMING UP NEXT TIME IN THE PORTAL

Have Oil Prices Got You Over a Barrel?

The recent spike in fuel costs is having a far-reaching impact on the relocations and forwarding industries. The January/February 2006 issue of The Portal will explore the short-term and long-term effects of oil and gas prices and ways businesses are coping.



What strategies have you developed to mitigate the rising costs of fuel?

E-mail your comments or submit an article on this timely subject to Bel Carrington at

bel.carrington@hmgfaa.org

Deadline: January 20, 2006

DOT Defends Gas Tax

By Angela Grieling Keane

Top Department of Transportation officials say cutting back the federal gas tax to save drivers money is a bad idea.

Some lawmakers have floated the idea of revoking part of the 18.4-cents-a-gallon gas tax to lighten cost pressures at the pump for truckers and other drivers. And some state legislatures are weighing cutting back their states' gas taxes, which in most states comprise a larger portion of gas tax paid by drivers than does the federal gas tax.

But DOT says that would cut into revenue for the highway trust fund, which is already being hit because drivers are buying less gas.

"The current inflow into the trust fund is a source of real worry to us because we have to continue to have funds to pay for reconstruction," said Deputy Transportation Secretary Jeffrey Shane, who noted that the need stretches across the country. "To suspend that program would really put us into serious arrears.

Transportation Secretary Norman Mineta said that he was torn between giving drivers relief and meeting infrastructure funding needs. "I've got two feet on two floating boards," he said in an interview. "One is looking at the highway trust fund and what's happening to it. The income to the trust fund continues to go down.

"The other foot is on the desire to bring some kind of relief in terms of what is happening at the retail pump level with prices of gasoline. I'm really torn on this thing in terms of what direction."

Rep. John "Randy" Kuhl Jr. (R-NY) introduced a bill in Congress that would cut the federal gas tax by 10 cents when the national average gas price reaches \$3 per gallon.

Voters in Washington State are also considering repealing their state's 9.5 cents-per-gallon gas tax.

The road construction industry is adamantly opposing any gas tax cuts, saying it would result in the transportation industry shooting itself in the foot. The American Road and Transportation Builders Association noted the federal gas tax sends \$2.5 billion into the highway trust fund each month. The fund is the pot of money that pays for road and bridge projects across the country.

SOURCE: Traffic World

MFCA Reorganization

The Motor Freight Carriers Association (MFCA) announced a reorganization plan for the trade association that better reflects the changes that have occurred in the less-than-truckload (LTL) carrier segment of the industry. The reorganization plan will essentially return to the organizational structure that existed prior to 1997 when MFCA came into existence.

"The original goal of MFCA was to give unionized truck companies — both large and small — a greater voice in public policy and economic issues affecting the industry," said outgoing President and CEO Timothy Lynch. "But in light of the changes in corporate ownership that have occurred within this segment of the trucking industry, that goal can strategically be met through the individual companies or other industry trade associations."

Under the approved reorganization plan, Trucking Management Inc. (TMI) will continue in its historic role of representing member companies in their relationship with the Teamsters Union. That will include both contract administration under the current National Master Freight Agreement (NMFA) running through March 2008 and future contract negotiations. Jim Roberts, currently Executive Director of TMI, assumed the position of President of TMI on Oct. 1.

Intermodal Traffic Volumes Increase

The Intermodal Association of North America (IANA) reported that third quarter North American intermodal volume totaled 3.4 million trailers and containers, a 5.6% increase compared with third-quarter 2004. This increase was the 14th-straight quarter of year-over-year gains. In addition, IANA's Intermodal Market Trends & Statistics report found that international and domestic containers totaled 1.9 million units and 800,000 units, respectively, up 10.2% and 1.2% compared with the same 2004 period. Domestic trailers totaled 655,000 units, off 2.1%. International volume grew in all nine IANA regions, led by a 32% gain in the Northwest.

Fuel Stamps Out Shippers

By Angela Greiling Keane

The shifting balance between postal rates and fuel costs is causing some shippers to shift away from US Postal Service workshare programs. Officials say shippers are abandoning the programs because they can save more money by paying higher postage costs than they can by paying to transport mail themselves.

Postal officials are still gathering numbers to document the trend, but it has become a source of worry at USPS headquarters.

Although it has its critics, the USPS workshare program is generally considered to be a win for shippers and the Postal Service. Shippers get rate discounts in exchange for doing work that can include preparing shipments, sorting and bringing shipments closer to the areas in which they will be delivered. But as diesel prices rise, some shippers are finding it cheaper to pay the USPS more rather than use consolidators as part of their supply chains.

