



THE PORTAL

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The Journal of the Household Goods Forwarders Association of America, Inc.

JANUARY/FEBRUARY 2007

Moving Man's Best Friends: Pets, Cars, and Motorcycles

JEAN ANNE



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About our cover: Pasha's Jean Anne towers over part of a car shipment. Our focus on transporting pets begins on page 4; articles about moving vehicles begin on page 15. Cover photo courtesy of The Pasha Group.

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THE PORTAL

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By Terry R. Head
HHGFAA President

The (Military) Emperor's New Clothes

Back in the early 1800s, the prolific writer Han Christian Andersen penned a popular fairy tale entitled “The Emperor’s New Clothes.” You’re probably wondering what this story has to do with the moving business, as well as the reference to “Military” in my version of the title. Nonetheless, Andersen’s story serves as one of the first—and best—examples of the power of political correctness.

I normally shy away from addressing military-related issues in this column in *The Portal*. However, I am regularly reminded of this story when I consider the manner and method by which the US Department of Defense is going about re-engineering its household goods and unaccompanied baggage (personal property) program and, more particularly, how they are developing and implementing the new “Families First” Program.

First, though, let’s take a look at a synopsis of the Andersen fable, adapted from Wikipedia:

Many years ago there lived an emperor who was quite an average fairy tale ruler, with one exception: He was very vain about his clothes. One day he heard from two swindlers who claimed that they could make the finest suit of clothes from the most beautiful and magical cloth. This magic cloth, they said, also had the special capability of being invisible to anyone who was either stupid or not fit for his position.

A bit nervous about whether he himself would be able to see the cloth, the emperor first sent two of his trusted men to see it. Of course, neither would admit that they could not see the cloth and so praised it for its beauty and fine quality. All the townspeople had also heard of the cloth and were eager to learn how stupid their neighbors were, because surely they could see the clothes and their stupid neighbors would not see.

The emperor then allowed himself to be dressed in the clothes for a procession through town, never admitting that he himself was naked and either unfit or too stupid to see what he was wearing—which was nothing. One can only assume the emperor was afraid that the other people would think that he was stupid or unfit.

Of course, all the townspeople wildly praised the magnificent clothes of the emperor and were each afraid to admit that they could not see them, until a small child said, **“But he has nothing on!”** This was whispered from person to person until everyone in the crowd was shouting that the emperor had nothing on. The emperor heard them and knew that they were correct, but held his head high and finished the procession.

Most often, the metaphor involves a situation where the overwhelming (usually unempowered) majority of observers willingly share in a collective ignorance of an obvious fact, despite individually recognizing the absurdity. The story of the Emperor and his clothes is also often used in political and social contexts to allude to any obvious truth denied by the majority despite the evidence of their eyes, especially when proclaimed by the government.

Here is why this story is relevant to our industry. The US military, through SDDC and US-TRANSCOM, are about to implement Phase II of the Families First Program. They are moving forward with the program, all the while knowing their Business Rules (contractual terms and conditions) and Customer Satisfaction Survey are flawed. Moreover, through recent testing, the industry and various sectors of the government and military now are very much aware that the hardware and software to be used in the Defense Personal Property System (DPS) is, at least at this stage, non-functioning, and in reality, a step backward in the use of technology—for both industry and the government.

Everyone knows this to be true (except perhaps for the Emperor), yet either nobody has the courage to tell the Emperor, or he refuses to see the facts for himself. So he is doomed to walk out into the street naked, either by his own choice or because the people surrounding him will not speak up.

This Association has spent countless hours trying to influence various sectors of the government with regard to needed changes and enhancements to the new program before its implementation. Regrettably, most of our efforts are ignored or fall on deaf ears. However, all the stakeholders (industry and government) have now seen the evidence that there are no fancy clothes or magical cloth.

I am not sure which is worse: not speaking up, or ignoring the facts as we now know them from the analysis of the rules and the testing of the DPS system. Nonetheless, I am just glad the Association speaks up on behalf of its members and the industry. Now, if only the other stakeholders in Families First would speak up and the Emperor would hear us.

MOVING MAN'S BEST FRIENDS: PETS, CARS, AND MOTORCYCLES

Shipping the Dogs of War

By Sue Healy

As a leading animal shipper, IPATA member **Move One Pet Transport** regularly moves household cats and dogs around the world. Our experience is by no means limited to the family pet, however. Previous shipments of note include flying a drey of celebrity squirrels from Hollywood to Budapest, bringing the President of Kazakhstan's horse to Moscow as well as shipping an array of pets—among them parrots and goats. But it is our dogs of war shipments which are our greatest pride.

In time of conflict, man's best friend is also his most fervent ally. Dogs are an age-old feature of war. Romans had attack formations made entirely of dogs, and military leaders from Attila the Hun to Napoleon employed canines during their campaigns. The hound was also used during the American Civil War as both messenger and mascot. Today, demining dogs, sniffer dogs, guard dogs, and rescue dogs work mostly in postwar landscapes, protecting and ensuring the safety of devastated communities. Moreover, in war and its wake civilians are often forced to abandon their pets, leaving the animals to fend for themselves by scavenging on the streets. Thereafter, it is not unusual for soldiers and aid workers to befriend these dogs, and they often wish to bring their new pals back home when the assignment is finished.

Since the 1990s Move One Pet Transport has been consistently transporting demining dogs in and out of landmine infested regions such as Bosnia, Kosovo and lately, the Middle East. Demining dogs seek out clandestine explosives with the aid of a trusted handler/trainer with whom they have formed a close bond. As a fully trained dog is valued at \$40,000–\$50,000, their care is paramount. So, shipment will often include special food and handling equipment. Armor is also part of the consignment, as the dog and human wear protective clothing as they inch through fields in search of landmines. These dogs have been specially trained to alert the handler when they recognize the smell of either TNT or the wiring used in explosives. Despite progress in mine detection technology, it is still more effective, faster and cheaper to locate mines with canine help. Sadly, there will be no slump in the need for these hero dogs in the foreseeable future—it is estimated that in Bosnia alone, full landmine clearance will take another 50 years.

Following the December 2003 earthquake in Iran that resulted in at least 15,000 deaths, Move One Pet Transport ensured the swift and timely arrival of a number of rescue dogs to the country, who then went on to save several lives. With our close working relationship with many charities and disaster management organizations, Move One Pet Transport is always ready and prepared to ship rescue gear and dogs to any location worldwide.

Interestingly, according to Eموke Hartyani, pet transport manager at Move One, shipping these working dogs entails a different process from shipping the family pet. “They are classed as ‘working



MoveOne's man in Afghanistan, Greg Forgrave with female Obacha (on left) and Baksheesh, the male. Both were strays. Most Afghani dogs have a similar appearance, even though these dogs are mutts.

dogs,” explains Hartyani, “Sometimes they have army rank and are granted a similar status to a human. So, for example, airlines which do not normally carry animals will carry working dogs. Equally, so long as their paperwork clearly states their status, countries that might otherwise restrict canine entry will allow working dogs through.”

Nonetheless, the logistics of carrying the animal remain the same. Working dogs must travel in the airplane's cargo hold, and be held in a flight kennel that is the specified size for their particular breed. The shipping company must also take care not to allow travel during extreme weather conditions, “Contrary to common belief, the cargo hold is always heated. The danger actually lies in the waiting time spent on the tarmac as the plane is being loaded. For this reason the animals should fly at night during the summer, and during the day in winter—this of course depends on the location,” Hartyani explains. “It is also extremely important that the related paperwork is all in order, evident and that you have made copies of all.”

But “working dogs” are not the only hounds that travel in wartime. The adopted pet often goes back home with Charlie. In WWI an American stray called Stubby served with troops in the trenches, warning of poison gas, locating wounded men and even capturing a German spy. He became the only canine to be promoted through conflict to the rank of sergeant. In WWII Stubby was succeeded by Chips, a German shepherd-collie-husky mix who became the most decorated dog of that conflict. Undoubtedly, Chips and Stubby's brave actions saved lives. However, as with most modern war dogs, their real value was in boosting morale and lending affection to the troops.

In this same way, many young soldiers will befriend a stray who lifts their wartime spirits, and then may wish to bring the dog back home when the time comes. Transport is paid for out of their

own pocket, and although Move One Pet Transport always provides such shipments at cost, it is still a considerable expense for an individual. The fact that this deters but a few tells of the deep affection in which dogs of war are held.

Likewise, Move One has adopted strays at many of our offices in the world's more unstable regions. As well as providing light relief for our staff, such dogs are often marvelous deterrents and guard dogs for the compounds. Moreover, they now hold honored places in company lore. There was Boris, in Moscow, a Newfoundland who liked to sleep outside the office in the snow. In Kosovo, Hoppy, who earned his name after being hit by a truck. The Sarajevo team took in a Bosnian military guard dog, who was subsequently stolen, and Pisti, who ran



A trained rescue dog 'Boldizar' (or 'Boldi' for short) whom Move One shipped from Budapest to Abu Dhabi—not to work as a rescue dog, but because his owners couldn't bear to be parted from him when they were relocated.



Emoke Hartyani, pet transport manager at Move One, says that Hungary is famous for its rescue dogs—precious cargo that gets first-class service.

away in a snowstorm. A hapless three-legged puppy known as Lego also ran off - after an employee fed him a fast-food burger. In Afghanistan our trusted hounds are Baksheesh and Obacha. Both are adopted strays. The male, Baksheesh is named after a local word that means "tip" or "bribe." Oddly, the bitch's name, "Obacha," means "Hey, boy" in Dari. "I mistook her gender for the first two weeks we had her, and the name stuck," explains Greg Forgrave, country manager. According to Forgrave, having the two canines on board is a definite boon for security, even if the Afghan employees are not too keen on dogs. "Muslims often consider dogs dirty creatures, and very few would ever keep a dog as a pet," he explains.

These dogs, and their counterparts the working dogs, are proof of the strong bond that is formed between dog and man in times of strife and peril. Move One Pet Transport is proud to be at the service of the dogs of war.

Sue Healy is the newsletter editor at Move One.

PET SHIPPING FAQ

Q: Why does an airline refuse to fly pets when it is too hot or cold?

A: If ground temperatures are too hot or too cold, most airlines will restrict or embargo animal travel. Before being loaded onto the aircraft, pets must be transported from the cargo terminal across the tarmac and are thus exposed to outside temperature for a time.

Airline restrictions may apply for a single flight, for the whole day, or for a number of days. Sometimes animals may travel only during times of the day when the airports are less likely to be affected by high or low temperatures. This means that an airport experiencing hot daytime temperatures may allow animals to depart/land/transit only overnight or early morning, when temperatures are cooler. Overnight transport is common in summer.

Most airlines accept pets only from FAA registered Intermediate Air Carriers (IACs) or licensed pet dealers. Professional pet shippers registered with the FAA must comply with airline requirements during seasons of extreme heat and cold. Professional pet shippers, because of their experience, often can find a way to comply with airline requirements and still ship the pet, with their primary focus the well-being of the pet.

SOURCE: Wagtails, www.petexpress.us

Q: Where can I find safety statistics?

A: No one body or organization currently has statistics on the number of animal incidents during air transport. However, this will change in the very near future as one of the stipulations of the Lautenburg bill was that the airline industry and USDA need to develop a system of reporting animal incidents during transport. As soon as a central information point has been identified, it will be included on the IPATA Website, www.ipata.com.

Pet Transport: A Cautionary Tale

Aleem Ur Rahman, director of operations at **Security Packers** in Islamabad, recalls this incident from three decades ago.

"In the mid 1970s, when I was serving with M/S Saleemsons Ltd. Packing & Freight Forwarding Co. in Karachi (Pakistan) we received an import shipment of pet puppy dog for air clearance. At the time of clearance, the consignee refused to accept the dog, angrily insisting that the dog did not belong to him, whereas the airline was adamant that they received the cage and the dog now being delivered. At a distance I saw some persons laughing, which I did not understand at that time.

"The matter was probed and it was later revealed that somehow the door of the cage had got opened in the airline shed at Karachi airport and the dog ran away. The airline staff got worried and captured a stray dog and put it in the cage to cover up their mishandling. The consignee did not accept the dog, and the shipment was not cleared. Nobody ever learned the fate of the dog."



Aleem Ur Rahman

Why Use a Professional Pet Shipper?

As you begin making arrangements for your client's move, the answers to your many questions about relocating the family pet will depend upon many factors:

- where the pet(s) will be shipped to and from;
- the airlines that will accept the pet, the routes they fly, the time of year and time of day flights are available, transit points, and size of aircraft available;
- the age and special health considerations of your pet;
- the destination state or country's import regulations and health requirements.

In relocating a client's VIP (Very Important Pet), relying on an expert to assist is a smart move. A professional facilitates the process with their knowledge and expertise in flights, flight regulations, flight container requirements, pickup and delivery arrangements, quarantine, boarding, import and export arrangements and proper identification. And as requirements, regulations and restrictions change, professional pet transporters stay abreast of these changes and can make the necessary adjustments to the pet's travel arrangements.

Consider Quarantine Times!

Many countries have quarantine requirements that must be met as far as 7 months in advance. Also, a few countries are running waiting lists 3 months long just for quarantine space.

If you have clients going to Singapore, the UK, Australia, South Africa or Japan you should advise them not to wait until the last minute to start planning for your pet's move. It is important they start as soon as possible.

There is no one source for quarantine and country requirements. Even professional pet shippers must call the relevant embassies and consulates to obtain the latest requirements for each shipment.

SOURCE: PetMovers.com

Hawaii is Rabies Free!

... and they want to keep it that way. Hawaii is rabies-free. Hawaii's quarantine law is designed to protect residents and pets from potentially serious health problems associated with the introduction and spread of rabies. All dogs and cats regardless of age (puppies and kittens included) or purpose, must comply with Hawaii's dog and cat import requirements. Furthermore, Hawaii may require a quarantine of up to 120 days for all cats and dogs not meeting their 5-days or less" requirements. For more information on the Hawaii requirements, visit http://www.hawaiiag.org/hdoa/ai_aqs_info.htm

Bringing a Pet Bird to the United States?

You'd better check out these special requirements from the US Department of Agriculture: <http://permanent.access.gpo.gov/lps3025/petbird.html>

The professional pet shipper need not be in the origin city, state, or country. Through their international network, professional pet shippers can handle any and all arrangements to ensure personal care and handling of family pets from the time they are picked up at the home until they are delivered to the new home, wherever it might be.

Services provided by the individual members of the Independent Animal Pet and Animal Transport Association (IPATA) vary from company to company and may include the following:

- Pick-up and delivery between airport, kennels, quarantine, veterinarians and home
- Flight reservations, with emphasis on airlines and schedules that are best for the well-being of the pet
- Flight kennel sales, with knowledge of the correct type and size in accordance with IATA regulations and to meet the country and airline requirements
- Health and/or veterinary certificates: every country has its own set of regulations and these change frequently.
- Domestic and international documentation: consulate legalization, import licenses, transit permits, etc.

TO FIND A PET SHIPPER:
www.ipata.com/page.php?rp=2



OTHER USEFUL WEBSITES

USDA Veterinary Services Area Offices (US only)
www.aphis.usda.gov/vs/area_offices.htm

www.petfriendlytravel.com/?page=intl_travel

Purchase Forms:
www.pettravelstore.com/store-pet-immigration-forms1.html

CPR for Your Pet

The American Red Cross teaches cardiopulmonary resuscitation (CPR) for cats and dogs in its pet first-aid classes. For information, call your local chapter or visit www.redcross.org/services/hss/courses/pfachapter.html. Also available: *Pet First Aid*, a 111-page book covering 50 injuries and illnesses. Click on "Store," then "Reference Guides," or call your local chapter. Cost: \$12.95.

Did You Know ...?

It often costs more to transport a pet than to transport its owner. Costs vary according to destination, the number of pets, their weight and size, veterinary requirements, permits, handling, and other factors.

Moving Pets to and from China

Asian Tigers K. C. Dat (China) Ltd. has 11 branches across Mainland China with regional hubs in the three major gateways of Beijing, Shanghai and Guangzhou. The company also has a specialized pet division, PetExpress, which is one of the few specialist pet-handling companies in China registered with the Independent Pet and Animal Transport Association (IPATA).

All pets coming into China must first have an import permit, and each person is permitted to import only ONE pet dog or cat.

So if you happen to have two pet dogs and one cat to bring with you, you will need three different passports, one per pet.

There is a quarantine period of one month at the arrival airport of entry. The usual rabies vaccinations and health certificates are also required. Once on the ground, different cities have different regulations regarding the size of dogs that can be kept within the inner city suburbs and how many dogs may be kept at one address. All dogs have to be registered with the local authorities. Then at time of export, you are again restricted to one pet per passport as you leave. So the obvious statement applies: Check well in advance before you come and, depending on where you may move on to, consider that country's regulations for importing a pet from China.

Website: www.petexpress-china.com

How Do You Get into the Pet Shipping Business?

So you're interested in starting a pet taxi or pet shipping business? All IPATA member companies are individually owned and operated and establish their business practices based on their own research. And most professional pet shippers do long-distance, over-the-road-transportation and shipments by air, rather than just local taxi services.

Under the US Animal Welfare Act, US IPATA members must be licensed and registered with the USDA as Intermediate Handlers or Class B Dealers. (For more information, visit the USDA Website, www.aphis.usda.gov/oa/awlicreg.html and look at the definitions for animal transporters, intermediate handlers and Class B Dealers.) To obtain the registration or licensing requirements, you need to call the regional Animal Care Office that covers your state. The location and phone numbers are listed at the very bottom of the USDA Web page shown above.

Members outside the USA need to be registered within their own country, if applicable.

There is no rulebook or established guidelines on how to ship a pet, but there are training courses available. IPATA's annual conference each fall typically includes a Basics Workshop for those who are new to pet shipping. The format changes from year to year but it is usually structured to provide basic "how-to" information and, more important, where to find answers to questions.

PET SHIPPING FAQ

Q: Is tranquilization okay for pets being transported?

A: Although very few of the thousands of animals transported during the past 5 years have died while being transported, investigations revealed that almost half the deaths result from sedation. The second most frequent cause of death was environmental stress, especially in pug and snub-nose breeds. Third in frequency were disease complications from coronavirus, parvovirus and respiratory diseases that were not evident during examination, but had a sudden, debilitating onset with the stress of transport at high altitude. Least common, in fact, rare, were deaths caused by mishandling by the carriers.

According to American Veterinary Medical Association (AVMA), air transport of sedated pets may be fatal. Oversedation accounts for almost half of all animal deaths during air transport. Except in unusual circumstances, veterinarians should not dispense sedatives for animals that are to be transported. Little is known about the effects of sedation on animals that are under the stress of transportation and enclosed in cages at 8,000 feet or higher, the altitude at which cargo holds are pressurized. Additionally, some animals react abnormally to sedatives.

Moreover, animals can respond very differently to sedatives and tranquilizers. Cats for instance, occasionally become *more* excited following the administration of "sedating" drugs.

A tested and safe method for calming a pet is to transport the animal in a familiar crate or container, and without the use of sedating drugs. Although animals may be excitable while being handled during the trip to the airport and prior to loading, once placed into the cargo environment, which is darkened after the door is shut, most animals will naturally relax and many will sleep.

If sedatives or tranquilizers are used, the name of the drug (brand and generic) time of administration, dose and route of administration should all be clearly marked on the animal's container.

Pet Information Resources

When transporting pets, you or your client should contact the State Veterinarian's Office or State Department of Agriculture requesting the pet laws and regulations of the destination state (such as requirements for health certificates, etc.). Following is a list, provided by Paxton Van Lines, of the appropriate state animal control agencies.

Alabama: (334) 240-7255
Alaska: (907) 745-3236
Arizona: (602) 542-4293
Arkansas: (501) 907-2400
California: (916) 654-0881
Colorado: (303) 239-4161
Connecticut: (860) 713-2505
Delaware: (302) 739-4811
Florida: (850) 410-0910
Georgia: (404) 656-3671
Hawaii: (808) 483-7111
Idaho: (208) 332-8540
Illinois: (217) 782-4944
Indiana: (317) 227-0300
Iowa: (515) 281-5305
Kansas: (785) 296-2326
Kentucky: (502) 564-3956
Louisiana: (225) 925-3980
Maine: (207) 287-3701
Maryland: (410) 841-5810
Massachusetts: (617) 626-1790
Michigan: (517) 373-1077
Minnesota: (651) 296-2942
Mississippi: (601) 359-1170
Missouri: (573) 751-3377

Montana: (406) 444-2043
Nebraska: (402) 471-2351
Nevada: (775) 688-1180
New Hampshire:
 (603) 271-2404
New Jersey: (609) 292-3965
New Mexico: (505) 841-6161
New York: (518) 457-3502
North Carolina: (919) 733-7601
North Dakota: (701) 328-2655
Ohio: (614) 728-6220
Oklahoma: (580) 522-6131
Oregon: (503) 986-4680
Pennsylvania: (717) 772-2852
Rhode Island: (401) 222-2781
South Carolina: (803) 788-2260
Tennessee: (615) 837-5120
Texas: (512) 719-0700
Utah: (801) 538-7160
Vermont: (802) 828-2421
Virginia: (804) 786-2483
Washington: (360) 902-1878
West Virginia: (304) 558-2214
Wisconsin: (608) 224-4872
Wyoming: (307) 777-6443

Insurance for Furry Friends

By Michelle Singletary

Would you spend \$20 or \$30 a month for pet insurance? Sales of pet insurance in the United States topped \$160 million in 2005, up nearly 25% from \$129 million in 2004, according to Packaged Facts, the publishing division of MarketResearch.com.

Pet insurance covers the veterinary expenses of primarily cats and dogs, though coverage is available for other animals, such as birds, reptiles and certain exotic pets.

Sixty-three percent of US households own a pet, and an estimated \$38.4 billion was spent on them last year, reports the American Pet Product Manufacturers Association. Of that, about \$9.4 billion was for veterinary care.

