



THE PORTAL

VOLUME XXXVIII The Journal of the Household Goods Forwarders Association of America, Inc. SEPTEMBER/OCTOBER 2006

**PORTAL FOCUS:
Port Agents and
Inland Haulers**

**San Francisco:
Your Gateway to
Golden Opportunities!**

2005–2006
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About our cover: *The famous Golden Gate Bridge, gateway to San Francisco: HHGFAA's 44th Annual Meeting venue. Annual Meeting coverage begins on page 39.*

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THE PORTAL

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By Terry R. Head
HHGFAA President

The American Way: Advancing Democracy

I have traveled enough outside the United States to know that there are other parts of our globe that are just as nice as the USA. There are certainly other countries and regions of the world that offer their citizens many choices and a richness of culture that lead to a quality of life at least as good as what we enjoy here in the United States.

I sometimes wonder why so many US citizens believe we are the “greatest country on Earth” and insist that the “American way of life” is the best or only way to live. When I hear that statement, the first thing I ask is, “How much have you traveled outside the United States?” Sometimes, of course, they have indeed traveled overseas and seen other parts of the world; but more often they have never ventured outside US borders. So it would appear they are responding to the public rhetoric of politicians and the media, or to the mantra they have heard all their lives: that the American way is best. It’s not that I don’t believe this to be true; however, I recognize there are alternative lifestyles and forms of government that work even though they are different from how we do things here in the States.

The one fundamental aspect of the American way of life that I do wholeheartedly believe is best is our democratic form of self-governing. I believe that all people — regardless of their race, culture, religion or chosen form of employment — should be afforded the right to have a say in the things that affect their personal lives, especially when it comes to the way they are to be governed. Unfortunately, those rights do not exist everywhere for all people in the world.

Only a few years ago, one of the members of the Association approached me during an Annual Meeting and commented that attending the conference was especially rewarding for him. He told me that coming to our meeting and participating in the business sessions was one of a very few times in his life that he had been given the right to vote on issues with a potential impact on his personal and professional life. It was during that conversation that I realized just how fortunate I am to live in a democratic society; but his comment also helped me recognize the role the Association plays in advancing democracy by allowing those from countries without this advantage to see the concept in action.

This year’s Annual Meeting provides a number of opportunities for HHGFAA members to exercise their democratic rights, when they elect individuals to represent both the Active and Associate Members on the HHGFAA Executive Committee; the YP-35 members recently completed an on-line election for their Chairman and Vice Chairman. Also, there are number of proposed amendments and revisions to the HHGFAA By-Laws that will change our governance structure, as well as create two new categories of membership, with the aim of expanding participation and the outreach of the Association and its programs.

I encourage each and every one of you to attend this year’s business sessions, listen to your elected leaders, and take part in choosing what this Association is to be, how it is to be governed, and who is to govern you. The right to elect your leaders, vote on association issues, and take part in the “HHGFAA way of life” may actually be the most underrated or overlooked benefit of being an HHGFAA member.

ABOUT THIS ISSUE

It's that time of year again, and this issue of **The Portal** provides pertinent information about the 44th Annual Meeting in San Francisco. Included in this section are profiles of candidates who are running for office this year (HHGFAA Executive Committee candidate profiles, page 39; AMMB profiles, page 42; ISA profiles, page 49). Important changes to the HHGFAA By-Laws are being proposed; turn to page 45 for a review. As always, we have chosen an Annual Meeting site that offers many diversions during your free time. For a partial list of things to do and other resources, turn to page 50.

A secondary focus of this issue is Port Agents and Inland Haulers, a sometimes underappreciated but absolutely key segment of our industry. Following an overview that begins on page 5, you will find — beginning on page 9 — profiles of several HHGFAA member companies that operate in this special niche of the business. Further exploring the subject of ports, the AMMB Outlook column by Edward T. Wickman addresses efficiency — or lack thereof — of US ports (page 14).

Finally, as is always the case in an election year, the US Congress is looking at several key measures, and how lawmakers vote on these may well influence the outcomes of this year's mid-term elections. For a report on those front-burner issues and their prospects for passage, turn to page 65.

Coming Up in the November/ December Issue of

THE PORTAL

A fond look back at HHGFAA's 44th Annual Meeting in San Francisco, with a recap and photo album.

Contributions are welcome! We'd like to get your comments about the meeting to include in the magazine. Please send your comments, experiences, memories, or quotes to

bel.carrington@hhgfaa.org

DEADLINE: November 10, 2006

PORTAL FOCUS: PORT AGENTS AND INLAND HAULERS

Port Agents and Inland Haulers: What They Really Do

By Kehinde Arowoselu

To focus clearly on the issue at hand, we need to identify port agents and inland haulers from the multimodal transport industry perspective.

Port agents are professionals who act as the interface point at all ports, whether seaports, airports, or any other inland or bonded terminals between the moving company and the authorities and government security apparatus of the port complex. We may also refer to them as clearing and forwarding agents, as is the case in Nigeria, where my company is based.

Inland haulers could also be seen as logistic vendors or transporters who provide services in moving shipments between one point to the other within the geographical borders of one country. They provide the trucks and delivery vans needed to transport shipments to either a delivery address from the port of entry (POE) or from packing location to a port of departure (POD) for inbound and outbound goods, respectively.

It becomes clear, then, that these two entities play vital roles in fulfilling the task of movers with respect to delivering timely and efficient services to clients.

Move schedules/timing

Consider the case of Mr. X, who has just been transferred from one country to another by the multinational engineering company he works for. He has three weeks within which he has to relocate and begin work at his new post. At the signing of the move contract, you as the mover had agreed with Mr. X on the time and date for packing, processing of documents, routing details, arrival at destination at POE, and delivery at his new residence. The time sequence of the whole relocation processes has been scheduled not to exceed the three weeks Mr. X was officially given to resume work at his new post. The shipment contains not only urgently needed clothing items, but tools needed in the office as well. If your logistics vendor (inland hauler) fails to bring a van or truck on the date the shipment is scheduled to go to the port, or your port agent succeeded only in booking a flight or vessel with expected time of departure two days later than what you have on your schedule as the mover, then your overall objective of delivering this shipment within three weeks to Mr. X's new location may be in serious jeopardy.

Security of shipment

Personal effects and household goods fall into the category of goods called "vulnerable goods." This typically means that it contains items that are prone to theft and pilferage. Thus, the integrity of your inland hauler and the port agents and their staff must be unquestionable. The inland hauler and the port agent have direct contact with items being shipped, in that one handles the transportation to port in the case of an outbound goods or to the residence in the case of an inbound, and the other conducts a physical examination of the shipments with customs and other security agents at the ports and is often

entrusted with keys to trunk boxes, suitcases, or safes that may hold the consignee's valuables. The integrity of these two key partners will directly affect the number of insurance claims you process due to theft of items you record as a mover in a year, as well as the number of clients who are satisfied with your service because their goods arrived intact. When a mover has confidence in the integrity of his logistics vendor and port agent, it will save the extra cost in man-hours required to supervise customs examination and an extra hand called "delivery supervisor" to accompany trucks and vans on delivery runs.

Port agents act as the interface point at seaports, airports, or any other inland or bonded terminals between the moving company and the authorities and government security apparatus of the port complex.

Safety of goods in transit

Having seen how the port agent and inland hauler come into direct contact with shipments as noted above, you will agree that the safety of packed goods also depends to a large extent on the road-worthiness of the van or truck provided by your inland hauler. Does the van or truck have good shock absorbers? Is the driver careful to avoid or negotiate potholes on the road? Answers to these questions will go a long way in determining whether a shipment arrives safely or with damages to fragile items. The port agents also ensure that after a physical customs and security examination of shipments, cartons of books are not placed on a lampshade carton marked "fragile."

If goods in transit are not properly handled, regardless of how much bubble wrap, silicone gel, foam, or other protective materials are used to secure fragile items during packing, the mover will be left with damage to items, which will lead to claims filings and payments.

Finally, it is instructive to note that many moving companies all over the world have their own permits and licenses to operate as port agents as well as a logistics department with a fleet of delivery trucks, vans, and other equipment. This trend is all aimed at achieving synergy in service delivery to clients. When the total processes of relocation from the point of origin to destination is synchronized, the control factor in the sequence of events — for which every mover fervently yearns — is much more assured when the mover can issue directives and schedules to another staff at the same company, either in the port operations department or the logistics department.

Kehinde Arowoselu is chief operating officer at Koeman Nigeria Limited. Website: www.koemannigeria.com

Port Agents Offer Key Support In RFID Tracking, Testing

For American Red Ball, the involvement of two port agents has been key in supporting and implementing the RFID tracking and security test systems, notes Don Robinson of RFID Decisions.

Bremerhaven, Germany-based Express-Transport-Shipping-Agency, GmbH (ETSA), operated by Woody Zobel, and Orca Moving Systems, headquartered in Sumner, Wash., and operated by Dennis Vitcovich, continue to offer what Robinson calls “great support” by going above and beyond what was required. Without that support, says Robinson, “we could not have done the testing, yet alone completed it successfully and obtained knowledge along the way that has been immeasurable.”

American Red Ball solicited the involvement of these two port agents for the test and reviewed the measurement objectives with them. They were both interested in participating. After the systems engineering and software was completed a team of technicians, along with Robinson and RFID Decisions program manager George Sereno, descended on the port agents locations to install equipment and train personnel.

The port agents did not require much training, because handheld computers were not involved in the ports. Orca however, acts as both port and local agent so there was handheld and packer training involved. “What was critical,” Robinson recalls, “was that we get any feedback from personnel on any intrusiveness that they perceived from their normal operations, and that when the test shipments passed through their warehouses they were aware of their read status and could pass information on to the technical team. Their overall observations and input were important, and continue to be, in setting the framework for the design of the final system.”

Since this was a test, permanent installations were not practical and it meant that temporary provisions must be made. In Orca’s case that required locating a computer in operator Dennis Vitcovich’s office, and at ETSA the warehouse needed to accommodate the readers in a special location; thus, the forklift driver would have to pass the lift vans from a test shipment through a special portal set up specifically for testing. The test was designed to validate the efficacy of the system and to identify the areas where special attention must be paid to installing in a port agent environment. The test shipments, and now operational shipments, are read at the time they are received and dispatched, or — in the case of a port of embarkation agent — when they are consolidated into containers.

“The communications received in all cases was terrific,” Robinson reports, “and proving the system, and working out kinks, couldn’t have been accomplished without the assistance of these port agents — assistance provided during their busy time of the year. The decision had already been made that the system, if it worked, would be made available to the industry as a whole so they did what they did on behalf of the industry, something that makes them real contributors to the welfare of the entire international HHG industry. They knew that there was not going to be any short-term benefit that would accrue to them but were visionary enough to see the overall value to the industry and their customers.”

Both of these port agents have been key in supporting and implementing the RFID tracking and security test systems, and continue to offer great support. Without the support of these port agents, going above and beyond what was required, we could not have done the testing, yet alone completed it successfully and obtained knowledge along the way that has been immeasurable.

Hawaii Port and Linehaul Agents

By Marilyn R. Sargent

At Aloha International Moving Services, Inc. and other agents in Hawaii, our situation is different from most moving and storage companies located on the Mainland of the United States. Hawaii consists of eight islands with the majority of the population living on four of them. Moving companies on the islands perform not only packing, loading, pickup and delivery of shipments, but they also handle the linehaul and all port agent functions associated with these shipments. Port agent functions include stuffing and unstuffing of ocean going containers, customs clearance, booking and documentation. Many agents also handle air shipments.

Since we wear many hats, we are keenly aware of the new security procedures that have been put in place for the safe handling of shipments to and from the docks and airports. Some ocean shipping companies require us to notify them ahead of time with the container number and trucker prior to allowing anyone past the security gate

Moving companies in Hawaii perform not only packing, loading, pickup, and delivery of shipments, but linehaul and all port agent functions associated with these shipments.

and onto the dock. All our pier drivers have been required to undergo security training and have an ID card issued.

Three levels of security have been established at the docks:

- At **Level One**, our employees are checked at the security gate for their Drivers License and Employee ID.
- At **Level Two**, random spot checks are conducted and our trucks and containers are subject to being opened and searched.
- **Level Three** is the highest. It's lockdown. Nothing can move to or from the pier.

At all levels, if there is a passenger in the truck, they have to wait outside the security gate. They are not allowed to come in past the security gate with the driver.

If the passenger is a pier driver-in-training, all information must be given to security ahead of time. That is the only time they will allow them in, and then they also must show picture ID to get through the security gate.

There are a number of issues under discussion to make our ports safer and they all have a cost associated with them.



Aloha International Moving Services, Inc. prepares to stuff 23 ocean going containers and linehaul them to the port. Moving companies in Hawaii perform linehaul and port services in addition to standard moving services.

The US Senate passed the Port and Maritime Security Act of 2001 to require employment investigations and criminal history checks of certain persons. The bill prohibits an individual from being employed in a security sensitive position at a port if he was convicted of a specific criminal offense in the previous seven years or was released from incarceration within five years.

The US Department of Homeland Security announced on Aug. 28 that port and vessel operators will not be required to install biometric ID card readers for the nation's transportation workers until further hearings can be held. The controversial ID card project is called the Transportation Worker Identity Credential, or TWIC program and is designed to eventually cover 725,000 airport workers, truck drivers and others needing access to ports and airports.

Workers requiring this card will have to submit their fingerprints and undergo a criminal record, terrorism watch-list and immigration status background check. They will have to travel twice to one of the issuing stations to apply for and pick up their TWIC card. The cost of the card is estimated to be around \$150.

No matter what is decided in the future to secure our ports, you can be assured that all moving companies in Hawaii will do whatever is required to comply in an effort to do our part.

Marilyn R. Sargent is president of Aloha International Moving Services, Inc. and HHGFAA's AMMB Representative for Hawaii, Guam

Is It the Inland Truckers' Fault? A Daily Battle for the Inland Trucker

By Jackie Agner

How many times have you said, "I need the truck there by noon to pick up the shipment"?

How many times has this not been possible, when the inland trucker had the best of intentions to be there by noon? "It was a local pickup at the port — he only had 23 miles to go."

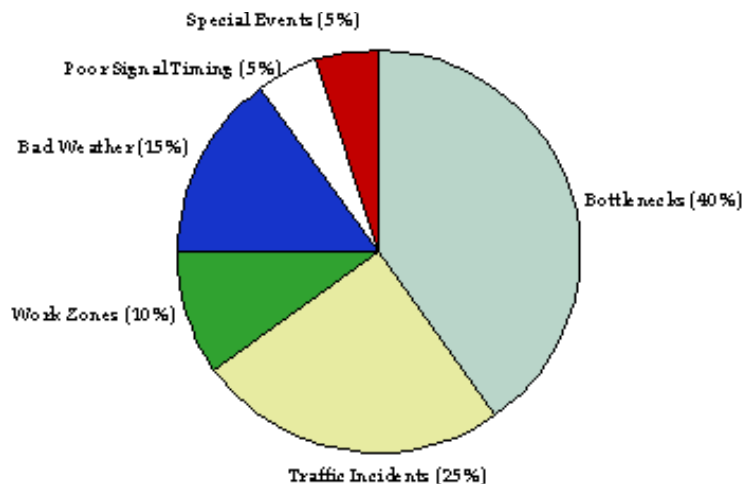
For the last several years, the transportation industry has been facing new challenges, such as high fuel prices, a sluggish national economy, surging insurance costs, time-consuming security examinations, driver retention, and inland road congestion.

Here at Global Transportation Services we operate 6000 inland truckers on a daily basis. We can also boast a 98.1% on-time pick up and/or delivery rate. Yet, not unlike any other hauler in a major city, our haulers are using their brakes more than the gas pedal.

Congestion has become part of daily life in many places as traffic continues to increase on a relatively unchanging highway network. Traffic jams are not just a problem of recurring "rush hour" delays in major cities. More than half of all congestion is non-recurring, and is caused by crashes, disabled vehicles, adverse weather, work zones, special events, and other temporary disruptions to the highway transportation system. This congestion results in 5.7 billion person hours of delay annually in the United States. Annual delay per person was 36 hours per year, but the number rises to 41 hours per person per year in cities over 3 million population. Congestion is increasing at a compound rate of 7% per year.

With two major ports in our state (Seattle and Tacoma) and more moving companies, freight forwarders and port agents collectively than any other state in North America, Washington State has not kept pace with increases in population and car use. Therefore, our roadway demand is greater than its capacity. While our traffic engineers, transportation planners, and public officials responsible for metropolitan transportation are working on the problem, we as motorists can help the inland hauler by being mindful of their top five pet peeves with regard to fellow motorists.

- 1. Riding in a trucker's blind spots.** Trucks have large blind spots to the right and rear of the vehicle. Smaller blind spots exist on the right front corner and mid-left side of the truck. The worst thing a driver can do is chug along in the trucker's blind spot, where he cannot be seen. If you are going to pass a truck, do it and get it over with. Don't sit alongside with the cruise control set 1 mph faster than the truck is traveling.
- 2. Cut-offs.** Don't try to sneak into a small gap in traffic ahead of a truck. Don't get in front of a truck and then brake to make a turn. Trucks take as much as three times the distance to stop as the average passenger car, and you're only risking your own life by



cutting a truck off and then slowing down in front of it.

- 3. Impatience while reversing.** Motorists need to understand that it takes time and concentration to back up a 48-foot trailer without hitting anything. Sometimes a truck driver must make several attempts to reverse into tight quarters. Keep your cool and let the trucker do his job.
- 4. Don't play policeman.** Don't try to make a truck driver conform to your own idea of what is right and wrong on the highway. For example, a truck driver with a full load handles hilly terrain on the highway by slowing down on the way up a hill and on the way down gathers speed quickly. Truckers like to use that speed to help the truck up the next hill. Do not sit in the passing lane. Let the truck driver pass, and let the police worry about citing the trucker for speeding if necessary.
- 5. No assistance in lane changes or merges.** It's not easy to get a 22-foot tractor and up to a 53-foot trailer into traffic easily. If a trucker's turn signal is blinking, leave room for the truck to merge or change lanes. Indicate your willingness to allow the truck in by flashing your lights.

By taking simple common-sense steps to protect yourself and your family when driving near large trucks, traffic congestion will move swifter, your trip will be a safer one and that inland hauler just might make their pick up or delivery on time.

Jackie Agner, HHGFAA's Associate Members Representative, works at Global Transportation Services, Inc. (formerly Stonepath Logistics Inc.) in Seattle, Washington.

PORTAL PROFILES: Port Agents and Inland Truckers

VCK Logistics

Netherlands-based VCK Logistics in Amsterdam, established in 1915, has gained more than three-quarters of a century of experience in providing logistical services, particularly in the sea-, land-, and air transport, as well as the travel sector. The company's head office is in Amsterdam, with branches at Schiphol airport and Rotterdam.

VCK strives to create tailor-made solutions in accordance with the partnership principle. VCK subscribes to logistical concepts in which punctuality and reliability are of paramount importance.

Down through the years, VCK has always placed considerable value on customer relationships based on trust. VCK always strives to provide the highest level of precision when providing services. Important aspects of this precision and attention are the delivery time, routing, and rates in keeping with our agreements with customers. This has enabled VCK to grow into what it is today: a prominent and dynamic company, with expert and motivated staff who pay great attention to all the elements of logistics and transport down to the smallest detail, and who adhere closely to VCK's credo: "Total service in logistics."

VCK Ocean in Rotterdam specializes in handling all ocean freight matters for the personal effects and household goods industry. Through their long-term contracts with the largest international moving companies VCK enjoys considerable volume and buying power. The company handles many new furniture shipments through the port of Rotterdam to worldwide destinations

VCK has direct EDI links with the shipping lines, customs, and haulers, and handles customs clearance for its clients and worldwide agents. VCK's dedicated haulers are trained in handling household goods and furniture.

VCK Air at Schiphol airport in Amsterdam was established in 1949 and became an IATA agent in the same year. The parent company, VCK logistics — active in ocean and land transport — set up VCK Air in order to meet clients' needs in air transport.

VCK Air is backed up by a team of professionals and its own bonded and public warehouses at Schiphol Airport. Daily inland pickup and delivery are arranged by VCK Air's own trucking services. VCK Air uses a fully automated system and has online links with all major airlines, handling agents, and customs authorities.

VCK Travel in Amsterdam was established to solve its clients' travel needs. It offers specialized services through its dedicated business units: VCK Business Travel, VCK Marine Travel and VCK Cruises & Ferries.

Website: www.vck.nl



VCK's airfreight terminal. VCK is the largest port agent in Rotterdam, handling personal effects and household goods, furniture and many other products in Holland.



VCK's seafreight terminal in Rotterdam.

Adams Express: Serving the 'Port City to Europe'

Since the 1820s, when thousands of people migrated from Norway to the United States, the two countries have maintained strong economic and family ties and through the years the city of Oslo has always been the major port of entry for shipments and travelers coming into and out of Norway. Adams Express is part of this historic legacy and continues to assist agents around the world make their customers' moves into and out of Norway as seamless and stress-free as possible. There are three important considerations for US and other international agents to use Oslo for their European port of entry:

1. Regarding the global adoption of IPPC standards for shipping crates, Norway is the only country in Europe that has NOT adopted the protocol. Norway is also not a member of the European Union. Many companies around the world are stuck with lots of lift vans that are of good quality but not IPPC standard. What this means is that it may be more economical for some companies to use the non-IPPC lift vans to ship to Oslo then truck an LCL shipment to its final destination. Adams Express drives to the United Kingdom and into the rest of Europe regularly.
2. Many Americans find it comforting to deal with a move manager who is a fellow American, and Adams Express' Travis Clark has proven himself a competent move manager with the best interests of his customers always foremost in his mind. Adams has two Americans working on its management team, and both have been international moving customers previously, started as packers, and have attended the FIDI EIM training seminars. Michael McCorkle is the operations manager, and is primarily responsible for Adams' warehousing operations. Adams Express is the only FIDI-FAIM company in Oslo that offers international diversity and customer experience in its management team.
3. Adams Express is located within a stone's throw of the port where most shipments come in. All other Norwegian moving companies are located on the outskirts of Oslo. Adams' close proximity means that it can offer great responsiveness and flexibility.

E-mail: mwm@adamsexpress.no

Rosebrock GmbH & Co. KG

The company **Wilhelm Rosebrock GmbH & Co. KG** is one of the traditionally established and most renowned port agents in the German seaports.

Since 1896 -now with more than 100 years of experience - Rosebrock has been handling all types of FCL, LCL and groupage shipments.

Thanks to its immediate proximity to the German seaports Bremen/Bremerhaven and Hamburg, as well as being located close to the international airports of Bremen and Hannover, Rosebrock covers the full range of service required to ensure high quality freight traffic.

The company's office is located in one of the largest and most modern cargo distribution centers in Europe - the GVZ. Working closely with customs and sea- and airport authorities, Rosebrock employs the latest data communications systems to guarantee smooth handling of cargo. Its online cargo system provides data information on the shipment to ensure clear visibility throughout the whole process of the cargo handling.

The Rosebrock staff is thoroughly acquainted with all of the peculiarities specific to each country and guarantees fast and professional handling of shipments. "We stand for versatility and flexibility but above all our company is dedicated to provide top quality service," says Rosebrock's Martin Sommer.

Rosebrock is not limited to the household goods sector: It offers handling of general cargo in Germany as well as all over Europe and, with its overseas partners, even worldwide.

The state-of-the-art equipment in the company's warehouses allows it to store, pick and process all kinds of cargo — even hazardous goods.

Thanks to the trust built up over years of cooperation with the most important and best renowned shipping companies, IATA agents, and its global partners in the freight processing business, Rosebrock is able to provide offer competitive rates at all times.

"Our worldwide service from a single source is of great significance," says Sommer. "We control not only the processes at the seaport and airport, but are also in a position to organize and perform every single step that a client's cargo needs to travel from point A to B, anywhere in the world.

Website: www.rosebrock.com

The Gosselin Group

Port agents and inland haulers represent a very important link in the door-to-door service movers provide to their customers. Without an efficient organization coordinating the consolidating and deconsolidating of ocean containers, customs clearance, and inland movement to its final destination, a move can get frustrated easily at a port and endanger the entire success of a good move.

The Belgian company **Gosselin World Wide Moving** grew out of a family-owned business, Vivet-Gosselin, which was founded in 1930, and is one of the major European port agents handling huge volumes of business in and out of Europe. Over the years, The Gosselin Group has grown into an integrated logistics provider, now offering a full range of service. Its motto is “Your gateway to Europe, Central-Asia and the Caucasus via the port of Antwerp/Belgium.”

Today, Gosselin counts among its clients DoD service members, DOS-ELSO diplomats, and executives of multinational companies and international organizations. The European Parliament and a host of other government agencies, as well as a myriad of businesses and corporations of all sizes, call upon Gosselin on a regular basis.

Gosselin operates a port agency, freight forwarding companies, an export packing company, an inland container terminal, a distribution company, an airfreight forwarding company, a household goods moving company, and a customs clearance broker.

With the acquisition of Corstjens World Wide Movers and Nomad Express, now Gosselin Caucasus and Central Asia, with branches in practically every CIS country, the Caucasus and Central Asia, the Gosselin Group is able to offer their customers total coverage up to the Chinese border.

The Gosselin Group covers every aspect of the removal process: origin and destination services, line-haul, warehousing, customs clearance, stuffing and stripping of containers, inland barge terminal and air, sea and road transportation.

As a group, Gosselin employs 700 people in 48 branches and offices in 32 countries. Gosselin operates more than 1 million square feet of warehouse space, 150 transport vehicles and 500 trailers and containers. As a result of years of investments in these infrastructures, Gosselin can ensure the highest quality, expedient services through the port of Antwerp for the very large numbers of shipments it handles into and out of Europe.

Gosselin operates an inland barge terminal on the Albert Canal



Gosselin container terminal and cranes.