Although the change means more revenue for the Postal Service as shippers pay more postage, it also means more work for an agency trying to make its operations more lean and efficient.

“The more people stop using worksharing, the more costs the Postal Service is going to have to bear,” said Association for Postal Commerce President Gene Del Polito. “It probably means they have lesser ability to match workload with workforce. It can be expensive and disruptive.”

Unlike its private competitors, the USPS cannot impose fuel surcharges. It must adjust rates through the Postal Rate Commission, making rate increases a time-consuming process. Ground surcharges in the private sector are 2.5–3%, with air surcharges as high as 15% at DHL. The Postal Service last raised its rates in 2002 but is expected to raise some rates next year to respond to a pension funding problem.

Parcel shippers are increasingly turning to USPS, as evidenced by the strong growth of Priority Mail. Shippers are paying greater attention to USPS as it improves service.

SOURCE: *TrafficWorld*

Editor's note: The January/February 2006 issue of The Portal will focus on fuel and oil, and how rising prices affect the industry.

High fuel costs mean higher postal rates. *The Kiplinger Letter* reports the US Postal Service is spending about \$500 million more this year than it did in 2004 to run its 212,000-vehicle fleet, with no letup in the picture next year. Postage fees will likely jump 8% in 2007, on top of the 5.4% hike in 2006. A first-class stamp will go to 39¢ next year and 42¢ in 2007.

Carriers, Shippers Dodge The Driver Shortage Bullet This Year

Despite dire warnings that 2005 would be the year when a shortage of harbor truck drivers would cripple North American ports, the industry has made it through another peak season with sufficient capacity to handle the growing imports from Asia. It wasn't easy. Diesel fuel prices reached record highs. Driver protests over low wages and rising fuel costs disrupted port operations in Vancouver, British Columbia, and in Miami. Trucking companies in Southern California revamped their operations to adjust to the PierPass extended-hours program at the ports of Los Angeles and Long Beach.

A look at the people and events shaping HHGFAA member companies

APPOINTMENTS



Pathak



Marshall



Ann

Crown Relocations has named **Swati Pathak** Business development manager, covering the areas of Washington State and Oregon and also assisting in Canadian operations.

Swati has over 7 years of experience in sales, corporate services, account management and branch management and she recently managed the entire operations in the Bangalore branch of Crown India.



Thomson International Movers in South Africa has named **Peter Brauteseth** general manager. He will be responsible for the day-to-day running of the group.

Brauteseth, better known in the industry as Peter B, has spent the last 22 years in the relocation industry in South Africa and has a wealth of experience, having been in senior management in some very large moving companies.

Robin and Trevor Thomson continue as owners of Thomson International Movers, which has obtained its FIDI FAIM accreditation for the second period.

Website: <http://www.thomson.co.za>



Crown Relocations has promoted **Steve Marshall** to worldwide managing director of Global Mobility Services (GMS). Marshall joined Crown in 2002 as the GMS Managing Director for Europe, Middle East and Africa (EMEA) with over 15 years of experience in the relocation industry. He has led a highly successful team in EMEA, and will now be responsible for the worldwide efforts of Crown Relocations' GMS team.

Crown Relocations has strategic locations in the world's fastest growing markets, with ten facilities across China, which has become the country of choice for global manufacturing, and six facilities across India, the preferred place for the handling of outsourced business services. With Strategic Service Centers in New York, Los Angeles, Houston, Toronto, Sao Paulo, London, Paris, Basel, Mumbai, Singapore, Hong Kong, Tokyo and Sydney, Steve and his regional teams are also positioned to provide regional GMS services.

Operating out of Paris and London, Marshall is certified as an ERC Global Mobility Specialist. He is a regular speaker at industry-related conferences and human resource seminars around the world.

Website: www.crownrelo.com



Due to the sustained growth of the North American market in Thailand, **Trans-Link Relocation** has assigned **Lersdejsakul Ann** to oversee family and corporate moving and relocation services.

Ann was admitted to the Degree of Master of Business (Logistics Management) from Royal Melbourne Institute of Technology (RMIT) Australia in 2004, and had been actively participating in Trans-Link's intensive move and relocation management courses for the past 3 months prior to taking challenges in the North American market.

Website: www.translink.co.th

EXPANSIONS

John Heisler, manager of **Move One**'s Moscow office, is currently overseeing an expansion of the company's relocation programs in Ukraine. The development is part of a larger consolidation of Move One's services in the states of the former Soviet Union which comes in response to a rise in the number of relocating professionals bound for the region.