Still, only 3% of dog owners have insurance for them, the APPMA said. Even fewer cat owners have pet insurance: just 1%.

The range of coverage can vary widely by provider and the type of plan. Plans can cover medical treatments, routine visits, vaccinations, flea control and teeth cleaning. You can even get a policy that will compensate you if your pet dies, according to Packaged Facts.

Pet insurance, which is considered property insurance and is state-regulated, doesn't work quite like health insurance for people. You have to pay the vet bill first and then you're reimbursed. But like our health insurance, there is usually a deductible.

Monthly premiums, which vary according to a pet's species, age and health, can run as high as \$50 to \$60 but are generally in the \$20 to \$30 range for policies that cover preventive care, accidents and treatment of illness, according to Packaged Facts.

The key to finding the right insurance policy—even for pets—is to shop around. VPI (www.petinsurance.com or 800-872-7387) is the largest, with about 80% of the market. But the market is growing. There's Pets Best Insurance (www.petsbest.com, 888-899-0402) and PetCare (www.petcareinsurance.com, 866-275-7387). Even the American Society for the Prevention of Cruelty to Animals has jumped into the business (www.aspcapetinsurance.com, 866-861-9092).

SOURCE: *Washington Post*



Mark Botten with Taz (left), a dog Pet Express transported to Australia, and Nigel (above), a rat bound for Rochester.

Advice from a Pro

When it comes to transporting animals, the best surprise is no surprise. Mark Botten, of Pet Express, says that the secret to avoiding unexpected costs is for moving companies to ask the right questions before the move.

"When working with moving companies," he says, "a common problem is that the moving company does not know what questions to ask their customer about the pets. This makes it difficult for us to provide accurate pricing. To overcome this, we provide moving companies with a simple questionnaire that either they or their client can complete. [See the form on the Web version of this issue of *The Portal*.] We then use this info to construct a quote." Above all, he says, movers and their clients must plan far in advance to ensure a trouble-free move with their four-legged family members.

Since 1978, Pet Express has helped thousands of families to safely transport their pets within the United States and overseas. Botten has owned and operated pet transport businesses in Brisbane and Sydney in Australia since 1994. He moved to the United States in 2005, when he joined Pet Express.

Botten's company produces a newsletter, *Wagtails*, that provides information, advice, anecdotes, and assurance for people planning a move with their pets.

Website: www.petexpress.us

EDITOR'S NOTE: The following pages are from the brochure "The Ins and Outs of Moving with Pets," from Prudential Relocation, and supplied to **The Portal** by AMMB Member Glenn Stephenson.



The Ins and Outs of Moving With Pets

The Ins and Outs of Moving With Pets

The turn of the century and many current events have brought about a renewed interest in family. Many companies realize the need to include family-oriented provisions in their policies, such as counseling and assistance for spouses/partners and children. But these are not the only “family” members who are receiving benefits. Many companies have started looking at pet provisions with a less-critical eye and begun implementing such considerations into their policies.

Whether or not your company offers such benefits, relocating employees have many decisions to make when moving with pets. From airline regulations to the ever-changing customs regulations within individual countries, there is a lot to think about. Pet relocation issues have emerged as another critical, and emotional, decision factor for individuals at all levels and geographic locations.

Furry Demographics

According to the American Veterinary Medical Association, the United States alone has more than 60 million companion dogs, nearly 70 million companion cats and 2 million companion birds. Increasingly, families today consider their household pets to be a permanent member of the family. Pets are also far from being simple household animals—they are an important element of the entire family unit.

The American Pet Products Manufacturers Association’s 2003/2004 National Pet Owners Survey says, “64.2 million U.S. households report owning a pet in 2002, compared to 54 million households a decade ago, and dogs and cats are found in at least one-out-of-three U.S. households.” Additionally, a national pet survey by the Animal Hospital Association yielded the following results:

- 90 % would not consider dating someone who was not fond of their pet
- 84 % of pet owners acquired their pet mainly for companionship
- 83 % refer to themselves as their pet’s mom or dad
- 78 % talk to their pet in a different voice
- 59 % celebrate their pet’s birthday
- 52 % believe their pet listens to them best
- 44 % indicated they would spend \$3,000 or more to save their pet’s life
- 21 % said they would travel 1,000 miles or more to obtain specialty veterinary care

A Flight Risk

While not a regular occurrence, air travel has been known to be a casualty to some animals. It is important to be prepared and aware of preventative tips. To reduce risk and liability, many airlines will not accept pets as “accompanied baggage” during hot and cold seasons—termed “embargo” months. Airlines may restrict animal travel when the temperature at any point on the planned routing is below 10 degrees Fahrenheit (-12°C) or forecast to exceed 85 degrees Fahrenheit (29.5°C) at time of travel. Additionally, many place restrictions on all breeds of Brach-cephalic (snub-nosed) dogs and cats, as they are very sensitive to high temperatures.

To be eligible for carry-on, small dogs, cats and household birds must be less than 15 pounds (pet + kennel) and must fit comfortably under the seat. While each airline is different, most charge passengers for pets traveling in the cabin at \$75 to \$200 per pet (depending on total maximum weight of pet and kennel). For those pets that are checked as luggage, risks increase significantly, and the cost typically increases to \$150 to \$400 per pet.

A pet may be transported as baggage if accompanied by its owner on the same flight, but due to new security regulations, many airlines may now only accept pets as cargo from FAA registered Intermediate Air Carriers (IAC) or licensed pet dealers. This means that relocating employees that choose to ship a pet as cargo on a passenger aircraft originating in the U.S., may need to pay for a professional pet shipper's assistance with various fees. While these services may make it easier for employees to arrange for their pet's transportation, they cannot guarantee the pet's safety under the care of these service providers.

Lending a Helping Paw

Working to clarify policy regarding pet moves may reduce confusion and policy exceptions. The degree of pet relocation assistance within each policy depends primarily upon corporate culture, past company experience, pet-related breaking news, the degree of pet-friendly individuals in a decision-making capacity, and changes in airline or travel restrictions.

Companies are advised to be consistent in their policy by specifying what types of household animals are covered. Examples include stating household pets as "dogs or cats only." Everyone can benefit by being consistent as it eliminates debate as to what kind of pet is or is not a household pet. The category of "other pet" is growing increasingly popular and includes rabbits, ferrets, guinea pigs, turtles, snakes and hamsters.

Suggested elements for creating a consistent, well-defined pet transportation benefit in your policy include:

- **Increasing employee awareness of pet issues before allowing them to make travel plans**—Formal pet resumes (photo, veterinary reference, current medication list, disposition, etc.), are commonly required by prospective landlords in the rental market of San Francisco. Additionally, only 10% of the New York Metro area market accepts pets in rental units. Informing employees of where additional tips and reminders can be found, such as the National ASPCA Website, will also provide much-needed guidance.
- **Reimbursing specified amounts per pet**—\$100 per dog or cat is typical among Prudential Relocation clients who reimburse these costs.
- **Referring employees to qualified pet shippers**—Such professionals make arrangements to relocate pets from one location to another via regularly scheduled airlines and provide pickup and delivery, forwarding, documentation, flight containers, veterinary and quarantine arrangements. It may not be the most economical method for the employee, but the pet will probably be better protected, which in turn will reduce the employee's relocation anxiety.

Safety First

Because the safety of relocating pets cannot be guaranteed, it is advisable to state so in your policy. Pet safety is determined by a combination of factors including:

- Pet health and response to travel
- Proper veterinary consultation
- Extremes in weather
- Airline procedures and delays
- Proper function of aircraft equipment
- Employee preparation and personal decisions

Communicating the following tips to employees can decrease risks even further:

- Fly recommended airlines with excellent pet transport records. One way to determine which airlines routinely do a better job in transporting pets is to visit their Websites. If they do not address the issue at all, this could be an indication. Once the carrier is chosen, always make sure to acquire any travel restrictions with that airline in writing.
- Have each pet examined by your veterinarian before determining the mode of transportation. Do not administer sedation to your pet without veterinarian approval.
- Choose a non-stop flight at night or early morning. This is a good way to see that your pet will be safe from excess heat. If there is a plane change, confirm that the pet is safe and loaded. Should a layover occur, physically check on your pet to assure safety and comfort.
- Notify the pilot and a flight attendant upon boarding. The airlines have a system for providing flight staff with such notification, but it does not hurt for travelers to remind them.
- Do your homework. It's in your pet's best interest to research:
 1. Are there health records or requirements for travel, such as quarantine overseas?
 2. How young/old must the pet be to fly?
 3. On what type of plane will the pet fly?
 4. How early to arrive at the airport with a pet?
 5. Is the cargo compartment climate-controlled?
 6. How many other animals will be on the flight and what is the limited number of animals allowed?
 7. Under what qualifications can I ship the pet C.O.D?

A Collar on Policy

As employee demographics change, companies are advised to stay ahead of the pack in searching for solutions to important emotional factors that may affect employees. It is not only good for recruiting and relocation, it is also first-rate for a company's public image. The leash on policy may need to be loosened with more flexibility in order to win over new relocating employees. Such low-cost, high-value solutions can mean the difference between assignment success and failure.

Prudential Relocation has formed a strategic alliance with Cosmopolitan Canine Carriers (CCC), one of the industry's most recognized and experienced domestic and international pet relocation providers. CCC is a company founded by former airline and transportation executives in conjunction with experienced veterinarians and kennel managers. Such experience gives our clients and their relocating employees the peace of mind necessary to keep the stress of relocation to a minimum.

This relationship expands Prudential Relocation's global service offerings to include:

- Door-to-door pet relocation service anywhere in the world
- Veterinarian services anywhere at anytime
- Boarding pets anywhere in the world for as long as required
- Obtaining required import/export documentation worldwide
- Counseling pet owners on necessary pet travel requirements, challenges, etc.

If you're searching for the best in pet transportation options, just ask Walter J. Stolinas III, President of CCC. He will tell you, "If anyone ever knew the safest, fastest and most convenient way to transport pets, it's CCC." At Prudential Relocation, we understand the importance of family, whether those members have two or four feet. It is, therefore, critical to us that we help ensure all family members have the best relocation experience possible. Through strategic alliances with providers such as CCC, we will do just that.

Please submit your employee mobility-related questions directly to Prudential Relocation's Global Consulting Group via our Ask a Consultant feature at prudential.com/relocation.

A Passion for (Moving) Cars

By Jennifer Carolan, PHR
Reindeer Auto Relocation

Turner Woodard knows cars.

For nearly 30 years, the Indianapolis, Ind., commercial developer has methodically assembled a car collection that features some of today's most desirable collectable cars. From a 1914 Stutz Bearcat to a 1929 Auburn Boattail Speedster to a cherry red 1969 Ford Mustang GT, Woodard has amassed a collection of cars that tells a tale of a time long ago and ignites a passion in car enthusiasts everywhere.

And as any car aficionado knows, cars—"real" cars, vintage, top-of-the-line cars—are not mere possessions. They are an expression of the car owner and hold a symbolic place in history. They are an investment not to be taken lightly—or entrusted to just anyone.

"Every car in my collection tells a story, and connects to people in a very different way—from the Stutz vehicles produced right here in this very building in the early 1900s to the 73 Jaguar XKE Convertible or the 75 Chevron Sports Racing car. These vehicles are incredibly important to me, and to all of us here at the Stutz. We don't entrust their care, their maintenance or even their transport to just anyone."

Ironically, one of Woodard's 150 tenants just happens to be a specialist in the automobile relocation industry: Reindeer Auto Relocation. Reindeer has carved out a niche in the industry and today boasts a client base of some of the largest and most highly reputed relocation companies in the industry.

How does a home-grown company achieve such success?

"Our formula for success is actually quite simple," says Brad Willy, general manager. "We put the same amount of effort, attention and quality service into every move. It doesn't matter what we're moving—whether it's a 10 year-old sedan or a \$250,000 collector automobile - the customer deserves the best service we can provide."

Focusing on the customer, and recognizing that all vehicles hold value—be it sentimental or financial—has allowed Reindeer to further broaden their capabilities and take vehicles where some companies simply cannot go: across borders.

Shipping vehicles internationally requires extensive knowledge and experience based on the country's port of entry requirements. Depending on the port, Reindeer will determine and recommend the best method and transit lane for a safe, timely and cost efficient delivery. With Reindeer, a selection of different automobile shipping options is available to our clients and our service capabilities include both Ro/Ro and containerized vessel service.

Alan Waugh heads up Reindeer's International Department and focuses his efforts 100% on how to get vehicles in and out of the United States—efficiently and cost-effectively.

"I think our success in the International market hinges on our ability to streamline the process for our customers," says Waugh. "And, of course, to relieve the anxiety in relocating."

Relieving anxiety is priority number one. Customers relocating internationally face different requirements when exporting their vehicle as opposed to domestically. Reindeer's International Department puts huge emphasis on making sure customers are well informed and that no question goes unanswered:

- What do I need to do to prepare my vehicle for overseas shipment?
- Do I need marine insurance?
- Is Ro-Ro or containerized shipping a better option?
- What documents are required to export my vehicle?
- Why is my title needed - and how will I get it back?
- Are there additional charges when I receive my vehicle overseas?
- While shipping a car overseas, do I need to deal with Customs?
- Will duties/taxes apply?
- Who will assist me in my destination country when my vehicle arrives?

Whatever the question, Reindeer's International Department is staffed and ready to answer, taking the fear out of international relocation.

Waugh sites availability as a key in building that strong customer relationship. "We are available 24 hours a day, seven days a week. If you're moving a vehicle or a motorcycle, or whatever the commodity might be, with Reindeer, we're moving with you. 'We're with you all the way' isn't just a motto for Reindeer - it's a true reflection of the service we provide."

Much like domestic moves, Reindeer guarantees pick-up dates and transit times for international moves. The international department handles all of the export documentation and clearance and provides constant updates and vehicle tracking. Reindeer relocated 100's of vehicles to overseas destinations in 2006 and substantial customer and departmental growth is expected for 2007.

"We know cars. We know motorcycles. We know how to move them in the most efficient way; we prove it every day," says Waugh. "But most importantly, we know our customers and we know the value they place on these vehicles - and on receiving the best service available."

For some, the passion is to collect the cars. For Reindeer Auto Relocation, the passion is to move them.

Website: www.reindeerauto.com



From left: an '84 Ferrari, a '65 Corvette, and a '65 Cadillac —the types of cars with high economic and sentimental value that are entrusted to Reindeer Auto Relocation.

Moving Vehicles: Let the Professionals Handle It

By Michael J. Filia, CRP

We have all seen car carriers transporting shiny new vehicles to dealerships. You may have even seen carriers with several different vehicle makes and models aboard. These vehicles belong to transferees who prefer using a car carrier to ship their vehicles, rather than putting it on the same moving van with their furniture. How often do you park your car in your living room next to your furniture?

Many corporate professionals now use a dedicated vehicle relocation management company to ship their transferees' vehicles. They find this option to be a safe, cost-effective and convenient way to accommodate transferees arriving at the destination before their families.

This option eliminates the need to provide rental cars for transferees for a month or two, when shipping their vehicle via a car carrier takes a week or two. Consider the satisfaction and comfort of transferees driving their own vehicles in their new locations, not to mention the cost-savings the company realizes. When comparing car carriers to service employees, ensure that they offer:

- True door-to-door service (includes pickup and delivery to the transferee's front door or office)
- Guaranteed pickup dates and delivery spreads
- Enclosed carrier service
- Car rental assistance (to be provided if vehicle delivery is late)
- Updates (to transferee and relocation office) on move status during vehicle relocation. Standard insurance coverage (\$100,000 or Kelley Blue Book value with no deductible).

If the car carrier is a not a broker and they own their equipment, what is their claim ratio? How quickly do they settle claims? If the company is a broker: have transferees determine the claim issues directly. Research the potential carriers' reputation within the industry.

At Auto Relocation Plus, Inc., we service each vehicle move individually. As a family-owned and -operated company, we understand the dynamics of relocation. The needs of today's transferees are complex. Partnering with an experienced transportation company will relieve the stresses of a move, save relocation costs and gain a reliable, experienced service partner.

Michael J. Filia, CRP, president of Auto Relocation Plus, Inc., has served on the Board of Directors for the Corporate Relocation Council in Chicago, Bay Area Professionals In Relocation Management and Southern California Relocation Council. Website: www.autorelo.com

Mirliss Auto Relocation Service (MARS)

By Bonnie Mirliss

MARS specializes in nationwide and international auto shipping. We work directly with private individuals, moving companies, forwarding agents and car dealerships.

Our clients appreciate working with a smaller yet "mighty" company. Customer service is immediate and alleviates the problem of too many departments to go through to place orders, track vehicles and handle any urgent problems that may arise. Customers also appreciate the fact that the owner is taking care of their concerns as efficiently as possible.

Transporting automobiles or anything that involves shipping personal precious items is not really difficult but the service revolves around an important feeling on the part of our customer: TRUST. It's amazing that people give us their expensive autos or pets to ship because they trust us or the person who refers them to our company.

When we sit back and really look at what our industry does, it's truly incredible! We are constantly assisting people in making important transitions in their lives. Some people are beginning new occupations, older folks are moving back with their children, kids are going off to college, and lots of people will move across the country to begin a new life with a loved one. Our work is easy—our job is to take care of them while they bear the stress of moving.

It all began in August of 1982 when I, a single working mother of my then-8-year-old daughter, Natalie, found myself without a job. An East Coast auto shipping company hired me over 29 applicants to develop their West Coast operation. I had no idea what a shipping company was, but soon found myself inspecting cars at Matson, attending CMSA meetings, van line and HHGFAA conventions, visiting movers, and making a name for myself and the company. In 1982, I was one of a handful of women in the auto transport business and probably the most visible.

In 1986, Mirliss Associates was born, and now the company name is Mirliss Auto Relocation Service (aka "MARS").

I've had so many wonderful customers throughout the years. Occasionally, they'll speak about themselves and why they are relocating and we'll really get to know each other. Our business is about so much more than just taking the order!

I would like to thank all of you who have constantly supported my company. I am truly grateful that I have sustained a comfortable and wonderful life with my business! And to those of you I have not had the pleasure to meet, please contact me this year!

Website: www.carmover.com

Importing Cars to China: Advice from Asian Tigers

Asian Tigers K. C. Dat (China) Ltd., has 11 branches across Mainland China with regional hubs in the three major gateways of Beijing, Shanghai and Guangzhou. The company offers this advice regarding moving cars to and from China.

First of all, China drives on the right-hand side of the road, the same as in the United States and Continental Europe. China is fast becoming one of the cheapest places to buy a new locally built car and with both joint venture foreign automakers here and a burgeoning local car industry already well developed. To pay high import duty rates makes little sense and only diplomats receive exemptions.

Moreover, there are now penalties for importing cars with engines larger than 2,000 cc and no diesel-engined cars are permitted. In addition, of course, an import permit is required that can be difficult to obtain, not to mention being a lengthy procedure with no guarantee of success. So the obstacles and costs to personally import a car or motorbike are quite daunting. Exporting such vehicles is less troublesome, but in today's world of safety standards and regulations, plus emission control requirements in most overseas countries, very few (non-diplomatic) cars are ever exported.

What is a Flex Fuel Vehicle?

A flex fuel vehicle is one with an engine that is capable of running on a varied mixture of A fuels, typically gasoline and ethanol. Vehicles with multiple fuel systems—such as might run on hydrogen cells and gasoline, for instance—are called bi-fuel or dual fuel vehicles. All automobiles are flex fuel vehicles if they can take a mix of gas and ethanol without modification, and most cars on the road today can. However, a true flex fuel vehicle can go from 100% gasoline to 100% ethanol and back.

A sensor in the fuel system of a flex fuel vehicle measures the relative proportions of the two possible fuels and automatically adjusts the “tuning” of the car's engine so that the mixture, whatever it is, will burn cleanly. This sensor and self-tuning capability are what makes flex fuel vehicles possible. The oil crisis of the 1970s spurred interest in and research on alternative fuels, and one of the leading candidates has always been ethanol, a plant-based alcohol that can be made from domestic farm products. Until recently, you could purchase only flex fuel SUVs in the US, but car manufacturers are now marketing flex fuel vehicles in other classes, such as sedans and wagons.

Brazil leads the United States—and the world—in the adoption of ethanol as an alternate fuel source and consequently in the production and use of flex fuel vehicles. Brazil has poured millions into researching alternate fuels and transition from gasoline dependence, and today produces ethanol from locally grown sugar cane. Cars sold in Brazil must be able to take at least a 25% ethanol to 75% gasoline mixture. Flex fuel cars are much more prevalent in Brazil than in the US, and a wider variety of classes are sold as flex fuel vehicles in Brazil. Today, over half the cars sold in Brazil are flex fuel vehicles.

SOURCE: *wisegeek.com*

What You Should Know about Crating Motorcycles

Sandra Rowe Maier of Jet Forwarding recently advised HHGFAA that her company has developed a set of user-friendly instructions for packers who crate motorcycles in preparation for a move.

“We have had difficulty lately with the transportation of motorcycles,” Maier wrote, “so we have been working on a basic visual instruction sheet for the packers to follow. There are more detailed instructions in addition to this, but we thought we would like to share our quick-reference sheet with the industry so everyone is knowledgeable on the proper preparation for shipping.”

Companies should note, however, that import/export regulations do apply and it is necessary to become educated on the requirements of specific countries when transporting motorcycles.

[EDITOR'S NOTE: The Best Practices Guide at right, developed by Jet Forwarding for crating motorcycles, can be found on the following page, or in the Best Practices section of the HHGFAA Website at <http://www.hhgfaa.org/shippers.html>]



Motorcycle Crating Best Practices



Stencil a standard upright directional marking around the crate to mitigate the chance that a potentially catastrophic flip occurs at the hands of a handler of the crate down the logistics chain.



Secure the wheels between a full-length recess as shown above, or between individual sets of blocks for the front and back wheels. When creating recess or placing blocks, ensure that the design does not place motorcycle parts in a position where they may make contact with the crate during transit. For example, note the proximity of the tailpipe to the wood crossmember under it.



