

THE PORTAL

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Going ... Going ... GREEN! How HHGFAA Members and the Transportation Industry Are Working to Save the Planet



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TABLE OF CONTENTS

FEATURES

4 PORTAL FOCUS: GOING GREEN

Helping Others by Collecting Bottles / *Jason A. Davidson* (4) • Corporate Responsibility, Commercial Sense / *Dominic Turnbull* (5) • A Whale of a Project / *Jorja Coulter* (7) • Going Green: Food for Thought / *Eric Beuthin* (8)

13 AMMB Outlook: Going Green in the Household Goods Industry / *Glenn Stephenson*

14 Security

15 Military/Government Update

22 Executive Suite

24 Maritime/Ocean Shipping

33 Air Cargo/Air Travel

35 Small Business

36 TechNotes

38 Trucking and Intermodal Services

COMMENTARY

3 HeadLines / Terry R. Head
"An Interesting (but Shameful)
Number"

56 Washington Update
Jim Wise / PACE-Capstone

DEPARTMENTS

19 YP-35 Page
42 Industry News
53 Welcome New Members
55 Price List for HHGFAA Publications

59 Portal Advertising
60 Advertisers' Index
60 Industry Calendar

About our cover: *The transportation industry—from movers to maritime facilities—are trying to combat global warming by reducing their carbon footprint. Our focus begins with member contributions on page 4. Cover courtesy of National Van Lines (cover story: page 7).*

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By Terry R. Head
HHGFAA President

An Interesting (but Shameful) Number

Mine's 27.8—what's yours?

I have been hearing and reading about the “carbon footprint” for several years now and just always assumed mine was pretty good (that is, low). I religiously recycle things around my home and turn off the lights and TV whenever I am out of a room. I even use my fireplace as much as possible in the winter to save electricity.

Wikipedia defines “carbon footprint” as *a measure of the amount of carbon dioxide (CO₂) emitted through the combustion of fossil fuels; in the case of an organization, business or enterprise, as part of their everyday operations; in the case of an individual or household, as part of their daily lives; or a product or commodity in reaching market. A carbon footprint is often expressed as tons of CO₂ or tons of carbon emitted, usually on a yearly basis.*

It was not until preparing this issue of **The Portal** magazine, which is focused on our industry's impact on the environment, that I actually took the time to calculate my personal “footprint.” I was shocked and ashamed to learn that my personal carbon footprint was a whopping 27.8 tons per year. The USA national average is only 7.5 tons per year. How could this be?

Sure, I recycle and try not to be wasteful with energy sources, food, or others things that directly or indirectly affect the environment or my surroundings. My girlfriend is always scolding me for not wanting to throw anything away, because I think I will find a use for it later.

Nonetheless, while answering the questions in the carbon footprint “calculator” (more about that in a moment), I realized just what a large impact I have on the environment in simply going about my daily personal and professional life.

I typically drive about 15,000 to 20,000 miles a year; I own a couple of cars and one truck, with two of those vehicles having large V-8 engines. During the summer months I run my home air conditioner pretty much all the time and use my boat and jet-ski often. My typical monthly energy consumption is above average, primarily because I live in an area that is cold in the winter and hot in summer; moreover, my home is all electric. As for that fireplace I mentioned earlier—I learned it actually adds to the air quality problem and probably does not save a dime in electricity.

Where my real impact comes from is the amount air travel that I do and the carbon emissions from the airplanes that on which I fly. I never really gave that aspect much thought, but when you consider I fly on average over 40,000 miles a year—well, that leaves a pretty big footprint.

As a result of my own discoveries, I would encourage each of you to do two things. First, go on the Web and find a carbon footprint calculator to determine the size of the environmental imprint you're leaving behind as you go about your own activities. Second, as you read this issue of the magazine, see what others within our industry are doing to reduce or reverse their organizational and personal impact on the environment. There are some great stories to inspire us and practices that we can all adopt and use. It's not too late to reduce our own carbon footprint, and we can't and shouldn't rely on the other guy to make the effort to do something.

The carbon footprint calculator I used was on the Web site for the Oscar-winning documentary entitled “An Inconvenient Truth,” which focuses on the problem of global warming and features former Vice President Al Gore: <http://www.climatecrisis.net/takeaction/carboncalculator/>

Acknowledgement of a problem is always the first step in the resolution of the problem. Perhaps your eyes will be opened, as mine were, in learning just what impact you have on your surroundings and take the steps to ensure that the planet our children and their children someday will inherit is surely worthy of our efforts now.

Helping Others by Collecting Bottles

By Jason A. Davidson

With respect to “going green,” we do what everyone else (hopefully) is doing. We recycle as much packing material as possible. We keep and maintain crates that can be used again for future exports. We sort and use boxes that were received from imports and use them for local moves, or give them to customers who ask for a few boxes but don’t want to buy new ones. Everyone in our office staff has a recycle bin for paper, as well as tries to do as much work as possible through our move management program “Alfa Assist” in order to reduce the required amount of paper that is printed out for the files by saving this information in electronic folders on our server.

However, the question remains: How are WE unique? What are we doing that people would find interesting? So I posed the question to the entire company at our weekly meeting. It was there that our crew leader, Stian Simensen, said, “Is any other company collecting bottles?”

I hadn’t even thought about it, but he was right. Here in Norway you have to pay a deposit on every soda can and plastic bottle you buy at the store. It’s called “panting.” When you’re done with the can or bottle, you bring it back to any store and they give you back your deposit. It promotes recycling. However, this still doesn’t mean everyone will bother to take the bottles back to the store for the deposit. Some people just throw them away.

Going Green: A Useful Vocabulary

- **Local materials:** Materials brought in from manufacturing sources that are not more than 500 miles away. Transporting materials for long distances uses a great deal of fuel.
- **Carbon footprint:** A measure of the amount of carbon dioxide emitted through the combustion of fossil fuels; in the case of an organization, business, or enterprise, as part of their everyday operations; in the case of an individual or household, as part of their daily lives; or a product or commodity in reaching market
- **Fossil fuels:** Fuels such as natural gas, coal and oil that were formed hundreds of years ago by the ancient remains of plants and animals. These fuels are non-renewable, meaning that someday we might run out of them.
- **Renewable energy:** Energy produced by sources that will not run out, such as wind, solar and geothermal, or water power spouting from underground.
- **Passive solar energy:** Using solar energy to light and heat buildings. Active solar energy is using solar power to create electricity.
- **Food miles:** The distance traveled by a food product from its source to the consumer’s plate.



Crew leader Stian Simensen tosses some bottles into one of several wardrobe boxes now used by Alfa Moving for this purpose.

Last year we started collecting these bottles. The idea was to collect as many as it took to fill a wardrobe box, then take them to the store and use the money to buy some beers for everyone. This followed a kind of a “circle of life” theme for beer because once you’ve drunk the beer you can return the bottle for the deposit. However, the first wardrobe box got filled in just under two weeks. Everyone got into it. Often the guys get bottled water or Cokes from customers while working. They would save the bottles and bring them back for our “collection” at the warehouse. When it’s hot out, we average between 10 and 15 bottles a day. It adds up quickly.

But here’s the best part: We collected so much money that we actually donated it to a Girl Scout troop at the International School in Stavanger for their charity project. Last November they wanted to send necessary items such as underwear and toothbrushes to needy children in Peru, but didn’t have the money for the transport. When the guys heard about this, they volunteered their “beer money” and paid for the transportation costs. Actually it wasn’t quite enough, so the entire office staff took up a collection and covered the rest out of their own pockets. In the end the shipment was sent and arrived just before Christmas.

Now everyone works harder to collect as many bottles as possible. Who would have thought that from recycling a few bottles in Norway, we would be able to help some needy children in Peru? I think this is what makes us unique!

Jason A. Davidson is branch manager at Alfa Quality Moving AS, Oslo, Norway.

Corporate Responsibility, Commercial Sense

By Dominic Turnbull, Move One Relocations

Corporate Social Responsibility,” or CSR, is a term with which many firms like to associate, but few embrace. But Move One Relocations remains committed to our social and environmental responsibilities in every community in which we have a presence. Moreover, we have found that doing so makes sound business sense.

All firms have an impact on the environment. Many attempt to limit this, but few operations can actively claim there are real business benefits in going green; however, Move One Relocations can make such a claim.

Relocation, freight and logistics don't always sit well with the environment—but with some effort, innovation and passion, we've fundamentally changed our business to minimize our footprint.

The “Green offensive” we carry out daily across our network of 35 offices worldwide is central to how we now work. Gone are the paper towers—the freight documents, receipts, insurance dockets, confirmations, compilations, and complications! On the whole, we operate without paper—for this end we have actively revised our processes, our IT infrastructure, and our company ethos.

In the old days, every single invoice was physically touched by 11 different



GOING ... GOING ... GREEN

people. Moreover, each in turn would most likely photocopy it, file, fax it, and forward to others, who would photocopy it, file it, fax it, etc. A seven-year IT overhaul has transformed how we, and our suppliers, work. Now, it is rare that anyone touches an invoice, as the whole process is electronic.

Sure, we still use paper—any competitive business that operates in the real world must. But by integrating IT with environmental and social awareness throughout our global operation, we can prove that even in the world of freight and relocation, “CSR” and “Green” actually make clean business sense. Here's a look behind scenes.

The paperless advantage

Just in our Budapest central office alone, we're down to one box of paper from 14 boxes each month, not to mention 14 fewer copiers. Space saved, ink saved, filing reduced—enormously—and that's just scratching the surface.

We estimate every job used to generate around 2 kg. of paper. “Going green” means that now we use just 10 sheets. But we have taken it a major step further. By “going digital,” we directly benefit our clients, which more than justifies CSR. Our operations are more transparent now, which reduces the cost and headaches for everyone.

Although for legal reasons we are still obliged to use and store a certain amount of shipping documents in paper form, we are clearly moving in the direction of paperless operations. Today, where possible, we e-mail documents and store them electronically. In this way, our customers and suppliers can log into a secure Web page to view background data for the job. Additionally, this is a more efficient approach as the data is forwarded

instantly and acted on immediately. Indeed, where forwarding a document used to take up to 10 days, it now takes less than 10 minutes. Moreover, there is no danger of any documents being lost in transit, as is often the case when paper documents are sent via traditional “snail mail.” In short, thanks to our move toward paperless operations, our team can now handle three times the number of jobs they could previously, and payment times in both directions have been slashed 50% through efficiency.

The brighter approach

Move One Relocations is pioneering alternative energy sources for our warehouses and offices, particularly in Iraq, Afghanistan, Kazakhstan, and Albania. We aim to power 30 of our warehouses with solar energy before 2009. We are also considering wind and hydro as alternative energy sources.

For about \$10,000 per site, we are setting up solar cells that pay for themselves within a year. Not only does this assure a permanent power source in places where regular electrical supply is patchy, but it allows our more distant teams to confidently operate within our core data network.

Constant green power means that at the local level, our teams can go to digital operations, and therefore provide better local tracking.

Sustaining growth

Our CSR practices reach way down to ground level in other ways. Keen to sustain growth while investigating “green” alternatives to our industry's traditional method of operating, we are making a gradual shift in the direction of new products, such as corn-based bubble wrap and plastic crating, while instigating a new approach to routing via tracking.

Crucially, our in-house developed tracking system allows us to monitor our trucks' progress 24/7. In this way we can be sure our drivers utilize the best and most time efficient routing options. Also, unnecessary delays are eliminated, and if some do occur we can act upon them instantly. Fewer delays also translate as less fuel wasted. Moreover, any problems and inefficiencies that arise will be recorded and used in training programs to ensure no future reoccurrence. It simply makes green, and economic, sense.



MoveOne's Budapest office alone has reduced its paper use from 14 boxes a month to just one.

A Dire Forecast for Planet Earth?

The harmful effects of global warming on daily life are already showing up, according to an international scientific report from the Intergovernmental Panel on Climate Change (IPCC), a report written and reviewed by more than 1,000 scientists from dozens of countries. Among the dire predictions in the report:

- Death rates for the world's poor from global warming-related illnesses, such as malnutrition and diarrhea, will rise by 2030. Malaria and dengue fever, as well as illnesses from eating contaminated shellfish, are likely to grow.
- By 2050, polar bears will mostly be found in zoos, their habitats gone; other animals will be pushed to extinction. Pests like fire ants will thrive.
- Continued change in species' habits and habitats, more acidified oceans, loss of wetlands, bleaching of coral reefs, and increases in allergy-inducing pollen.
- By 2050, more than 1 billion people in Asia could face water shortages. By 2080, water shortages could threaten 1.1 billion to 3.2 billion people, depending on the level of greenhouse gases that cars and industry spew into the air.
- Europe's small glaciers will disappear with many of the continent's large glaciers shrinking dramatically by 2050. And half of Europe's plant species could be vulnerable, endangered or extinct by 2100.
- By 2080, between 200 million and 600 million people could face starvation because of global warming's effects.
- About 100 million people each year could be flooded by 2080 by rising seas.
- Smog in US cities will worsen and "ozone-related deaths from climate (will) increase by approximately 4.5% for the mid-2050s, compared with 1990s levels," turning a small health risk into a substantial one.
- The biggest damage is likely to come in ocean and coastal ecosystems, water resources and coastal settlements.

The hardest-hit continents are likely to be Africa and Asia, with major harm also coming to small islands and some aspects of ecosystems near the poles. North America, Europe, and Australia are predicted to suffer the fewest of the harmful effects.

Many—not all—of those effects can be prevented, the report says, if within a generation the world slows down its emissions of carbon dioxide and if the level of greenhouse gases sticking around in the atmosphere stabilizes. If that's the case, the report says, "most major impacts on human welfare would be avoided; but some major impacts on ecosystems are likely to occur."

The IPCC is a United Nations-organized network of 2,000 scientists, established in 1988 to give regular assessments of the Earth's environment. The recent report concluded that scientists are 90% certain that people are the cause of global warming and that warming will continue for centuries.

The cause: Global warming is "very likely" caused by man's use of fossil fuels, according to the IPCC's Feb. 2 report.

Sea levels: The report projected rises of 7 to 23 inches by century's end. Another 3.9 to 7.8 inches may result if polar ice sheets continue to melt at their recent pace.

Thinning ice: The Arctic Climate Impact Association predicts accelerated seasonal melting on Greenland's ice sheet.

Temperature change: The panel predicted temperature increases of 2 to 11.5 degrees by the end of the century.

Severe weather: A rise in hurricane and tropical cyclone strength since 1970 "more likely than not" can be attributed to global warming, the report said.

Outlook: Hotter temperatures and rises in sea level will "continue for centuries" no matter how much humans curb pollution, the report said.

SOURCE: Seth Borenstein, Associated Press

A Whale of a Project

By Jorja Coulter

Why would National Van Lines—a moving and storage company—have a pod of humpback whales pictured on its moving vans?

Because National Van Lines and its CEO, Maureen Beal, feel as strongly about protecting our natural resources as Wyland, her artist friend. “I want our trucks to send a positive message,” says Beal. “Every time anyone sees a National Van Lines trailer bearing these graceful humpback whales in their natural ocean habitat, they will be reminded of our precious resources.”

As one of America’s oldest and most respected van lines, National Van Lines is very proud of their refreshing, unique look. Top drivers are honored to display the colorful, environment murals of Wyland, the world-renowned artist with a passion for whales, dolphins and the natural wonders of the seas.

Using his art to draw attention to the need to preserve the world’s oceans since 1971, Wyland has completed 95 larger-than-life-sized “Whaling Walls” throughout the world, funded by major corporations and the Wyland Foundation. Some of the most notable walls include the largest mural in the world, painted on the Long Beach Convention Center; the Tropics Building at the Apple Valley Zoo, Minneapolis, Minn.; and the incredible 180-foot-tall whale breaching on the skyscraper in downtown Detroit, Mich.

National Van Lines and Wyland have



“Whaling Wall” #95: View from Highway 1, northbound.

forged a strong friendship, so wherever he travels throughout America, his paints, brushes and other supplies are transported by National Van Lines. As a result, National Van Lines has dedicated a 48-foot trailer and a 53-foot trailer for Wyland’s use, and in return, he has hand-painted original murals on each. In the past 15 years, these “rolling canvases” have served Wyland and his team in the creation of over 40 Whaling Walls.