Almost a year has passed since the world was captivated by Ukraine's "Orange Revolution", a peaceful changing of the Ukrainian political guard that saw the Western-leaning Viktor Yushchenko seize power in the former Soviet republic. In the eyes of foreign investors and observers in the West, Yushchenko's victory was an important indication that the country's political elite is committed to political reform, with the aim of eventual accession to the World Trade Organization and EU membership.

Not Your Everyday Event

By Ita McCobb

We all know about the need to be well organized when moving home or business, but imagine the complexities of moving a television station!

TV journalists lead strange lives. They like to keep personal items here, notes there, appointments and photographs plastered everywhere. It's hard to imagine the amount of research material each journalist needs: papers, reference books, computers, printers, faxes and contact lists. They love their electronic gadgetry too—state-of-the-art cameras, sound recording gear, lights, microphones, cables, leads and electronic links everywhere. But the news never stops, so everything must be unpacked and functioning within 6 hours — that is, immediately on arrival at the new location. This was the challenge taken up by those men in red from [Harsch Transports](#).

Why did TSR make the move, after 35 years and with a 1200-person workforce firmly entrenched in the TSR Tower in Geneva? The TSR Tower was risking problems of degenerating asbestos.

Taking 700 people's working environment, in just four trips each day, for approximately one month — 350 of them across the city of Geneva from Plainpalais to Charmilles, and the remaining 350 in a building adjoining the TSR Tower — required the planning and precision of experienced strategists. The plan needed to be simple and effective. Bertrand Harsch, chairman of Harsch Transports, said, "Such an enormous and complex move as this is something that happens rarely, and obviously we are extremely proud to have been chosen to handle it in cooperation with Mibag, who has been assigned the global organization of the move."

Thierry Gervais, office move manager, and Jean-Bernard Blanc, managing director of Harsch Transports, were tasked with implementing the move.

Gervais, the "man in the field" who coordinated this enterprise, and who, for several weeks before planned the strategy with Jean-Louis Cochard of Television Suisse Romande and Mibag, said: "It has been an incredible team experience. An enormous move such as this — with a total of around 4,500 cubic metres and 8,000 cartons being relocated. Given the huge volume of items, we changed the teams regularly to give everyone a chance to 'recharge their batteries.' Everything went like clockwork — we started each day at 7 a.m. and by 9:30 a.m. the first people were already moved, unpacked and working at their computers. ... All the staff at the TSR were superb, everyone was very positive and only too pleased to do whatever they could to facilitate our work — we have the careful preparation of Mr. Cochard of TSR to thank for this — we couldn't have asked for more! It has been an incredibly positive experience for everyone."

Jean-Bernard Blanc, managing director of Harsch Transports, who was responsible for the logistics behind the move, was equally positive: "This move is probably the biggest move ever made by any one removals company in this area for at least the last five years. From the moment the move started it was a challenge — even the paint on the walls of the new TSR offices was not totally dry! Tactically we decided to empty one floor at a time starting at the top of the 18-storey TSR Tower, relocating to both destinations. It has been a tremendously satisfying task working in cooperation with Mibag to organize, action and complete — a real challenge carried out in the most professional manner possible by both Thierry and all the teams involved."

And what was their most difficult challenge during the move? Everyone agreed: "The first day! Finding your way around an 18-story building knowing you have strict time-constraints was quite a challenge." Not surprisingly, they soon overcame this little problem — congratulations and hats off to the men in red from Harsch Transports!



Jean-Bernard Blanc, managing director, and Thierry Gervais, office move manager, at Harsch Transports.



Crown Introduces New Records Management Website

Crown Records Management recently unveiled its new, redesigned website at <http://www.crownrms.com>. New features include a photo gallery showcasing Crown's Secure Management facilities, an RMS-dedicated press kit, a section for RMS articles, and complimentary quotes from RMS customers.

Philip Britton, RMS business development manager commented, "This next generation of the Crown RMS website looks fantastic and is very client friendly. The look and feel of the site and the "Preserving Yesterday. Managing Today. Preparing for Tomorrow" tag line will be followed through on brochures and other RMS marketing materials. This material will give the RMS business a very strong product and corporate identity within the Crown group."

Website: www.crownrms.com

Stevens Worldwide Aids Post-Hurricane Relief

Michigan-based [Stevens Worldwide Van Lines](#) collected and delivered several truckloads of goods and monetary donations to assist Hurricane Katrina victims.

Stevens' Headquarters, Saginaw, and Bay City branch locations partnered with WNEM TV-5, WHNN radio, and Miles Petroleum to host collection sites on Sept. 9 and 10. Stevens trailers were parked in front of the Saginaw, Bay City, and Midland, Mich., Malls. Volunteers from Stevens, WNEM TV-5, and the community worked tirelessly to sort and load the donations. Stevens also donated hundreds of boxes, packing supplies, and countless hours of volunteer help.