Packing material should be used at all points where straps, blocks, or any part of the crate body might touch the motorcycle. Most claims arise from cosmetic problems which can be easily avoided by using protective packing material at contact points.

To provide a level of damage prevention above the expectations of the shipper, Jet Forwarding recommends stuffing the empty space in the crate around the motorcycle with additional packing material.



Cut and grind away all exposed hardware tips and heads that are exposed and within close proximity to the motorcycle.



Straps like this should be used to secure the motorcycle upright. Apply straps to the front and rear of the motorcycle on both sides. Tighten straps with equal force on either side to ensure even stability, and to prevent side-to-side movement. Use best judgment to determine whether it is possible to secure the motorcycle in the middle with a strap through the engine compartment. Although preferred, this should not be done if you think it might damage the engine compartment.



An eye bolt or similar hardware should be used to secure the straps to the crate floor. An acceptable alternative is to thread the straps through the crate floor itself. An access point in the crate floor would have to be built in to allow access to floor beams.

(Pasha) Fan Mail from a Blogger

We recently came across a “blog” on www.transportreviews.com regarding our handling of a Chrysler minivan. It read as follows:

“I needed to transport my Chrysler minivan from New Jersey to California to Hawaii. The van was new with only 500 miles on the odometer. I wanted to ship the van enclosed to be certain that it arrived in perfect condition, the same as when it left NJ. I called every highly rated transporter on this site. Almost no one was licensed to arrange ocean transport, and I was not satisfied with the few offerings that I received. After an internet search, I found three companies that transported vehicles across the Pacific Ocean to Hawaii. all three had ships arriving in Honolulu, but only one had a ship arriving in Kauai. Moira Salgado at Pasha spent quite some time with me on the phone answering my questions about procedures, schedules, and insurance, with patience and politeness. My van was loaded in California and not moved until arrival at my island port. Additionally, the van was below deck (on a enclosed deck) during the entire trip. The other two shippers would have put my new van on an open barge for the ocean voyage from Honolulu to Kauai. When my van was delivered in Hawaii, only two miles were added to the odometer, and it arrived in perfect condition. The delivery people at the port were pleasant and efficient. My battery was dead after the five week journey across land and sea, but staff in the yard readily offered to jump-start the van, which started immediately, and away we drove.”

The Pasha Group offers door-to-door transport of privately owned vehicles to/from any point in the Continental U.S. and Canada to/from any point in the Hawaiian Islands of Oahu, Maui and Hawaii, and direct delivery to the terminal at Nawiliwili in Kauai. Together with Strong Vessel Operators, The Pasha Group operates a Roll-on/Roll-off shipping service as, Pasha Hawaii Transport Lines, between the U.S. West Coast and the Hawaiian Islands. Pasha also offers relocation services for household goods both domestically and internationally.

Gayle Murphy Burns, The Pasha Group

AUTOMOBILE FAQ

Q: What is biodiesel?

A: Biodiesel is a fuel derived from vegetable oil or animal fats that can be an additive to or entirely replace conventional petroleum diesel fuel.

In the United States, the majority of biodiesel is made from soybean or canola oils, but is also made from waste stream sources such as used cooking oils or animal fats. In 2002, 15 million gallons of biodiesel was consumed in the United States

SOURCE: Union of Concerned Scientists

Protecting Our OTHER Best Friends ... and Ourselves

By Jackie Agner

While pondering what I could write about “Relocating Man’s Best Friends: Pets, Cars and Motorcycles,” my first thought was, “What about *women’s* best friends—our JEWELRY? But then I realizes that the only safe way to relocate jewelry is to transport it yourself. A carrier cannot accept responsibility for these items.

So now what do I write about? Then it dawned on me: What about when I relocate myself—or actually travel alone, whether domestically or overseas? Recently I did both, having gone to Mexico for the Thanksgiving holiday and Washington, DC, for a meeting. Although each trip was wonderful, I always leave home a little bit apprehensive when I travel alone. Today women constitute almost 50% of all the business travel in the United States, and spend \$175 billion on 14 million trips annually. Yet it is a sad fact that women have safety concerns that men don’t.

The following information, prepared by the US State Department Bureau of Consular Affairs, provides general information for women who plan to travel abroad alone, either for business or pleasure.

Each country and culture has its own views of what is appropriate behavior for women. You may not agree with them, but it is wise to become familiar with and abide by the local laws and customs to avoid problems. Women traveling alone can be more vulnerable to problems in certain cultures. For example:

- It is illegal in Laos to invite Lao nationals of the opposite sex to one’s hotel room.
- Foreigners in Saudi Arabia have been arrested in the past for “improper dress.”

Preparing for your trip

- Make sure your passport is still valid or apply for a new one long before you travel. Ensure that you have the right travel documents and visas for your destinations. For information on individual countries’ entry and exit requirements, refer to the State Department’s publication Foreign Entry Requirements.
- Try to learn about the locations you plan to visit, their culture, and any problems that might be occurring there. The Bureau of Consular Affairs constantly updates its published and online information to reflect developing situations in each country. Website: <http://travel.state.gov>. Many exciting and exotic destinations have very conservative views about women. Being a foreigner makes you stand out.
- Leave a detailed itinerary and a copy of your passport’s identification page with a friend or relative at home. Include names, addresses and telephone numbers where you will be staying, and a copy of your flight information. You may wish to schedule check-in dates when you will either call, e-mail, or fax, to let someone know you are all right.
- Leave any valuables, extra credit cards and jewelry—even fake jewelry—at home.
- Make sure you have adequate health insurance coverage while abroad and that your coverage includes medical evacuations. Your policy might not cover you overseas and you may need

to purchase traveler’s insurance. If you have any condition that might develop complications—especially if you are pregnant, check with your doctor before you go abroad. If you experience complications, a medical evacuation might take several precious hours to arrange.

If you take prescription medication, make sure you have enough to last the duration of the trip, including extra medication in case you are delayed. Always carry your prescriptions in their labeled containers, as many countries have strict narcotics trafficking laws and might be suspicious of pills in unlabeled bottles.

- Use common sense and be aware of your surroundings. If you are unsure in general about the local situation, check with the American Citizens Services section of the local US Embassy or Consulate for the latest security information.
- Don’t announce that you are traveling alone! If you think you’re being followed, step into a store or other safe place and wait to see if the person you think is following you has passed. By looking and acting as if you know where you’re going, you may be able to ward off unwelcome attention and potential danger.
- Ask your hotel concierge or other hotel staff for directions before you set out. If you become lost, ask for directions.
- Choose a hotel where security is good and transportation is readily available and nearby. Keep all the doors and windows in your room locked. Don’t hesitate to ask hotel security to escort you to and from parking lots or your room at night. Always use your peephole and common sense about letting strangers into your room.
- Remember that what you consider casual clothing might be seen as provocative or inappropriate in other cultures. Thieves might choose you over another potential target based on your style of dress or the amount of makeup or jewelry you are wearing. Others might single you out for harassment or even physical violence because they find your clothing offensive. Take your cues from local women and dress conservatively; you could save yourself a lot of trouble.

Reminders

1. Make sure you have a signed, valid passport and visas, if required and fill in the emergency information page of your passport.
2. Read the Consular Information Sheets (and Public Announcements or Travel Warnings) for countries you will visit.
3. Leave copies of your itinerary, passport data page, and visas with family and friends at home.
4. Make sure you have insurance that will cover your medical needs while you are overseas.
5. Familiarize yourself with local laws and customs, especially with regard to dressing and socializing.
6. Do not leave your luggage unattended in public areas and never accept packages from strangers.

7. Do not announce that you are traveling alone!
8. Do not wear flashy clothing or jewelry and do not carry large amounts of cash or unnecessary credit cards.
9. Before leaving your hotel ask for directions.
10. Ensure that your hotel has good security and easy access to transportation.

In summary, don't let these concerns stop you: Stay safe, but don't stay home.

Jackie Agner is with Global Transportation Services Inc. in Seattle, Wash. She is HHGFAA's AMMB Representative

USEFUL WEB SITES

Foreign Visitors Driving in the US:
www.firstgov.gov/Topics/Foreign_Visitors_Driving.shtml

Association for Safe International Road Travel: **<http://asirt.org>**.

ADVERTISE IN HHGFAA'S 2007-2008 ANNUAL DIRECTORY!

HHGFAA is preparing for the publication of this year's Annual Membership Directory, a volume that is kept at the fingertips of industry decision-makers around the world. HHGFAA members use their copies on a daily basis and your ad is a great way to attract their attention when your colleagues are looking for partners or services.

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For rates and other information, contact Bel Carrington by calling 703/317-9950 or via e-mail at

bel.carrington@hhgfaa.org

AMMB BOARD 2006-2007

EDITOR'S NOTE: Following is a listing of the 2006-2007 Associate Members' Management Board.

EUROPE

Marc Smet

Gosselin World Wide Moving Nv
Belcrownlaan 23
2100 Antwerp/Belgium
Tel: 32-3360-5500
Fax: 32-3360-5579
E-mail: marcs@gosselin.be

Robin Hood

Arrowpak International
Sherwood House, Norwood Rd., Brandon
Suffolk, England IP27 OPB
Tel: 44-1842-812-165
Fax: 44-1842-813-051
E-mail: rhood@arrowpak.co.uk

CENTRAL, SOUTH AMERICA (including the Caribbean and Mexico)

Cliff Williamson

Transpack Argentina, S.A.
Azopardo 1345
Buenos Aires, 1107 Argentina
Tel: 54 11 4300 6123
Fax: 54 11 4300 4045
Email: cliff@transpak.com.ar

Rafael Moreno

Moreno International S.A. de C.V.
Calle 16 DE Septiembre S/N
(Esquina 3 Marzo)
Cuatitlan, Mexico City 54800, Mexico
Tel: 52-55-5870-8088
Fax: 52-55-5870-8089
E-mail: movers@movers.com.mx

AFRICA

Mathieu Dunod

AGS Frasers
9 Rue Thomas Edison, 92230 Gennevilliers
France (Mail only)
Located: Cape Town, South Africa
Tel: 27 21 505 16-27
Fax: 27 21 534 04 47
E-mail: dunod-m@agsafrica.com

Eric Beuthin

Worldwide Movers Uganda Limited
P.O. Box 29339
Courier: Plot 1255/1256 Katete Close
Kansanga, Tank Hill
Kampala, Uganda
Tel: 256-41-266-838
Fax: 256-41-267-856
E-mail: wwmug@wwm.co.ug

NORTH AMERICA (including Canada and Alaska)

Glenn Stephenson

Prudential Relocation Inc.
15119 Vermillion Drive
Fountain Hills, AZ 85268
Tel: 480-836-2330
Fax: 480-837-3834
Prudential Relocation Inc.
E-mail: glenn.stephenson@prudential.com

Edward Wickman

Wickman Worldwide Services, Inc.
5 N.W. 5th Street
Evansville, IN 47708
Tel: 812-424-4997
Fax: 812-424-1402
E-mail: wickman@evansville.net

OCEANIA (including Australia, New Zealand, Pacific Islands, Guam, American Samoa and Hawaii)

Maryland Sargent

Aloha International Moving Services, Inc.
91-291 Kalaeloa Blvd., # D-1
Kapolei (Honolulu), HI 96707
Tel: 808-682-2500
Fax: 808-682-5228
E-mail: msargent@hawaiiimovers.com

George Cooper

Australian Vanlines NSW Pty Ltd.
161 Magowar Road
Girraween, Sydney, NSW 2145
Australia
Tel: 612-8821-1700
Fax: 612-9896-4345
E-mail: george@vanlines.com.au

EASTERN, SOUTHEASTERN ASIA

Yogesh Thakker

21st Century Relocations
26 Kumtha Street
1st Floor Shipping House
Fort, Mumbai 400 001 India
Tel: 91-22-6633-3232 or 9122-2269-3232
Fax: 91-22-2269-3233 or 9122-2269-3233
E-mail: yogesh@21centuryrelocations.com

Chad Forrest

Santa Fe Relocation Services
2/F, Block J. East Lake Villas
35 Dong Zhi Men Wai Main Street
Beijing 1000027
China (PRC) 0688
Tel: 86-10-6947-0125 x 202
Fax: 86-10-6947-0699
E-mail: cforrest@santafe.com.cn

MIDDLE EAST, NEAR ASIA

Ajay Bhalla

Leader Freight Forwarders
P.O. Box 16327
Dubai, United Arab Emirates
Tel: 00971-6-5314212
Fax: 00971-6-5314896
E-mail: leadpack@emirates.net.ae

Eran Drenger

Ocean Company Limited
Yakum Post,
60972 Israel
Tel: 972-9-955-3456 EXT. 112
Fax: 972-9-951-4321
Email: eran@ocean-il.co.il

Meet Your New AMMB Representatives



Beuthin



Bhalla



Cooper



Drenger



Dunod



Forrest



Moreno

EDITOR'S NOTE: The following profiles will introduce HHGFAA members to their newly appointed representatives on the Associate Members' Management Board. This year, new By-Laws go into effect that provide for two AMMB representatives for each HHGFAA geographical region.

Eric Beuthin started in the moving business in 1993 with Orbit Moving and Storage in Nicosia, Cyprus. He moved to Kampala in 1996 to establish Worldwide Movers Uganda Limited, the second of the Worldwide Movers offices in East Africa. Since then Beuthin has helped set up companies in ten African countries. He influenced Worldwide Movers Uganda to join HHGFAA, AMSA, FIDI/FAIM and OMNI.

Beuthin says that his goals as an Associate Members' Management Board member are "to further the interests of the association, encourage and maintain high standards and quality of service in the industry, and disseminate information that may be of assistance to fellow members. I should also act on behalf of the Associate members to bring their concerns, thoughts and suggestions to the attention of the board.

"With these duties in mind, and listening to the suggestions of my fellow Associate members, I would like to see a stronger, more reliable link between the members of the association. I would like to know that my payment for services rendered is protected and assured when I do business with another member of the HHGFAA. I would like to encourage the members of the association to bring responsibility and dependability into the Association through an official 'poor payers list or 'poor payers forum.' I further think it is time that the association set an entry level (bar) and maintain this level."

Ajay Bhalla, who will represent the AMMB for the Middle East and Near Asia, is the president and partner of Leader Freight Forwarders, UAE, which was incorporated in 1991 as a family-owned business.

Bhalla is a mechanical engineer from the prestigious Indian Institute of Technology, Delhi, India, and holds a postgraduate diploma in international trade (export marketing) from Indian Institute of Foreign Trade in Delhi. After graduation he worked for almost a decade marketing heavy construction and oilfield equipment to the oil and gas industry and handled an independent profit center.

In 1991 he established Leader Freight Forwarders, UAE with his brother, Anil Bhalla, who has a 26-year track record in shipping, logistics, and moving. Leader has grown tremendously from a modest beginning and not only offers household goods services but helps to settle employees in their new environs of the United Arab Emirates. Bhalla has attended every HHGFAA annual meeting since 1996.

He also supervises Leader's own office in Canada, which oper-

ates under the name Leader Moving and Storage Inc., as well as a construction parts company in Dubai. He has in-depth understanding of US, Canada and UAE moving businesses, since he has spent substantial time and lived in Canada as well as the UAE.

He believes the key to a successful company is motivated employees, and Leader invests considerable time and effort in regularly training crew as well as office staff to upgrade their skills.

A competitive tennis and cricket player, Bhalla spends time coaching eager youngsters in tennis.

He has traveled extensively to virtually every part of the globe, networking not only with household goods moving industry but with other related sectors of industry as well.

His objective as a member of the board is in line with the ones dictated by the HHGFAA By-laws. "The quality of service and standards currently being observed by many members definitely leaves scope for improvement," he says. "Some monitoring system could help improve standards. The association would be well served by efforts on part of each member of the board to expand the membership, involving more countries of the world as well as achieving better representation from existing countries."

George Cooper, whose responsibilities at Australian Vanlines are in import operations, has worked in the industry since 1994 in his native California. He joined Australian Vanlines in 2005, noting that "It was not a hard decision to move to the other side of the world."

Cooper was a co-founder of the YP-35 organization. "Upon learning of the expansion of AMMB," he says, "I became interested in serving in this capacity as I know from experience that with hard work and determination the Association can be changed for the better."

Among Cooper's goals and objectives for the coming year are these:

1. Enlistment into the association of related industries within my region.
2. Further development of the HHGFAA Website with respect to customs and country information.
3. A "World Cup" of conventions. He believes that at least once every four years the Annual Meeting should be held outside the United States, and proposes that the 2011 HHGFAA gathering be in Sydney, Australia.

He adds, "I encourage the companies included in the area that I will be representing - Oceania (Including Australia, New Zealand, Pacific Islands, Guam, American Samoa and Hawaii) - to contact me with concerns and/or ideas to help make the HHGFAA a better and stronger organization."

Eran Drenger was born in Israel. He has been president and CEO of Ocean Company, a family business, since 1944 and Drenger has held the position of president and CEO since 1991. Drenger has a wealth of international experience, having spent over 30 years in the household goods relocation industry. He is considered a moving force in the local Israeli arena and for 10 years was the president of the Israeli Association of Movers within FIDI.

Drenger has a BA in economics from the University of Haifa and an MBA in business administration from the University of Derby.

Mathieu Dunod earned his master's degree in international business and logistics in Paris, France, before serving in the French Armed Forces for two years as logistic officer of the French First Airborne Battalion. During that period he was sent to South Lebanon to serve in the UNIFIL as a movement and transport officer, overseeing movements of French troops, patrols and escorts in South Lebanon.

For personal reasons he returned to civilian life and joined the AGS Group as move coordinator in the AGS Frasers African Desk, then based in Paris. A year later he was promoted as AGS Frasers Ghana Branch Manager in Accra, Ghana, a position he held for three years.

He was then called back to the head office in France to manage the AGS Frasers African Desk and organize its relocation to Cape Town, South Africa, where he relocated with my family in 2004.

The AGS Frasers African Desk, with a team of 29 permanent staff in Cape Town, coordinates all removal operations to or from Africa on behalf of AGS Frasers' wide African network, for the benefit of its overseas agents and partners.

Dunod says, "My combined knowledge of the removal industry in Africa and of the high expectations of our international clients allows me to believe that I'll be able to bring a valued input to the AMMB Board by developing a wide awareness of operating conditions on the continent, which would allow agents and clients to be better prepared to its challenges and therefore increasing their global satisfaction."

Chad Forrest, a native American, moved to Hong Kong with his family in 1981, when his father was an executive with DuPont. He attended high school in Hong Kong before returning to the United

States to attend Arizona State University. Shortly after earning his BA degree, Forrest moved back to Asia, spending time in Hong Kong and briefly in Singapore before moving to Beijing, China, in the 1995.

Forrest speaks Mandarin Chinese. He began his 9-year career with Santa Fe in Shanghai, where he was sales manager of Shanghai's household goods moving business. In 2001 he was transferred Beijing and is now the general manager of Beijing's household goods, relocation, and records management services.

Forrest is involved in all aspects of the relocation process and manages a team of 180 employees in Beijing. He also is a graduate of the FIDI Training Academy and received ERC's GMS certification in early 2006.

Rafael S. Moreno graduated in 1969 with an MS in Agriculture from the University of Florida, and started working for a large American poultry broiler breeding corporation, first as their Latin American representative and later as their hatchery and farm manager in Monterrey. Strong Mexican government intervention and regulations in this industry led to the closing of that business, which evolved into related ventures that ultimately were unsuccessful because of government-imposed restrictions. Moreno then faced the option of either selling the few small trucks he had and starting to look for a new job or going into the transportation business with the vehicles he had.

In 1978 he started Transportes Moreno in Monterrey, distributing all types of goods within the metropolitan area and becoming a high quality local mover thanks to strong marketing demand for that type of service. In 1994, with the advent of the North American Free Trade Agreement (NAFTA), he founded Moreno International, S. A. de C. V., serving the whole country with offices, warehouses, trucks and personnel in the cities of Monterrey, Mexico City, and Guadalajara.

Moreno served as president of the Pan American International Movers Association (PAIMA) from 2000 to 2002, and during his term participated in organizing its conventions, packing seminars in Panama and Buenos Aires, and the updating of the association bylaws.

His goals while serving in the Board of HHGFAA are to increase the HHGFAA membership with more new qualified members and providing training and courses in fields of interest to HHGFAA members.

DHS and DOE Launch Secure Freight Initiative

The Departments of Homeland Security (DHS) and Energy (DOE) on Dec. 7 announced the first phase of the Secure Freight Initiative, an unprecedented effort to build upon existing port security measures by enhancing the federal government's ability to scan containers for nuclear and radiological materials overseas and to better assess the risk of inbound containers.

A broad coalition of terminal operators, ocean carriers, and shippers pledged to support this effort at facilities they operate overseas.

"Our highest priority and greatest sense of urgency has to be aimed at preventing a nuclear weapon or dirty bomb attack against the homeland," said DHS Secretary Michael Chertoff. "This initiative advances a comprehensive strategy to secure the global supply chain and cut off any possibility of exploitation by terrorists."

Energy Secretary Samuel Bodman said the initiative would enable his department to "screen more cargo than ever before using the advanced detection technology, and be in a better position to prevent nuclear materials or devices from being smuggled into the United States or partner countries."

The initial phase of Secure Freight involves the deployment of a combination of existing technology and proven nuclear detection devices to six foreign ports: Port Qasim in Pakistan; Puerto Cortes in Honduras; Southampton in the United Kingdom; Port Salalah in Oman; Port of Singapore; and the Gamman Terminal at Port Busan in Korea. Containers from these ports will be scanned for radiation and information risk factors before they are allowed to depart for the United States. In the event of a detection alarm, both homeland security personnel and host country officials will simultaneously receive an alert. The US government is continuing the project with a port operator in Hong Kong to develop and refine their integrated container security architecture pilot test. The Hong Kong Government is actively considering the Secure Freight Initiative.