Gosselin Group Headquarters.

that allows it to move containers to and from the docks of Rotterdam and Antwerp directly to its warehouse. This barge terminal handles over 50,000 TEUs a year in order to ensure quick dispatch of cargo to and from inland Europe and enables over 100 trucks per day to avoid congesting traffic.

Gosselin currently operates over 250,000 square feet of warehouse space for the US Department of State in Antwerp, moving cargo between US diplomatic missions in Europe, the CIS, Africa, and the Middle East and all points worldwide. Of this space, 75,000 square feet is dedicated to long-term storage of diplomatic shipments. The US government uses this facility as a pre-positioned supply depot for quick shipments to diplomatic missions of furniture, appliances and other supplies as well as official vehicles. The State Department has been using Antwerp as its gateway to Europe since 1975 and has been an important user of Gosselin’s port agency services for over 20 years.

Gosselin owns and operates more than 400,000 square feet of customs-bonded warehouse space on over 1,450,000 square feet of land.

Gosselin World Wide Moving is the only moving company located in the Port of Antwerp with its own special customs branch. Customs Made Clearance (CMC) has three full-time Belgian customs officers permanently stationed in its facilities and counts a total of 15 customs specialists in its team. This provides speed and flexibility in dealing with customs regulations for the import and export of household goods.

Gosselin’s Airfreight Division, located near Brussels Airport, was established in 2000. Its professional team of specialists has allowed the division to become one of the most reliable airfreight agents for military and commercial household goods and general cargo shipments across Europe. The integrated online reservations and customs system enables Gosselin to book freight quickly and easily.

Gosselin’s information management system is one of the most advanced in the industry. The company operates an Internet tracking and tracing system that provides 24-hour visibility in a secure environment. The “Gosselin Document System,” or GdS, provides easy access to ocean bills of lading, manifests, invoices, inventories, and other shipping documents.

Gosselin handles and coordinates drayage, air and water port handling, ocean and airfreight bookings, billings and customs clearances for approximately 100,000 shipments per year. As port agent Gosselin

has three important advantages, says the company:

- Gosselin controls all steps of the port handling process through its affiliated companies.
- Gosselin facilities and infrastructure are located near the Albert Canal, just outside the port of Antwerp, allowing for an efficient and productive labor force to work at competitive prices.
- Gosselin is located in Antwerp, which is one of the major ports in Europe. Recently the opening of the Deurgang-dock provided Antwerp the ability to double the container volumes moving through the port of Antwerp. In 2005 over 6 million TEUs were handled through Antwerp.

Website: www.gosselin.be

C. H. Robinson Worldwide, Inc.

Founded in 1905, **C.H. Robinson Worldwide, Inc.** is one of the largest non-asset-based third-party logistics companies in the world, with 2005 total gross revenues of \$5.7 billion. As a global provider of multimodal transportation services and logistics solutions, Robinson operates through a network of 199 offices in North America, Canada, Mexico, Europe, South America, and Asia with an employee base of approximately 5,700 people worldwide.

As one of the few third-party providers that use all modes in arranging and managing single-source, door-to-door transportation solutions, Robinson works with approximately 40,000 carriers worldwide and maintains the single largest network of motor carrier capacity in North America. Robinson is one of the largest third-party providers of intermodal services in the United States and regularly provides air, ocean, and customs services for its international customers. The company handles approximately 4.4 million shipments annually, serving more than 20,500 customers ranging from Fortune 100 companies to small businesses in a variety of industries.

With a flexible business model and a wide breadth of transportation, logistics, and value-added services, Robinson develops custom-tailored solutions for each customer's supply chain. For many large shippers, it aggregates transportation capacity, securing seamless access that meets their pricing and service requirements. In its most integrated business relationships with customers, Robinson assumes a greater responsibility for management of a customer's supply chain. Marc Wright, branch manager, sales, explains, "We see supply chains as completely interconnected events, from initial forecasting and planning to raw materials and manufacturing to shipping and delivery to the end user. Along the way, it may require warehousing services, inventory management, distribution, transportation, and more. In all cases, our focus is to provide a high level of service that meets each customer's specific needs."

Website: www.chrobinson.com

Pasha Freight

The Pasha Group has a longstanding reputation for providing service excellence. For over 20 years, Pasha has pioneered innovative transportation management programs for the benefit of its clients. Established in 1985, Pasha Freight and Pasha Freight Systems have played an integral role in Pasha's ability to provide cost effective movement of household goods between North America and all countries around the globe.

Baltimore

Baltimore Shipping joined the Pasha family of companies in 2001 and became Pasha Freight Baltimore in early 2006. Providing a strategic gateway for Pasha's mid-Atlantic distribution capabilities, Pasha Freight Baltimore provides full port services for containerized and break-bulk household goods transiting the Port of Baltimore. In addition we are pleased to manage all local receipts and deliveries of household goods on behalf of American Roll-On Roll-Off Carriers (ARC) for their North Atlantic service from Bremerhaven, Antwerp and Southampton.

Oakland

Pasha Freight Oakland provides full port agency, local delivery and distribution, as well as commercial trans-load and warehousing services for cargoes in and out of the Port of Oakland. Due to the re-development of a large segment of warehouse facilities within the Oakland port area, Pasha Freight will soon relocate back to the city of Richmond, where it began operations over 20 years ago. The new location will continue to provide the same full range of services and remains strategically close to all Oakland shipping and rail terminals.

San Diego

Pasha Freight Services San Diego is located less than a mile from our Pasha Hawaii Transport Lines (PHTL) terminal facility and is an integral part of our cargo distribution and delivery network. PFS San Diego is the primary receipt and delivery location for all PHTL destined household goods. In addition, the facility manages the delivery of all Southern California destined cargoes.

Website: www.pashagroup.com



An oversized load. James Global Logistics moved several hundred truckloads all over the US and Canada for Six Flags Astro World when they closed their doors last November. This truck was moving a section of the amusement park ride called Dungeon Drop.

James Global Logistics: Standing in the Gap

As a port agent, our role in the movement of an international shipment is quiet but "critical", says Jim Hahn, President of **James Global Logistics, Inc.** "We look at an international shipment as involving seven legs: origin services, linehaul, origin port services, ocean freight, destination port services, linehaul and destination services. We have positioned ourselves to serve our industry directly for up to three of these seven legs: linehaul, port services and ocean freight in the United States."

As a customs bonded warehouseman and cartman and federally licensed motor carrier, freight broker and NVOCC/Ocean Freight Forwarder, James Global Logistics operates two warehouses: one in Port Canaveral, Florida as a foreign trade zone operator, and the second in Baltimore, Maryland. Its Florida operation is focused mostly on general cargo being held in bond pending distribution into the United States. Baltimore, however, is its primary location serving the international household goods industry. The company offers customs clearance, drayage, warehousing and linehaul to the mid-Atlantic and northeast regions of the United States.

"We're vigilant to US federal and international requirements to ensure our customers are compliant with everything legally required," says Hahn. "Furthermore, our experience within the ports helps us maneuver through the idiosyncrasies of the port and communicate emerging trends, particularly as related to increased port security, that cause increased delays and costs in shipment movement. Recent issues involve hazmat bookings of vehicles in containers, mandatory use of wood products (dunnage) treated to prevent wood destroying organisms, and increased scrutiny by US Customs of containers with household goods that cause extra costs and delays.

"Our linehaul services extend to the US mid-Atlantic and northeastern regions. We share industry challenges of equipment and insurance costs, as well as driver shortages, but we see this as a growth area. General cargo helps us even out the swings between high and low season in the household goods industry."

While James Global Logistics is heavily involved in assisting household goods forwarders in ocean freight shipping for US Flag impelled cargo through eleven primary US port cities, its is increasing its involvement in the global shipping environment. It has a large global agency network and coordinate shipments both in and out of the US.

James Global Logistics's services include US linehaul, US port work and ocean freight forwarding, via both US flag and non-US flag steamship lines.

Website: <http://jamesglobal.us>

Express-Transport- Shipping-Agency, GmbH

Express-Transport-Shipping-Agency, GmbH (E.T.S.A.) was founded in 1982 as an international freight forwarder and port agent in Bremerhaven, Germany. The company's main function initially was the forwarding and routing of US military household goods shipments.

Although commercial household goods and commodities were always a part of its business, it was in 1993 that E.T.S.A. began to concentrate more of its efforts on this segment of the business. "However," says General Manager Woody Zobel, "we not only kept our US military department operating at full power, we also managed to increase our customer base. Our previous experience with US military household goods enabled us to capitalize on the many contacts and friendships which we had established during our previous years in the moving industry."

A good indication of its staying power is the fact that our Zobel will be attending his 30th HHGFAA annual meeting this October in San Francisco.

"In addition to our reputation as fair business partners and our excellent credit rating," says Zobel, "it has been the quality of our service to the customer which has enabled us to establish close and friendly business relationships with movers throughout the world. Our full range of services cover every aspect of the moving and transportation business. From comprehensive sales efforts to effective customer relations, we make every effort to protect the interests of our associates around the world.

"Combined with competitive rates, sound logistics and effective monitoring, we offer more than merely the handling of shipments. Our contact with your customer is always in your behalf and customer protection is part of our credo. In addition to functioning as your representative in Germany and other parts of Europe, it is also our endeavor to generate shipments to and from your part of the world."

Zobel adds, "We combine quality, efficiency and courtesy and call it E.T.S.A. service!"

Website: www.etsa-germany.de

Port Ponderings: Do US Ports Reflect American Efficiency?

By Edward T. Wickman

America appears to be at another historic crossroads with her approach to terrorism. As the government continues to assure the citizens that all actions are for the safety of the nation there continues to be discomfort over more and more government intrusion into our daily lives. That single issue will eventually dwarf any damage done by the 9/11 event. With increased government intervention into business there will almost certainly be a reduction in performance, acceptance of mediocrity, and higher prices. The thousands of businesses in the United States, whatever their size, are affected by government intrusion. The rhetorical question might then be whether it would be better if the government did nothing. The answer, of course, is no. A primary purpose of our government is to protect its citizens. But legislating for votes rather than effective security measures is not the proper approach.

In our industry the seaports play a major role in our ability to service our clients. Moreover, port security provides a great talking point for elected legislators who realize the vast majority of voters have no concept what takes place in the shipping business and actually are not concerned. They hear only about the fact that just 6% of containers are inspected and the odds of a nuclear weapon in the other 94% are really high. In other words, “We must strive for 100% inspections and if you vote for me I will get it done!” The flip side to that statement is that this would shut down US commerce and add an steep hidden tax to all our imported consumables. So a second rhetorical question is: If you are not satisfied with the system, then what is the solution?

Think about it. Three or four years ago, who had heard of a VACIS? Now, almost all household goods containers go through the VACIS x-ray system. There is no objection to that. It is just an added cost that most customers realize is part of today’s environment. The problem is inefficiency. For example, a recent inspection for a customer at Maher Terminal in New York was delayed several days at the cost of several hundred dollars because of a mechanical failure of the VACIS machine. All containers in Maher Terminal were charged the added daily storage fee, even though that terminal has the contract with the Department of Homeland Security. If DHS is to award a port monopoly, why are there seemingly no clauses of accountability other than to pass such costs on to customers?

It is not unusual to have containers at the port waiting in line for days to be x-rayed. And if an intensive inspection takes place the chance of serious damage is high since the contracted handlers are not movers. A complaint is then shifted back to customs, which claims it only inspects and that any problems must be addressed to the contractor. The contractor then claims it was acting on customs’ instructions.

As a result, there can never be an accountable party for loss or damage during that process. The customer should be given the option to pay to have a US Customs official at residence to make the intensive inspection at the time of delivery when the goods are handled by professional movers.

Port security is certainly a critical issue. But the government appears to be willing to compromise that security in favor of four or more decades-old rules with longshoremen’s unions and stevedores.

If an intensive inspection takes place the chance of serious damage is high

Granted, large sums of lobby monies are channeled through the system but the priority is now the United States of America, its security and its ability to maintain its standing as the most powerful nation on Earth. The pending immigration legislation supports the thinking that it is a political rather than a security issue. If port operations and security issues are going to continue to dominate the political landscape then there must be significant change, including all phases of port operations from truckers to customs inspectors.

Port fiefdoms should be abolished in favor of standardized policy and procedure for all ports and customs depots in the United States. The present system has spawned new cottage industries with ancillary services that are expensive and seemingly useless. But it also has created a cover for an attitude that suggests there are no longer customers, just sources of fees. Reflecting an almost cynical indifference to serving the public, “security” has become the excuse du jour for inefficiency, per diem, demurrage, inspection fees, loss, damage, and any other expense incurred.

Should we in the international service industry anticipate improvements in the near future? Realistically, no. But in the interim, we as international movers and forwarders can and should continue to be demanding and aggressive with those government and private entities awarded monopolistic or restricted services at our ports. Our industry and our customers deserve this at the very least.

Edward T. Wickman is president of Wickman Worldwide Services in Evansville, Ind., is the Eastern USA/Canadian Representative on the AMMB.

Protecting Containerized Cargo During Inland Truck Transit

At some stage during transit, a third-party logistics provider, freight forwarder or customs-house broker usually arranges for a trucking company to move loaded containers. **Ensure that the following precautions are considered when choosing a suitable trucking company:**

- Full criminal background checks on drivers, as well as periodic drug screening.
- The use of two drivers, if possible; the drivers' names and copies of their licenses should be provided to your logistics personnel.
- Availability of tracking and communication equipment, such as a GPS, LoJack, and cellular phone.
- Fitting the tractor and trailer with locking and immobilization capabilities.
- Increased limits on liability to ensure your carrier acts as a willing, viable participant in the protection of your goods while in its care and custody.

While picking up a loaded inbound container, ensure that the driver:

- inspects the exterior condition of the container for physical damage, confirms the doors are tightly closed, looks for evidence of leaks from the cargo at the base of the doors or through the floor, and looks for evidence of a waterline;
- checks that the seals are intact and the identifying numbers match the shipping documents, and applies additional locks, if necessary, preferably using a seal that marries both doors;
- inspects the doors and associated hardware for evidence of tampering;
- contacts the dispatcher if any problems are detected, and makes notations on the paperwork.

The optimum routing of your loaded container is directly from the pickup point to the destination without stopping. The route should be preplanned, with estimated times of arrival at various way points and a security assessment of intended stop-over locations. At no time should the driver make unplanned stops, except in cases of emergency, of which he or she must keep the dispatcher informed.

If the driver has to pull into a truck stop, be sure he or she chooses one that provides an adequate level of security:

- Preferably a security guard patrol on site.
- A well-lit parking area.

At the truck stop, be sure the driver adheres to security procedures:

- Confirms the truck is not being followed.
- Parks the vehicle where he or she can observe the cab.
- Stays with the load for a few minutes to observe any suspicious activity.
- Advises the dispatcher that the vehicle is being parked.
- Affix tractor brake lock in cab.
- Activates any disabling engine/fuel electronic cut-off switches.

- Locks cab and takes keys.
- Fits trailer air brake lock.
- Checks that doors are closed and seals are intact.
- Keeps the stop time to less than 30 minutes.
When returning to the vehicle, it's especially important for the driver to:
 - Look for any suspicious activity or people before approaching the vehicle.
 - Check that the doors are properly closed and the seals are intact.
 - Enter the vehicle and lock the cab doors immediately.

If the load is to be dropped at the trucking company's yard or a third party's yard, a high level of security needs to be in place. This means:

- The yard is protected by a properly installed chain-link perimeter fence at least 8 ft. (2 m.) high, preferably topped with barbed wire outrigger.
- The perimeter entrance is secured at all times (preferably by a security guard positioned at the entrances).
- All vehicles and people entering or leaving the facility are identified and details entered into a logging system.
- The yard is adequately lit and patrolled by a security guard.
- External closed-circuit television cameras with at least a 30-day recording capability are strategically positioned.
- Ideally, the perimeter is lined with an intrusion alarm system. *(Note: In many yards, the main building is protected by an intrusion alarm, but not the perimeter fence. However, a system now exists consisting of a passive signaling device that can be placed inside a loaded container. The yard perimeter is fitted with antennae, which detect the signaling device if it cuts the perimeter. This, in turn, generates a signal that can be fed to the building's intrusion alarm system, which is fed to the central monitoring station.)*
- The chassis is fitted with locking devices such as king pin locks, wheel locks, or brake locks.
- The tractors are locked, electronic cut-off switch engaged, and keys securely stored.
- Additional locks are applied to the container doors while stored in the yard.
- The container doors are backed up to a wall or the doors of another trailer so they cannot be opened without moving the chassis, but not positioned in a way that the perimeter security is compromised.
- Physical barriers are positioned to prevent vehicles from being rammed through fences or gates to gain access to the yard.

SOURCE: Factory Mutual Insurance Company. www.fmglobal.com.

Freighted With Worry

The Port of Los Angeles and Port of Houston Authority (PHA) have announced adoption of AudienceCentral's PIER system for stakeholder communication. The decision by both ports is a result of their efforts to enhance their internal and external crisis communications capabilities.

Given that the staggering amount of ships and cargo moving through each port continues to increase — coupled with each port's strategic location and importance to the nation's economy — **tackling emergency communications is viewed as a first priority by port decisionmakers.** By choosing AudienceCentral's Web-based, secure PIER system, port communicators now will be able to effectively reach their coworkers and team members, public officials, the press corps, concerned citizens and other key stakeholders within moments and at any time, from any place in the world. The PIER system is NIMS compliant, operating as a Joint Information System and virtual JIC (Joint Information Center).

The Port of Los Angeles, America's busiest port, is located just 20 minutes south of downtown Los Angeles.

In the case of the Port of Houston Authority, which ranks first in the US in foreign waterborne tonnage and second in total tonnage, decisionmakers view their choice to implement the PIER system as a sound one. The PIER system enhances overall capabilities to plan and implement communications with diverse stakeholders not only during crises but also in routine, non-emergency situations.

Website: www.audiencecentral.com

Audit: Security Problems Seen in ID Plan for US Port Workers

A Department of Homeland Security plan to require port workers to carry tamperproof photo ID cards has numerous security problems that threaten to delay it, investigators recently advised.

In an audit, Homeland inspector general Richard Skinner said his review of prototype systems at participating US ports identified several vulnerabilities in the Transportation Worker Identification Credential program, known as TWIC.

The weaknesses, some of which were deemed "high risk," included instances of "false positives" in detecting which workers might pose a security risk as well as cases in which the system inadvertently disclosed sensitive personal information inappropriately.

"TWIC prototype systems are vulnerable to various internal and external security threats," Skinner wrote. "Until remedied, the significant security weaknesses jeopardize the certification and accreditation of the systems prior to full implementation of the TWIC program."

In a written response, the Transportation Security Administration, which runs TWIC, said that it had expected to encounter some problems with its test program and was now working to fully address them.

Congress ordered the administration to develop the card as part of port security legislation passed in late 2002. Under the plan, the Transportation Security Administration would collect biographic information including fingerprints, name, birth date, address and phone number; alien registration number if applicable; and photo, employer and job title.

Before issuing a card, the government would conduct a background check on the worker, including a review of criminal history records, terrorist watch lists, legal immigration status and warrants. In May, the Homeland Security Department said it would soon ask outside contractors to bid on handling the project.

The program at first is expected to cover 750,000 US workers who have unescorted access to secure port areas, including longshoremen, port employees, truck drivers and rail workers.

SOURCE: USA Today

Security Not as Costly as Feared for Factories, Shippers After 9/11

By Christopher Conkey

Despite fears that heightened security by factories and shippers after the Sept. 11, 2001, terrorist attacks would add heavily to costs and would restrain productivity, a recent report suggests unforeseen benefits from supply-chain improvements offset many of the added security costs.

The study, conducted by researchers at Stanford University's Global Supply Chain Management Forum and funded by the National Association of Manufacturers and International Business Machines Corp., examined 14 companies that made significant security investments following the 2001 attacks.

Contrary to fears that the added costs would hamstring companies, the researchers found most firms reaped unexpected benefits ranging from improved inventory management and better supply-chain efficiency to reduced theft and higher customer satisfaction. Some firms even said the benefits led to financial gains that outweighed the upfront costs.

While too narrow to provide an industry average, **the report nonetheless represents one of the first attempts to gauge the impact on businesses of a series of government measures designed to beef up security practices at the nation's harbors, airports and border crossings since 2001.** Many businesses that rely on the shipment of goods into the United States — from car makers dependent on the arrival of imported parts for just-in-time production to freight companies with extensive fleets of trucks and ships — had worried that complying with the new rules would hurt profits and productivity.

As it turned out, the report suggests, the government's security measures haven't been all bad for business. For example, by complying with the Customs-Trade Partnership Against Terrorism (C-TPAT), an initiative launched in November 2001 that calls for companies to overhaul security measures such as background checks and package monitoring, the report said nearly all the companies studied "experienced a reduction in the total number of cargo inspections...and one company even reported zero inspections" in 2005.

The California-based transportation and logistics firm Con-way Inc. spent an additional 10% on security to comply with C-TPAT and other federal initiatives, initially regarding it "as a necessary evil, something we had to do," said Randy Mullett, vice president of government relations. But Con-way soon saw transit times and on-time delivery percentages for shipments crossing the US-Canada border improve by between 5% and 10% as a result of its compliance. "Some of that money has come back to us," Mr. Mullett said. "We might not have seen it if we weren't forced to look at it."

Theo Fletcher, vice president of import compliance and supply-chain security for IBM, said the company has more than recovered the extra money it spent on security. The benefits, he said, have included less theft and damage, fewer inspections and faster deliveries. "Across the entire supply chain, we reduced costs by \$20 billion over a three- to four-year period," Fletcher said.

Eight of the 11 manufacturers surveyed reported significant collateral benefits to their supply chains stemming from added security investments since 2001. Of them, 75% said instances of theft or loss declined, 50% reduced the number of steps in their supply-chain process and 38% improved their rate of on-time deliveries. All three of the shipping and logistics providers surveyed reported better customer confidence as a result of their security upgrades.

The report may be downloaded at www.nam.org/s_nam/bin.asp?CID=202515&DID=237208&DOC=FILE.PDF

SOURCE: Wall Street Journal

Faster Truck Crossing at the Mexican Border Is in the Works

US Customs and Border Protection (CBP) and Mexican Customs is moving to speed cargo truck processing at Otay Mesa, the second busiest port on the US Southwest border. The crossing normally processes between 2,500 and 3,000 cargo trucks each day. Although it will eventually expedite the movement of shipments at the border, CBP has converted to the Automated Commercial Environment (ACE) processing system that allows for electronic manifests. However, during the transition process from the old Automated Commercial System, cargo border crossing operations have been slowed. As a temporary solution, CBP has moved officers from other ports to Otay Mesa and opened three temporary entry lanes to supplement the eight existing gates. Now in the design phase, the port will add two permanent lanes next year. Meanwhile, truckers are encouraged to become familiar with ACE and to become eligible for more trade benefits under the Customs-Trade Partnership Against Terrorism (C-TPAT) and Free and Secure Trade (FAST) programs.

SOURCE: Roadway—Business Intelligence

Emergency Preparedness: Path to Safety

By Gregory Harrington

According to a report prepared by the National Fire Protection Association, recent history shows that fire can strike any type of building with devastating consequences:

- On Jan. 29, 2003, in Kinston, N.C., a dust explosion and subsequent fire at the West Pharmaceutical Services manufacturing plant killed six workers and injured 38 others, including two firefighters. Direct property loss was reported at \$150 million.
- On Feb. 20, 2003, in West Warwick, R.I., 100 occupants perished in a fire ignited by indoor pyrotechnics during a rock concert at The Station nightclub.
- On Feb. 26, 2003, in Hartford, Conn., 16 patients died in an early morning nursing home fire.
- On Sept. 25, 2003, in Nashville, 16 patients died in a catastrophic nursing home fire.
- On Oct. 17, 2003, in Chicago, a fire in the 36-story Cook County Administration Building killed six occupants and injured a dozen others.
- On Jan. 25, 2004, in Greenville, S.C., an early morning fire that started on the third floor of a five-story motel killed six occupants, including a 15-month-old boy.

This is just a small sample of the significant fires that have occurred in recent years. Other than the two nursing homes, the fires happened at different types of buildings. No matter what type of facility, it's important to have an emergency plan, and it's even more important to practice implementing the plan on a routine basis. In addition to fire, planning should also consider other emergencies, such as weather events and other natural disasters; hazardous materials release, both inside and outside the building; workplace violence; and terrorism. The principles applied to emergency planning for such nonfire events are similar to those for fires; however, the location of the incident relative to the building will affect the actions needed to stay safe.

Evacuation or defend-in-place

The two basic occupant-protection strategies are evacuation — either total or staged — and defend-in-place. Determining which strategy is most appropriate depends on a variety of factors, including the type of incident, the occupants' evacuation capabilities, how the building is constructed, and the presence of fire protection and other life safety systems.

Total evacuation is relatively straightforward: An alarm sounds, or other means of emergency notification is activated, and all building occupants simultaneously exit the building.

Staged evacuation is a bit more complicated. Where staged evacuation is used, the location of the fire or other incident in the building is identified, and only those occupants who might be immediately threatened are notified to leave the building. The remaining occupants are typically notified that an emergency has been reported in the building and they are to await further instructions.

Staged evacuation is commonly used in high-rise buildings. An advantage of staged evacuation is that only those occupants in immediate danger are directed to use the exit stairs. The fewer people in the stairs, the more quickly occupants can exit, yielding shorter queues at

the stair entrances. Staged evacuation requires continuous monitoring of the incident to determine whether the evacuation of additional occupants will be necessary. The fire department or other public emergency response agency will usually make this determination.

Both total- and staged-evacuation assume the fire or other emergency is located within the building. Both also assume the occupants are physically able to get out of the building without assistance.