In 1998, National Van Lines was given the privilege of displaying a unique Wyland decal as a “thank you” from the artist for their corporate support and involvement in the Ocean Challenge—a phenomenal undertak-



COVER STORY

GOING ... GOING ... GREEN

ing that required exclusive use of a National Van Lines’ driver and vehicle for over two months, incorporating stops in at least two locations in each of 48 states.

Since then, more than 25 long-distance drivers have had the special full-coverage decal applied to their trailers. Drivers and agencies displaying the decal are hand-picked for their commitment to safety and customer service. The back of the trailer is a colorful pictorial message for the next generation, and features the artwork of schoolchildren who took part in the Ocean Challenge. According to Maureen Beal, “The Wyland Ocean Challenge reminds us that our children will inherit these natural wonders. It is up to all of us to preserve those gifts.”

And the journey is far from over. In February of 2007, Wyland completed Wall Number 95, in Key Largo, Fla. The mural is a panoramic 7,500-square-foot representation of the living coral reef that rests off the Keys. It wraps around all four sides of a four-story building in the median of the Overseas Highway that bisects Key Largo. “It’s the gateway to the Florida Keys,” said Wyland. “The idea is to welcome people with a depiction of the sun, taking them above and below the surface to see the tremendous abundance of marine life and color.”



With a view from southbound Hwy. 1, CEO Beal and artist Wyland give the project a thumbs-up.

The completed mural features islands, manatees, manta rays, coral and indigenous fish. The bottlenose dolphins pictured honor a stranded pregnant dolphin and her unborn calf, which was treated at a Key Largo marine mammal rehabilitation center.

Wyland plans to continue his series internationally until he has completed 100 murals. The last five walls will be painted in the UK, Germany, South Africa, Abu Dhabi, and the incredible #100 wall will be painted in Beijing, China in 2008 for the Summer Olympics. The Olympic effort will entail painting a 2-3 mile wall of canvas, with the help of 13 students from each nation represented at the Olympics.

Based in Broadview, Ill., National Van Lines is in its third generation of hands-on family management. A certified woman-owned business, National Van Lines has been recognized by Crain’s Chicago Business as the 9th largest woman-owned business in Chicago.

For more information on Wyland and National Van Lines, visit www.nationalvanlines.com and www.wyland.com.

Jorja J. Coulter is vice president, marketing, training and quality assurance at National Van Lines, Inc.

Going Green: Food for Thought

By Eric Beuthin

Most shoppers around the world buy food on the strength of its appearance and price. Some consider the nutritional value, looking at calorie content if they are watching their weight, or sugar levels for the diabetic.

But in the United Kingdom, consumers will soon have another criterion for selecting a food product: Its carbon footprint. Customers of major retailers in the UK will soon be faced with an airplane symbol, telling them that the fresh produce has been transported by air to the supermarket.

Customers who pick up a pack of fresh, green, healthy-looking beans (most of which are grown in Kenya) will soon be faced with an airplane symbol, telling them that the vegetable has been transported by air to the supermarket.

This probably makes them a lot fresher than many other products on offer, but that is not the point. Rather, the supermarkets want to remind their customers that this product has caused more pollution on its way to the store than products delivered locally.

That retailers believe their customers are aware of air freight's impact on the environment shows just how important an issue climate change has become. However, their methods support the growing trend for counting "food miles," and are a somewhat misleading indicator of pollution that could do more harm than good.

First coined in the early 1990s, "food miles" is narrowly defined as the distance traveled by a food product from its source to the consumer's plate. The longer the distance, the more pollution caused by the food while in transit—a combination of the fuel emissions, and packaging and technology required to keep the food fresh.

One report identified airfreight, the fastest growing form of food transport, as the most polluting, despite its still very small contribution to total emissions. Food transported by air, mostly fresh fruit and vegetables, accounted for only 0.1% of total food miles but generated 11% of total food transport carbon dioxide emissions. This is why retailers have singled out air freighted food under the new labeling schemes.

Yet there is little science to back such a move. Professor Gareth Edward Jones from the University of Wales, who is leading a government-funded study into the advantages and disadvantages of consuming locally produced vegetables compared with vegetables from overseas, says transport is only a small part of food's total carbon budget. Where and how vegetables are grown also counts. "Making fertilizer is a hugely intensive process. Africa doesn't use much fertilizer compared to Europe as it typically uses organic sources." Some studies suggest that growing vegetables in a greenhouse could be more harmful than the gases emitted by transport to and from Africa.

The UK's International Development Secretary, Hilary Benn, told an International Sustainable Food Conference in London that "People want to buy ethically, and do their bit for climate change, but often don't realize that they can support developing countries and reduce carbon emissions. Recent research shows that flowers flown from Africa can use less energy overall than those produced in Europe because they're not grown in heated greenhouses.

"A study shows that the emissions produced by growing flowers in Kenya and flying them to the UK can be less than a fifth of those grown in heated and lighted greenhouses in Holland because Kenya is warm and sunny, and heating greenhouses in Holland uses enormous

amounts of energy," Bean said in a statement.

"We should remember that people living in the vast majority of African countries are responsible for a tiny amount of carbon emissions. We in the West can have more impact on our huge carbon footprint by turning off our TVs at night and using energy saving light bulbs. In Kenya, carbon emissions are 200 kg a head; in the UK, it is almost 50 times that." Benn's speech was based on a new report commissioned by a UK supermarket chain which indicated that carbon emissions for Kenyan roses including airfreight were just 17% of those for Dutch roses.

The study found that 6,000 kg of carbon dioxide were produced per batch of Kenyan roses compared to 35,000 kg (five times more) for flowers grown in the Netherlands. Further more yields in Kenya are also around double those produced in the Netherlands, thanks to year-round sunshine.

"What this study shows is that it is not as simple as avoiding products from far-flung places," Alison Austin of Sainsburys told



Airfreight, the fastest growing form of food transport, is the most polluting, despite its very small contribution to total emissions.

the Times newspaper. "It's about gathering information to make an informed carbon choice."

Current World Development Movement statistics show that in January this year alone, one British citizen had already emitted what it will take 12 months for one Kenyan to emit in terms of greenhouse gas emissions, including carbon dioxide that are thought to be causing climate change.

Another study by the International Institute for Environment and Development, conducted at the Naivasha-based Oserian Flowers, shows that although air transport does have an environmental impact, air-freights from Africa account for less than one-tenth of 1 percent of the UK's greenhouse gas emissions.

Africa has seen one of the sharpest increases in air travel worldwide according to new research. While the total number of international flights from Africa was only 3,330 over the past month, this represents a 14% increase over the same month last year. This compares to growth rates of 3%, 5%, and 8% in the United States, Europe, and Asia, respectively.

These increases have worried climate experts concerned at the alarming rise in air traffic worldwide. Aviation is estimated to contribute around 2% of global emissions annually, but it is the fastest growing source of greenhouse gases. Researchers estimate that carbon dioxide pollution from aircraft could more than double in the next 2- years. A record-breaking 2.51 million flights are set to take off this month.

Eric Beuthin, who works at Worldwide Movers Uganda Limited in Kampala, Uganda, is an AMMB Representative for Africa.

Top 10 Things You Can Do to Reduce Global Warming

By Larry West

Burning fossil fuels such as natural gas, coal, oil and gasoline raises the level of carbon dioxide in the atmosphere, and carbon dioxide is a major contributor to the greenhouse effect and global warming. You can help to reduce the demand for fossil fuels, which in turn reduces global warming, by using energy more wisely. Here are 10 simple steps you can take to help reduce global warming.

- 1. Reduce, reuse, recycle.** Reduce waste by choosing reusable products instead of disposables. Buy products with minimal packaging (including the economy size). And whenever you can, recycle paper, plastic, newspaper, glass, and aluminum cans. If there isn't a recycling program at your workplace, school, or in your community, ask about starting one. By recycling half of your household waste, you can save 2,400 pounds of carbon dioxide annually.
- 2. Use less heat and air conditioning.** Adding insulation to your walls and attic, and installing weather stripping or caulking around doors and windows can lower your heating costs more than 25%. Turn down the heat while you're sleeping or away, and keep temperatures moderate at all times. Setting your thermostat just 2 degrees lower in winter and higher in summer could save about 2,000 pounds of carbon dioxide each year.
- 3. Change a light bulb.** Replace regular light bulbs with compact fluorescent light (CFL) bulbs. Replacing just one 60-watt incandescent light bulb with a CFL will save you \$30 over the life of the bulb. CFLs also last 10 times longer than incandescent bulbs, use two-thirds less energy, and give off 70% less heat. If every US family replaced one regular light bulb with a CFL, it would eliminate 90 billion pounds of greenhouse gases—the same as taking 7.5 million cars off the road.
- 4. Drive less and drive smart.** Besides saving gasoline, walking and biking are great forms of exercise. Use the mass transit system, and carpool to work or school. When you do drive, keeping your tires properly inflated can improve your gas mileage by more than 3%. Every gallon of gas you save keeps 20 pounds of carbon dioxide out of the atmosphere.
- 5. Buy energy-efficient products.** When it's time to buy a new car, choose one with good gas mileage. Home appliances now come in energy-efficient models, and compact florescent bulbs provide more natural-looking light while using far less energy than standard bulbs. Avoid products with molded plastic and other packaging that can't be recycled. Reducing your household garbage by 10% can save 1,200 pounds of carbon dioxide annually.
- 6. Use less hot water.** Set your water heater at 120 degrees to save energy, and wrap it in an insulating blanket. Buy low-flow showerheads to save hot water and about 350 pounds of carbon dioxide yearly. Wash your clothes in warm or cold water. That change alone can save at least 500 pounds of carbon dioxide annually in most households. Use the energy-saving settings on your dishwasher and let the dishes air-dry.

- 7. Use the "off" switch.** Turn off lights when you leave a room, and use only as much light as you need. And turn off your TV, video player, stereo and computer when you're not using them. While brushing your teeth, shampooing the dog or washing your car, turn off the water until you actually need it for rinsing.
- 8. Plant a tree.** During photosynthesis, trees and other plants absorb carbon dioxide and give off oxygen. They are an integral part of the Earth's natural atmospheric exchange cycle, but there are too few of them to fully counter the increases in carbon dioxide caused by human activities. A single tree will absorb approximately one ton of carbon dioxide during its lifetime.
- 9. Get a report card from your utility company.** Many utility companies provide free home energy audits to help consumers identify areas in their homes that may not be energy efficient. Some offer rebate programs to help pay for the cost of energy-efficient upgrades.
- 10. Encourage others to conserve.** Share information about recycling and energy conservation with your friends, neighbors and co-workers, and encourage public officials to establish programs and policies that are good for the environment.

These 10 steps will take you a long way toward reducing your energy use and your monthly budget. And less energy use means less dependence on the fossil fuels that create greenhouse gases and contribute to global warming.

Larry West's Website, <http://environment.about.com/od/global-warming/tp/globalwarmtips.htm>, provides more tips and links with a wealth of information and advice on slowing global warming.

Bush Outlines Plan to Reduce Dependence on Foreign Oil

President Bush recently ordered US government agencies to begin taking regulatory steps to curb vehicle emissions and urged Congress to enact legislation to reduce US dependence on foreign oil. The proposal sets a mandatory fuel standard that requires 35 billion gallons of renewable and other alternative fuels to be available by 2017, the president said, according to a White House transcript. That's about five times the target amount due by 2012, Bloomberg reported.

Citing a recent Supreme Court ruling that the US Environmental Protection Agency must enact rules to reduce greenhouse gases, and reiterated a plan he outlined in this year's State of the Union address in January which would reduce gasoline consumption by 20% over the next 10 years.

Following the court's directive, Bush ordered agencies to review all aspects of the "complicated legal and technical" issues by the end of 2008. The agencies involved are EPA and Departments of Transportation, Energy and Agriculture, the Associated Press reported.

SOURCE: Transport Topics

The Earth's Top 5 Energy-Consuming Countries

United States	23%
China	11%
Russia.....	7%
Japan	5%
India	3%

It's a fact ...

One-quarter of all the energy the United States uses is consumed in homes. Here is a breakdown of how it is used:

- Heating water..... 17%
- Lighting and appliances.....30%
- Space heating and cooling53%

DID YOU KNOW ...?

Compact fluorescent light bulbs contain mercury and must be recycled to prevent mercury from leaching into and contaminating the environment.

Going Green: Bits & Pieces

- Solar energy could conceivably generate more than enough electricity to power the entire United States. The cost of solar panels has declined dramatically in recent years and solar power installations worldwide nearly doubled between 2002 and 2004. Continued advances in solar technology could bring solar power within reach of more Americans within the next several years.
- Plant-based sources of energy, called “biomass,” already provide a substantial amount of energy in America and can provide even more. A federal advisory group has set a target of having biomass account for 5% of industrial and electric generator energy use by 2020.
- Immense amounts of energy are contained within the Earth. Experts estimate that as much as 100,000 megawatts of geothermal power—equal to about 10% of today’s electricity generation capacity—could be economically viable in the United States.



SOURCE: US Public Interest Research Group

FAQs: Global Warming Basics

What it is, how it's caused, and what needs to be done to stop it.

What causes global warming?

Carbon dioxide and other air pollution that is collecting in the atmosphere like a thickening blanket, trapping the Sun's heat and causing the planet to warm up. Coal-burning power plants are the largest US source of carbon dioxide pollution—they produce 2.5 billion tons every year. Automobiles, the second largest source, create nearly 1.5 billion tons of CO₂ annually. Technologies exist today to make cars that run cleaner and burn less gas, modernize power plants and generate electricity from nonpolluting sources, and cut our electricity use through energy efficiency. The challenge is to be sure these solutions are put to use.

Is the Earth really getting hotter?

Yes. Although local temperatures fluctuate naturally, over the past 50 years the average global temperature has increased at the fastest rate in recorded history. And experts think the trend is accelerating: the 10 hottest years on record have all occurred since 1990. Scientists say that unless we curb global warming emissions, average US temperatures could be 3 to 9 degrees higher by the end of the century.

Are warmer temperatures causing bad things to happen?

Global warming is already causing damage in many parts of the United States. In 2002, Colorado, Arizona and Oregon endured their worst wildfire seasons ever. The same year, drought created severe dust storms in Montana, Colorado and Kansas, and floods caused hundreds of millions of dollars in damage in Texas, Montana and North Dakota. Since the early 1950s, snow accumulation has declined 60% and winter seasons have shortened in some areas of the Cascade Range in Oregon and Washington. Of course, the impacts of global warming are not limited to the United States. In 2003, extreme heat waves caused more than 20,000 deaths in Europe and more than 1,500 deaths in India. And in what scientists regard as an alarming sign of events to come, the area of the Arctic's perennial polar ice cap is declining at the rate of 9% per decade.

Is there really cause for serious concern?

Yes. Global warming is a complex phenomenon, and its full-scale impacts are hard to predict far in advance. But each year scientists learn more about how global warming is affecting the planet, and many agree that certain consequences are likely to occur if current trends continue. Among these:

- Melting glaciers, early snowmelt and severe droughts will cause more dramatic water shortages in the American West.
- Rising sea levels will lead to coastal flooding on the Eastern seaboard, in Florida, and in other areas, such as the Gulf of Mexico.
- Warmer sea surface temperatures will fuel more intense hurricanes in the southeastern Atlantic and Gulf coasts.
- Forests, farms and cities will face troublesome new pests and more mosquito-borne diseases.
- Disruption of habitats such as coral reefs and alpine meadows could drive many plant and animal species to extinction.

What country is the largest source of global warming pollution?

The United States. Although Americans make up just 4% of the world's population, we produce 25% of the carbon dioxide pollution from fossil-fuel burning—by far the largest share of any country. In fact, the United States emits more carbon dioxide than China, India and Japan, combined. Clearly America ought to take a leadership role in solving the problem. And as the world's top developer of new technologies, we are well positioned to do so—we already have the know-how.

Could global warming trigger a sudden catastrophe?