DHS will allocate nearly \$30 million to fund the radiography equipment and the DOE's National Nuclear Security Administration (NNSA) will contribute \$30 million to fund the installation of radiation portal monitors. NNSA will also lead the effort to integrate the data from equipment for use in-country. DHS will be responsible for installing the necessary communications infrastructure to transmit the data to the United States and will work with the host governments during the alarm resolution process.

Data gathered on containers bound for the United States in foreign ports participating in the Secure Freight Initiative will be transmitted in near real-time to US Customs and Border Protection (CBP) officers working in overseas ports and to the DHS National Targeting Center. This data will be combined with other available risk assessment information such as currently required manifest submissions, to improve risk analysis, targeting and scrutiny of high-risk containers overseas.

All alarms from the radiation detection equipment for any container will be resolved locally, as is currently the case under DOE's Megaports Initiative. For US-bound containers, the United States will work with host governments to establish protocols that ensure a swift resolution by the host government and may include instructing carriers not to load the container until the risk is fully resolved.

This first phase of the Secure Freight Initiative creates an unprec-



DHS Secretary Michael Chertoff is joined by Robert Joseph, Under Secretary of State for Arms Control and International Security, and Ambassador Linton Brooks from the Department of Energy, at a press conference to announce the launch of the Secure Freight Initiative.

edented partnership with Pakistan, Honduras, the United Kingdom, Oman, Singapore, and Korea, and it will provide those governments with a greater window into potentially dangerous shipments moving across their territory. In Port Qasim, Puerto Cortes, and Southampton, the deployed scanning equipment will capture data on all containers bound to the United States, fulfilling the pilot requirements set out by Congress in the SAFE Ports Act.

DHS is also partnering with some of the world's largest container ports. The size and complexity of larger ports, such as Singapore and Busan, require an initial limited deployment. This first phase will provide lessons on how this new, integrated technology can meld smoothly into the logistics, operations, and flow of commerce at each different port.

Secure Freight will provide carriers of maritime containerized cargo with greater confidence in the security of the shipment they are transporting.

The initiative builds upon a risk-based approach to securing the international supply chain by leveraging programs like NNSA's Megaports Initiative, which works with foreign governments to install radiation detection equipment in order to prevent illicit shipments of nuclear and other radioactive materials. The Megaports Initiative has completed deployments of radiation detection equipment at six international seaports and is at various stages of implementation in 12 additional countries around the world. Similarly, DHS' Container Security Initiative enables CBP officers already working in 50 overseas ports to inspect high-risk containers before they are loaded on vessels destined for the US, and accounts for more than 80% of maritime containerized cargo shipped to the homeland. In addition, the Customs Trade Partnership Against Terrorism partners 6,000 of the world's leading US importers with DHS to pre-screen of all of their cargo entering the country. DHS monitors at US ports now scan 80% of all cargo entering the country for radiation.

DHS Tries to Rein in Proliferation of ID Programs

DHS is exploring ways to streamline the 22 different credentialing programs in use to screen people entering the country, and working in the transportation sector to make sure they do not pose a terrorist threat.

TSA, CBP, and ICE all have multiple programs for conducting background checks and issuing ID cards, including ones with biometric verification, to travelers and transportation workers.

Programs include the Transportation Worker Identification Credential (TWIC), Free and Secure Trade Lanes for cross-border truckers, and CBP's NEXUS and TSA's Registered Traveler programs for low-risk, pre-screened travelers.

DHS has now reached out to the RAND Corp., the National Academy of Sciences and other think tanks to evaluate the technologies and goals of each program to see how they can be collapsed within five years into a common platform for multiple applications.

DHS says it will not be possible to only have one credential program because of the wide differences in existing requirements, but it is hoped that current efforts could be trimmed to just a few programs.

SOURCE: American Shipper

DHS Giving \$445 Million for Transit, Port, Other Infrastructure

The US federal government plans to distribute \$445 million to US cities to help protect ports, subways, rails and other infrastructure from terrorist threats. Nearly \$201 million will be used to secure ports and subway systems, including Amtrak. The Port Authority of New York and New Jersey would get the biggest share of those funds, \$27.2 million. The New Orleans region will receive \$17.3 million, followed by \$15.7 million for the Houston area. Washington, D.C., Baltimore, Boston, and the San Francisco Bay area will collect a share of the grant money as well. DHS also set aside \$48.5 million for "buffer zone protection" to provide security around critical facilities such as chemical plants.

Coast Guard to Establish National Ship-Tracking System

The US Coast Guard has received formal approval from the DHS to seek proposals and award contracts for a national ship-tracking system. Such a system would help identify unusual ship movements that pose security risks and would also monitor the location of vessels of particular interest and enforce security zones.

The new system, to be known as the Nationwide Automatic Identification System (NAIS), is required by the Maritime Transportation Security Act of 2002. The Act mandates that certain vessels use the system while navigating US waters to enable detection and identification. Both Coast Guard and the Naval Sea Logistics Center plan to establish NAIS at 60 critical US ports and coastal areas during the current fiscal year.

The Coast Guard said the system "will greatly aid the essential process of identifying, tracking, and communications with vessels approaching our maritime borders and is a centerpiece in establishing effective maritime domain awareness."

The agency also said that most of the major defense contractors, such as Northrop Grumman, General Dynamics, Lockheed Martin, Harris, CACI, and SAIC, have expressed interest in submitting contract proposals for the program.

It is expected that the system will be fully operational by 2014.

Lockheed Martin to Develop Secure ID Cards for Port Workers

The Transportation Security Administration has awarded a \$70 million contract for new, secure identification cards for port workers to Lockheed Martin Corp. TSA and the Coast Guard plan to begin issuing the credentials to 750,000 port workers by March and are asking them to pay up to \$159 each for the new ID cards. The Transportation Workers Identity Credential (TWIC) will be issued to workers who pass government background checks. The cards, which will be required of workers in rail yards, airports and seaports, will contain the individual's photograph, name, fingerprint template, a PIN and other unique identifying information. Lockheed Martin beat out seven other firms for the deal, including BearingPoint Inc., which did the bulk of the development work.

SOURCE: International Herald Tribune

SDDC Becomes a Major Subordinate Command to AMC

*By Mitch Chandran
Public Affairs, Headquarters SDDC*

The Military Surface Deployment and Distribution Command (SDDC) is officially a Major Subordinate Command to US Army Materiel Command (AMC), headquartered at Fort Belvoir, Va.

The Army designated its three large four-star commands—Forces Command, Training and Doctrine Command, and Army Materiel Command—as “Army Commands.” This reorganization also eliminated the term “Major Army Command” or “MACOM” and moved several of the former MACOMs that used to report directly to Department of the Army underneath these three large Army Commands.

SDDC had been a MACOM reporting to Department of the Army. At the same time, SDDC was, and still is, the Army Service Component Command to US Transportation Command (USTRANSCOM)—a joint combatant command—and along with the Air Force’s Air Mobility Command and the Navy’s Military Sealift Command provides USTRANSCOM with air, sea and surface capability to move DOD assets worldwide.

Under the new Army reorganization, SDDC will fall under Army Materiel Command as one of their Major Subordinate Commands for administrative purposes. Operationally, SDDC continues to work for USTRANSCOM, coordinating all surface movement of Department of Defense assets including the operation of 24 worldwide seaports.

AMC provides SDDC with four-star level Army support in all aspects of the command’s administrative requirements.

SDDC will continue to be responsible for all end-to-end surface deployment and distribution as an Army Service Component Command under the combatant command of USTRANSCOM. SDDC will relinquish 34 of its 179 regulatory ato AMC.

Websites: www.sddc.army.mil or www.amc.army.mil

Shipping Military Pets: Dogs and Cats Only, and at Owner’s Expense

*By Rudi Williams
American Forces Press Service*

Rabbits, gerbils, birds, snakes, fish, parrots, otters—horses—these are only some of the family pets people have tried to ship on military chartered aircraft when moving. To their chagrin, none of these prized pets were allowed aboard Air Force Air Mobility Command charters.

“‘Pets’ means dogs and cats only,” AMC’s Tech. Sgt. Mitch Conley emphasized. He pointed out that a pet shipment is not an entitlement, but a privilege limited to charter passengers in a permanent-change-of-station status. The limit is two pets per family. Waivers are required to transport more than two.

And there’s a weight limit—99 pounds, including the cage or shipping container. Conley said it costs about \$85 to ship a pet and kennel weighing up to 70 pounds aboard a charter flight, and double that for pets weighing 71 to 99 pounds. The government does not underwrite or reimburse the cost of shipping pets, he said. Owners pay the freight alone, and they also must make their own commercial arrangements if the pet exceeds AMC’s 99-pound weight limit. It’s not cheap.

“I heard about a guy who paid \$1,300 to ship a 150-pound great dane,” Conley said.

Pet owners are responsible for the preparation and care of their animals and satisfying all documentation, immunization and border clearance requirements, including quarantines. The shipping container used must be approved by the International Air Transport Association and be large enough for normal body movements and for the pet to stand up, turn around and lie down comfortably.

A small pet can travel in the charter aircraft cabin with special permission from AMC, but it must be in a hard-shell kennel not exceeding 20 inches by 16 by 8.

Conley said service members should advise their transportation office about their pets when make arrangements to ship their belongings. “They need to make arrangements two or three months before they’re scheduled to move,” he said. “They shouldn’t just show up with pets.”

He said owners should anticipate difficulty shipping pets during the summer months, when most PCS moves take place. “We do more than 300 waivers a month during that time,” he noted. “The majority is requests for additional space on aircraft. Many people have to ship their pets on commercial flights.”

People who need a waiver because of the number, type and weight of their pets can call AMC at 1-800-851-3144 or DSN 779-7881, fax a request to (618) 229-7876 or DSN 779-7876 or send e-mail to petwaivers@scott.af.mil. A copy of the waiver form can be downloaded from <https://www.amc.af.mil/do/don/pets.htm>.

Military Pet Owners Get Help with Quarantine Costs

Service members and DoD civilians get a little help from Uncle Sam when they have to quarantine their pets during permanent-change-of-station moves.

The government kicks in \$275 to help defray the cost of quarantining pets. Congress approved the payment as part of the Fiscal 2001 Defense Authorization Act.

The payment is limited to costs associated with quarantining cats and dogs. Cats and dogs traveling from the United States to Iceland, Great Britain, Guam and Hawaii are routinely quarantined. The quarantine can range from 30 days to six months.

Arpin Group Military Operations Center to Centralize Quality Control

The military divisions of Arpin International Group and Arpin Van Lines will become more closely integrated in response to a new government program designed to reward “best value” service providers with more business. The worldwide household goods forwarders are sister companies under Arpin Group, Inc.

The result of this collaboration will be the new Arpin Military Operations Center. Its goal is to provide unprecedented customer service to military members by closely managing every shipment and expediting claims settlements.

Capt. Matt Dolan, US Navy (Ret.) and vice president of Military Services for Arpin Group, Inc., said, “The Arpin companies are now working together to establish a proactive approach which focuses on optimizing our ‘Best Value’ score in order to propel us to the top service provider of military relocations.”

The Department of Defense program, “Families First,” is an initiative designed by the Surface Deployment and Distribution Command (SDDC) to use customer service feedback from military members to determine which companies will be preferred transportation service providers for military moves.

In the past, transportation service providers were selected based on the lowest cost with little consideration for performance. Under “Families First,” transportation offices will use a “Best Value” approach that focuses on performance. The majority of the moving business will be awarded to transportation service providers who do the best work as measured by the customer.

All current Arpin Group staff involved with military household goods will transition into the Military Operations Center and will operate under the new SDDC business rules by May 2007. Staff will also use the new SDDC Defense Personal Property System (DPS), which is a centralized Web-based system that provides the convenience of 24/7 access to personal property shipment information and serves as a conduit for a direct relationship between DOD members and transportation service providers throughout the moving process.

Arpin Group, Inc. also continues to add special military spouse representatives at bases worldwide to support military families during moves. Arpin Group’s customer satisfaction scores have improved every month since the “Families First” program was announced in 2006.

Websites: www.arpin.com and www.arpintl.com.

Army Engineers Help Develop Iraq’s Port Capacity

The U.S. Army Corps of Engineers (USACE) has been working to help improve the services of Iraqi berths at the Port of Umm Qasr. The \$13.8 million project, to provide port security at the port of Umm Qasr and to expand the ports capacity, included the installation of a 9.7 kilometer chain link security fence around the perimeter of Umm Qasr North Port and South Port. USACE also built 19 observation posts, two points of entry, and interior and exterior truck staging areas. To increase the commercial trade through the port and improve capacity, Army engineers are constructing a new second roll-on and roll-off berth facility. They also have worked to provide reliable power for two cranes and the lighting at the port.

GSA Establishes New Civilian Board of Contract Appeals

Effective Jan. 6, 2007, a new Civilian Board of Contract Appeals (CBCA) within GSA has been established which combines the Boards of Contract Appeals of GSA and the Departments of Agriculture, Energy, Housing and Urban Development, Interior, Labor, Transportation and Veterans Affairs (71 Fed. Reg. 65825).

- Jurisdiction: The (CBCA) will have jurisdiction over contract appeals of all executive agencies except DOD, Army, Navy, Air Force, NASA, the Postal Service and Postal Rates Commission.
- Transportation Rate Claims: Jurisdiction to review actions of GSA’s Transportation Audit Division is to be delegated to the CBCA effective Jan. 6, 2007.
- Telephone 202/606-8800; fax: 202/606-0019. Website: www.cbca-gsa.gov



Young Professionals

“Leadership Through Innovation”

Meet the New YP-35 Management Board

Stephan Geurts Jr. (Chairman)

Stephan Geurts began his career in the moving industry in 1996 as a trainee in the south-eastern United States. His main activity is focused in military household goods relocations, and he is the point of contact between Gosselin's European agents and carriers or international customers in specific areas. He also manages two Department of State contracts and specific commercial moves.

Paula Colmenares (Vice Chair)

Paula Colmenares earned a degree in business administration and an MBA at EADA-Barcelona. After 5 years working in the publishing and IT sectors, she joined Portan in January 2003. However, being part of a family business, she had been involved since she was very young. She oversees national corporate accounts and relations with overseas agents. She has also served on PAIMA's Board since last October.

Samson Befekadu (Africa)

Samson Befekadu graduated in 2005 with a degree in transportation and logistics from North Carolina A&T State University. In May 2006, he began working as the logistics manager for a newly established family-owned company, Green International Logistic Services (GILS).

Eric Carden (North America)

Eric Carden graduated from Chapman University in 2004. He began his career as a youth, working as a warehouseman for his father's company, which then led to his involvement at S&E Transportation, LLC, moving household goods for DOD (Department of Defense) military service members.

Victor Castañon (South America and Caribbean)

Victor Castañon has been in the business for 14 years working for Tres Banderas in Mexico. He first started as a sales representative, and quickly becoming sales and operations manager. In all this time he also get involved with daily treat with our intl. agents and assisted to 12 years in a row of mover's conventions worldwide.

Today, Castañon runs the sales departments of two different brands held by the Tres Banderas Group (Three Flags Transportation Services and Re-MOVE).

Julia Pavia (Oceania)

Julia Pavia has been working in the moving industry for over 15 years. Started out in an apprentice program and has experience in customer service, accounting and government contracts. She is currently the inbound manager for Aloha International Moving Services, coordinating all shipments destined for the State of Hawaii. Pavia has been a member of YP-35 since 2001 and has served as a representative since 2004.

Ramassamy Thiagu (Eastern and South Eastern Asia)

Ramassamy Thiagu began his career in the moving business in 1999. Moving was his first job and he hopes it will be the last as well. His first joined Global Silverhawk as a sales executive and later was promoted to sales and marketing manager when Silverhawk was bought by Santa Fe Relocations. He served there for 6 years before teaming up with the former managing director of Santa Fe to launch Continental Movers in 2004. Currently he is the company's managing director. He also earned a diploma in shipping and relocation from FIDI Singapore in 2002.

Ajit Venkatesh (Middle East and Near Asia)

R. Ajit Venkatesh is the director of Globe Moving & Storage Co. Pvt. Ltd., India. He has worked in the moving Industry since 1998 and now oversees the company's international inbound and outbound activities. He has served on the YP-35 Board since 2005.

Cedric Zibi (Europe)

Cedric Zibi has worked since 1997 at the French international moving company NEER Service. He served in various management positions and now oversees all international moving activities and overseas agent relations. Zibi has been the YP-35 European representative since the organization was launched.

Website: www.yp-35.org

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 pcolmenares@portan.com

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 in the last 12 months are as follows:

Platinum (\$5,000 or more)

Matson Navigation Company
San Francisco Hilton & Towers
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
Evergreen Forwarding, Inc.
Horizon Lines
National Forwarding Company, Inc.
National Van Lines, Inc.

The Pasha Group
World International Forwarding Inc.

Bronze (\$500–\$999)

7M Transport, Inc.
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, Inc.
The Trilogy Group
True North Relocations

In Kind or Other

Jackie and George Agner
Belvian and Gloria Carrington
American Fast Freight

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Alan F. Wohlstetter Scholarship Fund

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TORTILLA DE PATATAS **(Spanish Omelet)**

INGREDIENTS:

- 4 medium-sized potatoes, peeled and thinly sliced or chopped
- 1/2 onion, thinly sliced or chopped
- 6 eggs
- 1/2 cup olive oil
- Salt to taste

Heat the oil in a large frying pan; add the potato and onion pieces. **COOK** slowly, medium flame. **DO NOT FRY!!** Stir from time to time so that the mix doesn't burn on the bottom of the pan until the vegetables are soft. Turn occasionally until potatoes are tender, but **NOT** brown. They must be loose, not "in a cake." If you prefer the potatoes to be soft, use a spatula to mash them as they are cooking. Drain potatoes and onion and discard the excess oil.

Beat the eggs in a bowl. Salt to taste. Add potatoes to beaten eggs, mix well. Coat the bottom of the pan with a thin layer of oil. Once the oil is hot, add the potato-egg mixture. Lower the heat to medium-high and shake the frying pan from time to time so that the omelet doesn't stick to the bottom (crucial step!). When potatoes start to brown, put a plate on top skillet and flip to cook over to the other side, adding some more oil first. Brown on the other side. Serves 4.

EDITOR'S NOTE: This recipe is from the YP-35 cookbook to be produced later this year. Submissions are welcome. For instructions, e-mail jagner@comcast.net.

Clara del Rey

Madanzas

Madrid, Spain

What Kind of Boss Are You?

Are you breaking the laws of good leadership? Ask yourself these questions and find out.

Any boss needs to know the laws governing his trade and, what the heck, the laws of common sense and decency, as well. Those yahoos at Enron proved that beyond question. But there are other important guidelines you need to follow: the interpersonal rules that affect the people you work with.

We're not talking about sexual harassment and racial insensitivity here; Successful guys have too much respect for their coworkers to fall into those traps. But if you were interrogated for offenses like "failure to motivate," "insufficient coaching," or "poor feedback," how would you stand up under questioning?

Great leadership is not about great strategy, oratory, heroism, or charisma. It's about managing relationships, says Michael Feiner, a former officer at Pepsi-Cola Worldwide and a current professor of management at the Columbia Business School in New York.

Feiner, author of *The Feiner Points of Leadership: The 50 Basic Laws That Will Make People Want to Perform Better for You*, offers a few self-test questions that reveal how well you lead. Take the test, answer honestly, and mend your ways. Your employees, and your business, will be all the better for it.

1. Do you express confidence in your team's ability to meet or exceed your expectations?

I call this the Law of Expectations: People respond to the level of confidence you show in them. If your boss believes you will succeed, you usually do.

2. How well do you know your people?

This is the Law of Intimacy. In other words, do you have a good sense of the circumstances under which you'll get the best out of your staff? You don't have to be their shrink or their best friend. But do you know their "hot buttons": their hopes, fears, and aspirations? Do you know whether they like a lot of feedback or only a little? Do they like a lot of independence or constant short-interval scheduling?

Most bosses don't know their people at all. How can you get the best out of someone if you don't know him?

3. Are you committed to the success of your people?

It's fine if bosses are committed to their own success; in fact, people want their bosses to succeed because it makes them look good, and they'll be part of a winning team. But the real questions are: Do your

people know that you are committed not only to your own success but also to theirs? Do you show that you are concerned about their growth and development within the company?

Bosses can be remarkably narcissistic, selfish, and self-absorbed. When they care only about promoting themselves, the people who work for them simply become factors of production. But here's the secret most bosses miss: When people know you are committed to their success and not just your own, they'll kill for you.

4. Do you give constructive feedback?

And "feedback" means telling them what they need to do more of, what they need to do less of, and what they need to do differently to enhance their performance. It means telling them, "That was a great job, and here's why."

Also, you should be able to tell people what you saw, as if you were watching a video, and be able to replay what they did or didn't do that resulted in that performance. People take enormous pride in the quality of their work, and under the right circumstances, they can.

5. Do you actively coach your subordinates to a higher level?

Leadership is part teaching. All too often, bosses say, "I don't have the time to train my people. I've got customers, investors, my own bosses to worry about." As a result, subordinates often end up at the bottom of the food chain when it comes to face-time with the supervisor.

But you are only hurting yourself. High-performing bosses understand the Law of Competency-Based Coaching: the idea that the lower a staffer's skill, experience, and seasoning, the more coaching they need. Successful bosses make that a priority.

6. Do your people understand the importance of the company's mission?

Fred Smith, chairman, president, and CEO of FedEx, claims that he tells his drivers over and over again, "You are involved in the most important commerce in the history of the world. You are not delivering sand and gravel; you are delivering someone's pacemaker, someone's chemotherapy treatment, the part that may keep the F-18 flying, or the legal brief that may decide the case."

And FedEx drivers don't think they are just delivering packages. Whatever the task - working in a factory, a call center, or an executive office - people need to think that they are doing something important, that they are part of a larger mission. That's why I call this idea the Law of Building a Cathedral: When people don't think they're building a cathedral, they think they're chopping stone, and no one likes to think they are chopping stone.