That isn't always the case. Consider, for example, a hospital where patients are confined to their beds. In addition to being unable to evacuate, many patients might be attached to life-sustaining equipment, and their removal from the building might put them in grave danger. For these reasons, hospitals are designed to accommodate the defend-in-place strategy, whereby occupants are relocated to a safe location on the same floor rather than being evacuated. The safe locations are created by subdividing the floors of the building into two or more smoke compartments or fire compartments, separated by specially constructed walls designed to limit the transfer of smoke or restrict the spread of fire from one side to the other.

Another example of where the defend-in-place strategy might be more appropriate than evacuation is during a weather emergency, such as a tornado. Occupants will likely be safer if moved to a protected location, away from windows, inside the building rather than outside. An area such as the building core — typically the center of the building where elevators are commonly located — or a basement level might be considered a safe location for such an event. While this might seem like common sense, it's important to document the appropriate actions for various emergency scenarios and, more importantly, to practice them on a regular basis.

Facility fire protection and life safety systems

The emergency action specified by an emergency plan will depend not only on the type of event occurring, but also on the building and its protection features. Many construction and safety codes mandate safety features, such as automatic sprinkler systems and fire alarm systems, depending on the use and size of the building. Other life safety features can include emergency lighting and standby power, portable fire extinguishers, smoke management systems, elevator controls, fire-resistive construction and means of egress.

Automatic sprinkler systems have a tremendous success record. NFPA has no record of a fire killing three or more people in a sprinklered building where the sprinkler system was not impaired, for example, by a catastrophic explosion or intentional disabling of the system. The presence of automatic sprinklers should be a primary consideration if the staged-evacuation or defend-in-place strategies are to be used in response to a fire.

When an emergency occurs, there must be a method to communicate with the building occupants. In facilities that employ the total-evacuation strategy, the communication method might be as simple as a horn sounding and strobe lights flashing when the fire alarm activates. If staged-evacuation or defend-in-place is used, a more sophisticated means of communication is required. Larger buildings using these protection strategies are frequently equipped with voice-communication fire alarm systems, which allow either a live or recorded voice announcement, or both, to provide direction to occupants. The

message may say occupants should remain in place and await further instructions, move to a designated safe location in the building, or evacuate the building to the outside. The person responsible for selecting the message should have a clear understanding of the emergency and the authority to take the necessary actions for occupant safety. All of this should be clearly spelled out in the facility's emergency plan.

A building's means of egress is perhaps the most important, and often the most overlooked, life safety feature. Storage should never be permitted in exit stairways; they must be kept free and clear at all times. Any locking mechanism that might prevent an exit door in any part of the building from being used in an emergency should be removed immediately. Doors on exit stairways must never be blocked open using wooden wedges or other nonapproved means; they need to be in the closed position to ensure the stairway is free of smoke and heat during a fire. Under no circumstance should an exit door be locked or otherwise blocked against egress travel.

Many people have died in fires because exits were either locked or otherwise not properly maintained. Periodically checking a building's egress systems costs virtually nothing and can go a long way toward ensuring occupant safety.

The facility's emergency plan should describe how the egress systems are to be used for various emergencies, and occupants need to be familiar with all the building's exits, especially those not used on a daily basis. Their comfort level can be increased by holding periodic emergency drills, both announced for training purposes and unannounced for determining whether more practice is needed.

Understanding the building's safety systems is critical to developing an effective emergency plan. It is also important to ensure that the systems are properly maintained so that they will operate during an actual emergency. NFPA develops and publishes numerous model codes and standards that address the minimum requirements for testing and maintaining these systems. For more details, visit NFPA's Website.

Not only can a building's occupants be at risk if system maintenance is neglected, but the organization might also face fines and incur substantial liability for not meeting minimum code requirements or a nationally accepted standard of care. A local fire department or state fire marshal's office can provide guidance on the minimum legal requirements.

Decision-making in emergencies

Determining the best course of action for building occupants in an emergency is a high-stakes, low-frequency scenario. The person responsible for making the decisions will be greatly aided by having a plan in place that the occupants know and have practiced. The best emergency responders know that no matter how prepared they are, they must always expect the unexpected. The person responsible for making decisions during emergencies needs to be cool under pressure, flexible to adapt to changing needs and have access to whatever resources are necessary to manage the incident.

In some cases, the initial decisions are made automatically by building systems. For example, a fire starts in a waste basket in a restroom on the fifth floor of a 12-story office building and triggers a sprinkler and the fire alarm system. The fire alarm system, which has been programmed for staged evacuation, makes an automatic voice announcement to the fourth, fifth and sixth floors, directing occupants there to evacuate using the nearest exit stairway. Then an automatic message is broadcast to the other floors, advising occupants that a fire has been reported and that they should await further instructions.

In this example, the occupants directly exposed to the fire threat

are instructed to leave the building. Emergency responders can then investigate the cause of the alarm and determine if additional evacuation is necessary. Most likely, responders would discover an extinguished trash fire and no additional evacuation would be necessary. If the situation deteriorates, however, the decision-maker needs to be ready to change the game plan. For this reason, the responsible staff must be familiar with the building's communication system and have the ability to override any automatic messages with manual voice announcements.

When an emergency other than fire occurs, or there is no automatic fire detection system in the building, a designated individual will need to make decisions. The emergency plan should specify not an individual, but rather a position or job function, such as the security shift supervisor or building engineer, to be the designated decision maker. When the individual in the designated position is out sick or on vacation, another individual can be assigned to assume the responsibilities. Whatever the process, it should be well documented in the plan, and all affected individuals should clearly understand their responsibilities.

Making the Right Choice

To select a course of action, the decision maker needs to evaluate all the available information. Sources of information can include: indicators on alarm panels; reports from security staff; reports from other building occupants; radio and television reports on major events outside the building; and the individual's own sensory observations. With any course of action there is a desired or anticipated outcome. For example, if a tornado is approaching, the course of action might be to relocate the occupants to a safe location in the building. If the safe location is compromised by the weather event, the course of action must be modified. Again, the ability to change with the situation is an important trait for the decision maker.

Building occupants need to be able to trust the decisions made for them during an emergency. Confidence is earned over time. One step is to make it clear that safety is of primary importance to senior management. Another step is conducting routine training and holding periodic evacuation and relocation drills as appropriate for the building. When occupants see that the decision maker is well-trained and has a good understanding of the building's safety features, and that clear plans are in place for varying circumstances, occupants are more likely to trust the individual and directives are more likely to be followed.

The Facilities Executive's Role

The facilities executive's responsibilities include knowing the building's safety features and performance limitations in various emergencies; ensuring an emergency plan is in place; ensuring the building and its life safety systems are properly maintained; and providing training to any in-house emergency team and the general building population.

The emergency plan should be a documented collection of actions intended to reduce the impact of fire and other emergencies on the building and its occupants. The plan should address the following:

- Prevention: includes fire prevention measures, security and other measures
- Detection: automatic systems and other methods used to identify when an emergency either exists or is pending
- Notification: methods used to inform both building occupants and emergency responders of the emergency
- Evacuation or relocation measures: procedures to remove occupants from exposure to the emergency
- Control: methods to minimize adverse impact of the emergency

event on the building and occupants

- Recovery: methods to restore operations following the event
- Public relations: a plan for providing consistent information to the media

It's important that the plan be well-organized and easy to follow; during an emergency, the information it contains must be quickly accessible. The information must also be easy to understand. Most importantly, the plan should be used routinely by conducting emergency drills. The plan's effectiveness can also be evaluated by implementing it for less serious, non-threatening incidents.

The objective of any drill should be to determine whether occupants follow the directions given for a specific incident with no unnecessary delays. If not, the results should be analyzed to determine if the fault lies with the occupants or the plan. It is vital that all occupants participate, including senior management. Top executive visibility during drills and training will go a long way toward enhancing a pro-safety attitude by all.

Where to Go From Here

If a facility lacks an emergency plan, the first step should be to formulate an action plan to develop and implement one. Preparing the plan will likely require input from other staff, and should also involve local emergency responders, such as the fire department. Once developed, it should be thought of as a living document that can, and should, change over time as conditions change, such as the building's physical configuration or the characteristics of the occupants.

A great deal can be learned from the emergency planning that occurred following the 1993 World Trade Center bombing. It's reasonable to assume that hundreds, if not thousands, of lives were saved on Sept. 11, 2001, thanks to the plans that were developed and exercised in the years between the two terrorist attacks.

Don't be caught by surprise. Have a plan in place and practice it often. It just might make the difference between life and death.

Gregory Harrington, P.E., is principal fire protection engineer in the building fire protection and life safety division of the National Fire Protection Association.

Fedex Uses Kinko's Stores As Parts Distribution Centers

FedEx Corp. is turning its Kinko's stores into mini warehouses for companies that need emergency replacement parts — even biomedical supplies — on short notice. Through FedEx Critical Inventory Logistics, introduced Tuesday, customers will be able to locate cities in the FedEx network closest to the emergency and have semiconductors, heart valves or telecommunications routers, for instance, ready for pickup or sent quickly by courier to the site, said Tom Schmitt, president and CEO of FedEx Global Supply Chain Services.

SOURCE: Commercial Appeal

Take Advantage of HHGFAA's Special Offer— Get 50% Off Regular Job Posting Rates

In response to increased demand by employers and recruiters for highly qualified candidates for the international and domestic household goods transportation and forwarding industry, the Household Goods Forwarders Association of America, Inc. (HHGFAA) has developed an interactive job board tailored specifically to the needs of the household goods industry.

By visiting <http://www.hhgfaa.org/jobboard.html>, employers and recruiters can access the HHGFAA Job Board to post job openings, as well as reach a broad and diverse audience of household goods transportation and forwarding industry professionals seeking positions. Well over 12,000 individuals visit the HHGFAA home page each month, providing you the opportunity to reach directly a specific transportation industry segment.

Advantages to **employers** using the HHGFAA Job Board include:

- Targeted advertising exposure. Job listings will be seen by an exclusive audience of household goods transportation industry professionals, reducing the workload when applications arrive.
- Easy online job management. Employers can enter job descriptions, check the status of postings, edit information, renew or discontinue postings and even make payments online.
- Resume searching access. With a paid job listing, search the database of resumes and proactively contact candidates; use an automatic notification system to receive email when new resumes match your criteria.
- Build company awareness among qualified professionals. Along with each job posting, employers can provide information about their company and links to their web site.
- Competitive pricing. Employers can benefit from the new HHGFAA Job Board for minimal cost, including a fantastic promotional offer that can save you \$100 to as much as \$800. From now until Oct. 31, 2006, simply sign up as an employer, complete your job listing and enter the code HHG50 when you get to the payment page. This is an offer worth \$\$\$\$\$\$, so act now!

Job seekers can take advantage of the following new features:

- Sign up: Job seekers, it's **FREE** to sign up and posting your resume might lead to that dream job.
- Saved jobs - Job seekers can come to the site and quickly save up to 100 jobs to a folder in their account to apply at their convenience.
- RSS capability: Users with RSS readers will be able to receive new job notifications as updated.

HHGFAA developed the HHGFAA Job Board in partnership with Boxwood Technology, Inc. In addition to hosting full-featured online Job Boards, Boxwood also provides technical support, job board customer service, accounting, content management, and ongoing product development.

Use Promotional Code: **HHG50** and save **50%**



**Another Great HHGFAA
Member Benefit!**

Become a Power Schmooser

By Susan Willett Bird

To become a great conversationalist, the first concept that must be grasped is that talk and conversation are not the same thing—especially when it comes to networking. And that disparity can mean the difference between a job interview and a job, a casual business contact and a long-term client relationship, and a meeting and an unforgettable event.

Knowing how to create scintillating, memorable, “wow” exchanges that leave participants transformed is a powerful skill that can be learned. And these days, when we’re surrounded by chatter but crave authentic connection, the ability to engage in meaningful conversation can make you a more valuable employee (or boss), a more successful negotiator, a more insightful meeting planner, and the kind of leader people will instinctively follow.

Here are a few tips that can help transform anyone from a conversational coward into a dialogue dynamo.

1. Enter each conversation with the intention to be changed by it.

Approaching every conversation with an open mind and open heart can lead to new insights, new directions, and new relationships. Don’t worry about being right; rather, focus on learning something new.

2. Let your eyes do the talking.

In Western cultures, eye contact is critical to establishing your credibility, as well as establishing an authentic connection. In a one-on-one conversation, practice maintaining eye contact so that your listener knows she has your full attention. In a large gathering, be careful not to employ the “group graze,” making only brief eye contact with your listener while scanning the crowd, which implies that you’re looking for someone more important to talk to. Prior to initiating a conversation with someone, ask yourself what you would like to know that would help enhance the conversation for you both.

3. Build your word wealth.

It’s obvious: A meager vocabulary is one reason small children’s conversations are not the stuff of Shakespeare, and why when beginners are learning a foreign language, they are initially restricted to ordering food and getting directions. To truly converse—in richly nuanced fashion—you must own a portfolio of words. There’s no reliable scheme to get rich quick in words. But consider becoming a regular visitor to the “Word of the Day” section at www.m-w.com to add to your vocabulary daily.

4. Laugh it up.

Laughter can take the bite out of tough talk, diffuse tension, and simply add good fun. Make it your responsibility to find humor in some aspect of the next serious conversation in which you find yourself. But don’t be a clown, or someone whose humor ridicules others. Better to make yourself the butt of the joke, and invite others to join in.

5. Keep in mind that a conversation is an exchange between people, an intercourse of thoughts, ideas, feelings, and energy.

The powerful result is that something new is created—an idea, a strategy, an agreement, or whatever, that did not exist before the authentic engagement of people with one another took place. Each person is changed, altered in some way by the experience, and expanded by the other’s words.

Solving the Puzzle

Cash flow is always an important element in the smooth and successful operation of your business, and is particularly key in meeting opportunities and demands.

Generating sales and managing operations are, of course, also important, but ensuring that cash from those sales is collected and that your company's daily cash flow needs are managed efficiently and effectively is even more important. And this is particularly true when the economy goes into a slump. Your business's resources can be stretched to the max and you may find yourself scrambling to keep up with your own accounts payable, let alone worrying about your receivables.

So proper planning is paramount to be able to better avoid a serious cash crunch in the future.

As one step in that planning, it's wise to diagnose your company's cash flow health and ferret out any weaknesses that could create problems down the line. To that end, here is a checklist to help you get a picture of just how healthy your cash flow is. If you answer no to any of these questions, you may have profit and cash flow leaks in your company. Take steps to plug the holes before you face significant financial damage.

Financial Health Checklist

	YES	NO
Turnaround time is within our norms.	<input type="checkbox"/>	<input type="checkbox"/>
Bills are generated immediately.	<input type="checkbox"/>	<input type="checkbox"/>
Bills are accurate, complete and understandable.	<input type="checkbox"/>	<input type="checkbox"/>
We finance equipment without taking cash from operations.	<input type="checkbox"/>	<input type="checkbox"/>
Prices compensate for time spent on jobs and associated risks.	<input type="checkbox"/>	<input type="checkbox"/>
Work is consistently completed efficiently and on time.	<input type="checkbox"/>	<input type="checkbox"/>
Budgets are detailed and closely monitored.	<input type="checkbox"/>	<input type="checkbox"/>
We determine the financial viability of outsourcing work.	<input type="checkbox"/>	<input type="checkbox"/>
We adequately control employee overtime.	<input type="checkbox"/>	<input type="checkbox"/>
We negotiate the best price and terms for materials and supplies.	<input type="checkbox"/>	<input type="checkbox"/>
We forecast monthly cash flow and make financial arrangements.	<input type="checkbox"/>	<input type="checkbox"/>
Our banker is aware of business and financial needs.	<input type="checkbox"/>	<input type="checkbox"/>
Staff compensation is linked to productivity and profits.	<input type="checkbox"/>	<input type="checkbox"/>
Standard operating procedures are written and uniformly followed.	<input type="checkbox"/>	<input type="checkbox"/>
Labor, technology and equipment productivity are measured and we use the data in decision-making.	<input type="checkbox"/>	<input type="checkbox"/>
Our bidding process for new work is accurate.	<input type="checkbox"/>	<input type="checkbox"/>
Our accounting and technology systems provide the data we need to make timely and effective decisions.	<input type="checkbox"/>	<input type="checkbox"/>

10 Ways to Fend Off Work Stress

Your phone is ringing, your voice mail light is flashing and you're ignoring your overcrowded e-mail inbox to work on the presentation you will be giving in 10 minutes. Feeling a little stressed? Here are some tips to help you control that swell of panic that seems to follow you around all day at work.

- 1. Stop and take a deep breath.** When you're stressed, you tend to take very shallow breaths. Taking slow, deep breaths through your nose not only forces you to calm down, but it also gives your body extra oxygen to maintain your focus and energy.
- 2. Take a quick break.** Get up out of your chair and stretch, walk down a few flights of stairs or just meander out in the hallway. This will give you a much-needed emotional and physical break from a stressful situation.
- 3. Organize your workspace.** Come in a few minutes early one day and clear the clutter off your desk and file the project folders appropriately so you won't have to search through heaps of paper the next time you're looking for a particular document. Nothing is more frustrating than knowing what you need is "right here somewhere," but you just can't find it.
- 4. Walk at lunch.** Make a lunchtime jaunt a regular feature in your day. It will give you something to look forward to, especially on those days when you feel you could pull your hair out.
- 5. Learn to laugh more.** Everyone needs a release. Will you stomp around the office and complain, or will you combat those stress hormones with a hearty release of endorphins through laughter? It's your choice. Read the comics, or tell a joke.
- 6. Make your environment work-friendly.** Do you have a glare on your computer screen? Is it too hot in your cube? Try to fix these external factors to make your work environment the most comfortable and conducive to productivity.
- 7. Exercise regularly.** Besides your little walking breaks at work, be sure to schedule some exercise time at home and on the weekends. You don't need to compete in "ironman" competitions to feel the positive effects of exercise. A simple walk or bike ride around your neighborhood works just as well.
- 8. Take up a hobby.** Do you like to garden? Work jigsaw puzzles? Always wanted to learn to play an instrument? Do whatever it takes to give your mind a break and think of something other than work.
- 9. Read an escape novel.** Get engrossed in a good book. Nothing transports you from the ugly grips of reality to a totally different place like reading.
- 10. Get plenty of rest.** Even little things can easily get blown out of proportion if you're tired and cranky. Coming to work well-rested may give you the gumption you need to stare stress in the face and keep yourself from boiling over.

Running Lean (Whether you are running a fleet of a hundred trucks or reimbursing six salespeople)

There is nothing you can do about changes in the price of fuel, but there are myriad ways to change fuel consumption, and many opportunities to cut fuel use and costs. Here are top suggestions for boosting fuel economy, from S&MM's fleet-manager advisers.

- Every pound of under-inflation cuts fuel economy by about 0.4%.
- Few vehicles outside high-performance categories need or benefit from high-octane fuel. Buying regular gas saves 10 to 20 cents per gallon.
- Current aerodynamic designs mean little difference in fuel consumption with the windows open, but air-conditioning is a definite drag on fuel economy.
- The more weight your drivers are hauling around, the more fuel they use.
- Letting the engine run increases consumption by an average of 19%. Idling just to run the air-conditioning wastes even more fuel.
- Racing away from traffic lights and slamming on the brakes burns up to 37% more fuel than accelerating gently.
- Use cruise control, and tap it up or down to adjust speed.
- Cruising at 75 miles per hour uses 11% more fuel than the same trip at 65 miles per hour.
- A properly tuned engine consumes less, no matter what kind of fuel it burns.
- Keeping one foot on the brake pedal while driving increases drag, and uses more fuel.
- Track mileage on every vehicle in the fleet, and look for outliers.
- Requiring everyone to show up for daily meetings may be wasting fuel.
- Marathon, Speedway, and Maverick are downstream USA suppliers that almost always charge less than familiar brand-name gas stations, and there is no significant difference in fuel quality or performance.

The National Association of Fleet Administrators (NAFA);

www.nafa.org is the single best source of fuel, cost, and fleet-efficiency data. Every company with a fleet should have at least one certified automotive fleet manager on staff.

SOURCE: Sales and Marketing Management Magazine

Is It Possible to Be More Relaxed and More Productive?

Is it possible to be more relaxed and more productive? Absolutely. But first, you have to be organized. Here are some strategies for greater productivity.

- **Clear the distractions.** If there is something on your mind other than the job at hand, you won't do your best. When a problem distracts you from your work, it is often for one of three reasons.

You haven't yet figured out what you want the outcome to be.

Example: You receive a premium increase notice from your auto-insurance company. Do you want to look for a lower rate? Just pay the extra? Buy a car that would be cheaper to insure? Or ditch the car and take the train to work? Until you decide what you want to do, the problem will kick around in the back of your mind, taking up precious space — and you won't make any progress. This adds to your stress.

You haven't decided on your next action. If you want to clear your mind of the problem, plan your next move.

Example: Perhaps you have decided to find a better insurance rate. Your next action might be to ask a friend where he/she gets his insurance, since you know that person is happy with his rate. Or you might go on-line to compare quotes.

You don't have a follow-up system. Whether you use a simple calendar or a palm-top computer, you must have a fail-safe system to remind yourself of what you need to do and when. Otherwise, you are forced to hold all of these responsibilities in your mind. This can be a major distraction.

- **Manage your in-box efficiently.** Most of us have e-mail, voice mail and papers competing for our attention throughout the day. But few people have an effective plan for controlling it all.

Dilemma: If you try to cope with everything as it rolls in, you will be distracted from other projects. But if things pile up, you might miss important opportunities or have to search to find what you need.

Strategy: Clear the stacks at least once a day. For each item in your in-box or any other "collection bucket," start by asking if it requires action. If the answer is no, it belongs in one of three places — the trash, a reference file, or a "tickler" file, which kicks the idea back to you at some point in the future.

If action is required: If you can accomplish it in less than two minutes, do it immediately — it would take longer than two minutes just to file the item and retrieve it later. If it is a larger task, who should handle it? If it is someone else, pass it on. If it is you, decide on your next action. Then file any backup in the appropriate spot.

Do not get sidetracked by trying to complete tasks that will take longer than two minutes.

- **Important: A well-planned filing system.** Filing cabinets should be within arm's reach of your swivel chair. Cabinets should never become more than three-quarters full. When they get crowded, add more filing cabinets or toss old files.

Use a simple alphabetical filing system. People who use complicated filing systems, with subsections or categories, tend to lose track of where things should go. Make sure labels are easy to read.

Follow the Natural Planning Model. This is a five-step way in which all decisions should be made — decide on a purpose; clarify the vision; brainstorm ideas; organize the plan; take action.

We all use this process for small decisions without thinking about it.

Here's an example. Let's say the "project" is dinner with an important contact. Your purpose might be a good meal and an opportunity to network. You clarify your vision, perhaps picturing a trendy French café. You quickly brainstorm the options. Is it warm enough to eat outdoors? Would we need to dress up? Is the restaurant even open tonight?

To organize, you decide whether to call the restaurant for reservations first, or ask your dining partner to confirm his/her interest.

Finally, you settle on the proper plan and take action.

Unfortunately, it is easy to lose sight of this five-step model on major projects. When things get busy in the workplace, the inclination is to work harder — that is, step five, taking action — rather than start at step one and work through the problem.

- **Better brainstorming.** When companies hold brainstorming sessions, they are prone to settle on one path too soon, jumping ahead to step four and perhaps missing a better option.

Do not judge or critique. Go for quantity, not quality. Consider the options later when you organize the plan.

Sort your next action list by context. Most of us have dozens of items as next actions — things we need to do to keep our various projects moving along.

To use your time most effectively, sort your projects into next actions according to where you need to be to get them done. Categories might include:

- Call list for calls you can make from any phone.
- Computer list for things you can do only at your computer.
- Home list for jobs around the house.
- Office list for things you must be in the office to do.
- Errands list for tasks that need to be done while you are out and about.
- "With assistant" or "with partner" list for tasks that require you to be in contact with someone else.

- **Establish satellite offices for home and road.** To work effectively at home — for both off-hours office work and personal household responsibilities — you need a designated location. Finding and clearing a space every time you need to get something done is inefficient.

To handle personal business efficiently, one spouse must take the lead on any given job, even if his/her next action is "discuss with spouse."

- **Road work.** Organize your briefcase, personal digital assistant, calendar and whatever tools you use so that you can complete a task whenever you have some spare time — for example, while waiting at the airport or doctor's office. Every idle minute used effectively is one less minute you will need later.

- **Don't let long-term projects languish.** Sometimes, important goals suffer because daily activities keep us occupied. When big projects remain big projects — and not a series of distinct actions — they can drag on.

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away if it takes less than two minutes.

For example: Lots of executives return from seminars determined to change their corporate cultures — but few ever get around to ac□

inevitably push it to the back burner.

Although the task itself is complex, the first step is probably simple. Perhaps it is e-mailing an assistant to ask him/her to schedule a meeting.

To get the big projects under way, complete the small things quickly.

*SOURCE: Bottom Line/Personal from an interview with David Allen, president, David Allen Company, management consultants and executive coaches, Ojai, Calif. Website: www.davidco.com. Allen is author of *Getting Things Done: The Art of Stress-Free Productivity* (Viking).*

Pasha's 'Jean Anne' Helps Ready Soldiers for Deployment

Preparing soldiers for war can be a daunting task, but with the help of Military Surface Deployment and Distribution Command commercial partners, like **Pasha Hawaii Transport Lines**, getting the equipment there can be one less burden for unit commanders.

In April, more than 5,000 soldiers from the 25th Infantry Division based at Schofield Barracks, Hawaii, deployed to the National Training Center at Fort Irwin, Calif., to prepare for their upcoming year of combat duty in Iraq, taking with them more than 1,700 pieces of equipment ranging from containers to Chinook helicopters.

Key to that success, according to Don Dellinger, a quality assurance officer with the 599th Transportation Group, was the MV *Jean Anne's* ability to move the helos, specifically due to their size and the *Jean Anne's* ability to move these outsized items.

“The fact that Pasha has a vessel designed to RO/RO [roll-on, roll-off] large cargo was fundamental to moving the aviation unit,” Dellinger said. “Size was the biggest problem for the helos and Pasha was the only carrier capable of moving them without extensive vessel preparation.”