Recently, researchers—and even the US Defense Department—have investigated the possibility of abrupt climate change, in which gradual global warming triggers a sudden shift in the Earth's climate, causing parts of the world to dramatically heat up or cool down in the span of a few years. In February 2004, consultants to the Pentagon released a report laying out the possible impacts of abrupt climate change on national security. In a worst-case scenario, the study concluded, global warming could make large areas of the world uninhabitable and cause massive food and water shortages, sparking widespread migrations and war. While this prospect remains highly speculative, many of global warming's effects are already being observed—and felt. And the idea that such extreme change is possible underscores the urgent need to start cutting global warming pollution.

How can we cut global warming pollution?

It's simple: By reducing pollution from vehicles and power plants. Right away, we should put existing technologies for building cleaner cars and more modern electricity generators into widespread use. We can increase our reliance on renewable energy sources such as wind, sun and geothermal. And we can manufacture more efficient appliances and conserve energy.

Why aren't these technologies more commonplace now?

Although the technologies exist, the corporate and political will to put them into widespread use does not. Many companies in the automobile and energy industries put pressure on the White House and Congress to halt or delay new laws or regulations -- or even to stop enforcing existing rules -- that would drive such changes. From requiring catalytic converters to improving gas mileage, car companies have fought even the smallest measure to protect public health and the environment. If progress is to be made, the American people will have to demand it.

Do we need new laws requiring industry to cut emissions of global warming pollution?

Yes. The Bush administration has supported only voluntary reduction programs, but these have failed to stop the growth of emissions. Even leaders of major corporations, including companies such as DuPont, Alcoa and General Electric, agree that it's time for the federal government to create strong laws to cut global warming pollution. Public and political support for solutions has never been stronger. Congress is now considering fresh proposals to cap emissions of carbon dioxide and other heat-trapping pollutants from America's largest sources — power plants, industrial facilities and transportation fuels. Stricter efficiency requirements for electric appliances will also help reduce pollution. One example is the 30% tighter standard now in place for home central air conditioners and heat pumps, a Clinton-era achievement that will prevent the emission of 51 million metric tons of carbon -- the equivalent of taking 34 million cars off the road for one year. The new rule survived a Bush administration effort to weaken it when, in January 2004, a federal court sided with an NRDC-led coalition and reversed the administration's rollback.

Is it possible to cut power plant pollution and still have enough electricity?

Yes. First, we must use more efficient appliances and equipment in our homes and offices to reduce our electricity needs. We can also phase out the decades-old, coal-burning power plants that generate most of our electricity and replace them with cleaner plants. And we can increase our use of renewable energy sources such as wind and sun. Some states are moving in this direction: California has required its largest utilities to get 20% of their electricity from renewable sources by 2017, and New York has pledged to compel power companies to provide 25% of the state's electricity from renewable sources by 2013.

How can we cut car pollution?

Cost-effective technologies to reduce global warming pollution from cars and light trucks of all sizes are available now. There is no reason to wait and hope that hydrogen fuel cell vehicles will solve the problem in the future. Hybrid gas-electric engines can cut global warming pollution by one-third or more today; hybrid sedans, SUVs and trucks from several automakers are already on the market. But automakers should be doing a lot more: They've used a legal loophole to make SUVs far less fuel efficient than they could be; the popularity of these vehicles has generated a 20% increase in transportation-related carbon dioxide pollution since the early 1990s. Closing this loophole and requiring SUVs, minivans and pick-up trucks to be as efficient as cars would cut 120 million tons of carbon dioxide pollution a year by 2010. If automakers used the technology they have right now to raise fuel economy standards for new cars and light trucks to a combined 40 m.p.g., carbon dioxide pollution would eventually drop by more than 650 million tons per year as these vehicles replaced older models.

What can I do to help fight global warming?

There are many simple steps you can take right now to cut global warming pollution. Make conserving energy a part of your daily routine. Each time you choose a compact fluorescent light bulb over an incandescent bulb, for example, you'll lower your energy bill and keep nearly 700 pounds of carbon dioxide out of the air over the bulb's lifetime. By opting for a refrigerator with the Energy Star label —indicating it uses at least 15% less energy than the federal requirement—over a less energy-efficient model, you can reduce carbon dioxide pollution by nearly a ton in total.

Websites to Help You Go Green

National Resources Defense Council:

<http://www.nrdc.org/breakthechain/links.asp>

US Public Interest Research Group:

www.uspirg.org/action/new-energy-future/drilling-petition?id4=ES

Here's another great site that can help you find ways to reduce your carbon footprint and care for the environment:

<http://environment.about.com/od/globalwarming/tp/global-warmingtips.htm>. There, you'll find links to articles on a variety of topics including:

- **Global warming:** Its causes and its effects on human life, plant and animal species, and worldwide climate and weather conditions.
- **Renewable energy:** Options for renewable energy sources including solar power, wind power, biomass and fusion.
- **Green living and design:** Practical information on making buying decisions and lifestyle choices that help to sustain the environment rather than deplete it.
- **Health and the environment:** What is being done nationally and internationally to mitigate problems.
- **Recycling:** How it works, and how it benefits the environment and the economy. Practical tips for recycling engine oil, batteries, trash, computers, electronics and more.
- **Biodiversity and conservation:** Conservation efforts that can maintain biodiversity around the world.
- **Pollution:** What's being done on a global level, and what you can do in your community.
- **Alternative and fossil fuels:** Controversies and conservation plans surrounding coal, natural gas, and oil, and alternative fuels.
- **Nuclear energy and waste:** The most viable, currently available resource to meet the world's growing energy needs, or one of the greatest problems of the 20th century?
- **Activism and volunteering:** Get involved!
- **Environmental law and policy:** Key national and international environmental policies that affect the Earth, and the pros and cons of environmental laws worldwide.
- **Environmental events:** What really happened at Chernobyl and Bhopal? It's important to understand what happened at major environmental events that have helped to shape the current state of environmental policy, laws, and activism.



Going Green in the Household Goods Industry

By Glenn Stephenson

What is “going green”? Advocating protection of the environment: supporting or promoting the protection of the environment while efficiently using our resources.

Our industry has been involved with recycling of packing materials for over four decades. The nature of this involvement varies by agency, location, and local conditions.

The old “green” method for our industry was to recycle the packing material—white paper, cardboard, and wood. Previously an agency could make a profit after the crews separated the paper and the cardboard and sold the items to a recycler. Today, the higher cost of the labor, along with the reduced price paid for the material, has taken the profit out of recycling material.

Currently there are many options to help the US agent be environmentally responsible:

- Most agents recycle cartons from international moves and give them to domestic customers to use. They are never reused on international shipments.
- The packing paper and paper pads must have all the tape removed; it is then baled or bundled and picked up by a recycling company. Some recycling companies pickup the paper for free; others charge a pickup fee. However, seldom will the recycling company actually pay for the paper.
- The balance of the cardboard, paper, etc., is stowed into a container or old household goods trailer. When it is full the agent takes it to the landfill, which will charge roughly \$100 per ton.
- If the recycle material is taken to a recycle center the agent still pays approximately \$100 per ton of material.
- Many agents have tried to remove all the tape from the cardboard and take the material to a special recycling center that would pay for the material. However, by the time the agent spends the labor to remove all the tape and transport the material to the center, they will have lost money. Most recycling centers will take only cardboard, not paper.
- Many environmentalists believe that our industry should reduce the amount of bubble wrap, “peanuts,” or dolphin foam because they are not biodegradable.
- In the office, recycle bins are used to collect paper from the printer and make scratch pads.

In addition to recycling, it is important to conserve our resources.

Most US agents utilize the following conservation tips:

- Computers and copiers are turned off each night.
- After 20 minutes of nonuse, computers and photocopiers automatically go into “sleep mode.”
- Lights are to be turned off when not in use.

- Routine maintenance is performed on heating and cooling units to optimize efficiency.
- The heat and air conditioning units are set at a specific temperature to conserve energy. During the weekend and after hours, units are adjusted accordingly.
- When replacing their long-haul trucks, the van lines are purchasing fuel-efficient engines.
- Drivers are encouraged to plan their trip to best utilize their fuel and drive at a speed that is most energy efficient.
- Routine maintenance is performed on all vehicles to ensure they operate at maximum efficiency.

There are other ways our industry can help improve the environment. Many suggestions are covered in the ISO 1400 Quality Standards. The ideas in the ISO 1400 standards deal with the elimination of paperwork. Most van lines and many agents are already using these ideas, which include:

- Sending required documents by e-mail instead of faxing.
- Sending invoices by e-mail instead of printing and then mailing or faxing.
- Storing documents in electronically formatted files rather than as paper files in boxes.
- More and more agents, freight forwarders, and van lines are communicating by interfacing their systems to their customers’ (accounts, forwarding companies, and agents) system.

Employees are trained to perform their job in an environmentally responsible manner. Suggestions on how to conserve energy are always encouraged.

Although many of the procedures suggested above are common sense, they illustrate how we can all make a difference by doing simple, everyday things. It is important to **THINK GREEN** so that future generations can enjoy our environment.



Glenn Stephenson, who is with Global Transportation Alliance, Prudential Relocation Inc., is an AMMB Representative for North America.

Port Safety Measures in the EU: A Firm Stand on Stricter Ship-Safety Rules

The European Parliament has approved measures to increase safety at sea in hope of averting similar disasters to those caused by the sinking of the Erika and Prestige oil tankers. Member states now want more flexibility for ship inspections and dealing with vessels in distress.

The goal of the five legislative reports, adopted by Members of the European Parliament (MEPs) on April 25, is to strengthen existing rules aimed at preventing and controlling the effects of shipping accidents.

The measures include tightening ship-inspection regimes so as to control 100% of vessels entering European ports, with more frequent checks for high-profile ships, which include all those over 12 years old. Member states say this will be too costly and hard to police and want to be allowed to miss up to 10% of inspections.

MEPs also backed proposals to ensure that all passengers who suffer an accident are appropriately compensated. However, plans to include inland waterway and domestic traffic in the legislation were voted down, due to fears that provisions requiring ship-owners to carry liability per passenger up to €480,000 would hurt small tourist operators using Europe's canals.

The rules would also create independent bodies for investigating accidents, designating places of refuge for ships in distress and supervising "classification societies," the private bodies which can be authorized by member states to carry out inspection and certification tasks on ships flying their flag. But member states are reluctant to hand over authority on such key issues for their industry and their coastlines and ports.

Although German Parliamentary State Secretary Karin Roth said that she was confident that important parts of the package could be concluded before July 2007 under the German Presidency, a number of member states, with strong national maritime interests, such as Spain, Greece, Cyprus and Malta, could oppose the plans as they stand, prolonging the legislative procedure for another few months.

SOURCE: <http://euractiv.com>

USA: Electronic Manifest Mandate Expanding

Effective Aug. 6, 2007, US Customs and Border Protection will require truck carriers entering the United States through land border ports of Idaho and Montana to file electronic manifests through the Automated Commercial Environment (ACE) Truck Manifest system.

Currently all the southern land borders are filing e-manifests. On May 24, 2007, the e-manifest mandate will expand to land border ports of Michigan and New York; and on July 12, 2007, to land borders in Vermont, New Hampshire, and 11 ports in North Dakota.

Eventually the ACE system, which electronically transmits advance truck cargo information, will be required at all land borders.

SOURCE: SC-ISAC.org

Coast Guard Meets Safe Port Act Deadline

The US Coast Guard announced today that it met the April 1 deadline mandated by the SAFE Port Act of 2006 to track all large commercial vessels within US waters. The Coast Guard is working with the International Maritime Organization, the recreational boating community, small commercial vessel operators, and others to close existing gaps in maritime security. The IMO's long-range identification and tracking system will be able to track more than 40,000 ships worldwide by the end of 2008.

SOURCE: allamericanpatriots.com

SDDC Becomes Major Subordinate Command to AMC, Remains Army Service Component Command to USTRANSCOM

By Mitch Chandran, SDDC Headquarters, Alexandria

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.

Under the new Army reorganization, instead of reporting directly to Department of the Army as a Major Army Command (MACOM), SDDC will now report to Army Materiel Command as one of their MACOMs for administrative purposes.

Operationally, SDDC continues to be the Army Service Component Command to US Transportation Command, coordinating all surface movement of Department of Defense assets including the operation of 24 worldwide seaports. There will be no change for reporting units within SDDC.

“It’s important to note our service to the warfighters will not change under this change in command relationship,” said Col. Timothy McNulty, chief of staff for SDDC. “The change in command relationship will be transparent to the folks we support daily and to our workforce as well.”

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 MACOM and moved several of the former MACOMs that used to report directly to Department of the Army underneath these three large Army Commands.

Some advantages are that AMC provides SDDC with four-star level Army support in all aspects of the command’s administrative requirements and the synergies between SDDC and AMC’s other Major Subordinate Commands are invaluable.

“This is a very positive relationship,” said Col. Scott Kilgore, Judge Advocate General for SDDC. “We now have more clout than in the past (Army four-star oversight) and the AMC staff was very accommodating to us as we went through the reorganization process.”

In a memorandum of agreement between Gen. Benjamin Griffin, AMC commander, and Gen. Norton A. Schwartz, USTRANSCOM



commander, 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. The agreement identified 179 regulatory authorities SDDC possessed in which SDDC will relinquish 34 (19%) to AMC.

“We look forward to being a member of the AMC team, to leverage all AMC brings to the fight, and with SDDC joining the team we are moving towards an Army command that is the logistician for this Army,” McNulty said.

According to AMC officials, major advantages of aligning SDDC to AMC support the following emerging capabilities:

- Single Army integrator of logistics with joint and strategic partners.
- Coordination of the end-to-end distribution pipeline from a national sustainment base to deployed Theatre Support Commands.
- Providing command and control, training and readiness oversight of assigned forces.
- Assisting Forces Command generation and rapid projection of trained and ready forces from continental United States bases to Regional Combatant Commander and reset of forces upon return to home station.

The US Army Materiel Command is the Army’s premier provider of materiel readiness—technology, acquisition support, materiel development, logistics power projection, and sustainment—to the total force, across the spectrum of joint military operations. If a soldier shoots it, drives it, flies it, wears it, or eats it, AMC provides it.

Websites: <http://sddc.army.mil> and www.amc.army.mil

Customer Satisfaction Survey Added To Defense Transportation Reg

The Customer Satisfaction Survey (CSS) is a critical component of Families First, the Department of Defense's new personal property program that will select Transportation Service Providers (TSPs) based on the quality of service they provide. The Military Surface Deployment and Distribution Command (SDDC) designed Families First to be a customer-focused, user-friendly program for service members, DoD civilians, and their families.

The US Transportation Command (USTRANSCOM), Scott Air Force Base, Ill., has updated the Defense Transportation Regulation Part IV, Personal Property, with rules on the Families First CSS. The regulation requires strict adherence to its provisions to maintain the integrity of the Defense Transportation System, specifically the movement of personal property throughout the world.

Service members are required to complete the CSS within 7 days after the TSP delivers their household goods or unaccompanied baggage shipment to their final destination. To ensure compliance and improve the quality of service for all future moves, the new regulation includes information for service members and Personal Property Shipping Offices (PPSOs) on:

- The role CSS scores play in a TSP's Best Value Score and how the government selects carriers based on Best Value Scores.
- What forms users will need and how to complete them.
- Language and scripts PPSOs can use to brief members on the importance of the CSS and to guide members on filling out the survey.
- Detailed instructions on CSS procedures for PPSOs.

Customers rate the performance of TSPs and the origin and destination PPSOs on a 12-question, multiple-choice, Web-based form. The CSS responses influence the government's selection of quality movers. SDDC uses the response data to comparatively rate TSPs.

Under the Families First program, shipment awards are based primarily on best value rather than cost. SDDC also provides results of the surveys to the TSPs and PPSOs for their quality control efforts. TSPs may not provide any incentives to encourage customers to complete the survey.

USTRANSCOM says CSS data is essential to the ultimate success of Families First and intends to use surveys to continuously improve the quality of service TSPs provide in the future. Between November 2005 and November 2006, service members completed 49,534 surveys on 325,245 shipments delivered.