SOURCE: *Best Life Magazine*

Turn Your Sales Team into a Growth Machine

By Stanley P. Livacz

If the oft-quoted metric that 80% of new accounts are sold by 20% of salespeople is true, it's axiomatic that most sales representatives don't pull their weight when it comes to bringing in new accounts.

Finding and keeping rainmakers who bring in new customers is a huge challenge for just about every company. Along with turnover rates and high costs of recruiting and training, it's the main reason companies keep sales people who are marginal performers. There are three main reasons this is happening:

- 1. Finding good salespeople is still a hit-or-miss process.** Traditional hiring interviews and aptitude tests, while helpful, are poor predictors of whether a sales candidate will succeed in the field, as evidenced by today's high turnover rates.
- 2. Many salespeople avoid pitching new accounts** because they don't have the ability or confidence to prepare and deliver a winning sales presentation.
- 3. Training alone can't overcome a poor sales aptitude** and lack of fundamental selling skills in a new sales hire. The solution to turning your sales team into a growth machine is to test job candidates with presentation-based sales assessments before they are hired and to pinpoint weaknesses and strengths in veteran salespeople as a precursor to developmental training. What could be more revealing than assessing salespeople as they present your company's products and services across the desk from a new account prospect? You can set up your own presentation-based sales assessment program using the following nine steps:
 - **Step 1.** Create a selling company description. Provide a concise description of your company as the selling company to help salespeople prepare their assessment presentation.
 - **Step 2.** Create a buying company description. Write a one-sheet description of a typical buying company, including information about

the buyer's objectives, applications and requirements.

- **Step 3.** Appoint a buyer/assessor. Choose someone who has the knowledge and experience to play the role of the buyer/assessor to whom your salespeople make their presentations.
- **Step 4.** Create a scoring system. Prepare a list of sales skills areas on which you to judge your salespeople. Under each skill area, list on three or four specific skill factors that can be scored from 1 to 5, or Poor to Excellent. At the end of the assessment, add the scores for all skill areas for a total score.
- **Step 5.** Sell your salespeople on the process. Both candidates and veteran salespeople need to buy into the fact that assessing their new account presentation skills will help them professionally and that the grading is fair and objective.
- **Step 6.** Prepare an information kit. Put together an information kit that includes the selling and buying company descriptions, sales brochures and corporate literature to give to each sales person five days in advance of their assessment.
- **Step 7.** Rehearse the buyer/assessor. Hold a rehearsal with the buyer/assessor and have someone act as a salesperson. Score the presentation and fine-tune the buyer/assessor's performance.
- **Step 8.** Choose the right facility: Hold your assessment presentations in a setting that closely approximates what a salesperson encounters in a "real world" presentation.
- **Step 9.** Produce a summary report. Provide a "report card" for each salesperson that details his score and includes comments by the buyer/assessor.

Provide the information kit to your salespeople 5 to 10 days in advance of their scheduled new account sales presentation.

You'll be amazed at what you learn with presentation-based sales assessments, not only about job candidates, but about your veteran salespeople. Perhaps most important, just the process of preparing this kind of sales assessment will put new emphasis on the importance of new account sales and the training required to make all your salespeople competent in this critical area of sales performance.

SOURCE: Training Magazine

Why Fewer Jobs Are Going Overseas

By Jim Jubak

The great tide of offshoring that has sent millions of US jobs to low-wage countries such as China and India seems to be slowing. US workers are facing lower odds this year of seeing their jobs sent overseas than at any point in this decade.

We all vividly remember headlines and studies projecting that 3.3 million US service jobs would go overseas. But they don't tell us much about what's going on right now.

There is recent evidence of a deceleration in the rate at which jobs are being shipped abroad, mostly because of a crisis in global logistics. We may be headed for a pause in offshoring as companies deal with the rush to move everything—from manufacturing to assembly to customer service—to low-wage countries.

My evidence, largely anecdotal, falls into two categories. First, a few representative companies are deciding now whether to keep jobs at home or send them to low-wage countries. Second, the costs of offshoring are rising and the benefits shrinking, which will lead more companies to rethink their offshoring plans in the coming months.

Europe, then the US

The manufacturing sector was the first to send massive numbers of jobs overseas, but those companies also have reached a balance between high-wage and low-wage countries. European companies are under greater pressure from unions and national governments to preserve jobs at home than are US companies, but I predict similar changes among US companies.

Take Luxottica Group, which has jumped into manufacturing sunglasses in China big time, with its second factory in that country going into production in 2006. But the company isn't shipping existing jobs from Italy to China. Luxottica is using production from its low-cost Chinese factories to meet new demand created by rising sales in China and other markets. Its six highly automated factories in Italy continue to run full-out. Thus, the company can keep on top of current trends in a fashion business. Being "just down the road" from Italian fashion capital Milan and from the fashion brands that it licenses—such as Prada—enables Luxottica to supply better service to these "customers" and retailers.

Putzmeister, the world's biggest maker of the giant pumps used in construction, splits its production between high-wage Germany and the US and low-cost Shanghai.

The Shanghai plant mostly serves the booming Chinese construction industry. German and US operations meet the demands of developed-world construction companies for specialized machines. Both types of operations, then, are close to the customers they serve. Employment at the company as a whole climbed by 418 workers in 2005, with 166 new jobs created in Germany.

Devil in the details

Sending jobs to low-wage countries is logical: Companies can make products or provide services for less when they pay their workers lower wages.

Likewise, the benefits of making products and providing services in low-wage countries disappear when you can't get products to customers on time or when the product doesn't work as expected. In short, what's causing the slowdown in offshoring is a crisis in global logistics.

This isn't simply a matter of shortages of hot products during the holidays. For example, in October, English T-Mobile dealers couldn't get enough of popular Sony, Nokia, and Samsung Electronics phone handsets.

And it has swept over whole industries and whole countries. In Japan, for example, falling quality in the products produced by national flagship companies such as Sony and Toyota Motors has set off a national crisis.

More moving pieces

When the problem takes in Danish, US, Finnish, Japanese, and Korean companies, it is evidence of more than a crisis in traditional Japanese values; I believe there is an overstressed global supply system. The more functions a company outsources, the harder it is to keep everything coordinated. And outsourcing makes that challenge even greater.

Companies have to keep factories—their own and those of outside suppliers—at different stages of the production process coordinated and then manage transportation systems so that everything arrives at assembly points and then at resellers or retailers on time—and all over often long distances.

And the outsourcing and offshoring of so many customer-service functions has actually made the process much harder to manage, since often critical information from customers that might indicate a problem isn't flowing into the company itself but into a call center staffed by workers who not only are reading from scripts to solve problems but also can't see a developing problem in complaints from individual customers.

Logistical foul-ups are harder to cost than a simple rise in wages, but companies do eventually get it when a late product results in smaller than projected sales or higher returns, or a loss of market share. (Rising wages in low-wage countries is having an effect on offshoring, but those higher wages add even more strains to global logistics and not from the jump in wage costs itself.)

There's now a mad rush as companies try to snap up competitors in order to build true global networks that can simultaneously operate in local markets around the world and on a global basis.

In India, for example, Shreyas Shipping recently added "& Logistics" to its name and is looking to buy other logistics companies. Germany's Schenker Logistics is shopping for Indian trucking or freight-forwarding acquisitions. FedEx is in talks to buy an Indian trucking company, and in November it bought Prakash Air Freight.

There's a similar rush going on in China. Schneider National of Green Bay, Wis., recently bought a Chinese logistics company. Offshoring will likely take a pause as companies reconsider the costs and benefits and then proceed at a slower pace as CEOs try to save money—while not dooming their companies to endless problems with unhappy customers—when they send jobs offshore.

SOURCE: Adapted from an article in MSN Money

Emma Maersk Is Launched

The *Emma Maersk* is a container ship owned by the A.P. Moller-Maersk Group. When she was launched, Emma Maersk became the largest container ship ever built, and as of 2006 the longest ship in use.

Officially, the Mærsk company calculates that the Emma Mærsk is able to carry around 11,000 TEU, which is about 1,400 more containers than any other ship is capable of carrying.

In actual practice, however, the cargo capacity is much bigger—between 13,500 and 14,500 TEU.

The difference between the official and estimated number results from the fact that Mærsk calculates the cargo capacity of a container ship by using the number of containers with a weight of 14 tons that can be carried on a vessel. For the *Emma Mærsk*, this is 11,000 containers.

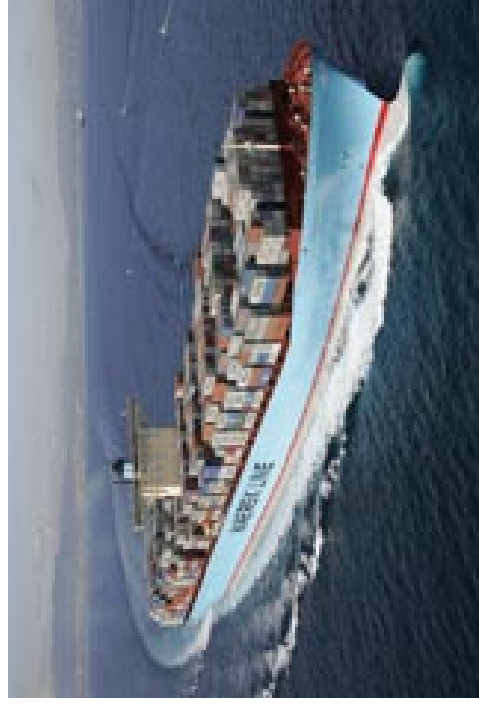
Other companies calculate the cargo capacity of a ship according to the maximum number of containers that can be put on the ship, independent of the weight of the containers. This number is always greater than the number calculated by the Mærsk company.

The ship was built at the Lindø Yard in Denmark and was named in a ceremony on Aug. 12, 2006. The ship is named after *Emma Mærsk*, Mærsk McKinney Møller's late wife.

She set sail on her maiden voyage on Sept. 8, 2006, from Aarhus, calling at Gothenburg, Bremerhaven, Rotterdam, Algeciras, the Suez Canal, and arrived in Singapore on Oct. 1.



The world's biggest ship, the Emma Maersk, departing the Lindo shipyard in Denmark.



The Emma Maersk, loaded and underway.

MarAd, Ex-Im Bank Starts Transportation Freight Financing Program

The US Maritime Administration and Export-Import Bank have developed a program to provide additional incentives for shippers to move their export cargo on US-flag vessels.

Under this program, Ex-Im Bank provides guaranteed working capital loans for transportation-related cost associated with the export move that is carried on a US-flag vessel.

According to MarAd, these transportation costs could include ocean freight, marine insurance, export packing, trucking, railroad or other costs involved in the movement export cargoes.

"These loans offer an incentive to use US-flag vessels while concurrently improving cash flow for exporters, the freight forwarding industry and US-flag carriers," MarAd said.

For more information about the program, access <http://marad.dot.gov/offices/cargo/TFF.htm>.

SOURCE: American Shipper, www.americanshipper.com

Mazda to Scrap Cougar Ace Vehicles

Mazda Motor Corp has decided to scrap all the 4,700 vehicles that were on board the MOL-operated car carrier Cougar Ace when it listed onto its beam ends during a trans-Pacific voyage.

In a statement the company said that although some of the vehicles—mostly Mazda 3 compacts and CX-7 SUVs—showed no sign of damage, the company's R&D staff were concerned that future problems might occur.

The Cougar Ace was on its way to the Fraser Port, British Columbia, and Portland, Ore., to unload the vehicles when the incident occurred on 23 July.

SOURCE: www.fairplay.co.uk

Trailer Bridge Joins Environmental Initiative

Trailer Bridge Inc. has joined the SmartWay Transport Partnership, a voluntary collaboration between the freight industry and the US Environmental Protection Agency that aims to increase energy efficiency while reducing greenhouse gases and air pollution.

As part of the program, the Jacksonville, Fla.-based domestic ocean and trucking company will measure the environmental performance of its tractors and identify goals for improvement. It also will encourage shippers to consider joining the partnership and help establish a marine category by participating in EPA-sponsored workshops and measuring the environmental performance of its vessels.

Carriers who are part of the partnership have committed to move half of their freight with other members.

Mineta Elected to Horizon Lines Board

Horizon Lines, Inc. announced in late December that its Board of Directors had had elected former US Secretary of Transportation Norman Y. Mineta to the Board, effective Jan. 1, 2007. Mineta will fill the vacancy created by the resignation of Admiral James Holloway (USN-Ret.) from the Horizon Lines board. Holloway had served on the Horizon Lines board since 2004.

Mineta is currently vice chairman of Hill & Knowlton, a global communications consultancy firm. Prior to that, Mineta's impressive resume includes 20 years of service in the US House of Representatives and cabinet service under the last two United States presidents. Mineta was not only the longest serving Secretary of Transportation in the history of that cabinet post, but he also served as US Secretary of Commerce under President Bill Clinton. Prior to joining the Clinton Administration, he was vice president of Lockheed Martin.

In a press release posted on Horizon Lines' Website, Charles (Chuck) Raymond, chairman and CEO of Horizon Lines, said, "Norm Mineta has a wealth of knowledge of our nation's commercial opportunities as well as the strengths and opportunities in our national transportation system." He added, "He will be an invaluable source of energy and guidance as we look to the future."

SOURCE: Maritime Executive

[EDITOR'S NOTE: Mineta was the Keynote Speaker at HHGFAA's 44th Annual Meeting in San Francisco last October.]

Maersk Adding Service to Asia/Middle East

Maersk Line's massive network restructure will extend to the Asia/Middle East trade in March and April, with a new service and expanded geographical coverage on its existing loops.

The new FM5 service will start March 5 and offer a direct service from East and South China to the Red Sea region. Confirmed port calls on the FM5 are Yantian, Shanghai and Ningbo in China and Salalah and Jeddah.

For its existing services, Maersk will introduce direct Japan coverage on its Asia/Middle East/Asia/US West Coast TP9/FM1 pendulum service, and direct calls to Korea on its Asia-North West India and Pakistan service (FM3). Changes to these services will happen in early April.

"The above changes will not add capacity to any of the mentioned trades, but will offer an increased number of direct corridors as well as improved transit times," Maersk said.

The Danish mega-carrier is also reworking its service network in the major east/west trades, among others, following its integration of the P&O Nedlloyd service.

SOURCE: American Shipper

OCEAN CAR CARRIERS

Global Ocean Car Carrier Routes

Shipping lines with sailings per month

Brazil to Argentina	K-Line	2			
Brazil to South Africa, Middle East, Southeast Asia, Far East	Höegh	1			
Central America to South America (round trip)	NYK	1			
Europe and Mediterranean to North America	K-Line	2			
Europe to Caribbean	Höegh	3 - Guadeloupe and Martinique, 1 - Dominican Republic and Puerto Rico			
Europe to Caribbean and North America	MOL	3	Höegh	2	
Europe to Far East	Höegh	2	MOL	3	
Europe to Far East and Oceania	MOL	1			
Europe to Mediterranean and Far East	NYK	1-2			
Europe to Mediterranean, Middle East, and Far East	NYK	2			
Europe to Middle East	Höegh	2	Grimaldi	16-18	
Europe to North Africa	Grimaldi	4			
Europe to North America	K-Line	4	WWL	2-4	
Europe to North America and Far East	MOL	2	NYK	4-5	
Europe to North America and Oceania	WWL	3, 1 - Papeete, Bimonthly Noumea			
Europe to South Africa and East Africa	Eukor	1			
Europe to South Africa and Oceania	WWL	3, 2 - Reunion			
Europe to South Africa, Indian Ocean, and Oceania	Höegh	3 - South Africa and Australia, 2- Reunion, 1 - Madagascar, Mauritius, New Caledonia			
Europe to South America	Grimaldi	3-4			
Europe to West Africa	Grimaldi	9-12			
Far East to Caribbean	NYK	2	Höegh	1 - Jamaica, 2 - Puerto Rico	
	MOL	2	K-Line	1	
Far East to Central America	NYK	1	K-Line	2	
Far East to Central America and Caribbean	Eukor	1			
Far East to Europe	Eukor	10-11	Höegh	7-9	WWL 3-4 K-Line 6-8
	MOL	1-4	NYK	5-6	
Far East to Mediterranean	MOL	1	K-Line	2	NYK 2-3
Far East to Middle East	NYK	4-6	MOL	1	K-Line 4
Far East to Middle East and Africa	Eukor	3-4			
Far East to North America	WWL	2-3	NYK	8-11	Eukor 19-24 Höegh 3-4
	MOL	6-8	K-Line	10-14	
Far East to Oceania	Eukor	3-4	MOL	10-14	NYK 7-8 K-Line 2 Höegh 4
Far East to South Africa	K-Line	2	NYK	1	
Far East to South Africa and East Africa	MOL	1			
Far East to South Africa and West Africa	MOL	8			
Far East to South America	Eukor	2	Höegh	1	K-Line 1 NYK 1
Far East to South America and Caribbean	K-Line	1			
Far East to West Africa	K-Line	*			
Florida to Central America	K-Line	2			
Florida to Caribbean	Höegh	1			
Intra-Asia	K-Line	*	Eukor	6-7	WWL 5 NYK 1 (round trip)
Intra-Caribbean (short-sea)	Höegh	4-5			
Intra-Europe (short-sea)	K-Line	2-4	MOL	2	Grimaldi 37
North America to Central America and South America (round trip)	NYK	1			
North America to Europe	Höegh	2	WWL	3-5	
North America to Europe and Mediterranean	K-Line	2			
North America to Far East	WWL	2	MOL	2	NYK 2-3
North America to Middle East and Far East	NYK	2			
North America to Oceania	WWL	3, 1 - Papeete, Bimonthly Noumea			
North America to South America (round trip)	NYK	1			
North America to South America and Far East	NYK	1			
North America to the Mediterranean and Middle East	Höegh	4-5			
North America to the Middle East	WWL	1-2			
North America to West Africa, South Africa, and Southeast Asia	Höegh	(1 per 3 weeks)			
Oceania to Far East	WWL	3			
South Africa to Far East	MOL	2			
South America to North America	K-Line	1	WWL	1-2	

KEY: * Did not provide full information on frequency

Høegh and Maersk to Pool 67 Car Carriers

Maersk Shipping Singapore and Hoegh Autoliners will on Feb. 1 start managing their combined fleet of car carrying ships together in a more efficient way.

Hoegh Autoliners is well known for its specialization in car carrying ships. The Norwegian company currently deploys about 55 vessels in its international trade systems. Outside shipping circles it is, however, lesser known that Maersk Shipping Singapore owns a fleet of 12 Ro/Ro car carriers which are currently chartered out. The Danish company has also ordered a number of new ships that are about to be built.

Under the new deal, as of 1 February Hoegh Autoliners will continue running their current vessels—their own as well as the chartered ones—from its offices in Oslo under the unchanged name of Hoegh Autoliners. Later, the car carriers owned by Maersk Shipping Singapore will enter the collaboration when their current time charter obligations expire.

Supervising the crew and managing the technical aspects of the vessels will be a joint responsibility.

The aim of the arrangement is “to provide increased capacity, faster transit times and higher frequency to meet customers’ requirements” according to a press statement issued on the collaboration.

Globalization of the car manufacturing industry has brought about structural changes to production models, which bring about a positive effect on seaborne transportation and results in the increase in demand for their transportation services.

Hoegh Autoliners anticipates the market for their Ro/Ro car carriers to remain strong as there has been growing interest from customers to secure future transportation capacity with the company.

Growing steadily to 62 million units in 2006, the production of factory new cars are expected to continue growing to about 90 million units in 2015, representing an annual growth rate of 3–4%. About 15% of all cars produced are transported overseas.

In 2006, Höegh Autoliners carried about 1.8 million car equivalent units (CEU).

Maersk Shipping Singapore is part of A.P. Møller–Maersk, which is an international company of Danish origin that has more than 110,000 employees and offices in over 125 countries.

SOURCE: ScandAsia.com

Malacca Straits Pirate Attacks Wane

Piracy attacks fell worldwide for a third year in a row in 2006, said the International Marine Bureau’s International Piracy Reporting Center (PRC) in Kuala Lumpur, but there are troubling increases in some areas. The center recorded 239 attacks on ships last year, compared to 276 in 2005 and 329 in 2004. It attributed the drop to more reporting and greater awareness leading to increased government reaction, and said it was the first systematic decline since the center began analyzing pirate attacks in 1991.

SOURCE: See American Shipper

SHIP TRACKING AT SAILWX.INFO
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The ship tracker Sailwx.info (www.sailwx.info) allows you to see shipping movements worldwide. Just click on “Ship Tracker” at the home page, then select a category (Ship Traffic Worldwide, Cruise Ship Tracker, Cruising Yachts Tracker, etc.) and you can find the location of ships anywhere. You can also search by name or callsign for a specific ship. There’s lots of information for sea lovers at this site, including data about tides and currents, water and air temperatures, wave heights, hurricane tracking, and more.

This item is copied from the newsletter Really Useful Sites for International Trade Professionals, a free, biweekly e-mail publication of FITA—The Federation of International Trade Associations.

In Brief ...

Maersk Logistics expects to double in size in Vietnam over the next five years, thanks to economic growth and Vietnam’s entry into the World Trade Organization.

SOURCE: CI-Headline News, www.ci-online.co.uk



US Jones Act carrier **Horizon Lines Inc.** said that it expects a profitable year ahead with cost savings of at least \$13 million over last year. “2007 is shaping up to be another excellent year for Horizon Lines,” said Chuck Raymond, Horizon Lines’ chairman, president and CEO. “We continue to see solid market conditions in each of our trade lanes.

SOURCE: American Shipper

PET SHIPPING FAQ

Q: Can pets travel by bus, train or on ocean vessels?

A: Currently (in the United States), Amtrak, Greyhound and other bus companies that travel interstate only allow service animals accompanied by passengers on board. Even small, caged animals are prohibited. Local commuter trains have their own policies and may permit animals. Contact the individual transportation company to find out their policies.