Collecting five full semi trailers with goods weighing more than 80 tons, the Tri-City Hurricane Relief efforts also raised \$4,700 for the American Red Cross and \$2,800 for the WELS Relief Organization.

The goods were delivered to Baton Rouge, La., on Sept. 17. Volunteers from around the country assisted the WELS Relief Organization in unloading and distributing the items. Miles Petroleum provided diesel fuel for the vehicles during the trip to Louisiana.

In addition, Stevens' Detroit and Waterford, Mich., branches donated more than 200 boxes to the Grace Apostolic Church of Clawson, Mich., for their relief efforts. Stevens' Waterford branch also delivered a semi's worth of goods to the governor in Jackson, Miss. They collected goods at Kmart in Waterford and, with the help of the Salvation Army, had a donation site trailer at Club 59 in Waterford.

The Toledo, Ohio, branch also answered the call for help by sending a staff volunteer to Kansas City to pick up a mobile home for one of Stevens' agents, Slidell Moving, which sustained severe damage to its operations during the hurricane. The mobile home was delivered to Louisiana so that Slidell's owners and family, who lost all of their personal property, would have a place to stay while protecting their customers' household goods.

Stevens' Lansing branch worked with PetCo. They collected and transported food, water, medicines, and bedding to New Orleans for the stranded pets in Louisiana. The Lansing branch office also partnered with Michigan State University with a collection drive on Sept. 10-11. Those items were delivered to Louisiana State University for distribution.

The Cleveland branch of Stevens Worldwide assisted Mayor Jane Campbell's staff and delivered furniture to relocated victims of the hurricane.

"The Stevens family and employees are grateful to our local businesses and media partners for helping with hurricane relief," said Morrie Stevens Sr., president of Stevens Worldwide Van Lines. "We appreciate the contributions from our local communities and the dedicated volunteers for their overwhelming support of these efforts."

Transworld Brazil Urges Movers to Protect the Environment

By Jason Ivan

Sadly, too few moving companies are aware and concerned that they could be helping on social projects to protect the environment. Some believe their companies are too small to count, and therefore do nothing.

Surely there are many different ways we can help, no matter what size a company is.

For example, here in Brazil we have the Great Amazon Rainforest, which is known as the “Lungs of the World.” Unfortunately, many acres of Brazilian rainforest disappear every minute.

The largest deforestation of the history of the Great Amazon Forest in Brazil is happening now. A total of 26,130 km² of rainforest was destroyed in the last 12 months alone. That area, for comparison purposes, is larger than Israel and many other countries.

Did you know that the destruction of the Amazon rainforest could be irreversible within a decade? Research published in the journal *Science* earlier this year suggested that deforestation rates in the Amazon could reach 42% by 2020.

Concern for a better quality of life for the present and future generations has led Transworld to becoming the only moving and relocation company in Brazil to adopt a policy to begin planting 15,000 trees to help protect the environment.

Did you know that the amount of packing material used for a typical move of 6000 pounds equals to the destruction of an entire tree?

To illustrate: If each LACMA member executes 10 shipments per month a total of 5,110 trees are destroyed. In one year, that adds up to 61,320 trees. And that takes into account only the FIDI members.

Because of this astonishing fact of destruction to the rainforest in Brazil, Transworld is committed to plant five trees for each shipment performed with an initial forestation of 15,000 trees, in cooperation with a nongovernmental agency called SOS Mata Atlântica.

We also are developing a new recycling program to reduce costs and reuse packing materials. We also recycle all packing material from the imports we receive from our fellow agents.

Transworld not only attends to the commercial side of our business, we also care about the impacts of our industry to the environment in the world.

It doesn't matter how big or small a moving company — we can all do something to help. For more information, visit www.transworldmovers.com.br.



Transworld is developing a new recycling program to reduce costs and reuse packing materials

Jason Ivan is traffic manager of Transworld Moving & Relocation Brazil

Introducing Move One Relocations

Move One International Movers recently announced that it has changed its name to **Move One Relocations** in order to better reflect and support the company's commitment to providing a comprehensive range of global relocation services that are designed to reduce the time, cost, and stress associated with international relocations.



At left: The Thai Pavilion under construction in China; above: the gift fit for a king, delivered by Trans-Link Relocation to China.