Although every survey received provides invaluable data for the operation of Families First, SDDC's goal is to receive a CSS for every shipment delivered in order to assess the quality of service provided by TSPs.

The CSS team recently took several steps to improve the utility and usability of the CSS process, including:

- Rearranging the CSS Web page (www.sddc.army.mil).
- Promoting the CSS process via a television commercial about the CSS produced by the American Forces Radio and Television Service.
- Producing CSS reminder business cards to hand out to service members during counseling. The cards will include all information the customer will need to access the survey.

The success of Families First greatly depends on the feedback from service members and their families who move.

How it works

To participate in the CSS, a service member preparing for a Permanent Change of Station move provides a valid e-mail address during pre-move counseling to his or her PPSO. The SDDC database creates and e-mails the password to the service member immediately after the PPSO books the shipment and prints the Government Bill of Lading.

After the final delivery of their household goods, the customer can access the CSS online at <https://icss.eta.sddc.army.mil>. The SDDC Website (www.sddc.army.mil) contains more guidance on completing the CSS. If the customer does not complete the survey online as required he or she will receive reminder e-mails 7, 14, and 21 days after the destination PPSO records the shipment as delivered.

If the PPSO does not record the shipment as delivered, the database automatically sends a reminder e-mail 30 days after the required delivery date of the shipment. The e-mails contain hyperlinks that connect the customer directly to the survey. The hyperlinks are secure and bypass the password and user ID page. An SDDC Customer Service Representative may contact the customer via telephone to complete the survey as needed.

Airbus to Produce Military Transport Plane

By Slobodan Lekic, Associated Press

Airbus is ready to start production of its first military transport plane, designed to give European countries better ability to respond to crisis without American help.

The Airbus A400M airlifter program, expected to cost \$24 billion, was launched in the 1990s in the wake of the violent breakup of the former Yugoslavia, when European countries couldn't dispatch peacekeepers to a region right on their own doorstep without American assistance. At the time, the Clinton administration fiercely criticized the strategy as wasteful duplication since the United States had similar aircraft for sale. But the war on terror has changed the relationship between the United States and Europe, which are facing common threats (e.g., the resurgent Taliban in Afghanistan and rogue states like North Korea and Iran).

The most prominent example of US-European cooperation is Afghanistan, where the EU now accounts for nearly half of the 35,000 allied troops and has expressed a firm commitment to see the job through.

While the Bush administration and many European allies disagree sharply over Iraq policy, the White House has toned down warnings of a trans-Atlantic rift, accepting the view that the four-propeller cargo airplane adds to the collective Western defense.

FAST FACT

The military in Iraq and Afghanistan is using 16 times more fuel per soldier than it did in World War II.

SDDC Presents Shipper Performance and Quality Awards At Annual Symposium

By Michelle Cain, HQ SDDC Public Affairs

The Military Surface Deployment and Distribution Command recently announced its Shipper Performance and Quality Award winners, presented at the annual SDDC Training Symposium in Orlando, Fla., on April 25.

The Shipper Performance Award recognizes Department of Defense activities that have performed in a superior manner by exceeding defense transportation regulation standards in shipping timeliness and accuracy. Their success directly translates into delivering capability and sustainment on time, ensuring critical shipments reach US military units and personnel worldwide.

This year's Shipper Performance Award recipients in the Super Large Shipper category are the Defense Distribution Depot, Susquehanna, Pa. (New Cumberland); Headquarters, Defense Commissary Agency; and the Army and Air Force Exchange Service, Dan Daniel Distribution Center. The Large Shipper category winners are the Defense Distribution Depot, San Joaquin, Calif., and the Army and Air Force Exchange Service, Atlanta Distribution Center. The Medium Shipper category winners are the Defense Distribution Center, New Cumberland; the Defense Distribution Depot, Susquehanna, Pa. (Mechanicsburg); the Defense Distribution Depot, Red River, Ark.; and the General Services Administration French Camp. The Small Shipper category winners are the Department of the Navy, Gulfport, Miss.; the



During the SDDC Annual Symposium, HHGFAA President Terry Head enjoys some “partnering” with Donna Jack (Army-Installation Management Agency), Sue DuCombs (Navy Family Support), Peggy Wilken (Stevens Van Lines), and JoDee Watkins (Executive Moving Systems).

Army and Air Force Exchange Service, Forest Park, Ill.; the Defense Contract Management Agency, Seattle; the Defense Contract Management Agency, Phoenix; the Defense Distribution Depot, Albany, N.Y.; the Army and Air Force Exchange Service, Overnight Transportation Company; and the Joint Military Postal Activity, Daly City, Calif.

The Quality Award honors the commercial transportation industry for its commitment to excellence in serving the Depart-

ment of Defense. This year's Quality Award recipients are: **American Auto Logistics**, Park Ridge, N.J.; **American United Logistics**, Camp Arifjan, Kuwait; **Daisy Tours and Conventions**, San Antonio, Texas; **FEDEX Corporation**; **Hapag-Lloyd USA**, Tampa, Fla.; **Interstate Van Lines**, Springfield, Va.; **Jack B. Kelly Company**, Amarillo, Texas; **Pilot Air Freight**, Lima, Pa.; **Raith Cargo Transport Systems**, Kuwait; and **Yellow Transportation**, Overland Park, Kan.

Pentagon Study: Oil Reliance Strains Military

By Bryan Bender, *Boston Globe*

A new study ordered by the Pentagon warns that the rising cost and dwindling supply of oil — the lifeblood of fighter jets, warships, and tanks — will make the US military's ability to respond to hot spots around the world "unsustainable in the long term."

The study concludes that all four branches of the military must "fundamentally transform" their assumptions about energy, including taking immediate steps toward fielding weapons systems and aircraft that run on alternative and renewable fuels. It is "imperative" that the Department of Defense "apply new energy technologies that address alternative supply sources and efficient consumption across all aspects of military operations," according to the report, which was provided to the *Boston Globe*.

Weaning the military from fossil fuels quickly, however, would be a herculean task — especially because the bulk of the US arsenal, the world's most advanced, is dependent on fossil fuels and many of those military systems have been designed to remain in service for at least several decades.

Moving to alternative energy sources on a large scale would "challenge some of the department's most deeply held assumptions, interests, and processes," the report acknowledges.

"We have to wake up," said Milton R. Copulos, National Defense Council Foundation president and an authority on the military's energy needs. "The only way to avoid going over is to move forward ... aggressively with initiatives to develop alternative fuels. Just cutting back won't work."

The Pentagon's Office of Force Transformation and Resources commissioned LMI, a consulting firm, to produce the report. Called "Transforming the Way DoD Looks at Energy," the study is intended as a potential blueprint for a new military energy strategy and includes a detailed survey of potential alternatives to oil — including synthetic fuels, renewable biofuels, ethanol, and biodiesel fuel, as well as solar and wind power, among many others.

The military is considered a technology leader and how it decides to meet future energy needs could influence broader national efforts to reduce dependence on foreign oil. As oil supplies dwindle during the next half-century, US reliance on fossil fuels poses a serious risk to national security.

The DoD is the largest single energy consumer in the country. The Air Force spends about \$5 billion a year on fuel, mostly to support flight operations. The Navy and Army are close behind.

Of all the cargo the military transports, more than half consists of fuel. About 80% of all material transported on the battlefield is fuel.

The military's energy consumption has steadily grown as its arsenal has become more mechanized and as US forces have had to travel farther distances. During the Cold War, US forces were deployed at numerous bases across the world; since then, the United States has downsized its force and closed many of its former bases in Asia and Europe.

The Pentagon's strategic planning has placed a premium on being able to deploy forces quickly around the world from bases in the United States. The National Defense Strategy, which lays out the Pentagon's anticipated missions, calls for an increased US military presence around the globe to be able to combat international terrorist groups and respond to humanitarian and security crises. But aviation fuel consumption, for example, has increased 6% over the last decade. And the report predicts that trend will continue.

Ensuring access to dwindling oil supplies also carries a big price tag. The United States spends an average of \$44 billion per year safeguarding oil supplies in the Persian Gulf, and is often dependent on some of the same countries that pose the greatest threats to US interests.



Young Professionals

“Leadership Through Innovation”

YP-35: Going Green!

The question of our mutual environment and the our impact upon it now and in the years to come has to be a major question to and for us all.

At the same time we have to be realistic. We cannot fix it all just like that, but a step at a time is a good start. Likewise there is no good in being defeatist or overly pessimistic. I read today about a world without water -- such frightening scenarios are bad news as they frighten us all into no longer doing anything. Let's face it: Water cannot really disappear, so where will it go? We live in a closed unit.

Thus what can we do? Humans can do a whole lot and we, as the YP-35 group, can do more than many others can simply because we are a group. I feel sure that from this issue of The Portal a list of ideas will come about. Let us in YP-35 take this list as our “to-do” list - our Holy Grail, if you will. Ideas that immediately come to mind:

- Packing materials have to be a huge cost and environmental minus point but we need them. How would it be if we all used the same sizes of carton, the same HHGFAA logo, and wherever possible re-use the cartons? Obviously not 100% could be reused, but certainly a lot more than currently are possible with so many different sizes and logos.
- Look around your desk right now. Are you drinking from a paper or styrofoam cup? Switch to porcelain or chinaware!
- Do you still use a fax? Have it logged into your computer and print only what you need; faxes that print and print and print, only to have the printed matter thrown away, are really bad news.
- Vehicles, forklifts, and other mechanical items are likewise part of our world but distributors already have made their own suggestions on to how best use these. Let us adhere to their suggestions as much as possible.

Needless to say, like all of us I could no doubt go on at length but even **The Portal** should not cost us more trees than necessary. Perhaps even this magazine would be better as a computer newsletter instead of the attractive paper issue that it is now.

--Patrick Burghardt

ims—International Moving Service GmbH

One Grain of Sand for Conservation

Nowadays our planet is a victim of our own “green” destruction. Private companies should be committed with planet conservation in order to maintain sustainable development. That's why, we at APA Worldwide Movers started a conservation program seven years ago, on our own farm, where the Division River begins—a waterway that is part of the cleanest hydrographical basin in Central America. This program also protects and helps to maintain clean rivers.

The program consists of 45 hectares of cypress, pine, and alnus trees, a reforestation effort that took us more than a year to accomplish. The other 550 hectares of primary forest are compromised in oxygen production, so the forest is protected from human damage and is also involved in lowering CO₂ concentration in the atmosphere. In addition, we at APA Worldwide Movers have been recycling all delivery debris (boxes, bubble wrap, cartons) for the past 9 years in order to protect the environment and support conservation, by giving these materials to the companies that reconvert these products.

It's not too late — we can still do many things for the planet. If we can do it, why don't you?

Think globally and act locally.

—Gabriel Ortiz

APA Worldwide Movers



Gabriel Ortiz, a YP-35 member, is the quality control supervisor at APA Worldwide Movers, San José, Costa Rica.

Website: www.yp-35.org

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



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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:

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*Doug Finke

*Denotes contributions received since the previous issue of **The Portal** was published.

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Alan F. Wohlstetter Scholarship Fund

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Phone: (703) 317-9950

Fax: (703) 317-9960

The Board of Directors of the Alan F. Wohlstetter Scholarship Fund urges you to consider a contribution or donation to the Scholarship Fund as part of your year-end tax strategy or as you formulate your company budgets for next year. Please advise your employees that scholarships are available to qualified candidates of any HHGFAA company worldwide. For further information, visit www.afwscholarship.org.



Is someone in your company attending college?

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OF OUR INDUSTRY,**

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Five Ways to Give a Better Presentation

By Bob Lipp

In business, ineffective presentations can result in customers who don't get the point, investors who aren't impressed, and employees who retain little of what you've said—all of which negatively affects productivity and revenue.

Here are five pitfalls to avoid when speaking. Any one of them can result in a forgettable presentation.

1. Confusing core statements

This is a typical problem with a presenter who wants to cover a lot of ground on many different subjects. Remember, a good presentation should have one core statement (message). To arrive at the statement, presenters should ask themselves what the overall goal of their presentation is and then identify the one central message they must communicate to the audience. Finally, they need to identify the core statement early in the presentation, either by stating it outright or introducing it as part of a story, an anecdote, or other device that will make the theme accessible for the largest percentage of the audience.

2. Rambling on with key points

A good presentation should have no more than three main points to support the core statement. After each point is made, presenters should use supporting information to reinforce the point and then end it by restating the core message. Rambling on with point after point makes it that much harder for the audience to focus on the important points.

3. Assuming the audience is captive

Back in school, you had to sit and listen to your teachers, no matter how much they bored you. But that was then. Today, even when presenting to fellow employees, you need to entertain and involve them in your presentation. One of the ways to do this is to interact or dialogue with your audience. Don't wait to see if they have any questions after you're finished speaking, but ask questions of them during the speech. This involvement technique perks up their ears since they may be called on at any time. You only have to do it once to gain their attention, but remember to gain their interest as well.

4. Talking in monotone

We live in a multimedia world with a variety of sounds that can be produced electronically. Monotonous voices challenge the audience to listen and all that effort typically results in their falling asleep. With a monotone, they take away little from your presentation, even if the topic is of interest and the content is well organized. Presenters can avoid a monotone by raising their voice to make an important point, and by varying speed to emphasize one or more areas of the presentation.

5. Getting lost in the slides

PowerPoint and Flash presentations have great value. However, unless they are the star of the presentation (which is sometimes okay) and the presenter is playing a supporting role as a reader, make sure they fit the presenter's speaking style. PowerPoint and Flash presentations used to support a message should be appropriate for the occasion and not compete with the presenter. Visual tools are essential to almost every presentation, but they should not be the focus of the effort, unless that is the goal.

SOURCE: *SuccessfulMeetings.com*

New Hire Loss

A significant number of organizations lose as many as a quarter of their new hires within the first year, according to a survey of 2,000 human resource and training executives by Novations Group, a global consulting firm based in Boston. One-third of employers suffer such a loss, and for an additional 11% of companies, first-year departures can even approach 50%. "It appears that individuals and hiring managers are not sharing enough of the kind of information that would help each side determine if there is a good match," says Novations Executive Consultant Tim Vigue. "This makes it a lot more difficult for new hires to get up and running in the new job, and frequently results in new hires quitting."

SOURCE: *Inside Training On-line*

IT'S A FACT ...

The wind blowing through the Great Plains could generate enough electricity to power the entire country. Wind power installations in the United States have doubled over the last four years, and wind power is among the cheapest sources of new power generation in some parts of the country.

Wind power could provide as much as 30% of America's electricity by 2025 and possibly more as new technologies and practices allow for us to successfully integrate more wind power into America's electricity mix.

Earth Day All Year Long

Global warming affects animals and plants worldwide. Each person must decide what he can do to help the environment, but few know where to start. Below are 10 tips for more eco-friendly living provided by the *Washington Post*.

1. **Conserve water.** Fixing leaky faucets, installing a water-saving toilet and turning off the tap while you brush your teeth will reduce the water sewage plants have to process.
2. **Use energy-efficient light bulbs.** Look for the “Energy Star” certification—those bulbs use a third the energy of traditional ones.
3. **Get an “energy audit.”** A professional inspector can help you find ways to improve insulation and energy efficiency. He or she can also assess the potential for you to produce energy using solar panels, as well as improve insulation. For more information, visit www.natresnet.org/directory/raters.aspx.
4. **Buy locally grown food,** such as at farmers markets. This reduces greenhouse gas emissions from long-distance haulers that must truck in food over long distances.
5. **Reduce “stealth” energy losses.** Unplug battery chargers, power strips, VCRs and other electronic equipment that use a small amount of power when not in use.
6. **Save storm water.** Collect rainwater in a barrel, then use it on your lawn. Or plant a “rain garden” under your drain spout, with plants and sand, to capture the water before it washes pollution into creeks and streams. This can save up to 40% of a home’s summer water use.
7. **Reduce fertilizer use.** Artificial fertilizer can wash damaging pollutants into streams and other bodies of water. Consider using a mulching mower, so that grass clippings fertilize your lawn.
8. **Insulate your water heater** to reduce heat loss. This can reduce home water-heating costs by 4% to 9%.
9. **Change your commute.** Carpool take public transportation, or walk or bike to work. Combine errands to save gas by making a single trip.
10. **Clean up after your pets.** Pet waste washes off lawns and sidewalks into rivers and streams, bringing bacteria that can cause problems for aquatic ecosystems.