As for cruise ships, only the QE2, which sails from New York to England and France, permits pets, but only if one of its 14 kennel spaces is available. Companion animals are not allowed in cabins or to roam about on board.

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Air Hits Rough Skies

By John D. Boyd

For months, the airfreight industry fretted it might hit a rough patch that would sap the normal peak-season surge, so that strapped consumers and a slower economy might deflate what has been a soaring cargo sector.

New data coming in from around the world indicate airlines skidded into that rough patch during October, raising new concerns about air cargo industry momentum heading into 2007.

The US Air Transport Association said October brought the weakest cargo gains so far in 2006, compared with the same point in 2005, with just a 0.7% increase in total revenue ton miles for air freight, express packages and mail.

ATA said the 1.238 billion revenue ton miles (RTMs) of international cargo traffic was up just 1.8% from the same month in 2005. That was much slower than the 6.6% September gain, and behind even the 2.8% in January that until now had marked the weakest growth this year in international cargo activity.

John Heimlich, ATA vice president and chief economist, pointed to several problems behind the weak numbers.

“We’ve heard there is some slowing in retail,” he said. So, “very possibly some slowing in the macro economy’s growth rate” could be hurting air freight.

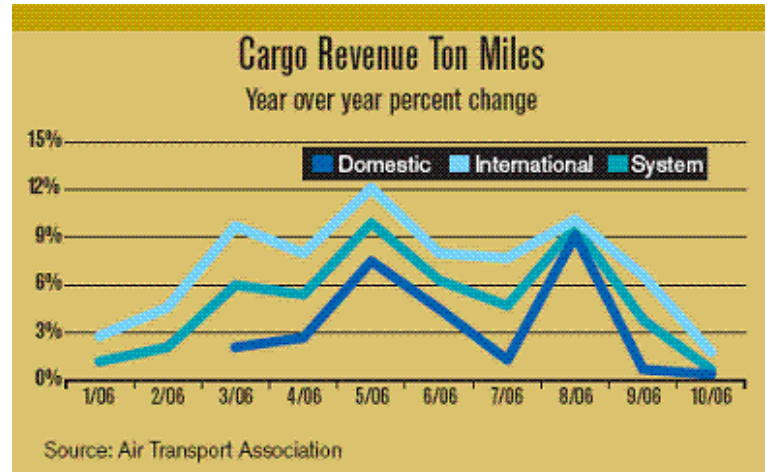
Some air forwarders say demand has weakened as the fourth quarter has advanced, a move against the usual trends.

Early reports from individual airlines suggest mixed results in November. United Airlines freight traffic grew 8.1% but monthly mail loadings plunged 44%, for an overall cargo drop of 1.7%. American Airlines, which has been cutting back some of its international and domestic capacity, said cargo ton miles swelled by 1.9% last month.

Heimlich said “a contributing factor” is that new restrictions on checked baggage in recent months have put more carry-on baggage into the cargo hold and crimped belly space available for freight.

Domestic cargo growth was a slight 0.4% to 1.056 billion RTMs, ATA said, following just 0.7% in September. The only worse back-to-back performance in 2006 was when traffic declined in January and February.

The air numbers come amid various signs the US economy has weakened, due to sluggish wage growth, high energy costs and a drastic retrenchment in the housing sector—all of which have sapped the



world’s biggest consumer market. The US slowdown was one reason the Brussels-based International Air Transport Association also saw decelerating freight numbers for scheduled international carriers.

IATA members gained 2.3% in freight tonne kilometers in October, braking from a 4.9% gain in September and the same for the first 10 months overall, which Giovanni Bisignani, IATA’s director general and CEO, called “disappointing.” But he held out hope that recent declines in oil prices could still perk up peak season shipments.

Bisignani noted the European Union reported an 11% spike in overall exports from Europe this year. But that was not picked up by European airlines, who saw their freight grow only 1.8% in the first nine months and then decline 0.4% in October.

In the large North American market, IATA said, international air freight slowed to just a 3% gain in October, well below the 6.7% year-to-date pace. Asia-Pacific carriers posted 2.7% monthly growth and 4.9% for the year.

Other industry groups show similar trends. The Association of European Airlines said members’ freight volume rose just 1.1% in October for all lanes. But air cargo activity within and between European nations plunged 11.6%, part of a longer-term Europe is seeing in which intra-European expedited traffic is moving to trucks.

The Association of Asia Pacific Airlines reported a more solid 3% gain in overall freight tonne kilometers, less than half the pace at which the Asian carriers added capacity in October.

SOURCE: Traffic World

ATA Assails EC Decision on Emissions Trading

The Air Transport Association of America (ATA), the industry trade organization of the leading US airlines, recently issued the following statement in response to the decision by the European Commission (EC) to include aviation in its emissions trading scheme:

“ATA is disappointed that the European Commission remains intent on unilaterally covering the flights of non-European Union carriers in its emissions trading scheme. This misguided decision clearly violates international laws and bilateral air service agreements, and deferring its implementation by one year does not change that outcome.

“The International Civil Aviation Organization (ICAO) is working on appropriate multi-lateral solutions to address greenhouse gas emissions of international aviation, including emissions trading guidance. The EU is alone in its efforts to bypass that ongoing work. We urge the EU to join with the rest of the world in working through ICAO to find constructive solutions to this issue.”

ATA airline members transport more than 90% of all US airline passenger and cargo traffic.

A Red Flag for Jet Lag

By Del Quentin Wilber

It's the caged-mouse syndrome of air travel—you feel crammed into your seat on a long-distance flight with little to munch on except a bag of pretzels. But you better hope you beat jet lag better than a mouse.

A study at the University of Virginia showed that a majority of elderly mice died while being subjected to the equivalent of a Washington-to-Paris flight once a week for eight weeks. More intense forms of jet lag sped up the death rate in the elderly rodents, the study found.

For decades, flyers have stoically battled the modern-age problem of jet lag, viewing its accompanying grogginess, burning eyes, headaches, insomnia and fatigue as more of a nuisance than a potential health issue.

The study has focused new attention on the problem and raised questions about whether severe jet lag can be harmful to health. It also has drawn attention to work by other researchers looking into ways to help vacationing families and business travelers avoid jet lag. The study is one of the first hard scientific looks into the health effects of jet lag, experts said.

The condition has become such a common scourge of the jet age that an entire industry has emerged on the Internet, offering such solutions as acupressure kits, homeopathic pills and light-enhancing visors. Many travelers have invented their own treatments: slurping down gallons of coffee, dunking their heads in ice-cold water, taking naps, jogging, and popping sleeping pills and homeopathic remedies, few of which are backed by science.

In the study, younger mice seemed to rebound more quickly and were not immediately harmed by the jet lag. Simulated jet lag conditions were created by advancing and delaying the rodent's exposure to light.

Researchers aren't sure what conclusions to draw from the results.

Gene Block, the report's co-author, said older mice might be more susceptible to sudden light changes than younger mice. Or, he said, jet lag might be a health problem that builds up in younger subjects, causing future maladies.

To further explore the issue, his researchers have launched another set of tests to determine whether jet lag causes long-term health consequences in younger and middle-age rodents.

Block's study also hinted at what flyers have been saying for years: It is more difficult to adjust to time zone changes when flying east. The researchers found that 53% of elderly mice died when they were subjected to a simulated weekly flight from Washington to Paris over the eight-week study. The death rate dropped to 32% of elderly mice on a simulated Paris-to-Washington route, according to the study, which was published in the journal *Current Biology*. Seventeen percent of the mice in a control group died in the eight-week study.

SOURCE: Washington Post

Unlikely Open Skies Agreement Would Be Good for Business

The conclusion of the “open skies” agreement between the European Union and the United States recently experienced yet another setback on when US officials rejected EU demands for greater control of US airlines. In November, the EU transport council was due to decide on an open skies agreement. The proposals—which cover competition policy, environmental standards, the right to carry passengers and other areas of aviation practice—could pave the way toward a more efficient and competitive North Atlantic airline market. Since inception, the tentative “open skies” agreement has been confronted with a number of serious obstacles having to do with US protectionism, the discussion of low-cost alternatives, and the EU emissions proposal.

SOURCE: The Hill Magazine

WORLD NEWS FROM NEWS MAP

Find News on a World Map

<http://muti.co.za/static/newsmap.html>

People keep coming up with creative ways to use maps on the Web, and here’s one that’s fun and useful. News Map (<http://muti.co.za/static/newsmap.html>) uses Google Maps and Yahoo News to make an interactive news map where you can get stories by geographic location. Just click on a country on the map, and you’ll get links to news stories about that country. You can select a region from the top menu, and you can zoom in closer and get stories about a state (currently enabled for the United States, Canada, UK, and Australia) or a large city.

GET A PASSPORT NOW

US Passport Rules Are Changing

www.getapassportnow.com

On Jan. 23, 2007, the US government is making a major change that will affect many travelers. Starting on that date, all travelers will be required to have passports—including US citizens returning to the US by air from throughout the Western Hemisphere. This means that Canadians, Americans, and others who were previously exempt from having to carry a passport to enter or re-enter the US will now have to show one. You can find out all the details at Get A Passport Now (www.getapassportnow.com). If you don’t have a passport but you have a trip coming up soon, you’ll probably want to click on the helpful links with advice for US, Canadian, and Mexican citizens on how to obtain passports quickly from those countries. There is also information on new laws that will affect travel by sea, or over land borders to or from the United States. Finally, there is a handy passport office locator for US citizens.

These items are copied from the newsletter Really Useful Sites for International Trade Professionals, a free, biweekly e-mail publication of FITA—The Federation of International Trade Associations.

Restrictions on Air Travel With Dogs and Cats

No airline will guarantee acceptance of an animal it has not seen. Important considerations for acceptance of animals include the health and disposition of the animal, proper health certificates, and kennel markings and sizing. Airlines also require that wheels installed as part of a kennel be removed or rendered inoperable prior to transport. This action prevents kennels from rolling, protecting both the animals and the airline employees. USDA assigns airlines the final responsibility for determining the safety and compliance of the kennels they accept.

Airlines generally transport animals in the cargo compartment of a plane. In doing so, the airlines advise the flight crew that animals are onboard the aircraft. Some airlines allow passengers to carry their pets in the cabin of a plane if the animals are capable of fitting under the passenger's seat. Carry-on pets are not protected under the Animal Welfare Act.

Certain animals are accepted as baggage at passenger check-in locations, and others are accepted as cargo at the airline cargo facilities. For the specific requirements pertaining to your animal, make advance arrangements with the airline you are using.

Airlines must ensure that they have facilities to handle animals at the airports of transfer and final destination. Airlines must comply with USDA-APHIS guidelines on allowable temperature limits for animal-holding areas. Finally, airlines are not required to carry live animals, and they reserve the right to refuse to carry an animal for any reason.

SOURCE: Move.com

Up, Up and Away: Transporting Pets by Air

Paxton Van Lines of Springfield, Va., offers these tips for transporting pets by air.

- A sturdy, comfortable carrier for the pet is absolutely essential. A carrier should be large enough for the animal to stand up, turn around, and lie down. It must have adequate cross-ventilation and a leak-proof bottom with layers of absorbent lining. It should have a secure closing mechanism on the door, but do not lock the kennel. Federal regulations require that the animal be accessible in the event of an emergency.
- Most airlines have pet carriers available for purchase with advance notice (48 hours or more). These kennels meet all US Department of Agriculture and International Air Transport Association (IATA) requirements for pet transportation. Birds must be placed in durable pet carriers other than conventional birdcages.
- Pets must be picked up from the airport within a reasonable time (usually within 24 hours of arrival). If not, they will either be returned to point of origin or placed in a kennel at the owner's expense.

IMPORTANT: Airlines may refuse to transport a pet if:

- it cannot be shipped within a 24-hour period;
- the ground temperature is below 45°F or above 85°F at either origin or destination;
- it is not in a USDA and IATA-approved container or without proper identification and certificates; or
- the pet has been sedated, unless the drug name, dosage and how it was administered is noted on the carrier.

Water in the Sky: Move One's Solution for Pet Dehydration

Dehydration is the leading source of problems when transporting pets. Whereas an animal can go for short periods without food, with little negative impact, all creatures must have regular access to water or risk weight loss, overheating, heart strain and in severe cases, death.

All reputable pet transportation companies will go to great lengths to ensure comfort in transit for your furry friends. However, keeping dogs and cats hydrated throughout the flight has always been the bane of the industry. Past methods have included an automatic water dispensing apparatus, which requires constant cleaning and is prone to leaks, or fruit and potatoes, which are far from sterile. Nonetheless, there was no alternative solution.

Until now, that is. IPATA-recognized Move One Pet Transportation is the only company in Central/Eastern Europe to utilize a new product that has solved the pet hydration problem for good. Solid Drink® is a gel-like substance comprised entirely of natural ingredients, 95% of which are pure water. The product was devised particularly for use in the transport of animals. Solid Drink® comes in a pouch that can be attached to the inside of the flight kennel. The gel-like formula cannot spill, thus avoiding contaminations and deprivation of fluid. The product is sterile and its pouch ensures it remains so.

By eating Solid Drink® throughout transit, man's best friend and his feline counterpart will have full, unlimited access to a water supply for the duration of the journey. That water source will remain clean and sterile, and will not spill and cause discomfort for the pet.

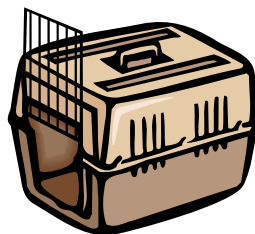
NOTE: Airlines will enforce heat and cold embargos on pet transportation during periods of extreme temperatures. Although the temperature on the airplane is always controlled, the danger lies in the temperature on the tarmac, where the animal must wait before takeoff and upon arrival. Move One Relocations Pet Transportation can arrange for the best time to transport your pet during the winter and summer months.

SOURCE: Eموke Hartyani, Move One Relocations Pet Transportation. E-mail: emoke.hartyani@moveonereلو.com

TRIPS WITH PETS

www.tripswithpets.com/index.asp

If you and your pet enjoy traveling together, you'll be interested in an excellent resource that includes pet-friendly lodging and tips for a trouble-free trip. The site also features pet travel gear, activities, and even restaurants that welcome your four-legged companion. Visit www.tripswithpets.com/index.asp



Velázquez to Chair House Small Business Panel

Democrats in the US House of Representatives have named Rep. Nydia M. Velázquez (D-NY) to serve as Chair of the House Small Business Committee, which would make her the first Hispanic woman ever to chair a full congressional committee. Since January 1998, she has served as the Ranking Minority Member on the panel.

Her goals, she said, are “to make improvements and shape policies, that will greatly benefit this nation’s small businesses so they can move forward as the main innovators and drivers of our economy.”

Specifically, she wants to reduce the regulatory and tax burdens facing entrepreneurs, as a recent study found that businesses with fewer than 20 employees are paying double what their larger counterparts pay for tax compliance. In addition, she said, “We must look for viable health care solutions, and work to lower the cost of energy, so entrepreneurs can focus on growing their businesses.”

Velázquez also wants to explore ways to improve small businesses’ access to capital to enable them to start and grow a successful venture. She noted that “The federal government has not met their small business contracting goal in over six years, and last year alone large corporations received \$12 billion in small business contracting awards. It is clear we need to restore accountability into the current system, and open up the federal marketplace to small firms to ensure the federal government is receiving the best savings for the taxpayer dollar.”

Finally, Velázquez signaled that she wants to restore the Small Business Administration to its former status as a Cabinet department “so that it can fully meet the needs of small businesses, and the US economy.”

Small Business Recertification Requirement

The SBA has amended its regulations effective June 30, 2007, to require a company that has small business status in contracting with the federal government to recertify its status as a small or large business within 30 days of approval of its acquisition, merger or novation or if it holds a contract with a duration of more than five years, including option years, within 120 days before expiration of the fifth contract year.

This requirement is not a change for participants in the current SDDC program because SDDC presently requires the submission of a new ETOSSS, which contains a small business certification, and approval of a novation.

Should Your Laptop Travel?

By Michael Goldstein

The hurdles keep getting higher in the airline obstacle course. Packed airports, jammed planes, and declining service make one wonder if the airport will become like Yogi Berra's famous quote: "It's so crowded, no one goes there anymore."

But the new "normal" of airline security may become a serious challenge to the meetings industry. After this summer's London air scare, focus has been on the TSA's ban on liquids, creams, and gels. But the future may be seen on the trans-atlantic routes, where carry-ons - including laptops—were banned in August. After the arrests of the alleged plotters, the British did go back to allowing one carry-on item, with laptops allowed again.

But what if there's another terror threat, and laptops are again banned from the cabin? Try these suggestions:

1. **Consider a "ruggedized" laptop.** The Panasonic ToughBook line is the best-known one; other providers are Itronix, Ergo, and Terralogic. The upside of a ruggedized laptop is that it typically has a magnesium case you can drop without damage from three feet, a shock-mounted encased hard drive, and a spill-proof keyboard. The downside: they're typically heavier and more expensive than other laptops. A Toughbook 74 sold for \$2,900 at www.toughonline.com, with a 13.3" screen, 1.83GHz processor, CD/DVD drive, 512MB of RAM, and wireless capability. A comparable regular notebook, the Toshiba Satellite A105-S4074, was \$979. Still, a Panasonic study claims that rugged notebooks have a lower lifetime cost of ownership, especially in harsh environments.
2. **Check into checkable cases.** Some laptop and equipment cases are designed to be checkable, like those from Anvil, Pelican, or Zero Halliburton. However, high-end (and expensive) cases like ZH's anodized silver cases almost scream, "Steal me!" You'll also need to check that TSA-approved padlocks can be used if security wants to open the case.
3. **Before going to the airport, make TWO backups of everything.** You could burn two CDs, use two USB memory keys, back up to your company's or another online server, or mix and match. Keep one back-up in your carry-on luggage or, if you must, in your checked luggage (a different bag than your laptop). Leave the other backup at your office or home. If your laptop crashes or is stolen, you'll still have your data—more valuable at that moment than the hardware.
4. **Radically limit the amount of confidential data on your machine.** Encrypt your hard drive and use password protection to limit unauthorized access. Use a complex password you can remember (such as one with upper- and lowercase letters, numbers, and special characters—such as Moms3rdLasVegasWedding) and change it frequently. You can add BIOS and Windows XP start-up passwords as well as hard-drive passwords. Many laptops are also available with a biometric scanner to check a fingerprint before booting.
5. **Consider shipping it ahead of time.** Both UPS and FedEx offer padded, cushioned shipping materials so a laptop arrives safely. You can also insure for loss/damage. If checked, your laptop could be delayed or temporarily lost.
6. **If you're actually at the airport when the draconian directive comes down,** make backups, wrap clothes or towels around your laptop, and cross your fingers before it goes into your suitcase. Or be prepared by having a foam computer sleeve from companies like Caselogic to surround your laptop in its conventional carry-on case.
7. **Don't take a laptop, and ask that of delegates and presenters.** A Treo, Blackberry, or Motorola Q gives attendees e-mail, and they travel well. Put your presentations on a USB drive and backup on CD. Procure computers at the meeting, and get delegates Internet access through hotel TVs or PCs, in the business center, and in Internet cafes and kiosks.

SOURCE: Successful Meetings

Horizon Lines Announces RFID Solution for Alaskan Trade

Horizon Lines announced that it has established the ocean container shipping industry's first fully functional intermodal active radio frequency identification (RFID) solution providing customers real-time shipment visibility during all phases of transit.

The system was engineered and implemented by Horizon Services Group, the information technology subsidiary of Horizon Lines, Inc.

The active RFID-based real-time tracking system when matched with Horizon's industry-leading Web-based event management system, offers shippers unparalleled shipment visibility and supply chain efficiencies by providing real-time detailed shipment information throughout the container's transit from origin loading facility through to final destination.

Horizon Lines is in the process of tagging its entire fleet of containers serving the Alaskan trade with RFID tags provided by hardware manufacturer Identec Solutions, Inc. The program will also include the installation of RFID readers at distribution centers, terminals, and key Alaska highway routes.

Ken Privratsky, vice president and general manager, Alaska Division, for Horizon Lines, said, "Just-in-time delivery is a fact of life in Alaska, just as it is in many other places. RFID offers significant advantages to shippers who seek greater visibility of their deliveries and more efficiency in supply chain operations."

Extra Bytes: Take the Insurance

What we've dealt with above is "insurance" to protect your laptop and data. But if it's your own laptop we're talking about, you may literally need insurance. One company offering laptop insurance is Safeware; a recent search showed \$4,000 in coverage goes for \$200 annually.

Visit www.safeware.com

What Are They Saying?

What? You didn't know that LOL stands for "laughing out loud" and BTW is "By the way..."? If you've ever been confused by the jargon and abbreviations thrown around on message boards, chat rooms, and cyberspace in general, www.stands4.com can help. There you'll find lists of abbreviations used in software and on the Internet, as well as terms from business, international, medical, and other categories.

Do You Have the Time?

www.worldtimezone.com

Need to find the local time in Latvia? WorldTimeZone provides information on times and time zones all around the globe via maps, a search function, and local time lists by continent. Just when you think you have it all figured out, check the section on “Interesting and Confusing Facts about Time/Time Zones.” It covers what parts of the world are off Greenwich Mean Time by half- or quarter-hours; the horizontal and vertical time zones of Australia; and regions that have changed their Daylight Saving Time rules. It also includes tidbits like the time used by the International Space Station.

Check the Map

www.fly.faa.gov/flyfaa/usmap.jsp

As flight delays become less an occasional nuisance and more standard operating procedure, let the FAA’s Flight Delay Information map provide valuable information. The map includes a clear look at the nation’s airports and offers a general picture of whether flights are arriving and departing on time. Each airport’s “dot” is green if delays are under 15 minutes, yellow if delays run 16 to 45 minutes, red if delays are longer than 45 minutes, orange if incoming flights are delayed at their departure point, and black if the airport is closed. Positioning your cursor over the airport brings up details on the reason for the delay. Of course, check with your airline for information specific to your flight.