Vessel uploads took place April 2 and 16 at the ports of Honolulu and Fleet Industrial Supply Center Pearl Harbor for onward movement through ports at Long Beach, Calif., and San Diego to the final destination at the Army desert combat training facility.

“This training rotation is critical as the 25th heads over to the



Military equipment was transported on Pasha's *Jean Anne*.



Thirteen helicopters were transported to the 25th Infantry Division in Hawaii.

OIF combat zone almost immediately after they return to Hawaii,” said Col. Kathi Kreklow, 599th Transportation Group commander. “The ability to move their cargo to meet the requested delivery date is the prime driver in synchronizing the training schedule to ensure equipment is available to use on day one — one day late impacts readiness and a missed opportunity to prepare our soldiers for battle.”

With the assistance of Pasha, the equipment received end-to-end visibility and management, which is crucial to the support of both SDDC and the warfighter.

“Through our commercial partnerships, we’re adding value to the service member, ensuring what they need gets there when they need it,” she said. “If we execute our core competency with precision, the 25th doesn’t have to worry about getting their stuff on time and can focus on preparing for war, it’s that simple.”

SDDC and Pasha teams ensured the complete management of surface movement and offered expert experience to service components during this move.

“Additionally, having the 834th located in California is ideal for covering down on NTC rotations from Hawaii; they are highly efficient surface distribution managers who are familiar with the strict state regulatory requirements,” said Rich Wilson, 599th Transportation Group deputy chief of operations.

Maj. Andrew Preston, executive officer for the 3rd Brigade, said the support of Pasha and 599th team will assist in accomplishing successful training for this summer’s mission.

Battle Erupts Over DoD Contract

Bill Carey

A massive military contract drew bids from some of the nation's largest trucking and logistics operators in August, as well as unfriendly fire from groups that claim the contract may be illegal and would hurt smaller businesses.

Proposals were due Aug. 18 for the Defense Transportation Coordination Initiative, which has caused consternation in the trucking and logistics industries over its unprecedented scope and closely guarded planning by the military.

With an estimated value of \$750 million, DTCI would be the largest transportation logistics contract ever awarded, according to one industry analysis. It seeks a single "world-class coordinator" to manage Department of Defense freight movements in the continental United States; the goal is to maximize efficiencies and reduce costs.

The US Transportation Command, which oversees DTCI, anticipates awarding a base, three-year contract with four option years by the end of the year. The contract would cover the requirements of 67 military service and Defense Logistics Agency distribution centers, with provisions allowing for additional facilities.

Transcom would not disclose which companies had responded to its request for proposals. Companies contacted by *Traffic World* that confirmed bidding on the program were C.H. Robinson Worldwide, UPS Supply Chain Solutions and a partnership including Schneider Logistics and IBM.

But the program, now more than two years in development, faces some roadblocks. At the request of transportation industry trade groups, the Senate Armed Services Committee requested a General Accounting Office review of DTCI, and proposed language in the new defense authorization bill would require such a study by February. Two industry groups representing small contractors, the Transportation Intermediaries Association and the Airforwarders Association, filed a formal protest with GAO seeking to suspend the program. "We are alleging this contract, the way it is structured, is in violation of the law," said TIA President and CEO Robert Voltmann, who added DTCI "is bad for small business."

DTCI was initiated in February 2004 in response to a goal established by the undersecretary of defense for acquisition, technology and logistics to integrate DOD logistics and make it more efficient. The program was assigned to Transcom that November.

As envisioned by Transcom, the DTCI coordinator would select motor carriers or logistics providers to move freight, take advantage of cross-docking, consolidation, mode conversion and other industry "best practices," and maintain shipment visibility.

The program has been the subject of industry briefings, information requests and one-on-one discussions involving Transcom and interested companies. Potential bidders toured military facilities in June. But association officials say the industry has largely been shut out of the planning process for DTCI and prevented from seeing the analysis of a pilot project widely considered a failure.

The pilot was conducted by Houston-based forwarder EGL, which in 2001 was awarded a \$33 million contract to manage outbound freight shipments from military facilities in Alabama, Florida and Georgia. Although DLA stayed with the project until January 2005, participating military services withdrew after failing to achieve anticipated benefits, the DTCI program office acknowledges.

Still, Transcom has not shared with industry underlying data for the DTCI program and lessons learned from the pilot project. "A number of the players had grown a little frustrated getting information out of DOD," said Tim Lynch, senior vice president with the American Trucking Associations.

ATA is among a coalition of trade groups that lobbied Congress to review DTCI. The other groups are TIA, the Airforwarders Association and the International Warehouse Logistics Association.

One big-picture concern is that DTCI might drive losing vendors away from military freight requirements, leading to reduced system capacity and undermining the ability of the DOD supply chain to ramp up for emergencies. The protest to GAO contends that Transcom's RFP violates the Competition in Contracting Act of 1984 by combining supply chain management functions and actual transportation services, and by mandating that the coordinator limit transportation services to itself or a pre-defined list of carriers.

"While Transcom's goal of increasing coordination is laudable as a matter of transportation policy and potential cost-efficiency, Transcom's decision-making process and the specific procurement mechanism chosen to achieve that goal [are] both legally and economically flawed," according to a draft copy of the protest obtained by *Traffic World*.

SOURCE: Traffic World

CENTCOM DDOC Leads Revolution in Deployment and Distribution

*By Cmdr. Eddie Montero, USN,
CDDOC Operations Integration Division*

A revolution in deployment and distribution is taking place in the AUS Central Command area of responsibility (AOR). Leading this revolution is the CENTCOM Deployment and Distribution Operations Center (CDDOC), located at Camp Arifjan, Kuwait, right next to the warfighter and with the warfighter in mind.

The CDDOC comprises 67 individuals representing all of the armed services as well as national partners such as the Defense Logistics Agency and US Transportation Command.

The CDDOC's director, Brig. Gen. David Kee, describes the unit as "the eyes and ears" of the CENTCOM Logistics Directorate. The unit's charter is based on a long-standing need for improved strategic and theater distribution integration. In January 2004, the DDOC process was brought into reality and today every combatant commander enjoys the expertise of a unit like the CDDOC.

The CDDOC brings together the best support CENTCOM's national partners have to offer. The emphasis for unit membership is on a deep understanding of the process. Every member of the CDDOC must understand how a decision made locally can have a ripple effect throughout the entire AOR. CENTCOM is unique in that it happens to have the smallest geographic AOR, but is responsible for operations on three different fronts: Operation Enduring Freedom (OEF) in Afghanistan, Operation Iraqi Freedom (OIF) in Iraq, and Operation Horn of Africa (HOA). Over the last four months, the CDDOC has been directly involved in aspects of the theater's cargo and passenger movement and has achieved many significant accomplishments.

Theater airlift capability: Hub and spoke is lean in action

How can the warfighter sustain combat readiness and still meet the high demands of a combat theater with limited C-17 and C-130 aircraft? This is the challenge for the combatant commander, compounded by the demand to support other contingencies, such as the assisted evacuation of American citizens from Lebanon. CENTCOM works closely with the force providers to maximize the mobilization and volunteerism of aircrews.

The CDDOC has also partnered with Mobility Forces-Air (DIRMOBFOR-Air) and Air Mobility Division to implement a "hub and spoke" concept of airlift to support Operation Iraqi Freedom. This concept uses C-5s and C-17s from CONUS, flying "channel" or direct-delivery flights to bring passengers and cargo to three central hubs in Iraq and Kuwait. From these three hubs, C-130s are used to distribute the cargo and passengers on regular spoke routes to outlying airfields with concentrations of US and coalition troops. This method allows for greater utilization and efficiency of aircraft.

As a result of the efficiencies gained by this concept, CENTCOM achieved a 44% decrease in median monthly cargo waiting to be shipped and a 13% reduction in cargo held longer than 72 hours. Indeed, the system has significantly added to CENTCOM's theater airlift capability.

Commercial Tender Aircraft Utilization

Another initiative receiving positive response from military leadership is the use of commercial aircraft in theater. Personnel assigned to the CDDOC Air and Sustainment Divisions developed an

automated system called Commercial and Government Air Program (CGAP), which allows the user to quickly calculate the transportation cost associated with a particular type of cargo.

The need for this concept was identified after careful research of historical cost data (per pound and pallet) of cargo being moved throughout the theater. The CDDOC sponsored a Commercial Tender Conference, bringing together several entities including UPS, UTI/Continental Airlines, DHL, and National Air Cargo to open opportunities to bid on cargo being moved. Using CGAP, the commercial tender company with the lowest cost is selected.

This initiative specifically targets low-volume loads at low-service theater airfields. The CGAP and introduction of commercial tenders to the theater will provide a mechanism to reduce military aircraft in the theater and also frees up military aircraft for other requirements.

CGAP also expands commercial airline company presence in areas that need economic growth and assistance. During its first week, the program saved \$200,000 per day. As more tenders participate in this new initiative, more savings and cost avoidance will be realized.

Multi-modal optimization

This new concept was developed by the CDDOC Air, Surface, and Sustainment Divisions after identifying a low utilization rate evident on military convoys and seeing an opportunity to maximize the use of unused cargo capacity on existing missions. Empty truck beds are never desirable; if trucks are pulling missions on the roads, they should be transporting as much cargo as space will permit. The multi-modal concept is using those trucks already on the roads to optimize available capability. Multi-modal optimization promotes theater convoy mitigation efforts and allows for air and ground cargo to be moved more efficiently and economically.

Since this concept was put into effect this past June, more than \$392,000 in airlift cost has been avoided simply by using trucks that would have been on the road anyway, on one-way missions, with empty space. Multi-modal optimization also opens up additional aircraft seats for more passengers as well as providing greater flexibility for time-sensitive cargo delivery.

Director of Mobility Forces-Surface (DIRMOBFOR-S)

Soon, surface asset visibility in OIF, OEF, HOA, and Kuwait will fall under the purview of one organization, and CENTCOM's Combined Forces Land Component Commander (CFLCC) will have a finger on the pulse of all available surface transportation assets. Following the principles of DIRMOBFOR-Air, theater-wide surface movement should benefit from integration and coordination via the Surface Tasking Order concept. The expertise to make DIRMOBFOR-S a reality was found within the CDDOC Surface Division.

As part of the integration strategy, the DIRMOBFOR-S will become an organizational structure under CFLCC to integrate and synchronize all surface operational deployment and distribution requirements in the theater. Transportation requirements will be linked via a "single ticket" process. This allows for a piece of cargo to be scheduled for movement from a national depot to a Forward Operating Base under one request (ticket), as opposed to being

rebooked at every Aerial Port of Debarkation or Surface Port of Debarkation, waiting for the next transport mission to materialize. DIRMOBFOR-S will also set guidance and policies for surface mobility operations, gaining visibility and priority of all cargo via a movement request system.

The way ahead: CDDOC questions the status quo

Because personnel assigned to the CDDOC come to the theater on 4-, 6- or 12-month deployment orders, the organization constantly brings new ideas to the table and discourages the development of a “this is the way we have always done it” mind-set. This has produced a confident organization willing to challenge existing processes and paradigms. The CDDOC’s willingness to “push the envelope” has resulted in numerous efforts which reinforce the warfighter’s confidence in the theater deployment and distribution process.

SOURCE: Transcom News

AES Cargo Poised to Service Shared US–Bulgarian Bases

Following a bilateral agreement signed in April, NATO member Bulgaria has invited US forces to share three of its military bases from 2007. **AES Cargo**, which has a long history of providing freight services to the US military, is well positioned to offer outsourcing support to US military units being deployed in Bulgaria.

AES Cargo has been providing freight forwarding services to major contractors in Bulgaria for over a decade, via the company's regional hub in Macedonia. In addition, the company has a proven track record with the US military, including ongoing partnerships with the US Army’s bases in Iraq, the Balkans, and Afghanistan.

This base-sharing contract will provide the United States with a strategic location from which to access theatres in the Middle East, the Caucasus, the Balkans, and North Africa. For their Bulgarian allies, the agreement will be beneficial in terms of military training and improvements to their bases.

The move will center on the bases of Bezmer, Novo Selo, and Graf Ignatievo, and there will also be a further storage facility provided at Aitos. Some 2,500 US soldiers will be deployed to the bases on a rotational basis, and for brief periods of time there may be up to 5,000 US troops in Bulgaria. The first contingent will arrive in 2007 under an agreement that is valid for 10 years. Bulgaria is a member of NATO and is due to join the EU on Jan. 1, 2007.

Website: www.aescargo.com



The Jean Anne transported military equipment from Hawaii to Fort Irwin, Calif.

Pasha Hawaii Supports National Training Center

Anthony Ryan, military contracting representative and logistics expert for **Pasha Hawaii Transport Lines**, played a significant role in creating a positive team atmosphere during the successful deployment of the 25th Infantry Division to the National Training Center, Fort Irwin, Calif. During this high-visibility move, Pasha was selected to support the deployment of the warfighter to NTC in preparation for onward movement to Iraq, which will take place later this summer.

Ryan coordinated and assisted SDDC in numerous areas in organizing the cargo for shipment from Pearl Harbor, Hi., aboard the *MV Jean Anne*.

Upon receipt of cargo into Pasha Terminal, San Diego, Ryan coordinated with linehaul services to move all 638 pieces of cargo to the NTC.

Ryan was recognized in SDDC’s 599th Transportation Group Executive News for his “sound early planning, proper documentation preparation, coupled with a flexible “can do” attitude resulting in a successful mission.”

DOD, State to Launch New Counterterrorism Work In Asia and Africa

The Pentagon is poised to shift as much as \$100 million to the State Department to hire private contractors charged with enhancing the counterterrorism capabilities of foreign militaries in 14 nations across Africa, Asia and Latin America, according to a senior Defense Department official.

The program, which involves an unorthodox sharing of resources, won the approval of Congress last year only after Defense Secretary Donald Rumsfeld and Secretary of State Condoleezza Rice made a big push for it.



Young Professionals

“Leadership Through Innovation”

See You in San Francisco!

The online vote this summer was successfully completed, and results of the election for YP-35 Chair and Vice Chair will be announced at the YP-35 Membership Meeting in San Francisco, California, on October 10. And be sure to join us on Wednesday, October 11, from 9:00–11:30 p.m. for the YP-35 Social “Networking” Mixer (location TBA).

Fundraising Activities At the 2006 Annual Meeting

This year, we will conduct several fundraising activities, proceeds of which will go to the Alan F. Wohlstetter Scholarship Fund:

- A Wheel of Chance during the Opening Reception
- A 50/50 Raffle
- A t-shirt sale. Attendees at HHGFAA’s Annual Meeting will have an opportunity to purchase what we anticipate will be a collector’s item beginning this year and continuing for years to come. The shirt will bear the logo and theme of the 2006 HHGFAA gathering.

Build Your Network While You Volunteer!

The fundraising activities shown in the box at left offer some great opportunities to greet old friends and make new ones — as well as strengthen your business relationships.

Volunteers are needed to support these activities during the Annual Meeting. If you would like to participate, please contact Ruby Tucker at

Ruby@EuroUSA.us

Your help is greatly appreciated!

An organization within the HHGFAA for Young Professionals 35 years of age and under



PLEASE NOTE: It is up to YP-35 members to maintain current data on the Website. Please take a moment to log in and verify your information. Make sure that your birth date is listed! If you have difficulty accessing the Website, or if you have questions or ideas concerning YP-35, please e-mail Ruby@EuroUSA.us

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)

Marriott Wardman Park Hotel, Washington, DC
Matson Navigation Company
Trans-Atlantic American Flag Liner
Operators
Tri Star Freight Systems, Inc.

Gold (\$2,500–\$4,999)

Continental Van Lines
P & F Safepac Company Ltd.
Royal Hawaiian Movers

Silver (\$1,000–\$2,499)

All American Moving Group, LLC
American Vanpac Carriers Inc.
Approved Forwarders
Blonde International Services, Inc.
*Covan International
*Horizon Lines

National Forwarding Company, Inc.
*National Van Lines, Inc.
The Pasha Group

Bronze (\$500–\$999)

Axis International
*Dell Forwarding
*Gateways International Inc.
*Terry R. Head
M. Dyer & Sons, Inc.
North & South Logistics, Inc.
*S&E Transportation, LLC
The Day Companies
True North Relocations

In Kind or Other

Jackie and George Agner
American Fast Freight

NOTE: *Denotes contributions received since the July/August issue of **The Portal** was published.

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.yp-35.org. Make checks payable to Alan F. Wohlstetter Scholarship Fund.

Alan F. Wohlstetter Scholarship Fund

5904 Richmond Highway, Suite 404

Alexandria, VA 22303

Phone: (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. Please advise your employees that scholarships are available to qualified candidates of any HHGFAA company worldwide. For further information, visit www.yp-35.org/.

Horizon Lines Adds \$1,000 to Scholarship Fund



Ed Berti, director of military and government affairs at Horizon Lines, visited HHGFAA recently to present a \$1,000 check for the Alan F. Wohlstetter Scholarship Fund.

About Horizon Lines

Horizon Lines, LLC is the nation's leading domestic ocean container shipping and integrated logistics company, operating 16 US-flag vessels on routes linking the continental United States with Alaska, Hawaii, Guam, and Puerto Rico. Horizon has proudly served the US trades since 1956 and its legacy of innovation and unmatched customer service is at the core of the company. Today's innovations include the NetCaptain®, the online shipment management tool that provides Horizon customers access to their shipment information 24 hours a day, seven days a week.

Horizon Lines also owns Horizon Services Group, an organization with a diversified offering of cargo management and tracking services being marketed to shippers, carriers, and other supply chain participants. Horizon Lines, LLC and Horizon Services Group are wholly owned subsidiaries of Horizon Lines, Inc., which trades on the New York Stock Exchange under the ticker symbol HRZ.

What's Cooking?

Here's the Latest Installment for the YP-35 Cookbook

YP-35 will produce a cookbook with recipes collected from HHGFAA members. Proceeds from sales of the books will be donated to the Alan F. Wohlstetter Scholarship Fund.

You are invited to send in your recipes, some of which will be published in **The Portal** to give you a taste of things to come!

Please remember: Measurements must be precise. Send your recipe and company logo (logo MUST be sent as a separate .tiff or .jpg file) to

jagner@comcast.net

Bon appetit!
Jackie Agner
AFWSF Secretary/Treasurer

JOYCE WOHLSTETTER'S ENDIVE-WALNUT SALAD

INGREDIENTS:

1 dozen whole walnuts
1 teaspoon walnut oil
Salt and pepper to taste
2 bunches watercress
2 heads endive

FOR THE DRESSING:

1 tablespoon red wine vinegar
1 small diced shallot
3-1/2 tablespoons olive oil
1-1/2 teaspoons walnut oil (or to taste)
Salt and pepper to taste

1. Break walnuts into large pieces and toss with walnut oil, salt and pepper. Toast in 350° oven for about 5 minutes.
2. Blend all dressing ingredients together, set aside.
3. Remove large stems from watercress. Cut endive leaves into thirds; remove cores.
4. Toss greens with walnuts and dressing just before serving.



APL Logistics Secures Kaohsiung License

APL Logistics announced in July that it is the first international logistics provider to obtain a license to operate in Taiwan's Kaohsiung Free Trade Zone (FTZ).

The license will enable APL Logistics to offer more streamlined and flexible supply chain services to Taiwan-based customers as well as international customers seeking to optimize their supply chains through hub solutions.

The FTZ was created to promote Taiwan as an Asia Pacific operational headquarters for global companies.

The FTZ license was granted to APL Logistics earlier this year and the company has conducted successful live trials with customers from its Kaohsiung Berth 68 and 69 flow centers for several months.

APL Logistics provides customers with a seamless logistics solution, including ocean forwarding, brokerage, warehousing value-added services, and document management.

The FTZ provides numerous benefits, including:

- simplified customs procedures;
- exemption of duty, commodity and sales taxes;
- most activities exempt from Customs checking, inspection and escort;
- free movement of commodities within the Kaohsiung FTZ and between other FTZs in Taiwan

Importantly, whereas many FTZs in other countries only allow simple processes such as packaging to take place, Kaohsiung allows in-depth and value-added activities such as manufacturing and assembly.

Brian Lutt, President of APL Logistics, said: "Our brand new facilities coupled with the special benefits offered by the FTZ add great value to our customers' supply chains that will help them grow their businesses. The FTZ will become a central component of our integrated global logistics infrastructure."

Wong Siew Loong, managing director of APL Logistics in Taiwan, said, "Since being granted the license, APL Logistics has successfully helped many of our customers leverage the Kaohsiung FTZ facility to optimize their supply chains. We are delighted with the interest it has generated with our customers."

The FTZ is located at Kaohsiung Port, which is East Asia's major relay hub offering fast and cost-effective connections throughout Asia Pacific.

Website: www.apllogistics.com

Porsche Selects Pasha for Baltimore Processing

The Pasha Group has been awarded a multi-year contract to handle Porsche's imports through its new facility at the Port of Baltimore. Pasha Automotive Services designed its innovative processing facility at Baltimore's Dundalk Marine Terminal to meet the quality standards of manufacturers of luxury and high-performance vehicles. The 100,000-square-foot processing center has been equipped with the latest in waterborne paint technology, finish and accessorization shops and is staffed with factory trained technicians for mechanical repairs and quality programs.

Barry Long, manager of vehicle logistics for Porsche Cars North America, Inc., said that for the company's fiscal year, August 2006 through July 2007, at least 16,000 vehicles will be processed through Pasha's East Coast facility.

Pasha will be processing Porsche's full line of 2006 and 2007 models, as well as the 911 suite of vehicles. The new Turbo, Targa, GT3 and a few very limited edition GT3/RS will round out this array of exciting products processed through this facility.

Porsche has been a Pasha customer since the mid-1980s and the company currently receives and distributes Porsche vehicles for the western United States through its processing facility at the Port of San Diego. The Baltimore operation has been designed to mirror the San Diego facility with an added focus on sophisticated automobiles.

Website: www.pashagroup.com

New Asia Service for Charleston

The Port of Charleston has added a new container service between the United States and Asia. The CKYH Alliance (COSCO, "K" Line, Yang Ming Line and Hanjin Shipping) has added Charleston to its AWE-5 service between Asia and the East Coast of the United States. The lines plan to deploy eight vessels of 3,000-4,000 TEU capacity on the service.

"The new AWE5 service through Charleston gives our customers across the Southeast another excellent service option with fast transit times," said Fred Stribling, vice president of marketing and sales for the South Carolina State Ports Authority.

Port calls in Asia are Hong Kong, Yantian, Shanghai and Ningbo. The first vessel, the Barcelona Bridge, was deployed into the service in Hong Kong on July 5.

Maersk Launches World's Largest •Containership

A christening ceremony was recently held for the world's largest containership, the 11,000-TEU *Emma Maersk*. The newbuild was constructed at the Odense Steel Shipyard in Denmark for the AP Moller-Maersk Group, where she was named after former company head Maersk McKinney Moller's late wife, Emma. Following delivery and sea-trials, the *Emma Maersk* is expected to begin service soon. The mega vessel boasts a 14-cylinder diesel engine and 110,000 BHP. Emma is also covered with special silicone paint on her hull to reduce drag, which in turn is expected to help her reduce fuel consumption by some 1,200 tonnes per year. This is just the start. There are at least two dozen of these monster ships nearing completion and more in development. The demand for capacity has driven this innovation but it is feared that these ships coupled with a general downturn in the global economy will create a glut that could drop the bottom out of ocean cargo. That will put many small operations at risk and will even damage air cargo prospects in the Asian market.

SOURCE: *Journal of Commerce, Roadway-Business Intelligence*

APL, Port of Oakland Sign Long-Term Pact

APL announced in July an agreement to keep its vessels calling the Port of Oakland for decades to come.

Executives of APL and the Port of Oakland finalized a 15-year lease extension for APL's Middle Harbor Terminal in Oakland, Calif., with two subsequent 5-year options.

"Oakland and Middle Harbor Terminal are critical to the growth of U.S. trade with Asia," said John Bowe, President of the Americas Region for APL.

Billions of dollars worth of trade moves in and out of the country through the Port of Oakland every year.

The lease signing is APL's second major long-term commitment to the city of Oakland in the past year. In 2005 APL signed a 10-year lease extension for its downtown office space at 1111 Broadway.

APL opened Middle Harbor Terminal at the Port of Oakland in 1974. As part of its new lease agreement, the Port of Oakland will renovate the terminal over the next 3 years. The construction project will:

- modernize the terminal to accommodate the latest technology;
- improve efficiency; and
- increase annual container handling capacity from 170,000 lifts to 460,000 lifts to prepare for future growth.

Chuck Savre, APL's Vice President of Operations in the Americas, said the renovation is part of APL's West Coast growth strategy.

Middle Harbor Terminal is one of three major marine terminals managed by APL on the US West Coast. The others are Global Gateway South, at the Port of Los Angeles; and Global Gateway North, at the Port of Seattle. All three serve ships in APL's global network.

Container vessels from Europe, China, Japan, Hong Kong, South Korea and Taiwan call at Middle Harbor Terminal each week.

The terminal employs up to 200 longshore workers a day and processes about 239,000 cargo containers annually laden with cargo valued at more than \$5 billion. APL employs more than 700 people in Oakland including its downtown office work force. Its annual payroll in the city surpasses \$90 million.

Website: **www.apl.com**

Cargo Is Mostly Unscreened; New Study Aims to Change That

By Andy Pasztor

Recent terror threats have forced passengers to drop bottles of water and soda, tubes of toothpaste, hand lotion, and cans of hair spray and shaving cream into the trash before boarding jetliners. But unbeknown to most passengers, airlines load aluminum containers filled with largely unchecked freight into the bellies of those same planes.

Despite years of concern from critics who see it as an obvious weak link in the nation's aviation-security net, little has been done to screen cargo because of daunting technical challenges and stiff industry resistance.