Marad Reorganizes

The Maritime Administration has launched a major reorganization to compress five existing program offices into four, and add a new fifth office.

Administrator Sean Connaughton noted the need to modernize to better serve the nation and the maritime industry, yet strengthen MarAd's traditional missions.

MarAd's newest office will focus on environmental compliance. The agency itself owns several ships that will be subject to new regulation. The other three operational offices are Intermodal System Development, National Security, and Business and Workforce Development.

Intermodal System Development will focus on the transportation system serving US waterways and ports.

MarAd's new program office will focus on environmental compliance.

Included are offices for congestion mitigation, short-sea shipping, shipper and carrier outreach, and port development.

National Security brings together operational activities, including MarAd's own vessel operations, Maritime Security Program, and emergency preparedness.

Business and Workforce Development will manage the Title XI program, marine insurance and cargo preference activities.

MarAd will also open Gateway Offices across the country to work in the field with the maritime industry, as well as state and local governments to help coordinate infrastructure investment and other policies to improve goods movement on high volume transport lanes.

The reorganization is timed to coincide with Marad moving to new offices in Washington.

SOURCE: Journal of Commerce/American Shipper

Pasha Hawaii's Jean Anne Goes 'Green'

Pasha Hawaii Transport Lines recently completed a major retrofitting to the company's flagship, *Jean Anne*, in response to new environmental regulations in California requiring the burning of low-sulfur fuel within 24 miles of the coast and alongside.

Marine diesel oil is a lighter and cleaner fuel, and will support the Jean Anne's propulsion system via 200 meters of new piping. The retrofitting was accomplished with no downtime or impact to the vessel's sailing schedule between California and Hawaii. Additional environmentally friendly upgrades to the Jean Anne's engine included the installation of slide valves in each of the cylinders of the main engine, which will result in cleaner combustion and reduced emissions at all times - a benefit to Hawaii as the vessel travels between islands. The slide valves also contribute to the efficiency of the engine and lengthen the time between required servicing.

"We are keenly aware of our responsibility to protect the environment," said George Pasha III, "and are pleased to be able to invest in environmentally friendly technology."

Website: www.pashahawaii.com

DOT Statistics Underscore Container-Shipping Patterns

US container traffic more than doubled in the past decade to an estimated 46.3 million TEUs in 2006, making the nation second only to China as the largest market for containerized trade, according to the Department of Transportation.

In 1996, 22.6 million TEUs passed through US ports.

Despite the phenomenal growth in international ocean trade, the US market share dropped from 16% to 11% as world container trade more than tripled to 417 million TEUs, the department's Bureau of Transportation Statistics said in a new report on container ports.

One in nine maritime containers in the world are either being imported to or exported from the United States at any one time. According to the report, inbound containers outnumbered outbound containers two-to-one, BTS said. In 1995, by contrast, imports and exports were in equilibrium. The imbalance of inbound and outbound containers is more pronounced on the West Coast than on the East Coast. The container numbers are a function of the US role as the world's biggest importer and second-biggest exporter.

Importers continue to favor major ports with facilities large enough to handle bigger ships, large local markets and extensive transportation networks. The top 10 US container ports accounted for 85% of US containerized traffic in 2005, up from 78% in 1995. West Coast ports handled nearly 55% of all containerized trade in 2005, up from 42% in 1980, reflecting the growth of the Asian trade.

Europe's Maritime Policy to Bring Jobs, Fight Climate Change

Europe's future maritime policy could create huge employment opportunities while helping ease the consequences of climate change and support energy security, according to EU Commission President José Manuel Barroso.

A package of proposals for an all-embracing EU maritime policy will focus not only on strengthening the global competitiveness of Europe's maritime industries and protecting the marine environment, but will also seek to respond to key challenges such as climate change, energy security, migration and drug trafficking, said Barroso at a conference on Europe's future maritime policy in Bremen on 2 May.

He said that an integrated approach to European maritime policy could help ease the consequences of climate change, such as rising sea levels and increasingly violent storms, through research and investments in coastal regions.

The future policy could also support the development of new sea-based energy sources - such as methane hydrates from the seabed —“opening up possibilities that could dwarf all reserves of oil and gas known today” and providing “huge employment opportunities in the coastal regions and beyond.”

“The emerging EU maritime policy is a perfect example of how the European project is moving forward,” said Barroso. “The sea unites us. This is the type of project we need in the debate on the future of Europe. It is specific enough to engage people in a real debate. It is political. It gives new perspectives for sustainable growth and employment. And it is evident that European cooperation is necessary to take it forward.

SOURCE: EurActiv.com

NYK Deploys 38 Containerships with Alternative Maritime Power Capability

Nippon Yusen Kabushiki Kaisha, known as NYK Line, says it will deploy 38 ships of its container vessel fleet with Alternative Maritime Power (AMP) technology over the next few years at a cost of \$22 million.

Following the lead of the NYK ATLAS, the first NYK vessel built from the keel up to utilize AMP, 20 new ships currently on order will be delivered with AMP capability. In addition, 17 ships presently in service will be retrofitted with AMP technology during their regularly scheduled inspections.

The NYK ATLAS presently operates between Asia and the West Coast of North America. The vessel is currently participating in AMP testing at NYK's terminal at the Port of Los Angeles, which is managed by Yusen Terminals, Inc.

The first ship to be retrofitted will be the NYK Apollo which will enter dry dock in November. The company expects to have over 30 of the AMP-capable vessels in service by the end of 2009.

AMP technology allows a vessel to shut down the onboard diesel power generators while at berth and connect directly to more environmentally friendly shore-side electrical power. Utilizing shore power while at dockside significantly reduces and almost eliminates the vessel's emission of gases which contain pollutants such as carbon dioxide (CO₂), nitrogen oxide (NO_x), sulfur oxide (SO_x), and particulate matter.

In addition to the AMP technology, eight of the 8,600 TEU containerships that NYK currently has on order will be equipped with electronically controlled engines to further reduce air emissions and leak-preventing hulls to protect the marine environment.

Foss to Build the First True Hybrid Tug

Foss Maritime Company said it will build the world's first true hybrid tug boat, a "green" vessel that will significantly reduce harmful nitrogen oxide, particulate matter, sulphur dioxide, and carbon emissions. It will also consume less fuel and be quieter than its conventional predecessors. Officials of the Seattle-based marine services company, which specializes in worldwide marine transportation and logistics, say the project must still gain final board approval.

But the decision to move forward with the hybrid tug got a boost recently as the Port of Los Angeles pledged \$850,000 to the project, in association with the South Coast Air Quality Management District, and the Long Beach Board of Harbor Commissioners preliminarily approved a \$500,000 contribution to the vessel's construction.

The ports of Los Angeles and Long Beach, the nation's no. 1 and no. 2 container ports, have expressed interest in funding Foss' innovative hybrid tug as part of their San Pedro Bay Ports Clean Air Action Plan, a sweeping proposal aimed at significantly reducing the health risks posed by air pollution from port-related ships, trains, trucks, terminal equipment and harbor craft. In exchange for funding, Foss would agree to homeport the new hybrid tug in Southern California for five years.

The tug is scheduled to go into production later this year and will be delivered to Foss' Southern California operations in 2008. It is a new-build project, a continuation of the Dolphin-class tugboat series built at Foss' Rainier, Ore., shipyard.

The Foss hybrid tug will look almost identical to its sister Dolphin-class tugboats, but will be quieter, cleaner and more fuel efficient, using proven hybrid technology. The hybrid tug's drive units will be powered by batteries coupled with diesel generators and feature a modified engine room accommodating two 670-horsepower battery packs and two 335-horsepower generators. Although the main engines in the hybrid tug will have lower horsepower than the existing Dolphin engines, overall the tug will have the same total horsepower as its sister tugs.

The 5,000-horsepower Foss hybrid tug will be primarily used for harbor assist services—moving vessels such as tankers and container ships in and out of the harbor and into their berths.

"This is exactly what the Clean Air Action Plan was intended to do—challenge companies operating in the ports to come up with better, cleaner ways of doing business. And Foss has come up with a great plan that benefits all of us," said Geraldine Knatz, executive director of the Port of Los Angeles.

There are many environmental and health-related benefits to building a hybrid tug, including:

- **Reduced emissions.** The hybrid tug will reduce all emissions

(nitrogen oxide, particulate emissions, sulphur dioxide and carbon emissions) due to design efficiencies and lower fuel consumption. Initial estimates show a 44% reduction in particulate matter and NOx emissions for the same duty as the current Dolphin tugs in Los Angeles/Long Beach.

- **Lower fuel consumption.** The hybrid tug design minimizes fuel consumption by using a power management system to

Hybrid tug technology is best suited for harbor tugs that need high amounts of power for short periods of time.

match the required power to the most efficient combination of batteries, generators and main engines for that particular power level. For example, instead of idling the main engines while in standby mode when alongside a customer vessel awaiting orders from the pilot, the hybrid tug will run on battery power with the main engines shut down. The lower fuel consumption results in reductions of carbon emissions, a contributor to greenhouse gas, as well as sulfur emissions.

- **Noise reduction.** Overall, the hybrid tug will be much quieter than traditional tugs, running on battery power in standby mode and only bringing the generators and main engines online when higher power is required. This will reduce noise exposure, protecting crews from hearing loss and reducing noise pollution.

The hybrid tug will be introduced in the Los Angeles/Long Beach market, as hybrid tug technology is best suited for harbor tugs that need high amounts of power for short periods of time. While performing tug assist jobs in this California harbor, tugboats spend little time at peak RPM, rarely utilizing each tug's full horsepower. Tugs at Los Angeles/Long Beach spend up to 50% of their time idling, with the main engines on and ready to respond, but with no power actually being used for propulsion. With Foss' hybrid tug, energy is produced only on demand, so that idling of the main engines will no longer be necessary.

The hybrid tug design will make it adaptable for retrofit of existing harbor tugs. The flexible design of the tug also has the ability to take advantage of emerging technologies such as improved battery and fuel advances. This tug could also take advantage of cleaner, less expensive shore power to charge the batteries.

Website: www.foss.com

Top Shipping Lines Honored for Air Quality Improvements

Amid a backdrop of 120 green flags, the Long Beach Board of Harbor Commissioners on April 4 presented environmental awards to a dozen major shipping lines that achieved the highest rates of compliance with the Port of Long Beach Green Flag Air Quality Program in 2006.

“When we approved the Green Port Policy in 2005, we challenged the maritime industry to change their practices to be more environmentally friendly,” said Harbor Commission President James C. Hankla. “These shipping lines here today have answered that call.”

The Port offers Green Flag environmental awards to individual ships and awards and discounted dockage fees to vessel operators who consistently slow down ship speeds near Long Beach, thus reducing air pollution. The program is voluntary, and relies on the cooperation of vessel operators and ship captains.

In 2006, the Port achieved an overall Green Flag compliance rate of 82%, which eliminated about 400 tons of air pollution. More than half of all individual ships, 507, were 100% compliant and qualified for Green Flags. More than 40% of all fleet operators, 120, were 90% compliant and qualified for discounted rates and Green Flags.

The companies honored were those that improved air quality the most. They achieved the highest rates of compliance with at least 20 vessel calls. They are:

- Alaska Tanker Co., with a 100% compliance rate and 53 vessel calls.
- BP shipping, with a 96% compliance rate and 26 vessel calls.
- Carnival Corp., with a 93% compliance rate and 157 vessel calls.
- China Shipping, with a 96% compliance rate and 59 vessel calls.
- CMA CGM (America), with a 93% compliance rate and 28 vessel calls.
- COSCO, with a 92% compliance rate and 127 vessel calls.
- Hanjin Shipping, with a 97% compliance rate and 206 vessel calls.
- Hyundai Merchant Marine, with a 96% compliance rate and 56 vessel calls.
- “K” Line America, Inc., with a 99% compliance rate and 173 vessel calls.
- Mediterranean Shipping Co., with a 97% compliance rate and 128 vessel calls.
- Mitsui OSK Lines, with a 91% compliance rate at 23 vessel calls.
- Orient Overseas Container Lines (OOCL), with 100% compliance and 61 vessel calls.

It is possible to cut power plant pollution and still have enough electricity. First, we must use more efficient appliances and equipment in our homes and offices to reduce our electricity needs. We can also phase out the decades-old, coal-burning power plants that generate most of our electricity and replace them with cleaner plants. And we can increase our use of renewable energy sources such as wind and sun. Some states are moving in this direction: California has required its largest utilities to get 20% of their electric from renewable sources by 2017, and New York has pledged to compel power companies to provide 25% of the state’s electricity from renewable sources by 2013.



US Ranks 2nd in Maritime Container Traffic

The United States is second in world maritime container traffic, according to a report by the Bureau of Transportation Statistics.

The report, entitled “America’s Container Ports: Delivering the Goods,” said that one in nine maritime containers in the world were either bound for or coming from the United States. It also noted that US container trade in 2005 and 2006 was more than double the trade volume from decade earlier; moreover, an estimated 46.3 million 20-foot equivalent units (TEUs) passed through US ports in 2006, topping 22.6 million in 1996.

During this same period, world container trade more than tripled and resulted in a decline in the US share of world container trade from 16% to 11%, according to the report. Meanwhile, the US has been in second to China in terms of world container trade volume since 1998.

The report also noted that container traffic in the United States is becoming more concentrated as larger, faster and more specialized vessels call at the limited number of ports capable of handling them. And the top 10 US container ports accounted for 85% of US containerized traffic in 2005, measured in TEUs, up from 78% in 1995.

And nearly 55% of US containerized merchandise trade in terms of TEUs passed through West Coast ports in 2005, up from 42% in 1980, noted the BTS. Roughly 26 million containers of various sizes entered the United States by all modes of transportation in 2005, up 37% from 19 million in 2000. Of those containers, more than 15 million entered the nation by truck and rail from Canada and Mexico in 2005, while the remaining 11 million were oceanborne.

SOURCE: Logistics Management

Port of San Diego Begins Construction of Osprey Nesting Platforms

Construction began in early April on nesting platforms for ospreys, a bird species protected under the Migratory Bird Treaty Act of 1918. This act is a domestic law that affirms the United States’ commitment to four international conventions for the protection of a shared migratory bird resource.

The osprey, also known as a fishhawk, is a large, migratory raptor with a wingspan reaching some five and a half feet. The species was once abundant in California but has been reduced over the years. It can be seen in the San Diego area year round along the coast and the inland lakes. Ospreys build large nests near the water and often on top of utility poles.

Nesting platforms will be constructed by the Port of San Diego General Services department in five areas around San Diego Bay. Because the ospreys feed mainly on fish, the nesting sites need to be close to their food source. The platforms consist of a single pole, between 10 and 15 feet in height, topped with a platform, approximately 4 feet wide, that is protected with a 10-inch wall.

During its 44-year history, the port has pursued a variety of initiatives to enhance the environmental quality of San Diego Bay and its surrounding tidelands. The osprey platform construction is one of nine environmental projects approved in December 2006 by the Board of Port Commissioners for funding through the Port’s environmental fund.

Website: www.portofsandiego.org.

Are You an Ocean Forwarder or an NVO?

By Alan F. Wohlstetter, Denning & Wohlstetter, HHGFAA General Counsel

The Federal Maritime Commission (FMC) licenses two distinct types of Ocean Transportation Intermediaries (OTIs), namely ocean freight forwarders or non-vessel operating common carriers by water (NVOs or NVOCCs). It has come to my attention that a number of companies, licensed as ocean freight forwarders, have thought they have been operating lawfully when they have been performing what are clearly NVO functions. The purpose of this article is to explain the differences between these two types of OTIs.

Preliminarily, I should advise that the FMC only regulates the performance of ocean freight forwarding services on shipments originating in the United States; the FMC has no jurisdiction over the performance of ocean freight forwarding services on shipments moving to the United States. The FMC, however, does regulate NVO services both inbound and outbound, to and from the United States.