One Airport at a Time

www.worldairportguide.com

Airports can be incredibly confusing places—combine that with language barriers at international airports, and the difficulties increase exponentially. The World Airport Guide’s pages can be viewed by region to locate the international airport you and your group may be visiting. Each airport’s page details rental car facilities, dining options, shopping, available business facilities, a five-day weather forecast, and accessibility for travelers with disabilities, among other information. The site, though riddled with ads, provides valuable information, as well as the URL for the airport’s main site and airport contact information.

These items are copied from the newsletter Really Useful Sites for International Trade Professionals, a free, biweekly e-mail publication of FITA-The Federation of International Trade Associations.

ACE to Be Required at Entry Points in California, Texas, New Mexico

The US Customs and Border Protection (CBP) agency said Friday that truck carriers entering the United States at all land border ports of entry in California, Texas and New Mexico will be required to present advance electronic cargo information through the Automated Commercial Environment truck manifest system.

CBP said in a *Federal Register* notice published recently that the rule would be effective 90 days from the publication date of the notice, which would make the compliance date April 19.

ACE technology was designed to protect the United States from terrorism while ensuring the country's economic vitality by expediting lawful trade, CPB said.

An electronic submission, called an e-manifest, is an electronically version of the paper manifest that carriers are now required to submit before crossing the US border.

"E-manifest allows CBP to begin processing the truck before it arrives at the port," said Louis Samenfink, executive director of CBP's cargo systems office. "With advance access to truck cargo information, CBP officers are able to pre-screen trucks and shipments, and dedicate more time to inspecting suspicious cargo without delaying the border crossings of legitimate carriers."

This is the second group of ports where filing of an e-manifest through ACE will be required. The first group of ports is mandated to use ACE e-Manifest.

Eventually, ACE will be required at all land border ports of entry. As mandatory use of ACE is phased in at other ports, CBP will continue to provide 90 days notice through the Federal Register, the agency said.

SOURCE: Transport Topics

Outlook for Diesel Prices

EIA forecasts \$2.66 per gallon diesel average in 2007. The Energy Information Administration's (EIA) short-term energy outlook calls for an average price of \$2.66 per gallon of diesel (in the USA) for 2007—down 1.9% from 2006. According to the report, demand for all major petroleum products is expected to increase in 2007, but maybe not by much: A recovery in air transportation is expected to boost jet fuel demand by only 1.9%, for example. If there is little rise in demand, price increases are likely to be moderate. And some economists predict that the price of crude oil will remain soft in 2007, so the transportation industry could be looking at less volatile diesel prices this year.

SOURCE: American Trucking Associations

Driver Shortage Persists

When it comes to the truck driver shortage, the song remains the same. Recent data from the American Trucking Associations (ATA) indicates that the dearth of truck drivers is still a problem for truckload carriers. Despite a dip in driver turnover in the first two quarters of 2006, the third quarter saw turnover on the rise again. Turnover for large truckload carriers rose to 121% from 110%; small truckload carriers saw turnover increase to 114% from 100%.

SOURCE: American Trucking Associations

Ports Putting More Cargo on Trains

By Joe Malinconico

A growing number of cargo containers from Port Newark and Port Elizabeth are heading out from the docks on trains instead of on trucks.

Under the Port Authority of New York and New Jersey's ExpressRail program, freight trains handled 338,882 cargo containers from the ports last year, a 11.8% increase.

About 13% of all cargo from ports is now being shipped by rail, compared to 9.4% in 1999. At a port that handles almost 3 million cargo containers a year, that increase represents hundreds of trucks a day.

"This has clearly been a solution that makes the port more efficient, alleviates congestion and helps the environment," said Port Authority chairman Anthony Coscia.

The agency has invested \$600 million to improve rail links to the ports, including several projects scheduled to begin operation this year, and it hopes trains will handle as many as 1.5 million cargo boxes by 2011.

This is a government program that gets support from environmental activists as well as from business leaders.

"It's good for the health of the port as well as for the health of the families who live around there," said Jeff Tittel, of the Sierra Club of New Jersey. "The counties around the port have some of the worst air quality in the state. A lot of it comes from the trucks."

"I can't see a downside to it," said Paul Liroy of the Environmental and Occupational Health Sciences Institute. "The more trucks you have, the more emissions you have. They idle a lot. This seems to be a good approach to deal with some of the problems down there."

Basically, the Port Authority's ExpressRail is composed of three main projects.

In 2006, the agency expanded the rail program at the docks in Elizabeth so the terminal could handle up to 400,000 containers a year. In the next two months, officials expect to complete an expansion to double the capacity of the Port Newark rail terminal to 100,000 cargo boxes a year. Finally, a new rail terminal at the docks in Staten Island that would handle up to 100,000 containers per year is scheduled to begin service this spring.

So far, trucking companies have not complained about the rail system, even though it may be taking away some of their business.













"Right now, there's enough work down there for everybody," said Sam Cunninghame, head of government relations for Bi-State Motor Carriers, the group that represents port trucking companies. Port executives see the ExpressRail program as essential to their economic survival, especially as terminals in South Atlantic states improve their rail capacity.

For the most part, cargo destined for businesses a few hundred miles from the ports still goes by truck, officials said. But rail connections are essential in winning the competition for cargo that's heading out to the Midwest, officials said.

"There's been tremendous growth at the ports and we're trying to keep its momentum going," Coscia said.

European Road and Traffic Signs

The first thing you may notice when driving in a foreign country is that the roadway signs are different. In many countries, the speed limit is posted in kilometers, and warnings will be written in the country's native language. Sometimes, speed limits are not posted at all, and driving of the road and the steering wheel is located on the right-hand side of the car.

Sign	English	French	German
	End of all restrictions	Libre circulation	Aufhebung aller Streckenverbote
	Halt Sign	Signal 'Stop'	Stoppszeichen
	Halt Sign	Signal 'Stop'	Stoppszeichen
	Customs	Douane	Zoll
	No stopping 'Clearway'	Défense de s'arrêter	Halten verboten
	No parking / waiting	Défense de parquer	Parken verboten
	No parking - On side of 'I' on odd-numbered days; on side of 'II' on even-numbered days	Défense de parquer - Côte du 'I' les jours impairs; 'II' les jours pairs	Parken verboten - Auf der Seite der Zahl 'I' an ungeraden Tagen; auf der Seite der Zahl 'II' an geraden Tagen
	No parking - On side of 'I' on odd-numbered days; on side of 'II' on even-numbered days	Défense de parquer - Côte du 'I' les jours impairs; 'II' les jours pairs	Parken verboten - Auf der Seite der Zahl 'I' an ungeraden Tagen; auf der Seite der Zahl 'II' an geraden Tagen
	Priority to oncoming vehicles	Croisement interdit	Dem Gegenverkehr Vorfahrt gewähren
	Use of horns prohibited	Défense de klaxonner	Hupverbot
	Roundabout	Circulation en sens	Kreisverkehr
	Direction to be followed	Sens obligatoire	Fahrtrichtung

Right Side ... Left Side

By Brian Lucas

The following is a list of countries and the side of the road on which motorists drive. The original source of the list is unknown to me, but it has been updated over the years thanks to the contributions of many Internet users who have visited these countries and reported what they saw. If you want to know more about any country's individual history, see Kincaid's book, *Rules of the Road*.

In the following countries, motorists drive on the right-hand side of the road (and usually the driver sits on the left side of the car).



Afghanistan	Comoros	Haiti	Morocco	Senegal
Albania	Congo	Honduras	Myanmar (Burma)	Sierra Leone
Algeria	Costa Rica	Hungary	Netherlands	Slovakia
American Samoa	Croatia	Iceland	Netherlands	Slovenia
Andorra	Cuba	Iran	Antilles (Curacao,	Somalia
Angola	Czech Republic	Iraq	St. Maarten,	South Korea
Argentina	Denmark	Israel	St. Eustatius, Saba)	Spain
Armenia	Djibouti	Italy	New Caledonia	Sudan
Aruba	Dominican Republic	Ivory Coast	Nicaragua	Svalbard (Norway)
Austria	Ecuador	Jordan	Niger	Sweden
Azerbaijan	Egypt	Kazakhstan	Nigeria	Switzerland
Bahrain	El Salvador	Kuwait	Northern Mariana	Syria
Belarus	Equatorial Guinea	Kyrgyzstan	Islands (Saipan)	Taiwan
Belgium	Eritrea	Laos	North Korea	Tajikistan
Belize	Estonia	Latvia	Norway	Togo
Benin	Ethiopia	Lebanon	Oman	Tunisia
Bolivia	Faroe Islands	Liberia	Palau	Turkey
Bosnia and Herze- govina	Finland	Libya	Panama	Turkmenistan
Brazil	France	Liechtenstein	Paraguay	Ukraine
British Indian Ocean Territory (Diego Garcia)	French Guiana	Lithuania	Peru	United Arab Emirates
Bulgaria	French Polynesia	Luxembourg	Philippines	United States
Burkina Faso	Gabon	Macedonia	Poland	Uruguay
Burundi	Gambia, The	Madagascar	Portugal	Uzbekistan
Cambodia	Gaza Strip	Mali	Puerto Rico	Vanuatu
Cameroon	Georgia	Marshall Islands	Qatar	Venezuela
Canada	Germany	Martinique (French	Reunion	Vietnam
Cape Verde	Ghana	West Indies)	Romania	Wake Island
Central African Republic	Gibraltar	Mauritania	Russia	Wallis and Futuna Islands [Fr.]
Chad	Greece	Mayotte (France)	Rwanda	West Bank
Chile	Greenland	Mexico	Saint Barthiemy	Western Sahara (ex Spanish Sahara)
China (Mainland)	Guadeloupe (French	Micronesia, Federat- ed States of Midway	Saint Martin	Yemen
Colombia	West Indies)	Islands (USA)	Saint Pierre and	Yugoslavia (Serbia and Montenegro)
	Guam	Moldova	Miquelon (France)	Zaire
	Guatemala	Monaco	Samoa	
	Guinea	Mongolia	San Marino	
	Guinea-Bissau		Sao Tome e Principe	
			Saudi Arabia	



Right Side . . . Left Side (continued)

In these countries, motorists drive on the left-hand side of the road (and usually the driver sits on the right side of the car).

Anguilla	Montserrat
Antigua and Barbuda	Mozambique
Australia	Namibia
Bahamas	Nauru
Bangladesh	Nepal
Barbados	New Zealand
Bermuda	Niue
Bhutan	Norfolk Island (Australia)
Botswana	Pakistan
Brunei	Papua New Guinea
Cayman Islands	Pitcairn Islands (Britain)
Christmas Island (Australia)	Saint Helena
Cocos (Keeling) Islands	Saint Kitts and Nevis
Cook Islands	Saint Lucia
Cyprus	Saint Vincent and the Grenadines
Dominica	Seychelles
East Timor	Singapore
Falkland Islands	Solomon Islands
Fiji	South Africa
Grenada	Sri Lanka
Guernsey (Channel Islands)	Suriname
Guyana	Swaziland
Hong Kong	Tanzania
India	Thailand
Indonesia	Tokelau (New Zealand)
Ireland	Tonga
Isle of Man	Trinidad and Tobago
Jamaica	Turks and Caicos Islands
Japan	Tuvalu
Jersey (Channel Islands)	Uganda
Kenya	United Kingdom
Kiribati	Virgin Islands (British)
Lesotho	Virgin Islands (US)
Macau	Zambia
Malawi	Zimbabwe
Malaysia	
Maldives	
Malta	
Mauritius	

Source: <http://www.brianlucas.ca/roadside/>

A look at the people and events shaping HHGFAA member companies

APPOINTMENTS



Mundaia

Harsch Transports, headquartered in Geneva, Switzerland, reports that its director of international sales, Michel Gobbo, has left the company to pursue new challenges. His departure has led the company to establish a new organization for its sales department

Dominique Mundaia (*dominique.mundaia@harsch.ch*) has been appointed sales and marketing manager and will assume the responsibility for corporate accounts. Mundaia has considerable experience and managerial expertise in the industry, and joined corporate sales at the company earlier this year.

Mundaia will work through Harsch's Zurich manager, **Steve Scheiwiller** (*stephan.scheiwiller@harsch.ch*), who will be the responsible person for the agents

Logistics Manager **Spiros Doulis** (*spiros.doulis@harsch.ch*) will also work



Doulis

with Mundaia and Scheiwiller in developing agent relations.

The international quotes manager for Geneva, **Carole Pihen** (*carole.pihen@harsch.ch*), will remain in that position.

Jerôme Savary (*jerome.savary@harsch.ch*), who heads the fast-growing relocation department, will continue actively promoting its services with Mundaia, helping to expand Harsch Transports' corporate accounts base.



Interdean Group has announced the appointment of **Heather Darby** as group marketing coordinator.

For the past seven years, Darby has worked within Interdean, London, progressing from administrator to senior global move specialist. During this time she has been a key member of the Interdean sales team. Her

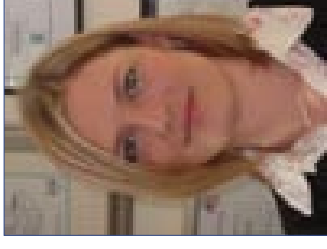


Savary

achievements include the development of several major relationships with very high-caliber blue-chip corporate accounts.

Darby quickly demonstrated her value to the sales team with her extensive industry experience, high level of customer relationship management, and attention to detail. Going well above the norm to exceed customer expectations is one of her main drivers, a competency that has received praise from both internal staff and external clients. Darby brings to the marketing role her graphic design training and strong IT capabilities.

In addition, Interdean International Relocation, also headquartered in London, has announced the appointment of **Thomas Angerman** as operations director, Germany. Angerman previously spent 14 years working for Interdean in the Munich office,



Darby



Angermann



Jore

initially as operations manager, before being promoted to general manager. Until recently he assisted in the opening and running of the Munich branch of a major moving and relocation company.

Website: www.interdean.com

Asian Tigers Transpo in Vietnam has named **Pascal Jore** marketing director, Hanoi Branch.

Jore had spent the last four years with Pelichet NLC in Geneva as corporate account manager and brings with him a wealth of experience. He will work toward the development and growth of Asian Tigers Transpo in Vietnam.

Website: www.AsianTigersGroup.com

Atlantic Worldwide Movers (AWM) has named **Chris Baker** director of the AWM Group. Baker brings a wealth of experience from his previous sales, marketing and senior management roles. His main responsibility will be to ensure that AWM continues its growth within the UK and also throughout Europe. Baker returned to AWM after a two-year break.

Baker spent much of his career with Interdean, one of Europe's leading corporate movers. He joined the company as a salesman and left 28 years later as CEO of the Interdean/Interconex Group of Companies, which has over 60 locations worldwide. Earlier, Baker had spent 10 years working in various positions within the moving industry, covering all aspects of moving.

Baker anticipates a European expansion for AWM, which will extend the company



Pertoldi



Halsey

further than its existing London, Paris, Frankfurt, Madrid, Geneva and Portugal offices.

UK-based **Abels Moving Services** has appointed **Neil Pertoldi** general manager, international services.

Working from the Brandon headquarters, Neil will oversee all of Abels' international business both in and outside the UK, which equates to over 2,000 moves per year and half of the company sales revenue. His appointment follows an internal realignment at Abels, shifting away from a five-team "functional" structure into two divisions to more reflect the traditional split of the business. Pertoldi's appointment to head the international division follows the appointment of John Watson as managing director of the UK division earlier this year.

Abels Moving Services is the only remover with a Royal Warrant to HM The Queen for removals and storage services.

Website: www.abels.co.uk

Move One Relocations signaled its readiness to continue its strong growth in Romania by appointing **Bojan Simunovic** as regional manager, based out of the Bucharest office. An employee of the company for nearly a decade with previous postings in Sarajevo and Belgrade, Simunovic has broad experience in regional household goods shipping and military project logistics.

These are the type of skills that will serve him well as the country attracts a growing number of expatriate assignments and foreign professionals, said the company.

EXPANSIONS

Crown Worldwide has opened a new facility in Las Vegas, Nev., one of the fastest-growing cities in the United States. It is one of the world's top convention destinations and is home to scores of technology companies, hotels, casinos and restaurants.

Scott Lax, a Crown employee since June 2001, is general manager of the new facility. Lax has considerable industry experience as an origin/destination agent and previously worked as a global account manager with Crown.

The branch will provide the full range of services that Crown offers with the key focus in the Las Vegas market being the Logistics Division and the FF&E (Furniture, Fixtures & Equipment) product.

The Crown Las Vegas office encompasses a total of 27,840 square feet, with more than 25,000 square feet of warehouse space.

Website: www.crownworldwide.com

The **Crown Worldwide Group** also announced the opening of its new operation in Bristol, United Kingdom, in January 2007, to serve the Southwest UK, including Southern Wales and Southwest England.

The branch is managed by **Gerrard Halsey**, who has 11 years' experience in the relocation industry, including the past six as a relocation consultant with Crown Relocations in London.

Matrix Now Known as Agility

Los Angeles-based **Matrix International Logistics, Inc.**, is now Agility, a logistics company with vast transportation, logistics, and warehousing capabilities delivered through 20,000 individuals in 450 offices across 100 countries. Those capabilities have been woven into a single brand name with one goal: to provide the best personal customer service to address its clients' complex logistics needs in the most cost-effective, time-definite supply chain strategies possible.

Senior Vice President **Doug Cruikshank** said, "I am very excited that Matrix is becoming a part of Agility. For our customers, Agility offers the opportunity to satisfy all of their global transportation requirements through a single partnership that embodies the same commitment and attention to detail that they have received from Matrix for the last 20 years. For our employees, Agility offers infinitely wider horizons for growth and achievement than Matrix could have possibly offered alone."

Crown Knits Caps to Save Children

Crown Worldwide recently contributed to the Save the Children Foundation's Caps to the Capitol program, a program that donates material, informational packets and other items to needy mothers with newborn babies around the world.

Crown employees from around the world knitted infant caps for newborns with high-risk medical problems to be distributed by Save the Children to families living in Third World countries. More than 100 infant caps were knitted by Crown employees and delivered to the foundation's Westport, Conn., office during the first week of January.

"With each hat I made, it seemed hard to believe that something so simple, so satisfying and inexpensive could help provide something as immeasurable as increasing the survival rate of a newborn," said Project Manager **Diane Mackeprang** of Crown's Westport, CT facility. Mackeprang was not only instrumental in getting her Westport office involved, but also employees from various Crown offices around the world involved.

"I read an article about the Save the Children program in the local Westport newspaper," she added. "Although I hadn't knitted in about ten years, I thought it was a worthwhile program." Mackeprang influenced many of her family members, their friends and her own peers to knit hats before her coworkers also became involved.

"At Thanksgiving I taught my college-aged son to knit and he completed his hat during his break. I even got my sister who was visiting me for Thanksgiving to knit one, as well. Then even coworkers started crocheting in their spare time," said Mackeprang.

Crown Regional Director **Carmella Elletson** was one of many Crown employees who responded to the information Mackeprang provided coworkers. "I think it is admirable that people took the time out of their busy lives to support a very worthy cause" said Elletson, who helped spread the news about the fundraiser to other Crown offices. "I am very proud of Diane for bringing this fundraiser to my attention and of all the employees who participated."

Crown has worked with Save the Children in previous years, having made monetary donations on behalf of Crown's worldwide staff following the tragedies of September 11, 2001, and the Asian tsunami of 2004. Crown Relocations also serves as Save the Children's relocation company, providing household good shipments and relocation services to staff and volunteers from around the world.

Mackeprang noted, "The fact the organization is located where I live and work connects me to it a little more."

Four million newborns die each year in the first month of life, half of that number within the first 24 hours of life. According to the Website, the Save the Children Foundation would like to see the United States lead the way in saving young lives by increasing funding for critical health programs for mothers and newborns worldwide.

With the knitted caps in its possession, the Save the Children Foundation will be distributing them to areas of the world with the highest infant death mortality rates, along with informational packets designed to educate parents on the key health needs of infants.

For more information, visit www.crownworldwide.com



Swiss Firm Launches Movescan To Minimize Deadheading

Philippe Davel, the young entrepreneur who heads Geneva-based **Davel International Movers**, has developed a Web-based platform to enable removals companies to group their loads together in order to avoid unnecessary trips.

A removals truck transporting cargo from New York to Chicago, for example, often returns empty—even though one of the remover’s colleagues needs to send a load from Chicago to New York. Davel asked himself: Why not transport the colleague’s load using the same lorry? This was the idea that led to the creation of Movescan.

Davel’s main motivation for setting up the business was ecological. “I have three children and want to contribute toward leaving behind a less polluted planet for him,” he explains. “As his company specialized in international removals, he was astonished by the number of lorry trips running empty. At first, he thought about creating a platform enabling Geneva-based companies to reduce such trips, by allowing them to offer their available volumes to others. While he was at it, he reasoned that he might as well make the service available to removals companies worldwide.

The platform’s development was financed by Davel, and subscribing to use the site is free. Members are invited to publish their anticipated transport movements and the volume that they have available. They can then be contacted by anyone wishing to entrust their goods for transportation. It’s then up to the two parties to negotiate a price. The Website’s role is limited to putting people in contact with each other.

Everyone can benefit, says Davel. The company making the transport movement makes additional profit on a trip, whereas a vehicle would otherwise have been running empty or not at full capacity. Moreover, those whose goods are being shipped will pay less than the cost otherwise would have been. “I have always been convinced that persuading companies to adopt an ecological outlook involves allowing them to see the cost-saving benefits,” says Davel.