Thai Pavilion Marks 30th Anniversary of Sino–Thai Relations

The Kingdom of Thailand and the People Republic of China have had a close relationship ever since the Sukhothai period, Ayutthaya, Thonburi up to the Rattanakosin Era. The long relationship between the two countries became link a sisterhood.

On this special occasion, on July 1, 2005, the Royal Thai Government had delivered a gift, “The Thai Pavilion,” to the Chinese government, to mark the warm relations between the two countries.

Trans-Link Relocation was authorized to perform this mission from Chiangmai, Thailand to Beijing, China. The Thai Pavilion’s dimensions are 9 x 9 x 9 meters, coincident with Thailand’s Rama IX, the present King. Its weight is 22 tons.

Website: www.translink.co.th



Crating the components of the Thai Pavilion was a formidable task.

Crown Launches New Logistics Website

The new Website highlights Crown’s global logistics capabilities, ranging from commercialimport/export, air and ocean freight forwarding, third-party distribution and FF&E (furniture, fixtures and equipment). Crown Worldwide employs almost 4,000 employees worldwide from over 100 offices. Through Crown’s offices and service partners, Crown Logistics serves clients in over 65 countries, including all the major ports around the world.

James E. Thompson III, regional manager, Greater China, said, “As Crown continues to expand its different logistics businesses, we are eager to continue the development of these businesses, including international freight forwarding for the energy industry, third-party logistics, and furniture, fixtures and equipment services for the hotel and entertainmentindustry.”

Alan Howe, Director, Crown U.K. Logistics, remarked, “Our site will serve as a window into our dedicated range of services, expertise and our worldwide connections, bringing the Crown Worldwide Network closer to the customer.”

Website: www.crown-logistics.com.

Interstate Aids Hurricane Recovery Efforts

“It was like being in a foreign country.” That’s how Cass Williams, now in training with **Interstate Worldwide Relocation**, sums up his ordeal resulting from Hurricane Katrina and the aftermath. Cass managed to drive his young family out of Lacombe, St. Tammany Parish, just north of Lake Pontchartrain, the day before the hurricane hit.

They drove through Mississippi and across Tennessee in a 2-day marathon to get to Virginia where his girl friend Ratcliff’s mother lives. He considers himself blessed that everyone in his family survived. He returned once to survey the damage and decide what to do. “My grandmother had a tree hit her house. We had two trees. Everything was gone. It would take months before the power would be restored.” And with 18-month old Jason to worry about, that didn’t seem like an option. “It just makes sense to start all over again.”

Back home he had worked for a moving company, so he contacted Interstate and was hired. Cass is presently in training, taking classes for his Commercial Driver’s License. “They really helped me,” Cass said. “Everybody asks me how I’m doing. They don’t treat me like a stranger... I get smiles every day. I have a future.”

Interstate has also sent its operations recruiting manager to the Washington, DC, Armory to visit with other hurricane survivors who are ready to secure employment, and several candidates are being considered.

Fairfax County has given the Cass family an apartment with one year’s free rent. A local furniture company is donating furniture. With a job, a home, furniture and each other, their new life can begin.

In the wake of the dual Katrina and Rita hurricane disasters that so devastated the coastal areas of Louisiana and Mississippi, the Interstate Worldwide Relocation family of companies has marshaled its resources to help with immediate relief, long-term rebuilding and reconstruction wherever and whenever possible. Working with local schools, churches, police, the US Marshalls Service, and Sen. George Allen’s (R-VA) office, as well as local civic and national organizations, Interstate has pitched in with the ongoing efforts.

Over a dozen trailers have already delivered sheets and pillowcases, nonperishable foods, bottled water, diapers, formula, towels, blankets, cots, air mattresses, soap, shampoo, socks, underwear, clothing, backpacks, school supplies, cleaning supplies, tools and similar goods collected by local groups with driver, tractor, trailer and fuel all donated by Interstate. More will be delivered in response to ongoing collection drives by these and other agencies.

When a local furniture store donated furniture to a displaced family relocating to Vienna, Va., Interstate, at the request of St. Marks Church, delivered the goods to their new home.

Interstate partners with dozens of moving, storage and relocation companies on the Gulf Coast. Interstate aided one moving and storage company in its preparations to get their business running again. One of the items needed was uniforms. Interstate assisted by securing donated uniforms and also helped to secure donated temporary office space and equipment for other corporations.

Several Interstate employees have families in the Gulf area who have been personally affected by this disaster, and the company continues to assist in those recovery efforts. Internally, employees have collected canned goods, clothing and household supplies, along with cash donations to help those in need.

Summing up the company and his family’s commitment to aid in the recovery, Interstate President Arthur E. (Buddy) Morrisette said, “When it comes to helping the hurricane victims to recover, rebuild and rebound, we’re in it for the long haul.”