An ocean freight forwarder is an agent for the shipper and performs various services for the shipper for which it is compensated by him. Principally it books the shipment with the underlying ocean carrier and arranges for the timely movement of the shipment from its origin point to the origin port. It usually does not provide any services after the shipment arrives at the destination port. In addition to compensation from its shipper, the ocean forwarder may receive a booking commission from the ocean carrier it chooses for tendering the shipment to it. An ocean forwarder may not mark up the price of the ocean freight but must pass the cost on to the shipper, advising him of that cost upon request. The ocean forwarder appears on the ocean bill of lading of the ocean carrier, not as a shipper or consignee, but as the forwarding agent, together with its FMC license number. An ocean forwarder cannot assume responsibility for the shipment from origin to destination, nor it can assume liability for loss or damage to the shipment. An ocean freight forwarder is an agent of the shipper; it is not a common carrier.

An NVO, on the other hand, is a common carrier and undertakes to arrange for the transportation of the shipment by land and water from origin to destination. It is a turnkey operation since the shipper needs to do no more than to turn the shipment over to the NVO for movement. For this service, the shipper is charged the rate published by the NVO in its tariff. This rate reflects not only the cost of the ocean carriage, but the costs and profit of the NVO. An NVO located in the United States must be licensed by the FMC; an NVO located abroad may be licensed, if it establishes an office in the United States, or registered. Registration is a less burdensome process but requires that the registrant obtain a higher bond than a licensee (\$150,000 vs. \$75,000) and the foreign NVO's service in the United States must be performed by a licensed OTI, freight forwarder, or NVO, rather than by itself. To be complete, the NVO appears on the bill of lading of the underlying ocean carrier as the shipper or the consignee and there is no forwarding agent involved.

It has come to my attention that a number of licensed ocean freight forwarders offer door-to-door service on household goods shipments moving from the United States to overseas points for a per hundred-weight charge which reflects the cost of moving the shipment on land and water, together with an element of profit for the NVO. This service cannot be performed lawfully under an ocean freight forwarder license but requires a license as an NVO, together with publication in a tariff of the NVO's rates.

You may have seen the article reporting that the FMC has 250 complaints from household goods shippers against companies that performed NVO services without being licensed. As a result, the FMC's Bureau of Enforcement has increased its surveillance of these activities. Based on my personal experience, I can tell you that the level of fines assessed for such unlawful operations is very high. As a result, it is my strong suggestion that you analyze your operations to make sure they meet the requirements of the FMC. Although my remarks concerning NVOs apply to all companies, whether located in the United States or overseas, I am aware that a good number of overseas entities are performing NVO services without an FMC license. My judgment is that it is most difficult for the FMC to impose its regulatory authority on foreign entities but companies located in the United States do not have the advantage of this type of safe harbor.

Should you desire the assistance of my firm in the review of your operations, you can e-mail me at awohlstetter@aol.com.

Measure to Reduce Pollution from Ships Lauded

The American Association of Port Authorities (AAPA) hailed passage of a bill in the US House of Representatives that would strictly limit air emissions from ships visiting US seaports. The Maritime Pollution Prevention Act of 2007 (H.R. 802), sponsored by Reps. James L. Oberstar (D-MN), chairman of the Committee on Transportation and Infrastructure and Elijah E. Cummings (D-MD), chairman of the Subcommittee on Transportation and Infrastructure, would institute the legal changes needed to bring the United States into compliance with the International Convention for the Prevention of Pollution from Ships (MARPOL Convention) Annex VI.

AAPA President and CEO Kurt Nagle noted, “While port authorities nationwide are taking steps to reduce their air emissions from land-based sources, such as cargo handling equipment and trucks idling at port entry gates, they can’t control emissions from foreign-flagged oceangoing vessels, which represent an unregulated source of port area emissions.”

Nagle added that implementing MARPOL Annex VI will bring the United States into compliance with the international standards for vessels that operate worldwide and thus should be subject to international requirements. He urged the Senate to act quickly on this legislation to improve the air quality in many port communities.

MARPOL Annex VI sets limits on sulfur oxide emissions from ship exhausts. It also allows for Sulfur Emissions Control Areas (SECAs) to be established with more stringent controls.

Air quality issues are particularly relevant for more than 30 US ports that operate in counties currently designated as “non-attainment” or “maintenance” for one or more of the national ambient air quality standards (NAAQS). The NAAQS mandate levels of particulate matter and ozone that are acceptable for public health and the environment, and counties that do not achieve these standards must take action to reduce air emissions.

Nagle said federal legislation is needed “so we can join the international community in addressing emissions from oceangoing vessels, especially considering today’s bigger ships and the rapidly growing volume of trade crossing America’s docks.”

SOURCE: SeaPorts Press Review

Ship Disposal Program Curbed

The US Maritime Administration has indefinitely halted its ship disposal program in the wake of new environmental concerns, marking another setback in an effort to remove obsolete ships from the James River.

A new dispute in California over whether and how ship hulls must be cleaned before disposal has prompted MarAd to suspend issuing any new contracts for its entire national fleet of obsolete vessels.

If the problem is resolved soon, the effect on the James River Reserve Fleet—called the ghost fleet—might be small. All the ships considered at greatest environmental risk have been removed from the James, agency officials have said. Some 40 deteriorating ships in the James could pose an environmental risk as they age because they are contaminated with asbestos and cancer-causing PCBs.

The program’s suspension is another setback for MARAD, which failed to meet a congressional mandate to eliminate a backlog of aging, obsolete ships by September 2006.

The latest problems arose last year, when the Coast Guard told MARAD that it must begin complying with regulations on ship cleaning that had been in place since 2004. This appeared to catch the agency by surprise, partly because Navy and Coast Guard vessels are exempt from the regulations.

SOURCE: From an article by David Lerman

Regional Electronics Recycler at Port of Vancouver

IMS Electronics Recycling, Inc. is the newest tenant at the Port of Vancouver, Wash. IMS will lease about 150,400 square feet of warehouse space, at the east end of the port, where it will operate an electronics collection, recycling, and processing facility. The company has operated in California for a decade.

Operations at the Vancouver facility will include testing and refurbishing usable materials, separating metals from plastic, removing leaded glass from CRT devices and batteries and toner cartridges. Materials will be shear shredded and an automated process will separate plastic from metals in shredder materials.

Materials accepted at the facility will include electronic office equipment, televisions, network equipment, stereos, speakers, LCD and plasma displays, and cables. Other appliances, lamps, chemicals, and hazardous waste will not be accepted.

IMS works with nonprofits, municipalities and other businesses to provide solutions for end-of-life electronics, providing refurbishing and data shredding services as well as recycling.

IMS expects to have its Vancouver operation up to speed by 2008, processing over 1 million pounds of materials each month and employing 30 to 50 people.

The company chose to locate in Vancouver partly because of electronic product recycling legislation approved by the state legislature in 2006. IMS expects to draw recyclable materials from Seattle and Spokane as well as the Vancouver-Portland area to this regional facility.

Port of Vancouver, City Aim to Stop Illegal Spills on Port Way

The Port of Vancouver USA, in partnership with the City of Vancouver, has taken steps to abate illegal dumping of vehicle fluids along Port Way. In order to reduce illegal dumping on the shoulder of Port Way, the port and city have placed concrete blocks along the shoulder of the road.

“Since we put in the barriers in mid-April, there has been a significant drop in illegal dumping activity along Port Way,” said Patty Boyden, the port’s director of environmental services. “[Investing in this effort] is just another example of how important it is to us to protect the soil and groundwater on and around our property.”

Before the placement of the concrete blocks—often used for security—customers bringing scrap vehicles to Pacific Coast Shredding would be turned away until fuel tanks were emptied. Often, those people would puncture and empty the tanks on the roadside. In 2007 alone, there have been six recorded illegal dumping incidents; there were three in 2006.

Since the concrete blocks were installed on April 11, there has been just one reported incident, on an access road belonging to BNSF Railway Company. The offender was cited by Vancouver Police, and BNSF will chain off the access road.

In 2007, the port has spent nearly \$7,000 to dispose of gasoline contamination. Staff time, cleanup, and preventative efforts related to the illegal dumping incidents is additional.

The port paid \$13,114 for the concrete blocks, and the City of Vancouver offloaded and placed the blocks along Port Way. The port hopes to share the cost of these improvements with the neighboring landowners and tenants who benefit.

Port Way, because of its proximity to the port’s drinking water wells and the Columbia River, is an environmentally sensitive area.

Washington Ports to Address Emissions

Ports in Seattle and Tacoma, Wash., along with the Port of Vancouver, British Columbia, are launching a program to reduce emissions from trucks, cargo ships and other port yard equipment, the *Puget Sound Business Journal* reported.

The Washington ports will base their efforts on the recent Puget Sound Maritime Air Emissions Inventory, which noted sources and amounts of various types of maritime-related air pollutants.

The ports plan will set annual targets for reducing emissions in five categories—ships, harbor craft, trucks, cargo-handling equipment and cranes—according to port officials. The survey will help them target the worst and most easily addressed sources, the paper reported.

SOURCE: Transport Topics

US Exports to Arab Nations to Rise

A new report by the National US-Arab Chamber of Commerce forecasts that United States exports to the Arab world will increase by 29% in 2007. In 2006, bilateral US-Arab trade reached \$109 billion, an increase of 25% from the prior year. In 2007, total Arab market imports are expected to reach \$405 billion, according to the report, which analyzes US trade with all 22 nations of the Arab world. According to the report, the depreciating dollar is making US goods very competitive. High oil prices are also translating into greater import purchasing power for Arab energy-producing nations, and the region's consumer market—flush with disposable income—is also helping to drive up US export sales. **Nations that have signed Free Trade Agreements with the United States saw their bilateral trades grow by an average of 32%, compared to 24% for non-FTA nations.** In another major trend, foreign direct investment (FDI) within the Arab world seems to be flowing at unprecedented levels. The number of greenfield FDI projects in the Arab Middle East jumped 100% from 2002 to 2005. In North Africa, they increased by 154%. However, the report cites increasing evidence that regional and global political trends are beginning to take their toll on America's relationship with the region, including the war in Iraq, the Dubai ports controversy, the war between Israel and Hezbollah in Lebanon, and a strong trend of Arabs favoring Asia as business partners.

SOURCE: Roadway Business Intelligence

In Brief ...

According to the *Journal of Commerce*, **Matson Integrated Logistics** announced the formation of a third-party logistics subsidiary, **Matson Global Distribution Services**. The subsidiary will expand Matson Integrated Logistics' service menu to include warehousing, distribution, freight forwarding, and cargo consolidation. Brian Howver will head the new unit as vice president and managing director.



MacauHub.com reports that Shanghai has recently overtaken Hong Kong to become the world's second-largest cargo port for containers, behind Singapore. In the first quarter of the year Shanghai saw movement of 5.88 million TEU, with Hong Kong port processing 5.5 million TEU in the same period. The Chinese central government has been focusing on the port of Shanghai to drive the development of Eastern China.



American Shipper reports that Long Beach-based **PierPASS Inc.** said that its off-peak after-hours marine terminal gate program has diverted more than 5 million truck trips from peak daytime traffic since the program's start in July 2005. The program reportedly eliminates gate congestions at the America's fifth-busiest container port complex, Los Angeles and Long Beach, reduces gridlock on area freeways and curtails air pollution from idling traffic. On average, the program claims to be shifting 60,000 truck trips a week from the freeways during busy commuting hours, reducing congestion and benefiting local air quality. In 2006, more than 2.9 million truck trips used gates open due to the off-peak program. According to PierPASS, this represents more than 13,000 trucks per off-peak shift, or about 36% of all container traffic at the ports.

ATA: Airlines Very Carbon Efficient

The Air Transport Association (ATA), the trade association for the leading U.S. airlines, recently testified before the US House of Representatives Committee on Transportation and Infrastructure on climate change and energy independence.

ATA President and CEO James C. May testified that airlines are extremely carbon efficient, noting that although US commercial aviation contributes about 2% of domestic greenhouse gas emissions, it also drives \$3.4 billion in US economic activity every day. Furthermore, May added, airlines continue to strive to improve fuel efficiency through aggressive fuel conservation programs. These programs are yielding dramatic results; the industry has improved fuel efficiency by 35% since 2001.

“U.S. airlines have made enormous strides in increasing fuel efficiency and reducing emissions—unrelenting carbon-efficient improvement is business as usual for commercial airlines,” said May. **“Commercial airlines are extremely carbon efficient. We are the greenest form of mass transportation.”**

In order to help drive further efficiency, May said congressional leadership and action are needed. He asked Congress to support fair funding for a modernized air traffic control system that will permit more direct aircraft routes and reduce fuel and emissions by 10-15% per flight; to reinvigorate NASA and FAA environmental research and development programs; and to take action to spur further commercial development of alternative fuels.

May also asked Congress to continue to support the ongoing efforts of the International Civil Aviation Organization to further address aviation’s contribution to climate change in a global context. “We are asking you to work with us in addressing these environmental and energy concerns,” he said.

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

Air Cargo to Triple Globally By 2025

The airports council International (ACI) predicts airfreight will triple by 2025, fueled by growth in Asia. In its recently released Global Traffic Forecast, the ACI said global airfreight volumes will grow from 76 million tons in 2005 to 214 tons by 2025. The growth will be driven primarily by the Asian market’s 6.5% annual increase to ship exports out of China and India. North American airfreight will grow at a more modest 4.5%, ACI says. *[There is an emerging consensus that air cargo will undergo some dramatic expansion in Asia. This is primarily because the region has been shifting to more high value manufacturing and this demands more attention to speed as opposed to the basic manufacturing that goes by ocean carrier.]*

SOURCE: Purchasing Magazine, cited by Roadway Business Intelligence

Air Transport Association Applauds Alternative Fuels Legislation

The Air Transport Association (ATA), the trade association for the leading US airlines, recently issued the following statement applauding the coal-to-liquids legislation introduced by US Reps. Rick Boucher (D-VA) and John M. Shimkus (R-IL).

“The airlines strongly support the development of alternatives to traditional petroleum-based jet fuel and applaud the legislation introduced today by Reps. Boucher and Shimkus, which promotes the development of coal-to-liquids technology,” said ATA President and CEO James C. May. **“Alternative fuels have the potential to bring significant economic, operational and environmental benefits to the airlines, as well as energy security for the country.”**

“With 19 to 20 billion gallons of jet fuel consumed per year, fuel now tops expenses paid by airlines. In 2006 alone, US airlines spent more than \$38 billion on jet fuel,” May said. “While airlines improved fuel efficiency by 35 percent in the past six years, the unrelenting rise in these fuel prices and an unstable global fuel supply source necessitate efforts to find alternative jet fuels.”

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

FIND MASHUPS AT MAPSHARK

Useful Maps

<http://mapshark.com>

The word “mashup,” which sounds vaguely sinister (or like something you do with potatoes), actually means a Website or Web application that combines content from more than one source. You’ll find a very useful index to mashups at Mapshark (**<http://mapshark.com>**). Mapshark searches mashups of online maps, which are sites that use the latest online mapmaking technology and information from search engines like Google, Yahoo, and others to make custom maps on just about any keyword you type in. Let’s say you’re looking for a hotel in Paris, France. Type in “Paris France hotels” and you’ll get a list of sites with various types of maps showing Parisian hotels. If you type in “Dallas” you’ll get a list of maps with the location of Dallas banquet halls, homes for sale, restaurants, home values and selling prices, and more. It’s fun to browse this site and see what kind of maps you can find.

MRQUERY MAKES BETTER SEARCHES

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It’s getting easier all the time to search the Web, especially with all the different search engines out there. Now here’s a new site called MrQuery Can Get It (**<http://mrquery.com>**), which collects 100 search engines on one page and lets you choose which ones you want to use. The beauty of this is that you can easily find a search engine to fit your needs. There are search engines here for images, videos, blogs, reference, travel, finance, health, classifieds, price comparisons, and much more. MrQuery Can Get It will cut down on your search time and improve your accuracy.

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.

Small Business, Big Contribution

Small business is a big contributor to the US economy, generating 50% of the private, nonfarm gross domestic product (GDP), according to a study released today by the Office of Advocacy of the US Small Business Administration. The study covers the period 1998 - 2004, and confirms the findings of earlier research.