"It's one of the most disturbing issues out there," says Robert Francis, an aviation-safety consultant and former vice chairman of the National Transportation Safety Board.

Now, San Francisco International Airport has launched an innovative bomb-detection program that aims to make it the first US airfield to screen virtually every cargo shipment — regardless of size or content — before it is loaded into an airliner.

San Francisco's effort will combine explosive-detection equipment that is now used to examine baggage with other screening devices, human inspectors and even sniffer dogs to upgrade cargo security. The project, directed by scientists from nearby Lawrence Livermore National Laboratory and other federal research organizations, was announced less than two months before a bomb plot was foiled recently in Great Britain.

That event is bound to increase public concerns about potential air-cargo loopholes, just as the Sept. 11 terrorist attacks pushed the same issues into the spotlight 5 years earlier. **About one quarter of all US air cargo is transported by US passenger planes.** Based on the best current estimates, between 10% and 15% of the more than 6 billion pounds of cargo that flies that way each year ends up actually inspected. (Even less of the freight flown on cargo carriers is screened.) Instead, airlines and federal security officials largely rely on so-called trusted-shipper safeguards. These focus on the credentials of established freight forwarders and companies who register with the government, rather than on the actual contents of individual shipments. Aside from some random screenings, inspections are reserved for cargo of unknown or suspicious origin.

The Transportation Security Administration hasn't yet certified any machines for cargo screening, and federal officials say none of today's nascent technologies were designed to handle high cargo volumes. Unlike examining individual packages, many cargo containers are capable of holding a mix of items from fruits to paper to machine parts, any one of which could contain a small amount of explosive material. Airlines have staunchly resisted widespread airport screening because of costs and potential delays caused by false alarms. US carriers get about \$4 billion in revenue annually from cargo carried along with passengers, and they worry that unreliable scanners could disrupt schedules.

San Francisco's pioneering program hopes to demonstrate ways around that dilemma, largely through more effective use of devices and tools that already are available. The goal is to screen 95% of cargo on passenger jets. Recommendations from the \$30 million initiative - which will later include a similar project in Cincinnati and one in Seattle to search cargo for stowaways - are expected to be available by late 2007.

Livermore's project aims to develop templates many other airports could follow to increase screening capacity depending on factors such as seasonal shifts in types of goods being shipped.

For airline pilot unions Rep. Ed Markey (D-MA), an outspoken critic who previously called cargo security rules "a national scandal," such moves can't come fast enough. A year ago, Markey complained that the TSA was avoiding screening cargo on passenger jets "in any meaningful way."

Even though the work underway in San Francisco was prompted partly from criticism by Markey and a handful of other lawmakers, he says he is "still gravely concerned about gaping aviation-security loopholes."

In November 2005, the Government Accountability Office took the TSA to task for, among other things, allowing potentially dangerous cargo security gaps to persist, failing to systematically collect data on past security breaches, and having incomplete information about shippers.

The TSA continues to rely on a broad multilevel approach to cargo because "there is no silver-bullet technology out there," says TSA's Robert Jamison. By "looking at the people, the shipments and the supply chain" in tandem, he adds, "we've ramped up our focus on air cargo" in the past year or so, from mandating background checks for armies of air-cargo employees to 100% screening of all small packages left at airport counters.

The number of cargo inspectors, for example, has tripled to 300 nationwide and "we've drastically ramped up our canine patrols," Jamison says. The idea is "moving our assets around the airport" and conducting random inspections "to provide a level of unpredictability" to keep would-be terrorists off balance.

While the Air Transport Association, the airlines' trade group, favors the current approach and additional research

into new technologies, it says that canine screening deserves far more support from the TSA.

So far, Congress has largely gone along with that approach to cargo security on airliners, despite a growing bipartisan push for changes and demands that the TSA develop more reliable technology and more effective screening systems. “What do you think would happen to the airline industry,” Rep. Norm Dicks (D-WA) asked during a House hearing, “if a bomb in an uninspected cargo exploded, bringing down a passenger plane?”

Faced with lower volume and less industry opposition, other countries are improving ways they inspect cargo. Israel and the Netherlands already screen much of the cargo placed aboard passenger planes with a combination of machines, inspectors and dogs. And under European Union regulations, some freight forwarders have their own x-ray equipment as well as a legal obligation to vouch that inspections have been properly carried out.

Some in the industry see a potential gold mine if cargo inspections become more prevalent. L-3 Communications Holdings Inc., a major supplier of baggage-screening equipment, has told Congress it believes that with some modifications, current-generation equipment is capable of inspecting more than two-thirds of the cargo at issue.

While other makers of screening-equipment are skeptical of such claims, congressional pressure and heightened public recognition of the threat suggests “things clearly are progressing in that direction,” according to Joe Reiss, marketing director of American Science & Engineering Inc., a Billerica, Mass., manufacturer of security equipment.

Even if it the technology becomes more feasible, however, “I’m not sure the [airline] industry will support it,” says aviation-security consultant Rick Gordon of Civitas LLP in Washington.

Once the program takes off in San Francisco, which shipped roughly 500,000 tons of freight on both passenger and cargo flights last year, the aim is boosting the speed of the screening process at least six-fold. Simulations and computer models will be used to determine steps to further expand capacity, and how to spread those concepts to potentially hundreds of additional airports nationwide.

Still, Gordon predicts a long and difficult battle for industry acceptance. As for anyone who thinks throwing money at the problem will result in 100% cargo screening in the next year or two, he says, “That’s just foolish.”

SOURCE: The Wall Street Journal

Carriers Change Routes

Several freighter airline operations are changing business plans, customer mix and even their cargo fleets to keep up with rapid changes to costs and opportunities in the air freight market. In the latest examples, Atlas Air Worldwide Holdings discarded passenger-to-freighter conversions and plans to soon order new-era widebodies. ABX Air lined up more U.S. Postal Service ground business as DHL Express takes some business out of ABX hands. Kitty Hawk said it was building on a new cargo relationship with a leading passenger carrier, and expects its new trucking operation to turn a profit in 2007. **This highlights the challenges that some in the forwarder industry are having in predicting the most profitable strategic direction for the next several years.** There are a number of different directions that these companies are taking - much of it likely based on the impact that security related events could have on operational models. As more pressure is put on air cargo carried in the bellies of passenger jets, there will be more exploration of contingency and diversification planning for these providers.

SOURCES: Traffic World and Roadway’s Business Intelligence

AIRLINEPORTAL.ORG

<http://www.airlineportal.org>

Here's a site you world travelers will find useful. Airlineportal.org (**www.airlineportal.org**) has directories of hundreds of airline Web sites worldwide. What's nice about this is that each listing has a description of the airline, what type of planes it uses, and where it flies. There are links to each airline's Web site, where you can look up more information. There are also links to airports, hotels, travel guides, airline products (including planes for sale), and dozens of weather forecasts.

INTERNATIONAL SPORTS CALENDAR

http://www.olympic.org/uk/news/calendars/calendar_sports_uk.asp

Even the most rabid sports fan may not know there's such a thing as the World Orienteering Championships. You can be in the by visiting the International Sports Calendar (http://www.olympic.org/uk/news/calendars/calendar_sports_uk.asp). This site is a sports fan's dream, because it gives you a schedule of athletic events in dozens of sports worldwide up to several years in advance. You'll be surprised at how much is going on in sports like cycling, shooting, volleyball, sailing, power boating, bridge, bowling, basketball, rowing, handball, and many more. There are links to sites with more information about these events, plus sports news, Olympic Games information, profiles of Olympic athletes, and more.

WHICHBUDGET.COM

<http://whichbudget.com>

Want to find the cheapest flight to Venice? Or maybe you're looking for a no-frills flight from Stuttgart to Paris. Just go to WhichBudget.com and click on the country you want to fly to or from, and you'll find a list of applicable cheap flights. Click on one you like, and you'll get more information, plus a way to book the flight. There are also links to book your lodging and car rental, and other travel links. This is a no-frills site for no-frills air travel.

TSA - TRAVELER ASSISTANCE

<http://www.tsa.gov/travelers/airtravel/index.shtm>

With the recent news about the terrorist plot to blow up multiple airplanes, security has been tightened for air travel to and from the United States. At Our Travel Assistant (**www.tsa.gov/travelers/airtravel/assistant/new-procedures.shtm**), the U.S. Transportation Security Administration has all the details about what you can and cannot take on an airplane. The site also has information for travelers with disabilities and medical conditions, those who need to transport special items (e.g., alcoholic beverages, firearms and ammunition, lighters & matches, medications, sporting equipment, etc.), and traveling with children. There is also security information about traveling by passenger rail, sea, car, and mass transit.

These items are copied from the newsletter Really Useful Sites for International Trade Professionals, a free, bi-weekly email publication of FITA—The Federation of International Trade Associations. To subscribe visit <http://fita.org/useful>.

Active Member Elections: Slate of Candidates

The elections for Active Members to serve on the 2006–2007 HHGFAA Executive Committee will take place during the Active Members' Meeting scheduled for 9:00 a.m.–12:00 noon on Thursday, Oct. 12, 2006.

Shown below is the official Slate of Candidates as presented by the 2006 Nominations Committee.

CHAIRMAN:

Georgia Angell (Dell Forwarding Inc.)

VICE CHAIRMAN:

Randy Groger (Air Land Forwarders, Inc.)

MEMBER(S) AT LARGE:

Sheila Carden (S & E Transportation)

Jeff Coleman (Covan International Inc.)

Christiane Crown (All American Moving Services)

Gordon Keene (Abba International)

Jan Moore (BINL, Inc.)

Michael Richardson (Senate Forwarding Inc.)

Mario Rizzo (Gateways International, Inc.)

Ken Selvey (Cartwright International Van Lines, Inc.)

(There will be four (4) Member At Large positions to fill.)

The HHGFAA Bylaws provide for "nominations from the floor," as long as those candidates meet all criteria for election and service on the Executive Committee, as detailed in the Association's Bylaws under Articles VII, VIII and IX, which can be found at the back of your HHGFAA Membership Directory.

NOTE: The two Associate Members and the one YP-35 representative on the Executive Committee serve two-year terms and are also up for election this year.

The Election for the two Associate positions will take place during the Associate Members' Meeting on Wednesday, Oct. 11. The Associate Member candidates will be announced in an upcoming e-Portal Newsletter.

The election of the YP-35 Chairman and Vice Chairman was accomplished through an online voting process, and that balloting closed on Aug. 31; the results will be announced at the YP-35 Meeting in October.

Executive Committee Candidates



Angell



Coleman



Crown

Georgia Angell is president of Dell Forwarding in Monroe, Wash., where she has worked since 1997. During her 26 years of experience in this industry, she has held key management positions with Shoreline International, United Van Lines, and American Ensign. She has been responsible for all facets of freight forwarding and also has experience in local agency and port management.

Angell is currently the Chair of the HHGFAA Executive Committee. She previously chaired both the Accessorial Services Committee and the Claims Committee. She has been closely involved in the military's development of the Families First program and the issues within the current program. During the past 3 years as HHGAA Chair, she also has been engaged in all aspects of the association.

"SDDC is clearly committed to change the method of procurement for the movement of personal property," said Angell. "I support a quality driven program with proper rules that will allow a fair playing field and proper compensation for all participants. Although the success of the Families First program is paramount, we also face other challenges in the fields of security, US Bank/Powertrack/CWA payments, customer surveys, and the reduction of bases and military members, to name a few. I will continue to pursue ways to ensure the success of our industry and our members.

"Our Associate members are a vital part of the HHGFAA. Additional value-added benefits are reviewed frequently by the HHGAA staff and Executive Committee. The association consistently looks for opportunities to expand electronically, which facilitates better communication and quickly disseminates information for our membership. I look forward to participating with additional plans during the next year to ensure that all members continue to enjoy a quality and successful association."



Sheila Carden is president of S&E Transportation, LLC located in Lake Forest, Calif. S&E was opened in November 1997 and currently handles the movement of domestic and international military household goods for the Department Of Defense as well as international commercial household goods moves.

Carden began her career in the transportation industry working for her father's company (NEDRAC, Inc.) in 1994 as an export/import agent for general commodities and military household goods. She also has worked for two other companies handling the import and export of international shipments of general commodities before starting S&E Transportation, LLC with her brother, Eric Carden.

"The military household goods industry has seen significant changes take place in the past five years and there are even more challenging changes ahead of us," says Carden. "I believe that communication between carriers and agents is one of the crucial elements for a smooth transition to these new requirements and that as a Member-at-Large I will be able to help facilitate these changes for the betterment of our industry. I look forward to the long commitment and hope to assist in making better changes for all." (At press time, photo not available.)





Groger



Keene



Moore



Richardson



Rizzo



Selvey

Jeff Coleman, CEO and president of Covan International, Inc., headquartered in Dothan, Ala., served on the HHGFAA Board from 1993 through 2005, and was HHGFAA’s chairman for three terms, beginning in 2000. Over the years he was active on several HHGFAA committees, including serving as chairman of the Claims Committee, Carrier Relations Committee, and Government & Congressional Affairs Committee. In 1999-2001, he was elected. In January 2006 he was named interim Member at Large to fill the term of a member who stepped down.

In college Coleman won awards for scholastic achievement, leadership, and service and earned an MBA to prepare him to head the family business. His 22 years in the industry and 18 years as a Certified Moving Consultant gave him experience in international and domestic freight forwarding, van line services, and moving and storage agency management. He has worked within and managed all functional areas of the business, including operations, sales, and administration. Outside the office, he is active in a number of professional, church, and civic groups.

Christiane Crown is the Director of the International Division of All American Moving Services, a family owned business established in 1970. In 2005, after 12 years spent as an international forwarder, Crown left the industry and moved from San Diego, Calif., to the Washington, D.C., area. “I needed a change in my life so that I could better understand what really matters,” she says. “For me, what matters in life is making a difference, which is why I decided to run for the Member-at-Large position.”

Previously, a Member-at-Large Executive Committee Member, Crown has an understanding of how the Association works. Currently she is a contributing member of the Government/Congressional Affairs Committee, as well as an industry representative on the Transit Times Task Force, (T.T.T.F.). “During my first year on the Executive Committee, I helped in the establishment of the T.T.T.F. and still take pride in this fact,” she says. “I believe it is one of the best examples of true partnering our industry and the Department of Defense has to date.” Since moving to the D.C. area, Crown has remained very active in congressional issues.

“My goal for the future is to ensure that the membership at HHGFAA is ready for Families First,” she says. “Through education and information, I believe we will be able to achieve this goal.”

Randall Groger has over 30 years’ experience in the transportation field, including 5 years of military services as an officer in the Army Transportation Corps serving in Europe, the Far East, and CONUS. He began his career in the moving industry in 1983 with Suddath Van Lines affiliate Airland Forwarders, Inc., where he has been operations manager, general manager, vice president, and president over the past 23 years. He currently is president of Airland International Relocations, with overall responsibility for the management and adminis-

tration of several companies serving the industry. Those companies include Suddath Relocation Services (SDHR) as a TSP in the international GSA household goods program; Airland Forwarders, Inc. (ALFY), a domestic and international forwarder; Suddath Container Service, a flatbed trucking fleet specializing in hauling containerized household goods; Military Relocation Services, an ocean freight forwarder; and Relocation Assurance corporation, a financial and claims service.

“Over the years,” says Groger, “I have been fortunate to have had the opportunity to meet and work with many fine people in our industry, including the professional staffs of HHGFAA, AMSA, and DoD, who have worked hard to improve the delivery of our services to the military through discussion groups, program reviews, and problem resolution activities. I have also participated in Washington Week rallies, where we expressed our industry positions to congressional and Administration leaders.”

As vice chairman of HHGFAA, Groger — who also chairs the Association’s Government and Congressional Affairs Committee — served on MTMC’s Task Force Fix Committee, consisting of industry and service representatives tasked with assisting in the development of a more effective DoD Personal Property Program and two committees of SDDC’s Families First Business Process Working Group.

“I believe the HHGFAA board must provide the leadership necessary to maintain DoD’s focus on an international program that rewards quality at a fair price,” says Groger, “a system that is capable of accurately evaluating carrier service; and then cost-effectively applying that evaluation to a quality-based shipment distribution system. At the same time, we must maintain the same traditional opportunity for small businesses to fully participate in all DoD Personal Property Programs.” Groger also recognizes that our Association has evolved over the years to become one of the foremost associations of worldwide commercial transportation and relocation providers. “The Association board and staff must continue to build upon this broad constituency and strive for the proper recognition as a diverse organization of global significance,” he adds.

Gordon Keene has owned and operated Abba International Inc., an international military freight forwarding company (TSP), since 1988. Previous to that, he worked within the transportation industry as a warehouseman, hostler for the railroad, and account executive for several transportation-related pension and health and welfare trust funds. He has 33 years of experience in the transportation industry. In addition, until last year, Keene was co-owner of a software company that provides automated solutions to numerous forwarders within the HHGFAA.

“In the past 18 years working with international and CONUS agents as a TSP, I have learned a great deal related to the movement of our service members and their personal effects,” says Keene. “I would like to think that some day I would be able to answer all the questions

that can surface in moving our service member's personal effects; however, I have come to learn that, for me, this will likely never happen. I am actually relieved, as this industry has kept me interested by presenting new challenges on a consistent basis. I do believe that each year I become better equipped to contribute to our industry and take pride in assisting where I am qualified. I have participated in several of the SDDC test programs, as well as the PowerTrack, CWA. and now DPS system review and implementation. I think this participation has allowed me to better understand our customers and when appropriate, to help them understand some of our challenges. In addition, my background with software design and development has given me an understanding of some of those concepts and processes that SDDC is using to move their systems into what they believe will be a more stable and manageable environment. I enjoy this evolving area of our business and have been able to contribute in several meetings with SDDC.

"Our customer SDDC is, in my opinion, a very good customer which I am grateful to have as a partner. If I am elected to the Board, I would make every effort to enhance the level of trust SDDC has with our industry. The SDDC move to Scott AFB will result in a large number of new SDDC personnel, who I believe will require our assistance more than ever. I want to give SDDC complete confidence that they can contact the HHGFAA and get the information or assistance they need. This will in time increase the level of trust that in my opinion is necessary to move forward with implementation of the Families First program or some variation of that concept."



Jan Moore, president of BINL, Incorporated, has been in the transportation industry for 36 years. With the exception of a short stint at Pacific Van Lines and a little over a year spent painting tractors and trailers, her entire career has been with BINL (formerly Bekins International Lines).

She has served on several HHGFAA committees and currently serves on the Executive Committee as a Member at Large and is the Chair of the Claims Committee.

Having grown up in the military and moving so often, attending 10 schools in 12 years, she understands the trauma, frustration, and anxiety that each family experiences. "I make sure that everyone in my office understands that we are not just moving household goods, we are moving people's homes, their every possession," she says.

"Being a part of the Board and Claims Committee makes me feel like I'm doing something to ensure that each service member receives the type of move that they deserve.

"Serving on the Board, meeting so many people who give so much of their time to the HHGFAA to make sure that our Association is strong and well respected has been very exciting and fulfilling, and I hope to continue to serve both the Active and Associate membership."



Mike Richardson began his career in the moving and storage industry 14 years ago in the United Van Lines system at the local agency level working in both sales and operations. During this time he relocated to several markets including New York, Atlanta, Pensacola, and Jacksonville, Fla., servicing corporate and government business.

He is the vice president and general manager of Senate Forwarding and is in his fifth year at the company. Over that period, Senate participated in all the SDDC test programs with Richardson's guidance. He currently oversees all day-to-day operations including shipment management, rate filing, claims/customer service and billing as Senate continues to be an active participant in both domestic and international DoD traffic.

"I believe my experience in the industry from the 'trenches' on the local level to servicing government/military business will be a benefit for the Executive Committee and the membership if I am re-elected," says Richardson. "I am committed to our industry for the long haul and wish to continue to help strengthen the relationship between our members and the Executive Committee. I have gained valuable experience over the last three years by chairing the Accessorial Services Committee and I hope my energy will continue to serve our Association well if I am re-elected."



Mario Rizzo is the vice president of the Gateways office in Lombard, Ill., which provides international services for military and government, as well as door-to-door full move management for international corporate and private transferees. He has served for the past 2 years as chairman of HHGFAA's Carrier Relations Committee.

Rizzo has over 33 years' experience in the international household goods moving industry and currently is a member of the Executive Committee. Prior to joining Gateways, he had served in various executive capacities with Allied International. Rizzo is a Viet Nam veteran who served 3 years in the US Army infantry and graduated from the Infantry Officer Candidate School at Ft. Benning, Ga.



Ken Selvey is vice president of Cartwright International Van Lines. He began his career with Cartwright Moving & Storage in 1972 as a local sales representative. After a short period he joined Cartwright International in the commercial overseas area.

He was named vice president in 1988 and today oversees the international military household goods area, as well as handling other company responsibilities.

Selvey has served on various HHGFAA committees, represented industry on the Transit Times Task Force, and served as chairman of the Nominating Committee for the ISA Board. Currently he serves on HHGFAA's Carrier Relations Committee.

Outside the United States, Selvey has represented Cartwright in its work with several international household goods organizations, including FIDI, BAR, OMNI, and LACMA.

"I've spent 34 years in the household goods industry," says Selvey. "It's a most challenging industry. Now I have the opportunity to represent our members on the Board of Directors for the largest household goods organization in the world. What a great honor."

Associate Members Candidates



Agner



Finke



Osuizugbe



Wahab

Jackie Agner has over 32 years of experience in the transportation industry. Having had the opportunity to manage all functional areas of the moving and storage business, including operations, sales, and administration for ITGBL and commercial movement has afforded her the knowledge and connections needed to sell linehaul services for Stonepath Logistics.

“It has also given me the ability to serve the Associate Members as their Representative these last two years,” she adds. “It has been a fun and rewarding experience for me! I have sincerely enjoyed getting to know the AMMB board members and it has been exciting to give them opportunities to participate as an active board. Over this past year several of the board members have submitted exceptional articles for *The Portal* magazine; we all worked closely together to re-organize their specific areas of responsibilities; and we have supported one another through regional tragedies. I am amazed at the accumulation of knowledge the AMMB board members have and the enthusiasm and willingness to contribute to our association. If given the opportunity to continue as the Associate Members Representative, I assure you that as a team we will be instrumental in addressing the needs of our associate members.

“Several months ago I heard an advertisement about ‘global ability’ and ‘personal accountability’ and the very first thing I thought about was our association and the members, staff, and executive boards of our association. There isn’t a finer group, and I am honored to be a member and hopeful that I can continue to serve.”



Doug Finke is president of Sterling International, an international freight forwarding company that he established in 1989 in Mt. Laurel, N.J. In 2002, Sterling International merged with A. Arnold World Class Relocation and moved its administrative offices to Louisville, Ky., where Finke remains as president of Sterling International, a

Division of A. Arnold Moving.

For 8 years prior to establishing Sterling International, Finke was vice president of Mayflower Transit’s international division in Carmel, Ind. His industry experience began on the trucks in the late 1950s with Bekins Van Lines in Hillside, Ill. He entered sales with Bekins Moving & Storage in Elmhurst, Ill., in 1969 after serving in the US Marine Corps. In 1971 he joined the Federal Companies, an agent for Allied Van Lines with locations in several Midwestern cities. Eventually he became general manager of Federal’s Elmhurst agency, where he remained until joining Mayflower in 1981.

Finke began his service to the Household Goods Forwarders Association as the Eastern Zone and Canadian representative of the Associate Members Management Board. He is currently the Associate Members’ Representative At Large and chairs the Commercial Affairs Committee.

The Commercial Affairs Committee has taken on several important issues. Currently we are working on the skyrocketing port costs, and the uncontrolled costs of delays and claims related to customs inspections. These are important issues to all of our members, but especially those on the commercial side of the business, and we are making progress. We are also continuing the updating of country/customs information in the HHGFAA Website for the benefit of the entire membership. We are making important strides and I look forward to extending our progress through continuing efforts as the Associate Members’ Representative At Large.”



Amobi Osuizugbe is the managing director and president of Fidepat International Company Limited. The company is engaged in household goods packing and storage, shipping, international freight forwarding, and customs brokerage and is an NVOCC agent.

Osuizugbe holds an MSc degree in transport and MCIT (London) and is an affiliate member of the Institute of Engineers and Technicians. He had 21 years of working experience in the public sector before joining the private sector, most recently at the Eastern Bulkcem Group Limited in Port Harcourt, the manufacturers of Eagle Cement in Nigeria. There he served as the import/export operations manager for several years.

Osuizugbe currently chairs the trade group of the Port Harcourt Chamber of Commerce, Industry, Mines and Agriculture, and is chairman of the Association of Nigerian License Customs Agents and Shipping and Freight Forwarding.



Kamar Wahab, born and educated in Kuala Lumpur, Malaysia, earned a degree in economics before joining an Australian manufacturer of corrugated carton boxes, first in accounts and later in sales. In 1972, he joined the East Asiatic Company (EAC) as a marketing executive in EAC Shipping; in 1977 he was promoted to marketing manager, and was named deputy general manager in 1980.

SLATE OF CANDIDATES

Associate Member Elections

Wednesday, October 11, 2006

ASSOCIATE MEMBERS REPRESENTATIVE

Jackie Agner (Stonepath Logistics)

Kamar Wahab (Continental Movers & Transport Sdn Bhd.)

ASSOCIATE MEMBERS REPRESENTATIVE AT LARGE

Douglas Finke (Sterling International)

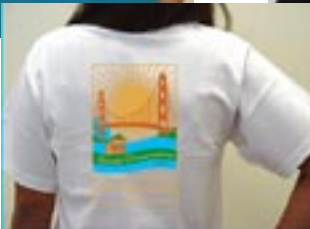
Amobi Osuizugbe (Fidepat International Company Limited)

In 1985, he joined Crown Pacific as general manager; a few years later, he was named managing director for Malaysia.