Website: www.InterstateWorldwide.com

Training Across Time Zones

The latest online technology has allowed **Move One** to transform its employee training strategies and offer real-time training solutions to staff at international offices that stretch from Beijing to Budapest.

From enrolling employees in programs at the FIDI Academy and the Employee Relocation Council’s GMS training courses, Move One Relocations has placed a high value on employee training from the very beginning. With offices and employees spread across eight time zones, maintaining a company-wide training program that was both interactive and versatile was not always an easy task. Videoconferencing and the Internet both offered a means for communicating but until recently lacked a platform that allowed for meaningful evaluation procedures and reliable, real-time interaction.

However, advancements in online technology have allowed for drastic improvements in Web-based training (WBT) methods, a fact that Move One is taking advantage of through the creation of its own intranet training portal for employees.

A Royal Seal of Approval

Move One's reputation as a careful and professional handler of fine art and valuables is backed by a prestigious clientele — one that now includes the King of Malaysia!

As an international relocation company that boasts its own fine art packing division, Move One Relocations is accustomed to dealing with important clients. However, while past jobs have included shipping paintings on behalf of the First Lady of the United States, Laura Bush, Move One recently had its first brush with royalty.

The occasion came about when the King of Malaysia paid a visit to Poland in September. During the trip, his Majesty and the Queen made some detours to shop at some of the fine crystal boutiques for which the region is known. After compiling enough crystal and glassware to fill a half-ton shipment, the Malaysian Embassy in Warsaw called upon Move One to handle the packing and airfreight of the goods to Kuala Lumpur.

Simon Hegele Again Among the Innovative TOP 100

Patron Lothar Späth honours logistics specialists from **Karlsruhe** **Simon Hegele Gesellschaft für Logistik und Service mbH** receives the TOP 100 seal of quality for the second time running for its excellent innovative services. It is awarded as a part of a national comparative study. Dr. Nikolaus Franke of the Vienna University of Economics and Business Administration investigates the innovative management of medium-sized businesses: the best 100 — i.e., also Simon Hegele — may now decorate themselves with the TOP 100 2005 seal of quality. At the meeting of the top innovators in Berlin last June, patron Lothar Späth presented the renowned distinction.

The investigation measures the innovative success on the market as well as four areas of the innovation management: innovative processes and organization, innovative climate, innovative marketing and innovation-promoting top management.

“Good innovation management creates the balance between creativity and planning — both are important in all phases,” said study head Prof. Dr. Nikolaus Franke. Simon Hegele Gesellschaft für Logistik und Service mbH masters this balancing act in an impressive manner, thus securing a place among the TOP 100. The Karlsruhe company has established itself as a service provider and expert for all areas of modern, effective logistics — removals, warehousing, and acquisition. In 2004, two large projects were realized: Two highly modern logistics centers were launched in Forchheim and Kemnath, establishing new business divisions. For example, the general overhaul of high-quality medical systems, which the professionals from the logistics centre transport dismantle, clean, freshly lacquer and finally deliver worldwide to a new customer. The Karlsruhe company's recipe for success is very simple: Always keep the customer's needs in view in order to achieve the savings potentials and logistical advantages.

What Simon Hegele also has to offer in terms of innovation can be read in the book *TOP 100 2005 — Ausgezeichnete Innovatoren im deutschen Mittelstand* [TOP 100 2005 — Innovators of Distinction Among Medium-Sized German Businesses].

Every year, Dr. Franke determines the 100 most innovative participants in the TOP 100 study using a standardised method. From approximately 1750 interested businesses around Germany, 192 participants rose to the challenge.

HONORS AND AWARDS



**2005 Symbol Technologies'
Enterprise Mobility Solutions
Award for North America.**

O'Neil Lands Enterprise Mobility Solutions Award for North America

It certainly wasn't anticipated, but it was definitely cause for celebration when Irvine, Calif.-based **O'Neil Software** was recently awarded the coveted 2005 Symbol Technologies Enterprise Mobility Solutions Award for North America. The honor recognizes Symbol partners for their outstanding achievements in providing Symbol-based end-to-end enterprise mobility systems that have helped customers accelerate growth, productivity and operational efficiencies.

Symbol partners, who deployed Symbol products to help their customers leverage the advantages of enterprise mobility, were encouraged to nominate their solutions for the award. Winners were announced on Oct. 19.

Jan Burton, Symbol's vice president of Worldwide Channels, said, "Symbol recognized O'Neil Software as an excellent example of a partner delivering unique enterprise mobility implementations in record storage management, along with powerful results and a strong return on investment for customers."