“Small business plays a big role in our economy,” said Dr. Chad Moutray, Chief Economist for the Office of Advocacy. “This study confirms just how important small business is to our economic growth and prosperity. It makes clear that economic policy needs to take into account the needs of small businesses, because those businesses drive our economy.”

The Small Business Share of GDP, 1998–2004, written by Katherine Kobe of Economic Consulting Services with funding from the Office of Advocacy, is the first study of its kind to use the North American Industry Classification System (NAICS) as the basis for analysis. Use of this system allows the small business share of total GDP to be categorized into 16 major industrial sectors. The small business share of the GDP in each major industrial sector in 2004 ranged from 18% of the information sector to 85% of other services.

Over the seven-year period studied, the small business share of GDP held steady at around 50%. However, there has been a long-term decline from the late 1950s when the small business share of GDP was approximately 58%.

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

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

SBA Releases Minorities in Business Report

The Office of Advocacy of the US Small Business Administration recently released *Minorities in Business: A Demographic Review of Minority Business Owners*. The data are compiled primarily from the 2002 US Census Bureau’s Survey of Business Owners and Self-Employed Persons.

“This report continues Advocacy’s tradition of providing small business data for policy makers and others,” said Dr. Chad Moutray, Chief Economist for the Office of Advocacy. “Solid research and data on small business will help drive sound policy decisions.”

The report presents a snapshot of how minority business ownership has changed from 1997 to 2002. It also compares the latest data to earlier surveys and derives growth rates in ownership and other demographic factors. However, over time the Census Bureau has changed definitions and collection methods; therefore, comparisons are problematic and growth rates as well as other measures of dynamic change should be viewed with caution.

Among the data presented in the report (owners may claim multiple races/ethnicities):

- In 2002 (latest data), Asians owned 4.6% of all firms (1.1 million), Blacks 5.0% (1.2 million), Hispanics 6.6% (1.6 million), Native Americans .8% (.2 million), and Pacific Islanders .1% (.03 million).
- In 2002 (latest data), women owned 17% of all employer firms (those with employees), or 900,000. Women owned 22% of Asian-owned employer firms (71,000), 29% of Black-owned employer firms (27,000), 22% of Hispanic-owned employer firms (43,000), 30% of Native American-owned employer firms (7,000), and 23% of Pacific Islander-owned employer firms (800).

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

Governments Hope to Reduce Electronic Waste

As new technologies become more affordable and widespread, local governments and the US Environmental Protection Agency are trying to reduce electronic waste that poses health and environmental hazards.

To keep the growing amount of household “e-waste” from going to landfills with the kitchen trash, organizations and localities are launching electronics recycling initiatives.

Although 86% of US consumers are not aware of local programs, according to a study by the Consumer Electronics Association, there are many e-waste services across the Washington metropolitan area.

Maryland is one of four states that have implemented recycling requirements for electronics companies. There, large computer manufacturers must pay \$5,000 per year to be registered in the state, although they get a discount after the initial fee if they offer a computer take-back program.

In the Washington region, households are exempt from the regulation that large producers must follow for hazardous electronics waste. But since 2001, Maryland residents have recycled more than 7,800 tons of electronics. The state has 16 permanent electronics recycling facilities, and some of the counties hold periodic collection events for residents.

Nearby Arlington has a large electronics recycling event twice a year. Residents can bring electronics to the county’s household hazardous materials facility on most Saturdays.

The program had some of its busiest Saturdays after Christmas, when more than 100 people dropped off used technology. Because the county must pay an outside recycler per-pound to take the collected e-waste, residents must pay a drop-off fee of \$15 for computer monitors and \$20 per television. Those fees allow the county to collect other electronics at no charge to residents.

Trash collectors in the District of Columbia will not take TVs and computers from the curb with other household waste. The city offers electronics drop-off days twice a year.

One federal lawmaker, Sen. Ron Wyden (D-OR) has called for a national policy to prevent the patchwork of state and local recycling regulations that is forming, warning that they will “make it very hard for manufacturers and those who do business across the country to be in a position again to innovate.”

Many recycling programs are targeting old televisions ahead of the congressionally mandated transition to digital broadcasts in February 2009. Consumers with analog sets will have to use a special box to be able to watch TV. A recent survey of 1,000 adults found that 19% of electronics—phones, televisions, VCRs and computers—are thrown away, often because they didn’t work or worked infrequently. Only 18% of used electronics are recycled, according to the report. Consumers donated or gave away most of the remaining goods.

Many of the components that make up electronic goods can be dangerous if they get into the air or water supply. Non-flat-screen analog TVs and computer monitors have cathode ray tubes made with a special leaded glass. Circuit boards and chips contain metals such as cadmium, chromium, and mercury, and cell phones and laptops use lithium batteries. Exposure to these materials can cause a host of health problems, said the EPA.

The EPA is working with stores and manufacturers to increase public awareness of e-waste by helping them organize and promote consumer electronics take-back initiatives through its “Plug-In To eCycling” program.

In 2006, Plug-In partners collected 34 million pounds of electronics for recycling. But the volume of e-waste is increasing, despite the opportunities to recycle. The EPA reports that in 2006 2.6 million tons of consumer electronics were no longer in use, and only 330,000 tons of that were recycled.

The Consumer Electronics Association recently launched www.myGreenElectronics.org, a site CEA is building to include a database of electronics recyclers, local recycling events, and information about manufacturer recycling programs, privacy protection and options for reuse.

In some cases, retailers and charities accept donations or trade-ins of their older technology. Best Buy—which, along with Office Depot and Staples, is an EPA Plug-In partner—has in-store kiosks for recycling cell phones and ink-jet cartridges. It also has a haul-away program for old appliances that includes televisions. National organizations such as Salvation Army and Goodwill often accept donations of certain electronics, and a number of libraries and community centers collect source donated cellphones.

SOURCE: Heather Farrell, staff writer, washingtonpost.com

O’Neil Software Honors Strategic Partner

O’Neil Software has named Fife, Wash.-based Washington Archives Management, the largest independent records management center in the Northwest, its Partner of the Year for the Americas Region. Washington Archives Management was chosen from a pool of more than 500 record center candidates in the Americas region using O’Neil Software.

O’Neil Software Vice President of Business Development Ian Thomas cited “the extraordinary partnership between O’Neil Software and Washington Archives Management, as well as their unique investment in their employees with continued education.” Washington Archives Management uses its own proprietary systems, in conjunction with O’Neil Software, to scan, organize, manage, archive and retrieve records for hundreds of businesses of all types and sizes. The company’s sophisticated database and archive tracking system sets it apart from other companies in the industry.

QUICK ANSWERS AT INTERNATIONAL TRADE TOOLS **Answers to Trade-Related Questions** **www.i-b-t.net/tools.asp**

Here's a useful site to bookmark. The International Trade Tools (www.i-b-t.net/tools.asp) page at the International Business Training™ (IBT) site has links to sites where you can get quick answers to trade-related questions. There's a list of Incoterms with definitions, Schedule B export codes, a page where you can convert just about any unit of measurement into another one, and an Internet guide to export trade leads (with links to dozens of trade lead sites). There are lots of useful articles and books about trade at this site also.

This item was copied from the newsletter Really Useful Sites for International Trade Professionals, a free, bi-weekly email publication of FITA—The Federation of International Trade Associations.

Opinion: Accidents Happen: Prepare Your Drivers

By Phillip Hruska

A storm front was moving through Pennsylvania last January when, at about 12:45 p.m., a whiteout occurred on I-90 near Lake Erie. Driving conditions deteriorated markedly. One driver lost control of the vehicle and crashed, followed by another and another. Ultimately, 50 vehicles were involved over a 10-mile stretch of highway that was closed by authorities for 15 hours, news sources reported.

The final toll was one fatality and numerous bodily injuries, plus a vast amount of physical damage, authorities said. Though the accident took place over a matter of minutes, sorting out the details and legal responsibilities will take years.

Everyone involved in the I-90 chain reaction faced the same situation: How do you act after an accident occurs? What would your driver do if involved in this scenario? Has he or she been trained to react properly immediately after a loss? What are your responsibilities as an owner or employer?

Although the I-90 chain reaction was more extreme than most accidents, at some point one of your drivers likely will be involved in a crash. Here are some tips to aid in life safety, loss mitigation and litigation defense:

- **Keep safety first.** Though safety at the accident scene is very much a judgment call, two questions must be addressed. First, should the vehicle be moved? With minor accidents, drivers may decide to move their vehicles to avoid causing another accident. However, that move could defeat accident reconstruction efforts later on. Whether or not the vehicle is moved, appropriate warnings should be deployed (e.g., hazard lights, flares, cones and warning triangles). Second, where should occupants remain after the loss? Some sources indicate they should remain inside the vehicle with seat belts fastened. Others advocate moving to a safe area, depending on the circumstances. In either case, good judgment is necessary to keep safety first.
- **Keep cool after a loss.** Professional drivers should act professionally—before, during and certainly after an accident. Drivers should cooperate and respond to questions from authorities openly and completely. However, they should be careful not to volunteer too much information or to act emotionally. Either reaction can leave damaging impressions on key parties or witnesses.
- **Keep a crash kit.** Drivers should carry a working cell phone to contact their dispatcher, risk manager, insurance company, law-enforcement agencies, towing operators, etc. The crash kit should include a call list, updated regularly. Also in the kit should be a pen and paper, a full set of information forms and a digital camera.
- **Exchange information.** After an accident, the drivers involved should exchange the following information: name, address, phone number, insurance company, policy number, driver license

number and license plate number for the driver of each vehicle. Drivers also should write down a description of each vehicle, with its exact location in the collision and how it happened. It also is important to identify witnesses, especially parties not directly involved in the accident, because they often are more credible sources of information than parties to the loss.

When commercial motor vehicles are involved, additional information is necessary, including USDOT numbers and the legal name of the entity controlling the motor carrier. Also to be noted are MC (motor carrier) numbers or ICC MC numbers, which identify who is financially responsible for the commercial motor vehicle. (Although the Interstate Commerce Commission was dismantled in 1996, its rules were transferred to what is now the Federal Motor Carrier Safety Administration.)

Finally, ICC placards should be noted, because they identify hazardous materials or goods.

- **Photograph the accident scene with care.** Drivers should use the digital camera in their kit to document the damage and, if possible, the relative positions of vehicles before they are moved. However, sensational pictures should be avoided, because they can be used out of context.
- **Comply with drug and alcohol testing.** Employers are responsible (1) for testing drivers involved in fatalities and (2) for testing drivers who receive citations for a moving traffic violation resulting in an accident in which a person requires emergency medical treatment away from the scene. Tests must be conducted as soon as practicable after the accident.

Alcohol tests should be done within two hours of the accident but no later than eight hours. Controlled substances tests must be done within 32 hours of the accident.

The post-accident testing rules are not intended to delay the necessary medical attention to an injured person, and they do not prohibit a driver from leaving the scene of an accident for a period of time needed to obtain medical assistance.

Following these tips should help make it easier for drivers and owners to make it through the trying times immediately following accidents. Preparation and training are a good investment that will help ensure that lives are protected, legal obligations are met and legal liability is mitigated.

Phillip Hruska is claim director, trucking, at CNA Insurance Co., which provides trucking insurance. CNA has headquarters in Chicago and offices throughout the United States, Canada, and Europe.

FedEx to Acquire Hybrid Trucks

The Associate Press reports that FedEx Corp. and its subsidiary FedEx Express have signed a contract with Azure Dynamics Corp. for hybrid-electric powertrains for its delivery fleet. The company said Azure will supply a hybrid-electric test vehicle to FedEx Express. FedEx said it is committed to buying at least 20 hybrid vehicles to be delivered by May 2008.

'Cleaner-burning' Trucks for Cargo?

Burlington Northern Santa Fe Corp. says it will invest more than \$75 million to buy cleaner-burning trucks for hauling cargo containers from the nation's largest port complex to a proposed rail transfer hub. The company has been trying to generate community support in favor of building the facility, called the Southern California International Gateway.

The purchase of some 400 new trucks to reduce fuel emissions is a response to some residents' concerns over pollution and noise from truck traffic moving between the ports of Los Angeles and Long Beach and the proposed facility, north of Terminal Island and about four miles from the adjacent ports. The company said it will limit use of the trucks to nonresidential routes.

A clean-air initiative approved last year by the ports includes a measure to replace diesel trucks at the port terminals with clean-fuel vehicles within five years.

After an environmental impact report on the project is completed, the ports' harbor commissioners are expected to vote on whether to approve the project early next year.

Adapted from an article by Alex Veiga, Associated Press

Supreme Court Weighs in on Global Warming: 5-4 Ruling Rebukes Bush Administration on Emissions

In a rebuke to the Bush administration's policy on global warming, the US Supreme Court recently ordered the federal government to reassess regulation of carbon dioxide emissions from vehicles, the Associated Press reported.

In a 5-4 decision, the court said the federal Clean Air Act gives the Environmental Protection Agency the authority to regulate the emissions of carbon dioxide and other greenhouse gases from automobiles, AP reported.

Greenhouse gases are air pollutants under the landmark environmental law, Justice John Paul Stevens wrote in the court's majority opinion. The court's four conservative justices - Chief Justice John Roberts and Justices Samuel Alito, Antonin Scalia, and Clarence Thomas - dissented.

The lawsuit was filed by 12 states, led by Massachusetts, and 13 environmental groups that had grown frustrated by the Bush administration's inaction on global warming, AP said.

Carbon dioxide, produced when fossil fuels such are burned, and its emissions can be reduced by using more fuel-efficient vehicles.

SOURCE: Transport Topics

Doubles Save Fuel, Reduce Accidents, CTA Says

The use of "turnpike double" trailer configurations could reduce diesel consumption and bolster safety, according to a Canadian Trucking Alliance study.

CTA said the report supports findings that trucks using doubles (i.e., twin 48-inch or 53-inch trailers) could cut fuel consumption by 30% compared with single-trailer rigs.

Fleets participating in the study found that on average, doubles saved 29 liters for every 100 kilometers traveled—about 7.6 gallons for every 62 miles—compared with single trailers.

The report said doubles operating in Canada are "about two to three times safer than the overall tractor-trailer population, when measured on a per-vehicle kilometer of travel basis."

SOURCE: Transport Topics

Could Gasoline Engines Overtake Diesel?

For decades, diesel engines—prized for their durability and pulling power—have dominated broad segments of the heavy truck and equipment markets. As gasoline prices rose in the 1970s, diesels made quick inroads in light-duty markets as well.

But now, just as gas prices once again seem poised to enhance the attractiveness of diesel technologies, strict emission standards from the Environmental Protection Agency present daunting obstacles.

For the foreseeable future, the US light- and medium-duty truck market likely will remain relatively unchanged, with diesel engines the power plant of choice for heavier vehicles and more strenuous workloads and gasoline engines better suited to lighter vehicles and commuter applications, said Charles Freese, executive director of diesel engineering for GM Powertrain.



Mobile Awareness Releases Commercial Truck and Trailer Tire Pressure Monitoring System

Mobile Awareness™ has released a new generation of TPMS (tire pressure monitoring system) products geared toward commercial trucks, buses, utility vehicles, RVs and trailers.

The MA-TPMS series is one of the most advanced commercial tire pressure monitoring systems available today. It automatically and continuously monitors tire status, alerting the driver to abnormal conditions with an audible alert and LCD display indicator. This superior system not only warns of low-pressure and high-pressure levels, it also monitors hazardous tire temperature conditions. All three warning settings are programmable by the user.

“There are many advantages to monitoring and maintaining properly inflated tires, the most important being the reduction of fatalities and injuries from tire related hazards,” said Gary Rothstein, president of Mobile Awareness. “As we expand our offering of transportation safety products, tire monitoring will be a key part of our focus to prevent vehicle accidents.”

Based on the latest wireless sensor technology, the MA-TPMS series offers several advantages over existing tire monitoring systems. For example, the tires do not require removal and remounting during installation of the sensor, resulting in immediate cost savings. These rugged and miniature valve-stem sensor transmitters are externally mounted. This exclusive design enables the air in the tire to be refilled directly through the built-in valve stem, without removing the device. The result is a very low maintenance system that offers an extremely long estimated battery life of 7 to 10 years.