He joined forces with Global International Inc. USA in 1994 to form a new company in Malaysia, Global International Moving. He had 30% equity in the company, with Global International holding the rest. He became managing director of the company, which in 1996 changed its name to Global Silverhawk Moving when the US parent company was renamed.

In 2000, when Global Silverhawk's Asian offices were acquired by Santa Fe, Wahab stayed on as managing director. In 2005, Wahab decided to open up his own company, Continental Movers & Transport Sdn Bhd. As chairman/CEO, he currently holds 70% equity in the company, with the balance held by his partner.

1st Annual Collectible HHGFAA Annual Meeting T- Shirt



**On sale for \$20 each
at the YP-35 table in San Francisco
All Proceeds to Benefit the
“Alan F. Wohlstetter Scholarship Fund”**

High quality 100% pre-shrunk cotton
Available in two styles
A variety of colors – Men's & Women's
Limited quantities
Sure to become a collector's item!

(Cash sales only)



Norman Mineta, former US Secretary of Transportation.

Our Keynote Speaker

The Association is very pleased to announce that former Secretary of the US Department of Transportation, Norman Mineta, will be the Keynote Speaker during this year's Annual Meeting in San Francisco. His address at the HHGFAA conference will be one of his first public appearances since his resignation from President Bush's Cabinet back in early July. There is probably no other single individual who, over the past four or five years, has had more impact on transportation and shipping than Secretary Mineta. Mineta was directly involved in the US Government's initial response to the events of Sept. 11, 2001, in securing the nation's airports and ocean ports. He subsequently oversaw the integration of several federal agencies in what has become the Department of Homeland Security, which undoubtedly has resulted in major impacts to the way shipping and travel is now accomplished, not only in the United States, but around the world.

Participate in the 5K Charity Walk/Run In San Francisco

During the 2006 HHGFAA Annual Meeting in San Francisco, Calif., Santa Fe Relocations will once again host a Breast Cancer Research 5K Charity Walk/Run to benefit Johns Hopkins Singapore.

This will be the third consecutive year Annual Meeting attendees will have an opportunity to help raise money for the breast cancer research fund. The first two such events, which drew 80 participants in 2004 and then 120 in 2005, netted \$6,500 for the fund.

The Walk/Run will be held on Sunday, Oct. 8, at 3 p.m., with race day registration beginning at 9 a.m. The race will start and finish at the San Francisco Hilton, the HHGFAA Annual Meeting headquarters. The entry fee is US\$35 per person. For more information or to pre-register, to go www.santaferelo.com/ecs/data/misc/Charity_Run.html



Start Your Collection Today!

Get your commemorative t-shirts at the YP-35 table at HHGFAA's 44th Annual Meeting in San Francisco. Available in a variety of sizes and colors, the shirt is sure to become a collector's item. Get one for yourself and several for the staff at your office back home — a great memento and gift! All proceeds from the t-shirt sales will benefit the Alan F. Wohlstetter Scholarship Fund.

NOTICE

Proposed HHGFAA By-Law Amendments and/or Revisions

ITEM ONE

Subject: Reorganization and Expansion of the Associate Members' Management Board (AMMB)

Amendment Proposer: Ms. Jackie Agner, HHGFAA AMMB and Executive Committee

Objective of Proposal: In recognition of the continued geographic expansion and growth of the Associate Membership of HHGFAA, it is proposed to change the Regions of Representation and expand the number of Representatives to the AMMB from eleven (11) to sixteen (16).

Proposed for the consideration and approval of the Associate Membership

Addendum to the By-Laws of the Household Goods Forwarders Association of America, Inc. — Associate Membership

Article I, Section I (first paragraph) will be amended as follows (the underlined/italicized portion constitutes the revision):

The authority of the Associate Membership shall be vested in the Associate Members' Representative and the Associate Members' Management Board "AMMB." The "AMMB" shall consist of the Associate Members' Representative and the Associate Members' Representative At-Large and *two Representatives each for Africa; Central, South America and the Caribbean (including Mexico); Europe (including Russia); Eastern and Southeastern Asia; Middle East and Near Asia (including Western, Southern and Central Asia); North America (including Canada and the State of Alaska); Oceania (encompassing Australia, New Zealand and the Islands of the Pacific, including Guam, American Samoa and the State of Hawaii).*

Sentence to be added:

When a question arises as to the "Region" in which a Country belongs, the matter will be decided by the AMMB after consulting the United Nations Standard Country and Area (Regional) Codes (M49) and other material submitted for consideration.

ITEM TWO

Subject: Reorganization of the Young Professionals (YP-35) Management Board.

Amendment Proposer: Michael Gilbert, YP-35 Chairman and HHGFAA Executive Committee

Objective of Proposal: In recognition of the continued geographic expansion and growth of the Association, it is proposed to change the Regions of Representation for the YP-35 Management Board to be aligned with the proposed restructuring (See Item One) of the HHGFAA Associate Members' Management Board. The primary difference between the two Boards is that the YP-35 Board will have one representative from each geographic region.

Proposed for the consideration and approval of the YP-35 Membership.

YP-35 By-Laws of the Household Goods Forwarders Association of America, Inc.

Article I, Section I (first paragraph) will be amended as follows (the underlined/italicized portions constitute the revisions):

The authority of the YP-35 Members shall be vested in the YP-35 Chairperson and the YP-35 Management Board (MB). The YP-35 MB shall consist of the YP-35 Chairperson, YP-35 Vice Chairperson, and one Representative each for *Africa; Central, South America and the Caribbean (including Mexico); Europe (including Russia); Eastern and Southeastern Asia; Middle East and Near Asia (including Western, Southern and Central Asia); North America (including Canada and the State of Alaska); Oceania (encompassing Australia, New Zealand and the Islands of the Pacific, including Guam, American Samoa and the State of Hawaii).*

Sentence to be added:

When a question arises as to the "Region" in which a country belongs, the matter will be decided by the YP-35 MB in consort with the Associate Members' Representative after consulting the United Nations Standard Country and Area (Regional) Codes (M49) and other material submitted for consideration.

ITEM THREE

Subject: Establishment of a new "Student" category of Membership in the Association.

Amendment Proposer: HHGFAA Executive Committee, in cooperation with the Board of Directors of the "Alan F. Wohlstetter Scholarship Fund (AFWSF)."

Objective of Proposal: The Board of the AFWSF has requested that HHGFAA consider that a "Student" membership be established to facilitate the application and award process for potential AFWSF scholarship recipients. Further, it is hoped that this new "Student" Membership will raise the awareness of the Association in the academic field, as well as draw new talent into our industry.

Although the fees for Student Membership will be set by the Executive Committee, it is envisioned that the Membership Fee will be initially set at a nominal \$10.00 per year.

The Student Members will be tracked and managed as a separate membership category within the association's membership database and published as a separate listing within the Membership Directories. The Student Member will be entitled to receive a copy of each issue of *The Portal* magazine, as well as have access to the Association's Website(s). Student Members will be eligible to attend the Annual Meeting and Trade Show, as well as, other educational events sponsored by the Association, at the established registration fees with no discounts. No other privileges or member rights are extended.

Proposed for the consideration and approval of the Active Membership.

By-Laws of the Household Goods Forwarders Association of America, Inc.

Article IV, Section 1 (first paragraph) will be amended as follows (the underlined/italicized portions constitute the revisions):

Membership in the Association shall consist of three classes: Active Membership, Associate Membership and Student Membership.

Sentence to be added, as a new fifth paragraph:

Student Membership in the Association shall be open to all full and part-time students who are actively enrolled in academic study, carrying a minimum of 6 credit hours.

ITEM FOUR

Subject: Establishment of a new “**Industry Veteran**” category of Membership in the Association.

Amendment Proposer: HHGFAA Executive Committee, acting upon the request and suggestion from several current and past HHGFAA Members.

Objective of Proposal: The establishment of a new additional membership category for “Industry Veterans” would be to accommodate individuals who have previously worked within our industry, are no longer active in employment, reached a minimum of 62 years of age; but wish to keep abreast of developments in the industry and be able to maintain ties with other industry participants, former associates and friends.

Although the fees for “Industry Veteran” membership will be set by the Executive Committee, it is envisioned that the Membership Fee will be initially set at \$150.00 per year.

The Industry Veteran Members will be tracked and managed as a separate membership category within the association’s membership database and published as a separate listing within the Membership Directories. Further benefits accruing to these members would be to receive a copy of each issue of *The Portal* magazine, as well as, have access to the Association’s Website(s). They will be eligible to attend the Annual Meeting and Trade Show at the established registration fees with no discounts. No other privileges or member rights are extended.

Proposed for the consideration and approval of the Associate Membership.

By-Laws of the Household Goods Forwarders Association of America, Inc.

Article IV, Section 1 (first paragraph) will be amended as follows (the underlined/italicized portions constitute the revisions):

(The following is presented without the benefit of knowing the outcome of a similar proposed By-Law Amendment (see Item Three, above), which would establish a new “Student” Membership. Should each of the two individual proposals be approved, text changes will be appropriately altered to reflect the adoption of both amendments.)

Membership in the Association shall consist of three classes: Active Membership, Associate Membership and Industry Veteran.

Sentence to be added, as a new fifth paragraph:

Industry Veteran Membership and status in the Association shall be for individuals who have previously worked within our industry, are no longer active in employment, reached a minimum of 62 years of age, but nonetheless wish to keep abreast of developments in the industry and to maintain ties with other industry participants, former associates and friends.

ITEM FIVE

Subject: Development and Establishment of a HHGFAA Receivable Protection Plan (HHGFAA-RPP) for the benefit of the Active and Associate Membership.

Amendment Proposer: HHGFAA Executive Committee, acting upon the recommendations of the professional staff.

Objective of Proposal: The initial goal of the proposal is to seek the approval of both the Associate and Active Membership to move forward with the structuring, funding and implementation of a plan or program to protect the interests and financial well-being of the membership when a HHGFAA member fails in the ability to collect rightful monies owed from another HHGFAA member. The objective and general outline of basics for the proposed HHGFAA Receivable Protection Plan (HHGFAA-RPP) would be as follows:

Receivable Protection Program (RPP):

1. The HHGFAA Receivable Protection Program (RPP) is intended to establish a process through which HHGFAA members in good standing can recover unpaid funds/invoices owed to them by a HHGFAA member. Initially, recovery of unpaid funds will only be able to be retrieved from HHGFAA member companies declared bankruptcy or have otherwise ceased to exist. After the program matures, unpaid funds retrieval may be expanded to include slow payers.

2. The RPP is a voluntary “self-funded” insurance plan and in order to initiate and launch the HHGFAA RPP, current Active and Associate Members of the association wishing to participate in the RPP are required to pay a one time RPP initiation fee of:

- \$250.00 if joining the RPP in the 1st year
- \$350.00 if joining the RPP in the 2nd year
- \$500.00 if joining the RPP in the 3rd year or any year after that.

3. New Active and Associate Members, who are approved for HHGFAA membership after the initial launch of the HHGFAA RPP, will have the option of joining the Program by paying the corresponding initiation fee. This fee will be determined annually and will be set by the HHGFAA Executive Committee.

4. The HHGFAA Executive Committee will allocate \$15,000.00 annually for 3 to 5 years to supplement the RPP’s financial resources or until the Program becomes self-sufficient.

5. Once a member has joined the RPP, that member is covered under the Program as long as the member remains in good standing and continues to be a member of HHGFAA uninterruptedly. Should a membership lapse, the reinstated member will have to pay a re-joining fee for the RPP, which will be set by the Association’s Executive Committee.

6. Once initiated, members participating in the RPP are covered for up to a maximum of \$25,000.00 (less a 20% deductible) annually. This maximum level of coverage will remain constant with the annual payment of the program fee by the participating RPP member, subject to overall RPP performance.
7. An “Annual RPP Assessment” commencing in the 4th year of the RPP’s existence, but which may not exceed \$100.00, will be levied annually to insure that RPP funds are at a sustainable level to pay claims made against the “Program”.
8. HHGFAA members participating in the RPP will have a RPP program participant ICON appear next to their company name in the printed annual membership directory and the association’s on-line electronic membership directory.

A more detailed outline of the HHGFAA-RPP conceptual plan is posted to the “Industry Alerts” section of the HHGFAA Website:

www.HHGFAA.org

Proposed for the consideration and approval of the Associate and Active Membership

By-Laws of the Household Goods Forwarders Association of America, Inc. will be revised and amended as follows:

Upon the approval of the Associate and Active Membership, a new Special Addendum to the HHGFAA By-Laws will be created that covers the Rules and Regulations governing the HHGFAA Receivable Protection Plan (HHGFAA-RPP), as outlined within the “Draft” Plan posted to the HHGFAA Website on August 30, 2006, and as necessarily amended by the HHGFAA Executive and the HHGFAA-RPP Advisory Committee as referenced within that draft plan.

ITEM SIX

New Associate Member Initiation Fee

Although this action will not require the approval of a By-Law Amendment or Revision, we did want to take this opportunity to advise the HHGFAA Membership that the Executive Committee, acting upon the recommendations of the AMMB and HHGFAA professional staff, have approved a major increase in the “Initiation Fee” for those companies applying for Associate Membership.

Effective January 1, 2007, the Initiation Fee will be increased, for new member applications, from \$125 to \$500.

This action is being taken to strengthen the commitment a new company must be willing to make to our organization and as a better ‘financial qualifier’ for companies seeking entrance into the Association.

The Initiation (application) Fee for existing members, who wish to simply bring on additional branch office locations, will remain \$125 and yearly Associate Member dues will remain at \$500.

HHGFAA 44th ANNUAL MEETING SPONSORS

As this issue went to press, the following HHGFAA member companies have signed on as sponsors for the Association's Annual Meeting in San Francisco, California.

GOLD SPONSORS

DAS Global Services, Inc.
Euro-USA Shipping Limited
MyM International

SILVER SPONSORS

AGS Frasers International Removals
Banana Moving.com
Gateways International Inc.
Globalink Logistics Group
Interem (Int'l Removals Div. of Freight Systems Co. Ltd.
International Wood Industries Inc.
Isaac's Relocation Service
National Van Lines Inc.
The Pasha Group
TechMate International
Varoda Packaging B.V.
Victory Packaging Inc.

BRONZE SPONSORS

AAAA Forwarding Inc.
AGS Worldwide Movers
American Services SRL
Coco's International Movers
Come + Go Hamburg Private Logistics
Confianza Worldwide Movers
Container Systems Inc.
Daycos
Fox Moving & Storage
Freight Systems International, Inc.
Hyundai Shipping Co. Ltd
Inters & R
KHZ Removals & Logistics
New Haven Moving Equipment Corp.
Omega Shipping Co., Inc.
Paul Hanson Partners Specialty Insurance Solutions
Puerto Rico Packers, Inc.
Relms Holdings Pty, Ltd
Royal Hawaiian Movers, Inc.
Tri Star Freight System Inc.
Zuhal Pack

HHGFAA 44th ANNUAL MEETING EXHIBITORS

As this issue goes to press, the following companies are signed up to exhibit at HHGFAA's 44th Annual Meeting in San Francisco, California.

AE Worldwide • Andrews Software, Inc. • Aris Export Co., Inc. • Asia-Pacific Worldwide Movers Ltd. • Atlas International Service, S.A. • Baker & Company • Burke Bros Moving Group • Cargo Partner AS Removals • Cartwright International Van Lines Inc. • Conroy Removals Ltd. • Continental Paper Company • Contour Logistics, Inc. • Corstjens Worldwide Movers Group • Cosmopolitan Canine Carriers Inc. • Covan International Inc. • Davidson Forwarding Company • De Haan Removals • DHS Worldwide Software Solutions • DTI Transportation • Executive Insurance Services Inc. • Fleenor Paper Company Inc. • Gebr. Van den Eijnden Eindhoven BV • Glenscare Africa, Ltd • Global Transportation Systems, Inc. • Globe Moving & Storage Co. Pvt. Ltd. • Goodrich Forest Products, Inc. • Gosselin World Wide Moving, NV • Grupo Amygo, S.A. • Household Movers Services • Intermove Egypt • Interport Executive Movers (S) Pte Ltd. • ITO Möbeltransport GmbH • Jacksonville Box & Woodwork Co. • Jordanian Coast Cargo Services • L.A.C.M.A. • La Rosa Del Monte Express-Puerto Rico • Leader Freight Forwarders • Matson Navigation Co. • Milbin Printing, Inc. • MoveAssist International, Ltd • MoversPOE • MoverworX Moving Software • O'Neil Software, Inc. • Orient International Relocations • Orphee Beinoglou International Forwarders S.A. • P.M. Packers & Movers (Pvt) Ltd • Pacific Island Movers, Inc. • Pan American International Movers Association (PAIMA) • Penbroke Marine Services, Inc. • Prime Transport Customs Broker • PRISM International • Pumex International Movers Co. Ltd • Rainier Overseas Movers Inc. • Reindeer Auto Relocation • Renmer International Movers • Rex Service Co., Ltd • Roadway Express, Inc. • Shanghai EB & SFSC International Logistics Co., Ltd. • Speedy Moving SRL • TG International Insurance Brokerage, Inc. • Totem Ocean Trailer Express, Inc. • Transmove • Transport Management International Ltd • Transworld Int'l Removals Limited • United Moving Services Pte Ltd. • Universal Relocations Services • Voxme Software Inc. • Wil-Can Logistics (HK) Co., Ltd. • Worldwide Movers Uganda Ltd.

International Shipping Association



Noens



Preissler



Rojas

Jean-Paul Noens is president/CEO of International Logistics Services (ILS, Inc.) in Jamaica, N.Y.

A university graduate with a degree in engineering, Noens began working in the moving industry over 25 years ago with another international freight company. Then, some 22 years ago, having worked in every aspect of the transportation industry and after becoming national sales manager for one of Japan's largest freight companies, he decided to start his own business, International Logistic Services. Today, I.L.S services the household goods industry with over 20,000 international moves a year.

I.L.S is a member of HHGFAA, the International Air Transport Association, and various local associations.



Heino Preissler earned a bachelor's degree in business administration from the University of Washington. Four years later he received an MBA through City University in Seattle, Wash. He has worked in the forwarding business for over 30 years, and his experience relates to household goods and general commodities moving domestically as well as internationally. Preissler has worked for Air Van Lines for the last 25 years, and he previously served 6 years on the HHGFAA Executive Board, including two years as Chairman.



Manuel (Manny) Rojas is president of LTV Relocation Services, based in Miami, Fla. LTV is a full-service removals firm that specializes in international relocations and military move management.

His involvement in the international moving industry began at an early age, under the tutelage of his father. After many years on the trucks and in the warehouse learning the operational side of the business, he took a sabbatical to complete his university studies.

Upon completion of his graduate work, Rojas returned to the company in an administrative capacity, overseeing sales, new business development, and operations. In 2000 he assumed complete control of the company and the company has enjoyed a sustained growth ever since.

Rojas is a graduate of the FIDI Academy and numerous other courses, having attained the level of FFA. He also has attended numerous other industry courses.

Rojas also sits on the board of directors of various civic organizations and is instrumental in the logistical planning and operation of Carnival Miami, the largest one-day festival in the country.



Slate of Candidates

Elections for Secretary and Member-at-Large will be held at the International Shipping Association Annual Members' Meeting to be held at 2 p.m. on Tuesday, Oct. 10, at the San Francisco Hilton Hotel in San Francisco, Calif.

Official ballots will be available and collected at the time of the election. The ISA By-Laws provide the ability for members, who will not be present, to assign their voting rights by proxy to another ISA member who will cast their ballots for them.

Secretary

Heino Preissler (Air Van Moving Group)

Member-at-Large

Jean-Paul Noens (International Logistics Services, Inc.)

Manny Rojas (LTV Relocation Services)

ANNUAL MEETING NOTE: All attendees at the HHGFAA 44th Annual Meeting in San Francisco are invited to attend the ISA Annual Meeting, followed by a cocktail reception in the Imperial Ballroom, Hilton Hotel on Tuesday, Oct. 10, from 2 PM–5 PM.



**How Will
You Use
YOUR Golden
Opportunities?**

San Francisco, Here We Come!

Things to Do in the Golden Gate City



For details about day trips, local attractions, and other ideas, visit San Francisco's official site, www.onlysfvisitor.org/. You can also get unlimited admission at over 45 San Francisco attractions and tours by purchasing a Go San Francisco Card (above), available in 1, 2, 3, 5, or 7-day increments.

The Go San Francisco Card includes:

- FREE general admission to over 45 San Francisco attractions and tours including:
 - San Francisco Museum of Modern Art
 - Full-day Wine Country Tour
 - Golden Gate Bay Cruise®
 - Legion of Honor
 - Asian Art Museum
 - Six Flags Marine World
 - California Academy of Sciences
 - Steinhart Aquarium
 - Bay City bike rentals
 - Wine tastings
- Save up to 20% at shops and restaurants
- Save up to 40% on unique tour services
- Your own, personal guidebook to the city including activity descriptions and contact information, maps, points of interest, and more. The cards start at just \$39. For details, visit www.gosanfranciscocard.com/?cid=sfcvb-txt&f=2.

Meanwhile, here's a sample of the many activities you can enjoy during your stay in the Golden Gate City. Please consult the Websites for hours and admission fees.



An aerial view of Angel Island.

PIER 39, Fisherman's Wharf

Among the City's most visited attractions. Watch hundreds of splashy sea lions lounge out on PIER 39's K-dock. Take a journey on Turbo Ride, play to win at Riptide Arcade or enjoy a performance of "Menopause The Musical." Street performers add to the festivities. www.pier39.com

Presidio of San Francisco

Formerly a military post, the Presidio is a national park and recreational paradise featuring spectacular vistas, meandering trails, and historic and architectural treasures. Come for a hike, a walking tour, a picnic, to view an exhibit or take a stroll back in time. Entrance to the park and most programs are free. Open daily. www.presidio.gov

Alcatraz Island Tour Tickets

Take the ferry to "The Rock," the infamous former federal penitentiary. See ranger programs, a captioned orientation video and an award-winning audio tour of the prison. Alcatraz tickets are in high demand. www.blueandgoldfleet.com

Angel Island TramTours

Spectacular views of San Francisco and the Golden Gate. TramTours provide a captivating, audio-enhanced historic program. Mountain bike rentals. Sea Kayak Tours reservations required. Cove Café. All concessions open daily, weather permitting. Tram tours available. www.angelisland.com

Anheuser-Busch Brewery

Free, 45-minute tour includes brewing, presentation, packaging video, product sampling,

and beechwood aging and production floor; all ages welcome; wheelchair accessible. Samples for adults 21 and older. www.budweisertours.com

Boudin at Fisherman's Wharf

Set in the heart of Fisherman's Wharf, the new, two-story flagship building allows visitors to observe the 5,000 square-foot bakery in action. Learn the story of sour-dough French bread, how it is made and why it cannot be baked anywhere else on earth. Fresh-from-the-oven samples are available; seasonal exhibitions and hands-on workshops. www.boudinbakery.com

California Academy of Sciences

Come discover the California Academy of Sciences' Steinhart Aquarium and Natural History Museum. The inside-out design provides a behind-the-scenes look at aquatic life support systems. Daily visitors will meet the biologists who care for over 5000 animals, and — if they're lucky — can even help them feed the fish. www.calacademy.org

Conservatory of Flowers

A spectacular living museum of rare and beautiful tropical plants from around the world that will engage visitors physically, intellectually and emotionally. www.conservatoryofflowers.org

Copia: The American Center For Wine, Food & The Arts

A non-profit discovery center whose mission is to explore and celebrate the cultural significance of wine, food and the arts. Closed on Tuesdays. www.copia.org

Cow Palace

This historic entertainment center in Bay-view hosts a variety of concerts, conventions, tradeshows, exhibitions and sporting events throughout the year. www.cowpalace.com

Filoli

A historic estate and includes a 36,000 square-foot mansion and European-inspired gardens. www.filoli.org

Golden Gate Fields

Golden Gate Fields offers over 100 days of live Thoroughbred racing each year with year-round simulcast wagering. www.goldengatefields.com

Hearst Castle

Publisher William Randolph Hearst's 165-room estate was designed by noted architect Julia Morgan and built between 1919 and 1947. Evening Tours during the spring and fall. National Geographic Theater, located at the Hearst Castle Visitor Center, is a five-story screen theater showing the resident film "Hearst Castle, Building the Dream" as the companion film to Castle tours. www.hearstcastle.com

The Jelly Belly Candy Company

FREE Jelly Belly Factory Tours. See how the legendary jelly bean - known to be President Ronald Reagan's favorite treat - is made. Family dining at the cafe. Retail store. Website: www.jellybelly.com



A painting at the Legion of Honor

Legion of Honor

It just may be that the amazing scenery is as beautiful as the stunning collection of ancient and European art. A San Francisco landmark since 1924, the Legion of Honor features 4,000 years of treasures. Special exhibitions from around the world are regularly presented. Visitors can also experience audio tours, dine at the Legion Café & Terrace, and shop in the Museum Store.