The panel of independent industry judges looked for innovative and beneficial solutions that utilize Symbol products to solve customers, mission-critical business challenges by capturing information; moving it to the point where it has the greatest impact; and managing it with efficiency and security in real time.

Website: www.oneilsoft.com/



Georgia Angell
President
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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.

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Trident Transport International
PO Box 932
Westmont, IL 60559
Tel: (888) 285-6683 • Fax: (630) 570-8977
E-mail: info@tridentmovers.com
P.O.C: Patrick Marble
Sponsors: Sirva, IL
Allied International, IL

Two Men and A Truck/International
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Lansing, MI 48911
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Toll-free: (800) 345-1070
E-mail: sallyd@twomen.com
P.O.C: Sally Degnan
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Advance Relocation Systems, MD

Universal Relocations Services
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Nandawam, Chennai 600 016, India
Tel: (91) 44 243 5 4125 • Fax: (91) 44 2431 5735
E-mail: univer3@vsnl.com
P.O.C: V. Ajith Kumar
Sponsors: Australian Vanlines, Australia
ISS Worldwide Movers, Dubai

University Van Lines
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Rahway, NJ 07765
Tel: (732) 882-1060 • Fax: (732) 882-1073
E-mail: uvl@universityvanlines.com
P.O.C: James Quigley
Sponsors: Rainier Overseas Movers, Inc, WA
Fidelity Forwarding Intl, Inc., NJ

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Port Harcourt, Lagos, Nigeria
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E-mail: ureogoo@yahoo.com
P.O.C: Emeka Opara
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Additional Copies of <i>The Portal</i> (1-year subscription)	80.00	96.00
Defense Transportation Regulations Part IV (replaces the PPTMR)	40.00	55.00
HHGFAA Freight Forwarders Tariff #4	15.00	
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**HHGFAA • 5904 Richmond Highway, Suite 404 • Alexandria, VA 22303
OR, fax with credit card information to (703) 317-9960**

By Jim Wise
PACE-CAPSTONE



Bipartisan Cargo Security Legislation Introduced

U.S. Senators Patty Murray (D-WA) and Susan Collins (R-ME) have introduced the Green Lane Maritime Cargo Security Act. Murray, a member of the Senate Appropriations Subcommittee on Homeland Security, and Collins, Chairman of the full Senate Homeland Security Committee, co-authored the bill to improve the security of the millions of cargo containers that enter America's ports unchecked each year. Sens. Norm Coleman (R-MN) and Joseph Lieberman (D-CT) are original cosponsors of this legislation. The nation's current cargo security regime was built pre-9/11, with an emphasis on efficiency but not on security. At present, opportunities for terrorists to tamper with cargo exist at every step along the supply chain. Terrorist organizations could use containers to smuggle weapons or terrorists into the United States, or could turn a container into a weapon by detonating a conventional, chemical, biological or nuclear weapon within a container once it arrives on American shores.

"Right now, there is a gaping hole in America's security when it comes to the cargo entering our ports each day," Murray said. "To protect our nation we have to develop a cargo security system that closes vulnerabilities, provides a way to resume trade after an incident, and maintains the efficient flow of commerce. Our GreenLane bill addresses these issues, taking into account the input of all the key stakeholders and experts, and I want to thank Senator Collins for her hard work and cooperation in helping to write this bill and get it introduced in the Senate."

"Coming from a state with three international cargo ports, I am keenly aware of the importance of our seaports to our national economy and to the communities in which they are located. In addition to our ports' economic significance, the link between maritime security and our national security is evident," Senator Collins said. "The global maritime industry is crucial to our nation's economy, and our cargo ports are undeniably on the front lines of the war against terrorism. This legislation sets clear goals for improving the security of this vital sector, and it provides the resources to meet those goals."

An attack launched on, or through, America's seaports could result in significant loss of life and the crippling of our economy. Consequently, since 9/11, experts have been calling for an upgraded security system for shipping containers. The Murray-Collins bill builds on the lessons from the 9/11 Commission, GAO investigations, and other reports to protect against the human and economic costs of a terrorist attack through our ports.

The GreenLane Maritime Cargo Security Act will:

- Protect Americans by making our cargo and seaports more secure — mitigating a dangerous vulnerability.
- Prevent a lengthy shutdown of America's seaports in the event of an incident — protecting America's economy from severe disruption.
- Provide layered security at every step of the supply chain while keeping it efficient.
- Push the borders out and reduce the haystack so we can focus our limited resources on suspect cargo.