Currently, the network encompasses 112 companies, despite the site being only 3 months old. Among these are a number of international heavy goods transporters, such as the US company Gallager and the Canadian company Europack, as well as removals companies from around the world: Australia, Philippines, Peru, India, Nigeria, and others. But although companies have been very quick to subscribe, only a few of them have got into the habit of publishing their transport movements. Only about 100 advertised from the start, nearly a quarter of those by Davel himself. Use of the site must become an engrained habit, says Davel. “We constantly have to send out reminders,” he says. “But each time that we send a mailer out, numerous transport movements are then advertised.”

To make the site more appealing, additional features are anticipated. For example: a distance calculator between two points and indications on tolls, allowing cost calculations to be made. Davel is also developing a specialized software program, to be made available on Movescan, this time as a paid service. The platform is also available to private customers who can get in contact with the removals companies should they have goods for transport on a trip where a movement has been published. In the future they will have access to information without having to subscribe as a member.

Davel believes that it will take 12 to 18 months to evaluate the success of the platform. “But I am confident, as I am convinced that the idea is a good one,” he says.



Peter A. Weiss, Director, Worldwide Transportation and Customs for DaimlerChrysler, and George W. Pasha IV, President and COO of The Pasha Group.

HONORS AND AWARDS

The Pasha Group has earned the DaimlerChrysler Corporation Gold Award for the 2005 calendar year. This award is a part of the Extended Enterprise® supplier program honoring outstanding performance of suppliers of commodities or services within a designated group. Pasha was one of only two suppliers to receive the 2005 award for domestic vehicle logistics and transportation services, placing them among the highest rated service suppliers to the Chrysler Group.

George W. Pasha IV, president and COO of The Pasha Group, Peter Young, president of The Pasha Group's Automotive and Logistics Division, and **Trish Zarik**, vice president, Automotive and Logistics Division, were present to receive the award at a recent ceremony in Auburn Hills, Mich.

"The highest honor you can receive in our business is recognition from your customer for service excellence," said Pasha. "Our mutual pursuit of excellence reflects our respect for the shared values of both corporations."

Pasha Hawaii Transport Lines, a Pasha joint venture with Strong Vessel Operators, introduced pure car truck carrier service from the Mainland to Hawaii. This fully enclosed Roll-on/Roll-off service allowed Chrysler to eliminate the need for costly wrap guard and undercoating protections leading to significant annual cost savings, as well as ensuring that the vehicles arrive showroom ready. With a dedicated Ro-Ro service focused on the automotive industry, total door-to-door transit times and out-turn quality were significantly enhanced, resulting in the award to the Pasha team.

"By granting this award, DaimlerChrysler is recognizing the achievement of our goal—to provide the best and most expedient delivery of their finished vehicles to Hawaii," said Pasha. "We collectively look forward to achieving even greater levels of performance for DaimlerChrysler in the coming year."

Pasha Distribution Services, the company's logistics management arm, receives the vehicles at the Mira Loma rail terminal and delivers them via company owned transporters to Pasha's Automotive Terminal in the Port of San Diego for pre-shipment processing. The vehicles are loaded on the Jean Anne and delivered direct to the ports of Hilo, Kahului, Nawiliwili, and Honolulu. Models include Dodge Caravan, Stratus, Dakota, Charger, Ram Quad, and Caliber; Jeep® Wrangler, Grand Cherokee, Liberty, and Commander; and Chrysler 300, Sebring, and Town and Country.

Website: www.pashagroup.com

Mineta Is Awarded Presidential Medal of Freedom

Former Transportation Secretary Norman Y. Mineta was one of 10 people to receive the Presidential Medal of Freedom on Dec. 15. The award, which is the nation's top civilian honor, recognizes high achievement in public services, science, the arts, education, athletics and other fields.

During a ceremony at the White House, President Bush said, "On September the 11th, 2001, he led the effort to bring thousands of commercial and private aircraft swiftly and safely to the ground. Norm was calm, and he was decisive in a moment of emergency. He showed those same qualities in the months and years afterward, ably transforming his department to face the dangers of a new era."

Bush called Mineta's life an "extraordinary journey." Mineta was sent to an internment camp for Japanese-Americans at age 10 and later served in the US Army. He later became mayor of San Jose, Calif., a 10-term US Congressman, and a Cabinet member under presidents of both parties.

Mineta has "given his country a lifetime of service, and he's given his fellow citizens an example of leadership, devotion to duty and personal character," Bush said. Mineta was named Commerce Secretary in 2000 under President Clinton and moved to the Department of Transportation in 2001 under Bush. He retired in 2006 as the longest-serving DOT secretary.

[**Editor's note:** Mineta was the keynote speaker at HHGFAA's 44th Annual Meeting in San Francisco last October.]

SOURCE: Transport Topics

New Children's Book Geared to Families Relocating to India

Crown Worldwide last fall published *A Children's Guide to India*, an educational and entertaining booklet geared to help its youngest clients become more familiar with their new home. *A Children's Guide to India* marks another edition in a long list of children-ready material Crown offers to families relocating from one country to another.

Crown has published children's guides for more than 20 countries, including Malaysia, Ireland, Hong Kong, USA, Australia, China, Germany, and many more.

The Crown Destination Guides are multi-functional and allow children a fun and welcoming way to learn about the region in which they will soon be living. Written and illustrated by children residing in that country, the Destination Guides inform children where their new country is located, provide short history lessons on the region, offer introductions to the country's weather, its languages and customs, as well as what holidays are celebrated there.

The Destination Guides are just one component of Crown's official Children's Program, which includes an interactive website for kids, www.crownrelo.com/kids, truck-shaped boxes for packing special belongings, stuffed lions and more.

ES Chandramouli, Crown Worldwide regional director of South Asia, noted, "The India Kids Destination guide has come about



as a result of support and valuable contribution from the staff and students of the American School of Bombay.... The students have shared their Indian experience in art and words and through their efforts will answer most of the queries that children have about relocating to India. We were honestly very impressed with their depth and understanding of India and its diversity.

"A guide for children relocating to India is the first of its kind for our region, so Crown India is proud to be in the position to address this much needed offering in this dynamic and challenging country. The best thing is that any family relocating to India can get a complimentary copy simply by calling the nearest Crown office, even before they arrive."

Websites: www.crownrelo.com and www.relocatingtoindia.com

MILESTONES

With a Friend in Every Port, Bob Lederer Sails into Retirement

By Joyce Dexter, Portal Editor

When Robert E. Lederer retired as vice president of American Shipping, Inc. on Dec. 29, he took home with him 37 years' worth of memories of an industry that has evolved substantially during that time. But his own life and career have been filled with changes as well.

Born and raised in Washington, D.C., Lederer studied for a couple of years at George Washington University until 1940. With World War II heating up in Europe, he followed his father's suggestion that Bob join the military. He entered the Navy's medical department and wound up serving with the Marines from 1942 to 1946 as a hospital corpsman, island-hopping in the Pacific.

In 1952, Lederer left the Navy and did something even he never would have expected only a few years earlier: He applied to and was accepted at the Episcopal seminary in Berkeley, Calif., and was ordained as a priest in 1958. But differences with his superiors led him to leave the priesthood in 1969. He packed his bags and drove from Fresno to San Francisco, and two days after he arrived, a temporary agency sent him to work for Asiatic Trans-Pacific, a freight forwarding company, where his life took an interesting new direction.

"The next thing I knew," he says, "I was on the road, recruiting agents." His assignments took him to the Far East and Europe and he enjoyed seeing a great deal of the world. Alas, "In 1974 the department I was in closed I was out of a job. But within three days I hooked up with HC&D Forwarders."

Lederer recalls that in December 1985, his career took yet another turn. "I was at a Christmas party and had a conversation with George Pasha IV, who invited me to come to work for his company." He spent 20 years with the Pasha Group, eventually becoming president of American Shipping, Inc. In that role, he not only continued to recruit trading partners but oversaw all aspects of the company, from budgets to public relations.

Along the way, Lederer has watched HHGFAA grow and thrive, and he says he has particularly admired the Association's ability to efficiently convey crucial information to its members. "The Association has grown tremendously, thanks to Terry Head, Bel Carrington, and Chuck White. Chuck is very knowledgeable about military issues, and they are exceptionally good at transmitting information about SDDC to us. It's so important to hear from them at the Annual Meetings. And Terry's editorial in each issue of *The Portal* is very good. He has managed to get a lot of good things across to us."

As for the industry overall, Lederer observes, "The heyday of the '70s and '80s seems to have dwindled down quite a bit, largely due to the changes at SDDC. Rate filings have to be watched so closely, just to get a little business. We no longer have a guaranteed X amount of



Bob Lederer

tonnage. In fact, quite a few agents over the past several years have withdrawn from military business entirely and concentrate on the commercial business. New administrations and new regimes mean changes at SDDC. Families First will have a real impact on the industry, to the point that if you don't meet certain criteria there's no point in even trying for the business."

But SDDC will now be someone else's bailiwick. Lederer may have retired, but he's not quite ready to "roll out of bed at 8 a.m. and greet the tequila sunrise." The volunteer work he has been doing for years will now take a front-row seat in his life. He does accounting work at his church and enjoys visiting folks in rest homes and assisted living facilities—a population that increasingly includes his old friends.

A lifelong bachelor, he also plans to do some more traveling. After he announced his retirement, he says, "I started getting notes from all around the world: 'If you're ever in Rome...' or 'If you're ever in Tokyo, you have a place to stay.'" Being able to indulge one's wanderlust knowing there's a friend in every port is one of the perks of building relationships, as Lederer has done, in all corners of the globe. He'll also be exploring favorite spots closer to home. "I'll do a lot of motor traveling, especially to the national parks," he says.

Meanwhile, he's savoring the memories derived from a satisfying 37-year career in the industry. Says Lederer, "It's all been worthwhile, thanks to all the companies I dealt with, not only agents but steamship companies, port agents, and truck lines."

IN MEMORIAM

Adolf L. Gosselin

Adolf Gosselin, an icon in the moving industry and a well-known captain of the moving industry, passed away on Jan. 27, at the age of 74 at his home in Schoten, Belgium.

Mr. Gosselin was born on Nov. 11, 1932, in the village of Kruikebeke, near Antwerp. At the age of 18 he joined his uncle, Lambert Vivet, in his local moving company and from that time on, his passion for the moving business continued to grow.

Dolf Gosselin was a man who preferred action to words: an iron fist in a velvet glove, straightforward, friendly and perhaps even chauvinistic.

The former wrestling champion was a true example of the self-made man. He grew up among the crates and the trucks in the midst of the moving business and fought his way to the top. The man who barely knew a word of English led his company to rank among the top 20 in the world.

Dolf Gosselin was the Honorary President of the Belgian Chamber of Moving Companies BKV-CBD.

Mr. Gosselin also was a genuine art lover and his office is filled with famous paintings of mainly the romantic 19th century-era. In his huge private collection, he favored views of the city of Antwerp from about 1900, and his pieces included bronze statues representing wrestlers, recalling his life-long love of the sport.

Mr. Gosselin will be greatly missed by his partner, his family, his friends and by his colleagues all over the world.

In one of his last interviews, when a journalist asked him how he wanted to be remembered, he answered—with tears in his eyes—that he wanted people to remember him as a good person. And no one would argue that he was indeed a good person.

Condolences may be sent to Gosselin World Wide Moving, Belcrownlaan 23 2100 Deurne or via e-mail: condolendes@gosselin.be.

IN MEMORIAM

Freda Constable

Interstate Worldwide Relocation has notified HHGFAA that Freda Constable, wife of Richard “Connie” Constable, passed away on Jan. 5. Mrs. Constable fell unconscious after suffering a brain aneurysm on Dec. 30 at the couple’s new home in Alexandria, Va.

Like her husband, Mrs. Constable had a long history of service in military transportation. The couple met when she was a personal property supervisor at Fort McClellan, Ala. Several of her family members still live in the Anniston area. More recently, Mrs. Constable had been in technical systems administration and support on the military TOPS and CWA systems for the Army at Ft. Belvoir, Va., and later for government contractors Computer Sciences Corporation and Preferred Systems Solutions, Inc., both in Virginia.

Mr. and Mrs. Constable shared interests in military history and collectibles, and were frequent visitors to historical sites such as Gettysburg, Pa.



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.

NEW ASSOCIATE MEMBERS

Air 7 Seas Transport Logistics Inc.
P.O.Box 611117
San Jose, CA 95161
Tel: (408) 957-8787
Fax; (408) 957-7557
E-mail: surya@air7seas.us
P.O.C: Surya Dhamija
Sponsors: Somatrans, Mauritius
21st Century Relocations, India

All-Route Shipping (NI) Ltd.
14-16 West Bank Road,
Belfast, Northern Ireland BT3 9JL
United Kingdom
Tel: (44) 28 9077 9088
Fax; (44) 28 9037 1104
E-mail: shipping@allroute.com
Website: www.allroute.com
P.O.C: Carson McMullan
Sponsors: Oman Relocation Moving Storage,
Ireland
Transglobal Shipping & Storage, Australia

All World Transport
1, rue Le Notre—BP 80804
95198 Goussainville Cedex, France
Tel: (33) 1 39 92 97 97
Fax: (33) 1 39 33 83 74
E-mail: general@awt.fr
P.O.C: Bruno Level
Sponsors: Franzosini, Italy
Diversified Transport Services Ltd, NY

Alliance International Movers & Logistics Solutions, Inc.
19 Langka Street, Project 2
Quezon City, Philippines 1102
Tel: (632) 259 8975
Fax: (632) 436 1103
E-mail: info@allianceintl-movers.com
Website: www.allianceintl-movers.com
P.O.C: Richard Yabut
Sponsors: Liffey Van Lines, Inc., NY
International Transpac Ltd, NY

Burraq Movers and Freight International
205 First Floor, Shahid, Blue Area
Jinnah Avenue
Islamabad, Pakistan
Tel: (92) 51 281 0026-7
Fax: (92) 51 287 5809
E-mail: burraq@isb.comsats.net.pk
P.O.C: Mrs. Ambreen Qamar
Sponsors: Viking Shipping Services, Pakistan
Homepack Freight International, Pakistan

Caballero Moving SRL
Calle C, No 14B
P.I. Europolis - LasRozas 28230
Madrid Spain
Tel: (34) 9171 03752
Fax: (34) 9163 63919
E-mail: info@!mudanzascaballero.com
P.O.C: Alicia Caballero and Luis Navarrete
Sponsors: Flippers International, Spain
SIT Transportes Internacionales SA, Spain

Centran International Corp (Thailand) Ltd.
3388/91 Sirinrat Building 25th Floor
Rama 4 Road, Klongton, Klongtoey
Bangkok 10110, Thailand
Tel: (662) 367-5935
Fax: (662) 367-5090
E-mail: moving@cic.co.th
Website: www.cic.co.th
P.O. C. Mr. C. K. Choi and Mr. J. K. Kim

EOM Shipping
1202 Central Avenue, Suite 4
Union City, NJ 07087
Tel: (877) 757-7791
Fax; (201) 255-2831
E-mail: shay@eomshipping.com
Website: www.eomshipping.com
P.O.C: Shay Harpaz
Sponsors: Vanlines.com., LLC
Tober Logistics, Inc., NJ

Geschwandtner S.R.O. International Moving & Relocation Services
Vrbovska 169, 92101 Bratislava
Piestany, Slovakia
Tel: (421) 33 798 8118
Fax; (421) 33 7988 118
E-mail: pk@geschwandtner-ims.com
Website: www.geschwandtner-ims.com
P.O.C: Peter Kochnda

Interliner Services

1st Floor, Wirah Plaza, Ghausib Market
Gulberg III
Lahore 54000, Pakistan
Tel: (92) 42 587 3622
Fax: (92) 42 73 20 885
E-mail: P interliner@nexlinx.net.pk
P.O.C: Abdul Wahal Khan
Sponsors: Executive Moving Services Inc., VA
International Cargo Assn, Pakistan

ISRADEM

6/28 Sderot Kadesh
78501 Ashkelon, Israel
Tel: (972) 8 684 64 93
Fax; (972) 8 684 64 94
E-mail: yossdov@012.net.il
P.O.C: Yossef Dover
Sponsors: F+N Worldwide Moving, England
CDT International Moving SAS, France

Moving Pack Services S.R.L.

Larcecaja #155 Esquina Ave, Peru
PO Box 5150
La Paz, Bolivia
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Website: movingproject.it
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P.O.C: Andrew Smith

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Fax: (965) 241 7885
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Tel: (603) 2031 4444
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E-mail: justin@rafmover.com
Website: www.rafmover.com
P.O.C: Justin Antony

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Tel: (028) 9077 7577
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Fax: (86) 21 6328 8330
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Senate Committee Pushes TSA to Screen Air Cargo

The Senate is pressing the Transportation Security Administration (TSA) to screen all cargo carried on passenger airplanes, amid signs that Congress may mandate stricter standards unless the administration acts quickly. Soon after taking the reins on Capitol Hill, Democrats announced that implementing the recommendations of the Sept. 11 Commission would be a top priority. One of those recommendations consisted of tightening security screening of air cargo on passenger planes.

The House passed legislation (HR 1) incorporating many Sept. 11 Commission provisions, including a requirement that all air cargo on passenger planes be screened. But that mandate has been less well-received in the Senate, where each member has more power. At a recent Senate Commerce, Science and Transportation hearing on aviation security, Sen. Trent Lott (R-MS) urged TSA chief Kip Hawley to come up with technological innovations that would help secure air cargo, such as blast-proof cargo containers.

Seaborne Cargo Screening Language Likely Dropped in Final Bill

Senate opposition to a House-passed cargo scanning measure is likely to doom its chances for inclusion in a final bill enacting Sept. 11 commission recommendations, according to the chairman of the House Homeland Security panel. The House passed a bill (HR 1) on Jan. 9 codifying recommendations of the independent Sept. 11 Commission, including a requirement to scan all incoming seaborne cargo containers within five years.

Joseph I. Lieberman (I-CT) Chairman of the Senate Homeland Security and Governmental Affairs Committee, has said his panel will mark up a companion bill in early February. But Bennie Thompson (D-MS) Chairman of the House committee, said that disagreement between House and Senate negotiators over whether to include the House cargo screening language probably means it will not be included in a final conference report. Staff members of the Senate panel and the House Homeland Security Committee have met to discuss a final bill in advance of the Senate committee markup.

With the exception of cargo screening, everything else seems to have significant opportunity said Thompson who indicated that the House proposal to scan all incoming cargo would likely have to be a stand-alone bill, rather than part of a broader bill. The cargo provision sparked harsh criticism during the House debate, as Republicans and private-sector groups charged that the bill would place an undue burden on industry and force the Homeland Security Department to deploy unproven technology at ports.

Industry opponents of the provision have focused their efforts on the Senate, which proved a graveyard last year for similar language that Sen. Charles E. Schumer (D-NY) attempted to insert into a port security measure later signed into law. Schumer's amendment, which mandated 100 percent scanning of cargo containers by Oct. 1, 2010,

failed on a tabling motion. In addition to the Senate Homeland Security and Governmental Affairs Committee, the Commerce, Science and Transportation and Finance committees also have oversight of the Homeland Security Department's maritime responsibilities and are not keen on the provision.

By Jim Wise
PACE-CAPSTONE



Coast Guard Signs Pact with National Cargo Bureau

The US Coast Guard, as part of its effort to bolster maritime homeland security, has signed an agreement to tap the experience of the National Cargo Bureau. Under an agreement signed earlier this month, NCB will be given opportunities to participate in area maritime security planning processes and meet with Coast Guard officials.

The bureau, whose inspectors are based in or travel to most ports performing hazardous cargo and bulk grain ship inspections, will report suspicious activity or other information it thinks relevant to security to the local Coast Guard Captain of the Port, and educate the public on security.

The two groups have a long history of cooperation. The non-profit bureau was created in 1952 to assist the Coast Guard in discharging its responsibilities under the 1948 International Convention for Safety of Life at Sea and other closely related purposes.

EU Opposes US Plan To Scan All US-Bound Maritime Cargo

The European Union says it opposes a US plan to scan all US-bound maritime cargo. EU representatives wrote a letter to the US Secretary of Homeland Security Michael Chertoff. "I am afraid that a 100% scanning legislation could disrupt trade and cost legitimate EU and US businesses a lot of time and money,"

"We naturally support the principle of increased security checks at the borders and we have always been supportive of any actions in this direction. However, every measure taken must be first assessed as to its effectiveness."

At present, the EU representatives said both U.S. and EU customs are preparing pilot actions in order to determine whether a 100% scanning policy is effective. Applying risk analysis for the selection of cargo containers to be checked prior to leaving the EU for the US would find a balance between legitimate trade facilitation and customs security, an approach that the E.U. has always supported.

The United States and European Union often have been divided over how far to go on security checks. In addition to the cargo battle, they have sparred over providing information on air passengers.

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Deadlines to receive new artwork:

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 January/February 2007 Issue..... January 22, 2008

IMPORTANT NOTICE ABOUT ELECTRONIC ADS

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

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GSA/AMSA HHG and Freight Forum
Charlotte, North Carolina

March 6–7, 2007

Military/Industry (M/I) Meeting
Alexandria, VA

March 11–14, 2007

LACMA Convention
Praia do Forte, Bahia, Brazil

March 19–21, 2007

Illinois Movers' & Warehousemen's Association
Convention and Tradeshow
St. Charles, Illinois

March 19–22, 2007

Annual PowerTrack Conference
Dallas, Texas

March 29–April 1, 2007

32nd Annual Dispatchers Convention
Destin, Florida

April 18–21, 2007

Annual OMNI Conference
Sorrento, Italy

April 22–25, 2007

AMSA Annual Meeting
La Quinta, California

April 22–26, 2007

FIDI Annual Conference
Budapest, Hungary

April 23–25 2007

SDDC-HQ Training Symposium
Orlando, Florida

April 26–28, 2007

BAR Annual Conference
London, Great Britain

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

Oct. 24–26, 2007

ERC Global Workforce Symposium
Denver, Colorado

October 10-13, 2009

HHGFAA 47th Annual Meeting
Orlando, Florida

Sept. 29–Oct. 2, 2010

HHGFAA 48th Annual Meeting
San Diego, California