Lucky Chances Casino

A 43-table casino offering poker, Asian games, Pai Gow, Tiles, along with daily poker tournaments. Two restaurants, free shuttle from BART station. 21 and over. Open daily 24 hours. www.luckychances.com

Mare Island Historic Park Foundation

National Historic Landmark, former Mare Island Naval Shipyard. Chapel contains the most Tiffany glass in the West. See commandant's mansion, officers' row, dry-docks, museum and cemetery. Advance reservations required. www.mareislandhpf.org

METREON

METREON is the first-of-its-kind entertainment center located at Fourth and Mission streets in the heart of downtown San Francisco. This 350,000 square-foot complex features an eclectic mix of the Bay Area's best restaurants, shopping venues, theatres, and entertainment destinations, including the West Coast's largest IMAX theatre. www.metreon.com

Napa Valley Wine Train

The Napa Valley Wine Train features a special Wine Country lunch and dinner daily; brunch including a glass of chilled champagne on weekends. www.winetrain.com

Old Faithful Geyser of California

One of three famous Old Faithful Geysers in the world. Geothermal self-guided tour, exhibit hall, gift shop, snack bar and picnic area complement experience. Open year-round, 78 miles north of San Francisco. www.oldfaithfulgeyser.com

Paramount's Great America

New for 2006: SURVIVOR The Ride(tm), the world's first reality rollercoaster based on the hit CBS series. The interactive rocking and spinning coaster swirls along a wave-like track to heights of five stories. www.pgathrills.com

Ripley's Believe It Or Not! Museum

A collection of odd and unusual exhibits, interactive and video displays in 11 galleries - a landmark at Fisherman's Wharf for 34 years and entertaining for all ages. www.ripleysf.com

Riptide Arcade at Pier 39

The largest video and prize arcade in San Francisco with over 10,000 square feet of the latest video games, prize games, and virtual reality including an Old West shooting gallery. www.riptidearcade.com

Roaring Camp Railroads

Beautiful redwood forests, mountain meadows and historic Roaring Camp village provide the setting for antique steam trains and Bret Harte Hill, specially designed for group events. Check website for fares and train schedules. Website: www.roaringcamp.com

San Francisco Botanical Garden Society at Strybing Arboretum in Golden Gate Park

There is always something new at San Francisco's Botanical Garden. Stroll through New Zealand, the Mediterranean or Central American rain forests. The garden is a beautiful, calm oasis. Free. www.sfbotanicalgarden.org

San Francisco Zoo

Northern California's largest zoological park features approximately 1,000 exotic and endangered animals. Visit the African Savanna habitat; see lemurs up-close. Ride the historic Dentzel Carousel and Little Puffer miniature steam train. Experience the wonders of the Children's Zoo and visit other favorites such as Gorilla World, Penguin Island, Koala Crossing and the Australian Walk About. Be sure to see the 2pm (daily except Monday) big cat feeding in the Lion House. Open daily 10 AM-5 PM. www.sfzoo.org

Segway Tours

After a 35-45-minute training on how to safely operate the Segway, you'll explore the San Francisco waterfront with a fully narrated tour. Fees are \$70 per person and reservations are required. Ages 12 and up are welcome. The tours explore the San Francisco waterfront including Fisherman's Wharf, Maritime Park and the Marina Green. www.electrictourcompany.com/segway/san_francisco_city_tours_info.html

Six Flags Marine World

An once-in-a-lifetime experience filled with wildlife, world-class roller coasters and spectacular show. New for 2006 is Tava's Jungland. www.sixflags.com

Titanic: The Artifact Exhibition

Opened June 10 for limited engagement at The METREON this blockbuster exhibition features more than 300 actual artifacts from the wreck site, grand room re-creations and a simulated iceberg wall. www.sftitanic.com

Wax Museum at Fisherman's Wharf

Over 250 wax likenesses of past and present world leaders, entertainers, heroes and scoundrels have delighted more than 10 million visitors since opening in 1963.

www.waxmuseum.com

Winchester Mystery House

Guided tours of this beautiful but bizarre 160-room California Historical Landmark reveal the eccentricities of Sarah Winchester, heiress to the Winchester rifle fortune.

www.winchestermysteryhouse.com

Yosemite National Park

A nature preserve of 1,165 square miles of extraordinary beauty. Open year-round, the park features glacier-carved valleys, large waterfalls, alpine peaks and lakes, meadows, wildlife, towering rock cliffs and granite domes. Activities vary by season and include hiking, camping, fishing, bicycling, horse-back riding, ice skating and snow skiing.

www.yosemitepark.com

Just for Wine Lovers

There are many wineries in the San Francisco area. To find a convenient tour that interests you, check out this site:

www.onlysf.sfvistor.org/what_to_do/directory.asp?lv=6&mbc=wineries&mbc=wine_rieseast&mbc=wineriesnorth&mbc=wine_riessouth

Swingers, Take Note

There are many great golf courses in the San Francisco area. For a list and information about amenities and greens fees, visit

www.onlysf.sfvistor.org/what_to_do/directory.asp?mbc=golf

Travel Guides & Resources

Chaperon Inc.

Multilingual publication guide (German, French, Japanese, Spanish, Italian) to San Francisco designed for foreign visitors. Free. www.chaperon.com

PocketBay

San Francisco's only map that fits in a wallet. Portable, convenient and discreet, including San Francisco's major public transportation, roads, neighborhoods, landmarks and parks. www.pocketbaymaps.com

Bay City Guide & City Map

Discounts to attractions, maps, dining, shopping, accommodations and events. Free detailed four-color city map. www.baycityguide.com

Inside Napa Valley

Exclusive visitors' resource guide featuring maps, events, winery, dining information and recipes; the inside story on who's who and what's happening in the Napa Valley. www.insidenapavalley.com

Map West/On the Town, Inc.

Free San Francisco/Bay Area and Fisherman's Wharf maps. Detailed maps feature tours, activities and discounts. www.mapwest.com

San Francisco Arts Monthly

One of the most comprehensive monthly calendars of the hundreds of exciting arts events and exhibits happening throughout San Francisco. www.sfarts.org

The San Francisco Book/The Visitors Planning Guide

Official guide of the San Francisco Convention & Visitors Bureau; covering points of interest, maps, sightseeing, dining and shopping. www.sfvistor.org/visitorinfo/html/VisitorInfoReq.html

San Francisco Guide

One of the city's premier monthly guides to San Francisco and Bay Area events, attractions, sightseeing, shopping, dining and excursions with eights maps. www.sfguide.com

Sonoma County Farm Trails

Experience farms; buy from farmers, animals, flowers, wineries and cheeses in over 100 locations. www.farmtrails.org

Spotlight's Wine Country Guide

Compact, full-color, glossy guide with details on dining, lodging, events and wineries in Napa, Sonoma, Mendocino and Lake counties with maps. www.winecountryguide.com

TODO Monthly

A free pocket-sized monthly guide for locals and visitors alike with humorous reviews of original places to eat, drink, shop and see in San Francisco. www.todomonthly.com

Travel Coupon Guide

Great discounts on over 1,800 hotels and attractions. Free; available at thousands of targeted interstate locations and restaurants. www.travelcouponguide.com

WHERE Magazine/Guest Informant

Monthly visitor magazine with timely information on shopping, dining, entertainment, arts and antiques, special attractions, events and maps. Leading magazines for visitors and a part of a 43 city network. Readily available throughout the city in 24,000 hotel rooms and at concierge desks. www.wheresf.com

Yum Yum Dining Guide Map

A free dining guide highlighting the excellent variety of cuisines in SF. The guide contains a useful map and is available in hotels and the Visitor Center. www.yumyummap.com

E-gov Scores Improve Slightly on Latest Management Score Card

Three agencies earned improved ratings for electronic government in the administration's third quarter management score card, released recently. But red and yellow marks continue to dominate that portion of the traffic-light-style assessment.

E-government scores have fluctuated widely this year. Eight agencies received improved grades on the score card for the first quarter of fiscal 2006, but nine agencies slipped in the second quarter assessment. Much of the variability can be traced to funding difficulties, as Congress has resisted the Office of Management and Budget's efforts to direct agency spending toward the governmentwide projects.

The Commerce, Education, and Housing and Urban Development departments produced rising e-government scores in the third quarter of fiscal 2006, while the Small Business Administration's score fell to red, for "unsatisfactory."

The Bush administration's quarterly score card addresses the five major areas of the President's Management Agenda, as well as several smaller program initiatives. In the area of human capital management, scores for the Agriculture and the Veterans Affairs departments rose to green, for "success." In competitive sourcing, the Environmental Protection Agency moved up to green and the Homeland Security Department fell to yellow, or "mixed results."

No agencies changed status in the financial management or budget-performance integration categories; 16 agencies currently have red ratings for financial performance, while the majority are yellow or green on integration.

In a statement accompanying the latest score card, OMB Deputy Director for Management Clay Johnson said, "We are progressively improving our ability to improve program and agency performance."

OMB highlighted that the number of agencies rated green for progress, which reflects how an agency is moving forward against its own timelines and deliverables, is at an all-time high since the first score card to track that in June 2002.

Recognizing the progress that participating agencies have made in the PMA score card process, GAO reviewers said "it will be important for OMB to ensure that the initiative's strategic, long-term goals clearly articulate what OMB intends to measure so that it can assess whether agencies are achieving these goals and demonstrate whether agencies are using taxpayer dollars effectively."

SOURCE: Jenny Mandel, GovExec.com

Beware Discounted Computer Products

Computer products may be counterfeit. One new study suggests that up to 10% of products, including laptops, PCs, printers and components such as hard drives and integrated circuits, are phony. Nearly 40% of software sold online is pirated. Counterfeit products may perform poorly or corrupt your data. To reduce risk, shop at manufacturer-authorized vendors, avoid too-good-to-be-true deals, check vendor Websites for authentication programs, and avoid online auctions.

SOURCE: PC World

Finding the Right Words

You can find definitions and synonyms instantly with CleverKeys, a free program from Lexico Publishing, the company behind such sites as Dictionary.com, Thesaurus.com, and Reference.com. Download and install the software; then, when you want a definition or synonym, highlight the word and press "control" and "L" for a PC, or hold "control" and click the word if you're on a Mac. For more information: www.cleverkeys.com.

Set Up Your Computer Quickly

Save time setting up your new PC with Desktop DNA Migrator. This program transfers address book contacts, calendars, Internet settings, templates, documents, user settings, wallpaper, and pretty much everything else to your new computer, thereby potentially saving hours on the phone with the help desk. It also features settings for hundreds of popular programs to make the transition to a new computer as easy and fast as possible. Visit www.ca.com or call 888-423-1000. Cost: \$59.95.

New Service Offers Answers Via Cell Phone

If you need assistance when traveling or while away from a computer, a new resource, AskMeNow, provides a convenient way to get information from the Internet to cell phones or wireless handheld devices.

AskMeNow can help travelers get information such as flight schedules, restaurants and coffee shops near their hotel, and tourist information free of charge.

Users can call or text any question from their mobile device; choose an automated template for basic questions such as weather, directory assistance, or directions; and get an accurate answer via text message within moments. For more involved questions, the AskMeAnything feature accesses AnswerAgents, who will research virtually any question and send a detailed answer within moments. Questions can range from "Why is the sky blue?" to "Where is the airport in Tulsa?" Visit www.askmenow.com for more information.

Protect PDA Data

If you use a Palm Pilot or other personal digital assistant (PDA), it should be password-protected and encrypted — which simply means scrambling it. Create a password of at least eight characters that must be entered before you can use your PDA. This will protect your privacy if you lose the PDA or someone steals it. Find out how to encrypt the data from your PDA's manual or at the manufacturer's Web-site.

SOURCE: Bottom Line Personal

E-notes

There's a new linguistics tool for salespeople. ASERT, a Coopersburg, Pa.-based simulation provider, has launched its Pronunciation Lab, a tool that provides correct spelling, phonetic spelling, and term definition along with the ability to hear terms pronounced with the click of a mouse. The product is available in three formats: Web-based, on hybrid CD, and on audio CD. Website: **www.asert-llc.com**



To learn how much memory your computer has available, press the Windows key along with the "Pause/Break" key and your system information will be displayed.



Your keyboard, phone and computer mouse carry 20,961 germs per square inch. Keyboard covers let you clean keyboards frequently with antibacterial/antimicrobial products.

Seal 'n type cover: **www.kador.com/comp.htm**

Protect Keyboard Covers: **www.protectcovers.com/whybuy.htm**

Hygienic Keyboards: **www.alimed.com/ProductDetail.asp?style=75942**

Selecting a Regional LTL Carrier

By Deborah Catalano Ruriani
InboundLogistics.com

Partnering with the right regional less-than-truckload (LTL) carrier can be challenging, especially for companies that utilize just-in-time delivery.

LTL carriers that provide expert technology capabilities and service flexibility make ideal partners, according to Richard Low, president of Cle Elum, Wash.-based Shoemaker Manufacturing. Shoemaker provides residential and commercial heating grills, registers, and diffusers for just-in-time delivery to wholesalers and contractors in the construction industry.

To help determine the right regional LTL carrier for your company, Low offers these 10 tips.

- 1. Look for competitive transit times.** Compare each carrier's service maps to see how many of your shipments they can deliver via next-day and second-day service. If, for example, the majority of your shipments move from Denver to the West Coast, determine what percentage of those shipments will be delivered overnight.

Also check to see what lane improvements each carrier has in the works. Choose a carrier that can speed your delivery cycle as much as possible — and will stand behind its service commitment by offering a money-back guarantee.

- 2. Evaluate flexibility.** Transit times are important, but a carrier's ability to accommodate change is also essential. If you require late pickups or early delivery times, find out if the potential carrier can accommodate those requests.

It also helps to prepare a list of questions about flexibility, such as: Can the trucker's workforce handle extraordinary requests? Can the carrier quickly assign staff and equipment to handle additional capacity?

- 3. Make sure customer service options are a priority.** Ideally, carriers should offer more than one way for you to reach their customer service agents. Look for a carrier that offers several methods to contact their customer service department -- through local service centers or a toll-free number, for example. In addition, find out if the LTL carrier offers specially trained customer service agents who can answer questions about international shipping or special services you might require, such as distribution, consolidation, and truckload shipments.
- 4. Investigate carriers' online capabilities.** Look for a carrier that can accommodate your needs via the Internet. Does the carrier, for instance, offer the ability to arrange pickups, track shipments, request billing adjustments, file claims, and print reports through a secure Web portal?

Also look for the carrier's ability to customize online tools to make shipping LTL freight easier and more efficient.

- 5. Explore real-time technology.** Real-time data is essential. Make sure the carrier you select offers real-time tracking technology

and can provide shipment notification. Ask carriers to outline the technology they employ for every facet of their operation — from the dock to dispatch operations to drivers. In addition, find out how quickly they make pickup and delivery information available for each shipment.

- 6. Ask about proactive notification.** Knowing ahead of time where your products are and when they will arrive is imperative. In many industries, one missed delivery can skew a whole project. In construction, for example, an ill-timed shipment may affect an entire construction site.

Therefore, it is essential to find out if a potential carrier is capable of letting you know ahead of time if your shipments will arrive late. Knowing in advance where your products are and when they will arrive is priceless. Partnering with a carrier that offers proactive notification allows you to determine if you will miss a service commitment, then advise your customers to plan accordingly.

- 7. Investigate the availability of additional shipping options.**

In addition to regional LTL freight, find out if the carrier offers other transportation modes that may be a better fit for certain shipments. For instance, can the company accommodate your package needs or airfreight deliveries? It's always more convenient to make one phone call to handle all your transportation needs.

- 8. Find out how the carrier manages performance.** Ask the carrier to document its process for measuring overall performance and providing accountability. Is the carrier willing and able to share timely information on factors such as on-time pickups and deliveries, damage-free ratio, and proper invoicing? Determine your key performance metrics, then ask your carrier to explain how it measures and reports each one.

- 9. Expect a true collaboration.** Find a regional LTL carrier that is willing to collaborate with you on improving your transportation efficiencies and identifying new opportunities. This is key even for small businesses — carriers should offer small businesses the same options and capabilities. Ensure that the carrier's entire team, from sales reps to drivers to the local service center operations staff, provides personalized attention when you need it and quickly resolves any issues that arise.

- 10. Compare overall value, not just price.** Although competitive pricing is one factor that should be part of your regional LTL carrier selection process, be sure to measure price in concert with the tips outlined above to help determine a carrier's overall value. Choosing the optimal regional LTL carrier for your company helps you gain a competitive advantage, so it is imperative to examine the total value proposition each potential carrier offers.

FMCSA Upholds Registration

William B. Cassidy

The Federal Motor Carrier Safety Administration turned down a chance to deregulate freight brokerage and closed a regulatory loophole opened by last year's highway bill.

The agency reaffirmed current registration requirements for brokers and forwarders in an Aug. 24 *Federal Register* notice, stressing the increasing importance of brokerage in transportation and the need to protect shippers.

The number of applications for broker licenses has increased 30 percent since 2003, the FMCSA noted. The number of applications for freight forwarder licenses skyrocketed 80% in the same period.

A provision in the multi-year highway bill would have allowed FMCSA to abolish broker and forwarder licensing. The provision said the transportation secretary "may register" a broker or forwarder "if the secretary finds that such registration is needed for the protection of shippers."

Registration has been mandatory for brokers since 1935, first with the Interstate Commerce Commission and then, after the ICC was abolished, with the Department of Transportation. Freight forwarders were deregulated in the 1980s, but were placed under DOT's licensing jurisdiction by the 1995 Interstate Commerce Commission Termination Act.

The highway bill gave the FMCSA a chance to eliminate a requirement that critics say it does not do enough to enforce and that the agency itself has said is not a priority.

In an interview with *Traffic World*, New Federal Motor Carrier Safety Administrator John Hill called the broker and forwarder requirements "vestiges of the old ICC that are still in place," and said, "How much of your resources do you put into things that are not going to improve safety?"

However, eliminating the registration requirements would have killed bonding and insurance requirements as well, the agency said, in effect totally deregulating brokerage.

"Without a registration requirement, FMCSA has no statutory authority to protect shippers and carriers against unscrupulous or financially irresponsible general commodities brokers," the agency said in its notice.

When registering, brokers are required to maintain and file proof of insurance and a \$10,000 surety bond or trust fund.

Forwarders also are required to file proof of liability insurance when registering. "There are no independent financial responsibility requirements for the protection of shippers if general commodities freight forwarders are no longer being registered," the FMCSA said.

The FMCSA decision "eliminates confusion" for shippers and brokers, said Bob Voltmann, president and CEO of the Transportation Intermediaries Association.

"We didn't ask for it," Voltmann said of the highway bill language. "While we could see benefits to a totally deregulated marketplace, and we certainly don't want any additional regulations, we told FMCSA and Congress we were okay with the status quo," he said.

Shippers and carriers need to ensure that brokers and forwarders are licensed and meet bond and insurance requirements, he said. "We killed the ICC eleven years ago. We're a mature industry and we have to act accordingly."

SOURCE: Traffic World

A look at the people and events shaping HHGFAA member companies

APPOINTMENTS



Cooper



Chandramouli

George Cooper has emerged from an 18-month retirement to serve as international operations manager at **Australian Vanlines**. He previously was a partner in a California based freight forwarding company and a general manager of a major international and domestic moving company.

His role will be to facilitate the continued growth of Australian Vanlines in established as well as new markets.



ES Chandramouli recently was named **Crown Worldwide's** managing director, South Asia. A chartered accountant of India, he started his career working with a large Indian corporation and eventually relocated to Hong Kong. He has worked in roles ranging from financial analyst to regional troubleshooter to the financial controller for the Crown Group. In 1998, he returned home and took on the role of country manager, Crown India.

ES Chandramouli successfully established Crown as the first fully-owned international relocation and records management company in India and today oversees operations in 10 cities throughout India, including six full-service branches and a newly-constructed 50,000 square foot warehouse and office complex in Chennai.

He has earned several awards over the years including the "Strategic Partnership Excellence Award" from Standard Chartered Bank in 2002 and the prestigious "Chairman's Award" from Crown Worldwide in 2006.

In his new role, ES Chandramouli will oversee further expansion of operations and facilities in India, as well as develop business opportunities Bangladesh, Sri Lanka, Nepal, Pakistan and Bhutan.



Paul Johnson has been named director of worker's compensation of **Vanliner Insurance Company**, a leading insurer of the moving and storage industry. In his new position, Johnson is responsible for directing and managing the overall activities of the workers' compensation claim department and staff. In addition to his daily activities, he is also responsible for overall reserving strategies, reinsurance compliance and continuing education for the company's adjusters.

Johnson has a multi-line claims background with emphasis in the workers' compensation line. He began his career with Liberty Mutual and spent the past nine years with an excess and reinsurance carrier handling catastrophic workers' compensation cases throughout the country.

Also at Vanliner, Ian McKechnie has been named chief actuary and director of industry, McKechnie joined Vanliner Insurance as the company's first actuary in February. He is responsible for establishing and monitoring rate levels and pricing models for underwriting. McKechnie also serves as director of industry compliance, which handles rate and form filings as well as data calls and bureau reporting.

McKechnie's background includes a wide variety of property and casualty actuarial experience, as well as underwriting and data administration. He holds designations as a Chartered Property Casualty Underwriter (CPCU); Associate in Research and Planning (ARP); Certified Insurance Data Manager (CIDM); Certified State Filer (CSF); Associate in Insurance Accounting & Finance (AIAF); Associate in Reinsurance (ARE); and Fellow, Life Management Institute (FLMI).



Weitekamp

Industry Veteran Weitekamp Heads Calif. Movers Group

Stephen J. Weitekamp, a 26-year veteran in the moving industry, was tapped in March 2006 to succeed Doug Hill as president of the California Moving and Storage Association, a not-for-profit trade association representing some 500 licensed California moving companies operating within the state.

Weitekamp began his career working as a helper mover at Lambert's Van and Storage in Los Angeles while attending California State Northridge. He worked his way up to driver and after developing his moving skills, advanced to lead driver. He personally handled moves for President Ronald Regan, Bob Hope, Julie Andrews and Blake Edwards. He has traveled from Hawaii to New York City to oversee unique moving installations. After graduating from college, he was assigned to the office and has handled sales and almost all other aspects of the moving business.

Weitekamp had been active in CMSA almost 20 years, and served at both the chapter and state level of CMSA since 1988. He was elected to CMSA's Board of Directors in 1991 and as Chairman of the Board for the 2001-2002 year.

Weitekamp says his goals as president are to continue to work with CMSA members to improve the image of the industry with the moving public and the government agencies that regulate them; to educate the public that an "Internet only" mover is not a viable option when selecting a mover; and to offer quality endorsed programs and continuing education that make the CMSA a valuable asset to its members.

Website: www.thecmsa.org

EXPANSIONS

Crown Relocations recently announced the opening of a new facility in Canberra, Australia. This marks Crown's eighth office in Australia.

Canberra is the capital of Australia, where the federal government is based. It is about 250 kms south of Sydney, Australia's largest City. Canberra is also home to a very large number of Foreign Embassies and many of Australia's largest companies have a presence there.

Crown Australasia Managing Director Mark Ellis commented, "Through our strong involvement in the US military business and our experience servicing multinational companies conducting business in the region, providing relocation services in Canberra is not new to us. In the past few months, however, we have experienced a growing amount of business in Canberra through our accounts based in other Australian cities as well as the international Diplomatic Corps. We look forward to serving our existing clients and to introducing our services to businesses that are investing in this region."

Crown Canberra will be serving clients from a 20,000 square foot warehouse and office facility in the neighboring town of Queanbeyan, where most of the major moving companies servicing Canberra are based. This new Crown operation will be managed by **John Cole**, who has been in the removals industry for 25 years with the past 7 being in a senior management role.



Cobb

❖
American Red Ball World Wide Movers has announced the company's growth through expansion into the international market through its wholly owned subsidiary, Red Ball Forwarders, Inc.

Mike Cobb, formerly with Red Ball International, joined American Red Ball in April as vice president, will lead this division. Cobb has many years of experience in managing international business and will be responsible for domestic containerized and Alaska business.

❖
Gosselin Caucasus & Central Asia (GCCA) recently announced that its new of-

fices and warehouse will become operational in October 2006.

Marc Smet, CEO of the Gosselin Group, recently visited Tbilisi to check on the progress of this important investment for the Gosselin Group in the Caucasus region. The local team of experienced packers and office staff are excited about this new building, which will become the hub for Gosselin Caucasus via the port of Poti, to cover distribution into Georgia, Armenia and Azerbaijan where Gosselin operates its GCCA branches.

Pictured below is some of the local equipment in front of the new building, which will be a 15000 sqft warehouse complex separated into two units of 7000 sqft each, connected by a staging area with two loading docks facilitating container stuffing/striping and loading/unloading of vehicles. The new building was shipped in from Belgium to ensure the quality of materials used were in accordance with the companies' standards and the entire project could be realized in approximately 6 months. This installation is built on a 25,000-sq.ft. piece of property that is fully fenced and will be under 24 hours security surveillance.

E-mail: info@gcca.gosselinwvm.com





Trans-Link Director S. Teerawit (center) with his staff and airport officials.

Translink Wins Major Airline Contract

On Sept. 1 **Trans-Link Global Relocation** signed an agreement that names Trans-Link to manage and handle the airport relocation project for several airlines, from Bangkok International Airport (Don Muang) to Suvarnabhumi Airport. Trans-Link will handle the relocation of Cathay Pacific Airways, Korean Air, Gulf Air, and other airlines to the new site, and the project includes airport services, lounge, check-in, cargo, and engineering offices.. The new airport is located about 30 kilometers east of Bangkok. The official opening day at the new location will be Sept. 28.

WHAT'S NEW?

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Crown's New Website Eases Relocation to India

Crown Relocations recently launched a new Website, www.relocatingtoindia.com, to provide information to human resource professionals, expatriates, and returning Indians about relocating to India.

Multinational companies (MNCs) are continuing to invest in India and need employees who not only understand India's culture and business practices, but who also have global experience and have worked in a variety of international cultures. Subsequently, these companies are focusing on hiring "returning" Indians who have been living abroad and acquiring these skills. These Indian professionals are discovering financially attractive career opportunities in India and returning home.

Crown Business Development Manager Swati Pathak, who recently relocated from Bangalore to the United States, noted, "It is becoming an increasingly common trend for non-resident Indians to move back to India now that the difference between US and India — in terms of salaries, lifestyles and opportunities — is reducing."

Crown's new Website was designed to provide information specifically about relocating to India. It features quarterly housing reports, settling-in tips, India's entry and exit requirements, and a section dedicated specifically to helping human resource professionals. The HR section includes candidate selection tips and cost considerations for relocating employees into India. It also features an online "household inventory form" which enables Crown to provide moving quotations to expats and Indians, quickly and easily.