The GreenLane, comprised of supply chain participants who voluntarily meet the highest level of security, allows our security services to better identify and respond to potential threats and provides real incentives to importers to enhance their supply chain security measures.

The bill improves security at America's ports by establishing:

- Minimum security standards for all cargo containers entering the United States and requirements that strengthen current cargo security programs.
- The Office of Cargo Security Policy to ensure accountability and coordination of cargo security policies, procedures & regulations at the Department of Homeland Security and with other agencies.
- Joint Operations Centers to ensure a coordinated, measured response and the resumption and flow of commerce in the event of an incident or heightened national security threat level.
- Authorization for Port Security Grants, the Container Security Initiative and C-TPAT.

Rogue Movers

A fight over the authority of states to go after “rogue” interstate movers — accused of holding household goods hostage — is delaying completion of an FY06 Transportation–Treasury spending conference report. Senate Transportation-Treasury Appropriations Subcommittee Chairman Christopher (Kit) Bond (R-MO) is pushing language that would permit federal agencies to take over investigations of instances when interstate movers hold goods — hauled across state lines — unless the owners agree to pay higher moving costs than initially quoted.

House transportation appropriators and authorizers object to the proposed change. Under Bond’s language, the federal government could petition courts to take over these investigations from states, and the court would be required to side with the federal government. What “should be enforcing federal law is the federal government,” said one congressional aide.

House lawmakers counter that the federal government does not have the manpower to oversee all of these cases, and states need certainty before devoting resources to investigations. “Once again, states won’t know whether or not they are the ones who are supposed to do this,” said a spokesman for House Transportation and Infrastructure Highways Subcommittee Chairman Thomas Petri (R-WI) who inserted language in the surface transportation reauthorization law this year that gives states the right to pursue these interstate investigations. Petri is not a conferee on the Transportation-Treasury spending bill, and other House appropriators have waged the battle for him since the issue arose in conference talks late Tuesday night. Bond, who also is chairman of the Environment and Public Works Transportation and Infrastructure Subcommittee, included his language in the Senate reauthorization and transportation spending measures this year before running into House resistance in both conferences.

A 2001 GAO report, prepared for Petri and then-Senate Commerce Chairman John McCain (R-AZ), said minimal regulation of interstate movers “has created a vacuum that has allowed egregious carriers to flourish and take advantage of consumers.” The report noted that expanding the powers of states to go oversee interstate movers “has the potential to enhance protection for consumers.” It also recommended that the Transportation Department “strengthen its oversight of this industry.”

What’s New?

The Portal — and your fellow HHGFAA members — invite you to submit your news items and articles.

The deadline for the January/February 2006 issue of **The Portal** is January 20, 2006.

Submit your news, articles, and photos to

Bel Carrington
Household Goods Forwarders
Association of America
5904 Richmond Highway, Suite 404
Alexandria, VA 22303

or e-mail to
bel.carrington@hhgfaa.org

NOTE: If you have more than one photo, please do not e-mail them. put them on a CD and submit them by regular mail.

IMPORTANT NEW INFORMATION CONCERNING PORTAL Advertising Rates and Dimensions

Full Page \$ 2,550
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Deadlines to receive new artwork:

January/February 2006 Issue January 20, 2006
March/April Issue March 15, 2006
May/June Issue May 20, 2006
July/August Issue July 15, 2006
September/October Issue September 1, 2006
November/December Issue November 10, 2006
(ANNUAL MEETING ISSUE)

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.**

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Industry Calendar

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US Bank Workshop
Orlando, Florida

Feb. 22–24, 2006

GSA Household Goods & Freight Forum
Garden Grove (Anaheim), CA

Feb. 26–March 3, 2006

SDDC Pacific Workshop
Honolulu, Hawaii

March 29–27, 2006

LACMA Conference
Seville, Spain

March 30, 2006

JPPSO San Antonio Spring Conference
San Antonio, Texas

March 31, 2006

Dispatcher Convention
San Antonio, Texas

April 2–6, 2006

SDDC Europe Workshop
Willingen, Germany

April 8–11, 2006

AMSA Annual Convention & Trade Show
Ponte Vedra Beach (Jacksonville), FL

April 22–27, 2006

FIDI Conference
Beijing, China

May 1–4, 2006

SDDC–HQ Symposium
Nashville, Tennessee

June 15–18, 2006

BAR Meeting
Benalmadena, Spain

Sept. 24–28, 2006

NDTA Forum
Memphis, Tennessee

Oct. 9–12, 2006

HHGFAA 44th Annual Meeting
San Francisco, California

Oct. 14–17, 2007

HHGFAA 45th Annual Meeting
New York, New York