Sean Collins, Crown's regional corporate service director, has been active in HR roundtables and seminars in India and the surrounding region. He remarked, "Crown specialists have been working with both MNCs and Indian companies expanding globally. They have been helping to relocate people into India and into the US and other Western nations. Delivering these services has provided Crown's specialists with a unique understanding of the Indian culture, the real estate environment and more."

Crown, which opened for business in India in 1998, today has offices in Bangalore, Mumbai, Kolkata, Hyderabad, and New Delhi, and recently completed the construction of a new building in Chennai. With a 50,000-square-foot warehouse with modern security and environment controls and plans to build two more facilities, Crown is the only wholly-owned global relocation company in India, making the company ideally qualified to help businesses and individuals with their relocation needs.

Websites: www.relocatingtoindia.com or www.crownrelo.com

HONORS AND AWARDS

Fenton, Mo.-based **Vanliner Insurance Company**, a leading insurer of the moving and storage industry, has been recognized with an “A-(excellent)” rating from A.M. Best Co., the world’s oldest and most authoritative source of insurance company ratings and information.

According to a statement from Best, factors contributing to Vanliner’s rating included the company’s level of capitalization, operating performance, underwriting discipline, low expense structure, and specialty product knowledge. Best also cited Vanliner’s marketing strategy, improved loss control measures, and operating efficiencies realized through investments in technology.

The A- Excellent rating is assigned to companies that have, in A.M Best’s opinion, an excellent ability to meet their ongoing obligations to their policyholders. The rating also indicates that Vanliner continues to experience stable financial/market trends.

“Vanliner consistently works toward maintaining the lead position in providing insurance to movers. Achievement of the ‘excellent’ rating from Best is a tribute to the professionalism of our entire staff,” said Gale Preston, president of Vanliner. “It also reflects our ongoing effort to provide innovative, top-quality service to our customers.”

Vanliner Insurance Company is a subsidiary of UniGroup, Inc.



Crown Worldwide recently announced that its Facilities Management Limited division (CFML) in Hong Kong has been granted the ISO 14001:2004 certification.

The CFML division of Crown Hong Kong delivers services ranging from facilities management, renovation, technical support and security services to landscaping and greenery management for residential, commercial and industrial properties. Eight of Crown’s Hong Kong facilities were granted the certifications: the Crown Worldwide building in Shatin, three data centers in Tuen Mun and Yuen Long, and four other properties in the region.

Billy Wong, managing director for Crown Worldwide in Greater China, noted, “Crown Greater China formally started its environmental journey in 2001. In pursuing the ISO 14001:2004 certification, the Crown Hong Kong team had to minimize harmful effects on the environment caused by its activities and achieve continual improvement of its environmental performance.”

The ISO 14001 Environmental Management System (EMS) was established to encourage businesses to develop a systematic management approach to the environmental concerns of their organization. Crown in Greater China has been actively involved in efforts to protect the environment and has earned several designations over the last few years.

Every year since 2002, Crown Hong Kong was presented with the “Wastewi\$e” certificate from the Environmental Protection Department of the HKSAR Government, a designation developed to commend and recognize the efforts of companies that implement waste reduction processes and meet predetermined targets over a 12-month period.

The Environmental Campaign Committee (ECC) was established in 1990 to promote public awareness of environmental issues and encourage the public to contribute actively towards a better environment. Established by the ECC in 1999, the Hong Kong Eco-Business Awards Scheme honors businesses that have demonstrated a commitment to environmental management. In 2003, Crown Hong Kong won their Green Office Award.

AMMB Rep Has a Passion for Cars

Most of us know Jackie Agner as HHGFAA's AMMB Representative. But it turns out she has another life that involves antique cars. "I'd always wanted an MG," she says, "and then on my 50th birthday my husband George bought me one. I started going out on organized road trips and it took me almost two years just to learn the rules for driving in caravans, like "dusty turnouts" the hand signals, the responsibilities of the lead car and the boot (last) car. It was much more complicated than I ever thought." Soon, Jackie was entering her car in car shows — seven of them to date — and she's racked up six first-place awards and one second place."

"One interesting fact is the hood of a British car is called the 'bonnet,' and the trunk is called the 'boot.' I can tell you that owning this car has given me a new perspective on how hard it is to keep a car up! Not only the engine, mine is Chrome but it takes me about 10 hours to prepare my car for show. The hard part is that by the time I finally get my car ready, I'm so stiff and sore I can hardly walk, but I love it!" Jackie even teaches others how to clay, polish, and wax a car for a show.

Her car is a MGB-LE 1979, and her most recent first place awards came at a car show in Penticton, BC, Canada.



Jackie Agner, with one of six first-place awards.



Jackie Agner's prize-winning MG.



Georgia Angell
President
Dell Forwarding
HHGFAA Chairman

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

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On the Front Burner

Defense Authorization (HR 5122, S 2766)

Congress is expected to clear a bill this fall authorizing spending for the Defense Department and for nuclear weapons programs in the Energy Department. The authorization measure - which sets policies and influences the direction of the programs - is considered must-pass legislation every year, but even more so now amid a war and weeks ahead of the midterm election. The actual funding occurs through the separate Defense and Energy department appropriations bills.

Each chamber has passed its own version of the fiscal 2007 defense authorization bill, and members and staff from each have begun writing the final measure. The conference will not begin officially until conferees are named, but that step typically signals the end of the negotiations, not the beginning.

The two bills are far apart on the overall funding level. The Senate version recommends a total of \$517.7 billion; the House measure calls for \$512.9 billion. Both bills include \$50 billion for the wars in Iraq and Afghanistan.

Of particular interest to HHGFAA members is language in the Senate bill that would require that Full Replacement Value as part of the household goods moving program be required in the next fiscal year. The House version will simply allow the DoD to implement Full Replacement Value when and if appropriate.

The House bill includes "Buy American" provisions that have drawn a White House veto threat. Under the measure, the Pentagon could not do business with certain foreign firms that have received foreign subsidies, buy specialty metals from foreign sources, or trade with any company that has sold to China items that are on the US list of restricted exports. The Senate bill would go the opposite way, liberalizing the Defense secretary's ability to waive such regulations. All such provisions will probably be dropped in conference.

Conferees also must decide several politically charged issues concerning pay and benefits for military personnel and their families. For example, the House bill would extend to almost every reservist heavily discounted rates under the military's Tricare health care network; the Senate bill contains no such provision. The White House expressed strong opposition to the House provisions, saying that costly benefits are consuming too much of the Pentagon's budget.

The Senate bill would repeal a law under which relatives of military personnel killed or fully disabled in combat have their Defense Department annuity payment reduced by the amount they receive under a comparable Department of Veterans Affairs program. The administration and House Republican leaders oppose the repeal. The Senate bill endorsed the administration's request for a 2.2% increase in basic military pay in fiscal 2007; the House approved a 2.7% raise.

There also are differences over weapons programs. For example, the Senate approved \$3.7 billion requested by President Bush for the Army's Future Combat Systems; the House approved \$326 million less for the program. Concerned that the F-35 Joint Strike Fighter has not had enough testing, the Senate would eliminate virtually all of the \$1.3 billion requested to begin procurement. The House recommended \$1 billion.

Besides writing the final authorization bill, the Armed Services committees are responsible for producing legislation this fall to establish new rules for conducting trials of suspected terrorists held

at Guantánamo Bay, Cuba. That task could divert time and energy, though members and staff downplay that risk. There also is a possibility that the detainee tribunal legislation could be folded into the defense authorization bill, though the current goal is to keep them separate.

By Jim Wise PACE-CAPSTONE



With the Oct. 1 start of the next fiscal year nearing and the pace of this year's appropriations bills lagging, lawmakers will have to add a stopgap funding bill to their already crowded September agenda. And the likelihood is growing that some kind of omnibus spending measure will be needed as a vehicle for appropriations bills that have not been passed on their own by the end of the session.

Both chambers are behind last year's pace in advancing appropriations measures, with the Senate having passed only one fiscal 2007 spending bill, the Homeland Security measure (HR 5441). The House has passed all but one measure, the Labor-HHS-Education bill (HR 5647). In contrast, heading into September last year, the House had passed all of its fiscal 2006 spending bills, while the Senate had passed five bills.

Still, just like last year, when Congress was unable to pass all of its spending bills before the start of the new fiscal year, lawmakers will need to rely on a continuing resolution in order to keep programs funded while Congress breaks for the election. Although a continuing resolution could move as a stand-alone measure, a senior aide to Senate Majority Leader Bill Frist (R-TN) said it will probably be added to the Defense (HR 5631) or Homeland Security spending bill. The stop-gap measure is expected to run until at least Nov. 13, when Congress is set to return after the Nov. 7 election. But it would probably not extend past Thanksgiving, meaning that at least one more continuing resolution could be necessary.

In order to make headway on appropriations bills, the Senate must break its current logjam and pass bills so that the Senate can go to conference with the House. The spending bills likely to clear before Congress recesses for campaigning include Homeland Security, Defense, and Military Construction-Veterans Affairs (HR 5385). The Defense bill will probably be among the first measures taken up, but other national security issues could consume floor time, leaving less time for spending bills.

Defense Appropriations

Congress will probably complete work on the fiscal 2007 Defense spending bill before this fiscal year ends Sept. 30. The Senate, which halted work on the legislation just before its summer recess, will resume work on the appropriations measure - the largest bill in terms of discretionary spending - in early September.

The House passed its \$427.6 billion Defense spending bill (HR 5631) on June 20, including \$50 billion in emergency spending to

cover the costs of the wars in Iraq and Afghanistan. The Senate leadership stopped work on its \$468.4 billion version of the appropriations bill so it could vote before recess on a pension overhaul bill, an estate tax cut, and a minimum wage increase. Senate leaders have said completing work on the Defense spending bill will be a top priority before Congress goes out for elections. Once the bill returns to the floor, the Senate, like the House, is expected to pass it quickly with few major changes. Lawmakers are particularly eager to send the bill to President Bush before heading home in October to campaign for the midterm elections.

Generally, the Defense bill favors spending on troops over investing in research and development and procurement of future weapon systems. It would provide \$9.1 billion less than the Bush administration requested but \$14.6 billion more than fiscal 2006 funding. Senate Democrats have yet to propose any amendments on the spending bill that would lead to a withdrawal or drawdown of troops in Iraq. Democrats were soundly defeated in June when they attempted to attach an amendment to the fiscal 2007 defense authorization bill (HR 5122) that would have cut forces in Iraq by the end of the year. And they do not appear eager for another debate over troop withdrawals, with an election approaching and Republicans trying to paint them as weak on national security matters.

Conferees could clash over proposed Senate cuts to several major weapon systems and overseas sales of the Air Force F-22A Raptor aircraft. On overseas sales, the House lifted a decade-long ban on selling F-22As to foreign countries; the Senate opposes lifting the ban out of concern that it would allow sensitive fighter technologies to fall into the hands of hostile nations.

Transportation–Treasury– HUD Appropriations (HR 5576)

Several controversial riders make it unlikely that the fiscal 2007 spending bill for the departments of Treasury, Transportation, and Housing and Urban Development (HUD) will come to the Senate floor before the November election. Both the House and Senate versions of the bill would weaken restrictions on agricultural trade with Cuba and exceed the White House's funding request for Amtrak. Also, the two chambers are more than \$2.5 billion apart on funding for the same accounts.

The Senate bill, approved by the Appropriations Committee in July, totals \$141.2 billion; the version passed by the House in June would provide \$138.7 billion for the same accounts. Discretionary funds total \$69.7 billion in the Senate measure and \$67.4 billion in the House-passed bill. In one of the biggest differences, the House would provide \$35.3 billion for HUD, \$1.2 billion more than requested. The Senate included \$36.6 billion, \$1.3 billion more than in the House measure and \$2.5 billion more than Bush requested. Conferees also will have to reconcile disparate Amtrak funding levels, both of which are higher than Bush's requested \$900 million.

The House recommended \$37.7 billion for federal highways, \$2.2 billion less than the administration requested. Senate appropriators added another \$670 million, still \$1.5 billion less than Bush requested. The House recommended more than \$900 million more for the Federal Aviation Administration than the Senate did; both bills would provide significantly more than Bush sought. The annual bill also funds the federal Judiciary and numerous independent agencies.

Committee concerns could derail port security bill

The Senate could consider a port security bill before the election recess marking a compromise on language that would address concerns raised earlier this year by the aborted purchase of US port terminals by a Dubai-based firm. But thorny negotiations involving three committees — Homeland Security and Governmental Affairs; Commerce, Science and Transportation; and Finance —still could derail the bill.

In July, Homeland Security and Governmental Affairs Chair Susan Collins (R-ME) announced a tentative compromise between her committee and the Commerce panel that would use the port security bill that Collins sponsored (S 2459) as a base text. The deal has held through the recess.

But Finance Committee objections, which center around both jurisdictional and substantive concerns with S 2459, have complicated the negotiations. According to the Senate Committee, the bill would be essentially guaranteed to reach the floor if the Finance Committee's concerns can be resolved.

The bill would codify an existing voluntary program in the government's Customs and Border Protection bureau that rewards shippers with fewer inspections if they meet specified security standards. The greatest benefits in the program — known as the Customs-Trade Partnership Against Terrorism (C-TPAT) —are awarded to shippers who exceed the voluntary standards.

Collins' bill originally authorized funding for the C-TPAT, as well as \$400 billion for the port security grant program. The compromise reached by the Homeland Security and Commerce committees would strip away some authorized funds from the bill.

Collins reportedly would not accept changes to the bill that would steer Customs and Border Protection toward a more trade-oriented mission at the expense of interdicting actual security violations. The Homeland Security panel also wants to keep the bill focused on security, rather than trade.

The Finance Committee's objections are not the only potential roadblock to the bill's passage. Even if it reaches the floor in early September, Democrats could offer an amendment mandating the screening of all incoming cargo containers, which would change the face of the bill if adopted. New Jersey Democratic Sens. Frank R. Lautenberg and Robert Menendez plan to offer amendments to mandate the screening of all cargo containers bound for the United States. The Homeland Security and Governmental Affairs panel adopted language that would study 100% screening technology at three overseas ports, but would not mandate use of the technology for all incoming cargo containers within a specific window of time.

Norm Coleman (R-MN), who has long pushed other senators and Homeland Security Department officials to consider 100% screening, said he would likely oppose a specific time frame for its implementation. If the Senate adopted a 100% screening amendment, the bill would be at odds with House port security legislation (HR 4954), which passed by an overwhelming margin in May. That bill also would authorize a study of high-volume screening, but would not mandate its use at all overseas ports within a specific time frame.

Lautenberg and Menendez also plan to offer an amendment that would alter the Homeland Security Department's risk-based formula for state and local homeland security grants. Senate GOP leaders see a major homeland security accomplishment within the grasp of the

Congress over the next three weeks and likely will move heaven and earth to get the bill to the president before they adjourn for midterm elections.”

Homeland Security Appropriations (HR 5441)

Both chambers have passed versions of the fiscal 2007 spending bill for the Department of Homeland Security, and Congress will probably want to clear the bill by the end of the fiscal year Sept. 30, or at least before the elections.

The Senate bill, passed in July, includes \$31.7 billion in discretionary spending, \$350 million less than the version passed by the House in June. There are numerous spending differences that will have to be resolved in conference. Amendments to the Senate-passed bill would boost spending on port and border security programs by almost \$1 billion and could spark some opposition from House appropriators. One increased border security funding in the Senate bill by \$350 million, adding funds for physical infrastructure, vehicles and equipment for patrolling the border. The spending would be offset by increased immigration fees.

The other amendment would increase spending in the current fiscal year on port security, customs, border enforcement and Coast Guard upgrades by \$648 million, using any money in the Treasury not otherwise appropriated. The Senate-passed version of the bill also includes an amendment by Susan Collins (R-ME), chair of the Homeland Security and Governmental Affairs Committee, that would overhaul the Federal Emergency Management Agency (FEMA) by restoring its preparedness responsibilities and giving it more autonomy. A reorganization of the department in 2005 eliminated FEMA's role in preparing for disasters, focusing the agency exclusively on response and recovery.

The House-passed bill has no similar provision, but two House authorizing committees recently agreed in principle on language that would keep a more autonomous FEMA in the Homeland Security Department, similar to the Senate provision.

Aviation security, a hot topic recently because of the liquid explosives plot uncovered in Britain, could also play a role in conference negotiations. The Senate version of the bill includes \$4.8 billion for aviation security, \$47 million more than the House version and \$97 million more than President Bush's budget request. Both bills exceed his request for aviation security spending, in part because the bills include more funds than he requested to buy and install explosive detection systems.

The Senate bill would go further than the House version in trimming the president's request for science and technology programs in favor of border security spending. The department's science and technology directorate, which conducts long-range research in areas including anti-explosives technology, would receive \$818 million, \$31 million less than in the House version. Senate appropriators referred to that directorate as a rudderless ship, citing poor management in their report accompanying the bill. The Domestic Nuclear Detection Office would receive \$442 million under the Senate bill, \$58 million less than in the House bill.

Tax extenders (HR 5970)

Congress will probably clear a package of extensions of popular expiring or expired business tax breaks before the end of this year, although it is not clear exactly how that will happen. House Republicans coupled the so-called tax extender provisions, which have broad support in both parties, with a more controversial measure: a permanent reduction in the estate tax. Both were also tied to an increase in the minimum wage in an attempt to win Senate passage of the estate tax language just before the August recess. That strategy did not work, but many companies are eager for renewal of the already expired research and development tax credit as soon as possible.

Because these tax breaks are popular and provide impetus to win support for more controversial legislation, their renewal has been caught up in a legislative chess match between both chambers and between both parties. In addition to the expired R&D credit, the extenders include a deduction for college tuition payments and a deduction for state and local sales taxes in lieu of income taxes that benefits residents in a handful of states. The extension language in the estate tax-minimum wage bill would renew most of these tax breaks for two years at a cost of \$35.5 billion through 2011, according to the Joint Committee on Taxation.

Some lawmakers wanted to include the extenders as part of the \$70 billion tax reconciliation measure (PL 109-222) that cleared in May. One prominent extenders advocate, Senate Finance Chairman Charles E. Grassley (R-IA) agreed to drop them from that bill because he said he had a commitment from House Ways and Means Chairman Bill Thomas (R-CA) to attach them to pension overhaul legislation (PL 109-280) that cleared just before the recess.

In late July, however, Republican leaders stripped the extenders from the conference agreement on the pension bill and decided to move them instead as part of the estate tax and minimum wage measure. The House passed that bill July 29, but Senate supporters could not corral the 60 votes needed just before the recess to break a Democratic filibuster and bring the measure to the floor. Some business interests are frustrated that the tax extenders are being used to sweeten the deal for more controversial provisions. The extenders presumably would be enacted easily if sent to the floor as a stand-alone bill. Senate Majority Leader Bill Frist (R-TN) vowed to try again to bring up the combination measure, but the extenders eventually might have to move separately.

Reviving the estate tax cut

Senate Republican leaders plan to revive a multipart measure aimed at permanently reducing the estate tax, although that prospect is inspiring concern among some GOP allies eyeing this fall's elections. Despite last month's failure of the hybrid bill (HR 5970) containing the estate tax reduction, a minimum wage increase and extensions of expiring tax breaks, Senate Majority Leader Bill Frist (R-TN) intends to try again.

The news of another push was met with ambivalence by some Republicans who have a stake in the bill's fate and in which party

controls the 110th Congress. Some Republicans contend that bringing up a measure considered likely to fail is a waste of time and only illustrates how the chamber is deadlocked.

There's no way that the Democrats who voted against this the last time can change their votes. Some business interest would prefer that Congress act quickly to pass the tax break extensions, especially the already-expired research and development tax credit. If another bid at passing the hybrid measure fails, those extenders are unlikely to win passage until the lame-duck session. At that time, GOP leaders plan to split the measure and seek passage of at least the tax break package.

Republicans concede they face an uphill fight to garner enough votes to thwart a filibuster. On Aug. 3, Frist fell short of winning the 60 votes needed to proceed to a motion to debate the bill. Four Democrats voted with Republicans. Among the votes the GOP will try to pick up is that of Max Baucus (D-MT), who was absent that day following the death of his nephew in Iraq. Baucus supported an earlier repeal bill.

Senate Minority Leader Harry Reid (D-NV) is readying for a fight. To eliminate one Democratic complaint about the bill, Frist is working to alter language regarding an increase in the minimum wage for employees who earn tips.

Several Democrats supportive of a minimum wage hike argued that language in the bill would lower the wages of such employees in seven states where state laws require employers to pay the full minimum wage atop tips they earn, by instead allowing such employers to count tips against the new minimum wage.

Republicans want to make it harder for Democrats such as Washington Sen. Maria Cantwell — in a tough re-election battle in a state that does not allow employers to count tips toward the minimum wage — to oppose the measure.

To entice swing Democrats such as Cantwell, Patty Murray (WA), Robert C. Byrd (WV), and Mark Pryor (AR), Republicans included provisions such as extra funding for mine cleanup, timber tax breaks and rural development bonds. But those sweeteners didn't do the job. Only Byrd supported the bill.

It's unclear whether the provisions will remain. Republicans could try to entice other Democrats by adding other tax breaks. Senate leaders also must get a wary business community on board. Some groups, such as the National Federation of Independent Businesses, are pushing for the permanent cut in the estate tax. Others, such as the National Association of Manufacturers, want the expiring tax breaks renewed now.

The extenders are a mix of tax breaks, including the research and development credit, a college tuition deduction and a deduction for state and local income taxes in states with no sales tax. Leaders had been advised to "slow walk" the popular tax breaks and use them to sweeten the estate tax.

What to Expect in September

Congress will return for a very short session in September and then recess again in early October in time for candidates to campaign for the November elections. There is not much time to address a number of important issues and the conventional thinking is that time is running out for the Congressional leadership to pass legislation and impress unhappy voters. Everyone already knows that a lame duck session of Congress will be reconvened in November after the elections to tackle some of the more controversial issues.

However, for the remainder of September, both parties are expected to jockey for political advantage — with both parties carving out positions on difficult issues such as the Iraq war, immigration reform, energy prices and prescription drug coverage for seniors.

Congress is expected to pass little more than big spending bills for the departments of Defense and Homeland Security. On all other major issues, it is almost certain that there will be no action taken until the lame duck session.

"I'm afraid politics will take over and we won't get much done, other than some appropriation bills," said Rep. Tom Davis (R-VA).

Most analysts believe that Republican majority in both houses will be challenged in these elections. Virtually every pollster and campaign consultant has stated that the Republican majority will face its greatest challenge in a decade.

All 435 House seats, 34 of 100 Senate seats and 36 governorships are at stake in November's election, with Democrats needing to pick up 15 House seats and six Senate seats to reclaim majorities. While Congress is set to recess on October 6, it is widely expected that the Republicans will break a week early to allow everyone to return home to campaign.

It is assumed that the Republican leadership will use the time remaining in the September session to force votes on national security, which they see as their strong suit. Democrats will most likely fire back by accusing Republicans of underfunding the war on terror and pursuing a failing policy in Iraq. They will also push for a vote of no-confidence in Defense Secretary Donald Rumsfeld. Democratic Party leaders launched an opening salvo in late August by sending a letter to President Bush urging him to begin withdrawing U.S. troops from Iraq at the end of the year.

In response, House Majority Leader John Boehner (R-OH), issued a statement spelling out his party's agenda for this month. "Now is not the time for a weak and indecisive approach that has been offered by Capitol Hill Democrats, and that's why Republicans are working to keep America safe through policies based on strength and purpose, rather than confusion and defeat," Boehner said.

In addition to the Pentagon and Homeland Security funding bills, Republicans intend to push measures in coming weeks to address objections raised in court decisions that struck down as illegal Bush's domestic spying program and military tribunals to try foreign terrorism suspects.

It appears unlikely Congress will find common ground on either matter before election day. The more interesting question will be what will happen during the lame duck session. That agenda will clearly be driven by the results of the November elections. Should the Republicans retain control of both houses, it may be a very short session. However, all bets are off if one or both of the houses is captured by the Democrats.

FMCSA to Require Registration of Forwarders, Brokers

The Federal Motor Carrier Safety Administration said it is maintaining a requirement for freight forwarders and brokers to register with the agency.

Last year's highway bill gave the agency the authority to eliminate the requirement, but FMCSA said registration was necessary "for the protection of shippers."

Under the rules, brokers and forwarders need to file proof of insurance and a \$10,000 bond with the agency.

SOURCE: Transport Topics

President Bush Nominates Mary Peters as New DOT Secretary

President Bush has chosen former Federal Highway Administrator Mary Peters to succeed Norman Mineta as secretary of transportation, the Associated Press reported recently, citing a senior administration official.

Peters, who is currently national director for transportation policy and consulting at engineering firm HDR Inc's Phoenix office, served as chief of the Federal Highway Administration from 2001 to 2005, AP said.

Prior to heading FHWA, Peters spent 16 years with the Arizona Department of Transportation.

Her appointment must still be confirmed by the Senate. Peters will fill a cabinet position that has been vacant since July following former Secretary Norman Mineta's resignation.

SOURCE: Transport Topics

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Sept. 24–28, 2006

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Memphis, Tennessee

Sept. 30–Oct. 3, 2006

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Oct. 7–8, 2006

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Oct. 9–12, 2006

**HHGFAA 44th Annual Meeting
San Francisco, California**

April 22–25 2007

AMSA Annual Meeting
Palm Springs, California

April 23–25 2007

SDDC-HQ Training Symposium
Orlando, Florida

June 10–12, 2007

National Council of Moving Associations
Las Vegas, Nevada

Oct. 14–17, 2007

**HHGFAA 45th Annual Meeting
New York, New York**

Oct. 4–7, 2008

**HHGFAA 46th Annual Meeting
Honolulu, Hawaii**

October 10-13, 2009

**HHGFAA 47th Annual Meeting
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Sept. 29–Oct. 2, 2010

**HHGFAA 48th Annual Meeting
San Diego, California**

EDITOR'S NOTE:

Send your calendar items to

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