Rothstein concludes, “By supervising your vehicle’s tires, you will increase the life of each tire, reduce fuel consumption and provide unprecedented value in improved handling with ultimate safety.”

Website: www.MobileAwareness.com

EPA Proposes Emission Cuts for Train and Marine Engines

The US Environmental Protection Agency has proposed for the first time sharp cuts in exhaust emissions from railroad locomotive and marine engines in a plan a spokesman said would “follow exactly the same pattern” as environmental regulations for truck engines.

EPA regulations have cut emissions from truck and off-road diesels in recent years, and environmental groups applauded EPA’s March 1 move to make other transport modes subject to tighter emission rules. The proposed Clean Air Locomotive and Marine Diesel rule links clean fuels and new engine technology, said an EPA spokeswoman. Locomotives would have to begin using ultra-low-sulfur diesel in 2012.

SOURCE: *Transport Topics*

‘Green’ Technology for Trucks

Cascade Sierra Solutions, a nonprofit group in Coburg, Ore., that promotes the sale of products to help truck drivers save fuel and reduce emissions, said it has opened the first of what could be as many as eight “green truck technology” showrooms along the Interstate 5 corridor in Oregon, Washington, and California.

Each showroom will feature products from more than 40 manufacturers and include auxiliary power units, tire inflation systems and aerodynamic accessories for tractors and trailers.

“We can easily save 25% of fuel consumed by a big rig and reduce 90% of the emissions—while saving \$1,000 per month in fuel costs per truck,” said Sharon Banks, chief executive officer for CSS.

SOURCE: *Transport Topics*

U-Pack® Offers Guaranteed Delivery Dates

ABF U-Pack Moving® has implemented a series of service enhancements, including guaranteed delivery dates and expedited transit backed by a 100% customer service guarantee. Additional service improvements include expanded storage options, trailers equipped with loading ramps, and longer loading and unloading times. ABF is working to grow the premium segments of their business. The U-Pack piece of the portfolio is one of those segments. These enhancements also tie closely to the improvements in their regional networks—faster and more reliable transit times in parts of the country allow them to speed up U-Pack standards and add the guarantee with more confidence.

Bottlenecks at the US–Mexico Border

By Leticia Lozano, Traffic World

US flags flutter in the distance as thousands of Mexican trucks rumble toward the Laredo, Texas, border crossing, one of the world’s busiest trade routes, despite the hours of waiting time ahead.

Those long border backups explain why Mexican truckers aren’t stampeding to get into the Department of Transportation’s crossborder trucking project, which will let a select number of truckers haul freight throughout the United States.

Despite predictions that US highways will be flooded with Mexican trucks once the program is in place, many Mexican trucking firms are as hesitant as their US counterparts about crossing the border—though for different reasons. Many US firms are concerned about poor road conditions and hijackings. Mexican carriers worry about idling their best, most expensive equipment for hours at the border.

“We wouldn’t want our trucks sitting around for six or seven hours just to cross the border,” said Jose Refugio, director of Mexico’s cargo transport association Canacar.

Congestion is a growing problem for bilateral trade, even at the Laredo border crossing, which is considered one of the fastest with its modern technology that weighs and prices cargo in less time. A 10% growth in cross-border trade in 2005 and 2006, increased security after the Sep. 11 terrorist attacks, and crackdowns on narcotics smuggling and illegal immigration have led to longer lines at border crossings for cargo and even, at times, for workers and tourists.

Because of the frequent six- to seven-hour wait at some of the 21 congested US–Mexico border crossings, Mexican trucking companies hire small companies known as “transfers” to make the short-haul journey across the international line to US warehouses to save costs and avoid having their own trucks virtually stationary in line, rather than on Mexican highways hauling goods.

“The [transfer] trucks are usually older and the driver is only trained to do the border crossing,” said Refugio.

Mexican truckers are reluctant to change the way they work without a comprehensive new agreement that goes well beyond the pilot project, which would grant limited operating rights to 100 carriers operating about 1,000 trucks. Some 10,000 trucks cross the border every day at Laredo alone. In the short term, it may mean Mexico has trouble finding 100 companies to sign up for the US pilot program because truckers are unwilling to stop using transfer services.

So far, Transportes Olympic of Monterrey is the only long-haul company to show a strong interest in DOT’s pilot program.

The oldest truck in the Olympic fleet rolled off the assembly line in 2003 and the trucks themselves are identical to those used by US trucking companies.

“Indeed, many of the trucks on US roads are made in Mexico, as Mexico is one of the world’s top 10 truck makers, producing brands such as Freightliner and Mercedes-Benz,” said Juan Jose Guerra, president of the Mexican association of bus makers.

WEBSITE TO SEE:

**American Council for an Energy-Efficient Economy’s
Environmental Guide to Cars and Trucks
www.greencars.com/indexplus.html**

A look at the people and events shaping HHGFAA member companies

APPOINTMENTS



Collins



Ericsson

Interdean Group has named **Dale Collins** chief operating officer, effective in May 2007. Collins brings more than 24 years' experience in the global moving and relocation business and is a well-respected industry business leader.

Collins' appointment was designed to support Interdean's strategy for increased market share in the European corporate relocation and moving market.

Collins, who is based in London, previously held senior management positions in moving organizations in Italy, France, and the United States. Most recently he was senior vice president and managing director with Graebel Movers International, Inc., one of the largest independent corporate movers in the United States.

Move One Fine Art Shipping has added to its team **Ann Ericsson**, a former Sotheby's employee and a lifelong expat and art buff.

Ann Ericsson joined the Fine Art Shipping division in late 2006. A native of Sweden, she has lived in France, the UK, New York, and Hong Kong, and is well acquainted with the challenges and rewards of expat life and the problems entailed in shipping precious goods. She brings to the company a wealth of experience in many aspects of the art world. Ericsson's first introduction to the art market was through working with Sotheby's New York in their Asian, specifically Japanese, department. On her return to Budapest, she became an active docent at the Budapest Museum of Fine Art, honing her already comprehensive knowledge of fine art. Moreover, she has



Linda Bauer Darr

been a dedicated collector of art and antiques throughout her career.

The American Moving and Storage Association has named transportation industry and government affairs veteran **Linda Bauer Darr** its new president and chief executive officer. Darr, whose appointment was effective April 9, succeeds Joe Harrison, who retired after serving as AMSA president for 26 years. Harrison will continue to serve AMSA as a consultant until early 2009.

Darr previously was senior vice president for policy and external affairs at the American Bus Association and executive director of the ABA Foundation. Her experience includes almost two decades of working with trade associations and industry foundations, including serving as a senior official in the Clinton Administration.

Prior to joining ABA, Darr was deputy assistant secretary for budget and programs at the US Department of Transportation, a post she held through the Bush Administration transition. She worked closely with the White House on a number of economic development initiatives, and was recognized for her leadership on the Mississippi Delta Initiative, a program aimed at improving the quality of life for residents of seven states in the lower Mississippi River delta region.

Prior to her work at DOT, Darr was vice president for international affairs for the American Trucking Associations, where she was involved in the NAFTA trucking negotiations. She was chosen by the presidents of the US, Canadian, and Mexican trucking associations to serve as executive of

the North American Transportation Alliance when that organization was founded in 1994.

Darr serves on the ENO Transportation Foundation Board of Advisors and a panel of experts advising the Surface Transportation Policy & Revenue Commission. She also is a regular instructor at the US Department of Agriculture Graduate School on the topic of association management and lobbying. In addition, she served for more than eight years as the primary US trucking delegate to the International Road Transport Union, headquartered in Geneva, Switzerland.

AMSA Chairman Donald G. Martin, who is also president of Clark & Reid Company, Inc., in Billerica, Mass., said of Darr, "With her wide experience in both government and the private sector, she brings to AMSA an unparalleled knowledge of transportation policy and business practices, along with energy and excitement that will help the association reach its goals."

Darr praised "the tremendous leadership shown by Joe Harrison over the years" and said she looks forward to working with the AMSA board and staff "to build upon past successes and to open new doors towards an engaged, effective and forward-looking association and industry."

AGENCY NEWS

Bekins Van Lines has added the following agents to the Bekins family:

- **Worldwide Relocation Services, Inc.**, Smithfield, N.C.
- **SPS Moving**, Fort Myers, Fla.
- **Pinnacle Worldwide Relocations**, Lake Zurich, Ill.
- **Holiday Moving & Storage**, El Paso, Tex.

In other agent news, Bekins multi-location agent **True Van Lines** has also expanded into several new markets, in Tulsa, Okla.; Homewood, Ala.; and Milwaukee, Wis.

EXPANSIONS

AE Worldwide, HMS to Merge

AE Worldwide (AE) and Household Movers Services (HMS) have agreed to a merger of their companies effective May 14, 2007. The combined company will retain the AE Worldwide name and all operations, sales, and customer service personnel will be consolidated into AE's Mahwah, N.J., location.

AE President Todd Graham said, "By combining the best practices of each company along with customer service and sales teams, we will have the ability to work more closely with our customers and be even more responsive to their special needs and requests."

Graham also announced that Mark Eschbacher will serve as vice president of AE, with responsibility for national sales and customer service. Eschbacher, who was president of HMS, brings 30 years of industry experience as well as his entire staff to the newly formed company.

AE, which pioneered the third party industry 43 years ago, will now become the nation's largest specialty service provider that utilizes exclusive company-trained technicians in the major market areas. These technicians initially receive two weeks of intensive, all-inclusive training, supplemented twice each year with additional hands-on instruction at the AE Training Center.

The customer service team and operations department have expanded their service hours and will now be available weekdays from 7:00AM until 8:00 PM EST and Saturdays from 8:00AM until 4:00PM to accommodate their customers across the country. Website: www.aeworldwide.us

Did You Know ...?

Nature is responding to global warming. Today, lilacs, apples, and grapes start blooming several days earlier than they did in the 1960s; mating-call dates of frogs are 13 days earlier than they were a century ago; and invasive weeds, insects, and plant diseases that plague farmers may be finding it easier to take hold.

*SOURCE: David Wolfe, Ph.D.
Cornell University*

www.climateandfarming.org

With You Every Step of the Way: Interdean Supports Climber's Effort to Scale the Eiger

London-based **Interdean** recently announced its support of Sir Ranulph Fiennes' successful climb to the summit of the Eiger's treacherous north face.

The climb was made in support of Marie Curie Cancer Care, and Sir Ranulph hopes to raise £1.5 million for the Marie Curie Delivering Choice Programme, which he was moved to support after losing his wife, sister, and mother to cancer, all within an 18-month period.

The Marie Curie Delivery Choice Programme aims to give terminally ill people the choice over where they are cared for and die—which is usually at home. There are currently three flagship project underway in Tayside, Leeds, and Lincolnshire. All are working in collaboration with a broad range of local service providers to deliver new and improved palliative care services.

Sir Ranulph started climbing only two years ago. He suffers from vertigo, a heart condition, and, as a result of developing severe frostbite on a solo polar expedition in 2000, climbs without the use of half the fingers of his left hand. Sir Ranulph trained in the shadow of the Eiger at base camp for 11 days while waiting for a five-day window of good weather.

Before climbing he said, "The Eiger is a big monster and climbing it will be truly challenging, but with every step that our three-man team takes, I'll know that our efforts will be making a real and tangible difference to the lives of terminally ill people and their families and [caretakers] across the UK."

Paul Evans of Interdean has been a long-term supporter of Marie Curie Cancer Care and has now bought the charity over to his company. Evans said, "We at Interdean are so proud of what Sir Ranulph Fiennes has accomplished and all in support of a great



Sir Ranulph Fiennes climbed the Eiger in support of cancer patients.

cause. Climbing the Eiger is an enormous challenge and we were thrilled to hear Sir Ranulph had reached the summit of the north face. The money that he raises for this amazing feat will make such a difference to so many people through the work that the Marie Curie Delivery Choice Programme carries out."

Sir Ranulph was photographed on the Eiger flourishing his Interdean banner, displaying the appropriate tagline: 'With you every step of the way.'

The Eiger's north face was originally conquered by the German Austrian expedition in 1938.

A Very Special Delivery: Crown Takes Pandas to New Home

To celebrate the 10th anniversary of the establishment of the Hong Kong SAR Government, China recently made a gift of two young pandas to Hong Kong, scheduled to be unveiled to the public on July 1, 2007.

Crown Worldwide (HK) Limited was responsible for transporting these national treasures on April 26 to their new home, Ocean Park Hong Kong, a marine-based theme park located on the southern side of Hong Kong Island.

Crown Worldwide Chairman Jim Thompson said, “We are greatly honored to transport the two new ‘superstars’ from Mainland China to their new home in Hong Kong. These adorable pandas will bring joy and happiness to the people of Hong Kong and all who visit Ocean Park for many years to come.”

The giant pandas were born in August 2005 at the China Conservation and Research Centre for Giant Pandas in Wolong, Sichuan. They arrived at their new home on April 26, and the public will get to see them—as well as AnAn and JiaJia, two giant pandas who have lived at Ocean Park since 1999—at the park beginning July 1, the day marking the 10th anniversary of the establishment of the Hong Kong SAR Government.

For more information on Ocean Park or to make a donation to the Ocean Park Conservation Fund, visit www.oceanpark.com.hk or www.opcf.org.hk.

Bishop’s Move Invests in New Forklift Technology

Bishop’s Move, the UK’s largest privately owned removals and storage firm, has taken delivery of a new Doosan D160-5 (16-tonne capacity) forklift, to facilitate operations at its new mass-storage depot in Ely. Company Chairman Roger Bishop received the keys personally at the recent International Mechanical Handling Exhibition at the NEC. The new truck will be immediately put into service at Ely, where over 300 20-ft containers are stored.

The D160-5, shortlisted for this year’s Forklift Truck Awards, is a low-emission, high-powered, fuel-efficient machine. The truck comes equipped with the latest technologies, including an electronically assisted tilt-able operator cab, making the servicing of all power train components quick and easy. Moreover, with the new power-assisted servo control valve, which reduces the effort needed to lift a full load by 66%, the Bishop’s Move team can get on with the job with minimal mechanical interruptions and driver strain.

Commenting on the purchase, Roger Bishop said, “Investing in the latest equipment like this forklift truck means we are able to continue to improve the service we offer our domestic and corporate customers. It will enable us to speed up the movement of large containers and be a significant benefit to our logistical decision activities.”

Website: www.bishopsmove.com

Crown Relocations Hosts Six Global Seminars On China and India

Crown Relocations sponsored and hosted a series of complimentary seminars for human resource and relocation (HRR) professionals in six cities across Europe and the United States.

“Assignments to China & India: An Insider’s View” seminars were held this spring in Nyon, Switzerland; Paris, France; Houston, Tex.; New York City; Long Beach, Calif.; and Santa Clara, Calif.

With the growth of international assignments to China and India, HRR professionals need to understand these unique and challenging destinations. These simulated pre-departure briefings provided attendees the opportunity to meet with and hear from relocation experts who live, work, and specialize in China and India.

Speakers at all four of the US seminars included professionals with a combined 65 years of experience in the intercultural services industry. Attendees of the forum earned four CRP recertification credits from the Employee Relocation Council (ERC).

To help Crown’s staff understand the unique challenges in these regions, more than a dozen of its worldwide employees recently traveled to Bangalore, Beijing, Chengdu, Guangzhou, Mumbai, New Delhi and Shanghai. It enabled the team to experience the local culture first-hand and meet their Crown colleagues and visit various localities.

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

Interdean Gathers Sales Team in Key Emerging Market

Interdean has successfully completed its first year following restructuring, and brought together its sales team to discuss strategy, extend the agent network, and communicate its aggressive growth plans for 2007. This is the organization's annual forum to share customer success stories and best practice across a wide range of subjects from customer service to European expansion. Following high-profile recruitments from across the industry, the event provided a timely opportunity for senior management to communicate the financial success and stability that has been achieved through the organization's attention to service quality and continuous performance improvement.

"We believe in investing in our people to ensure that they have the opportunity to receive industry leading training and be rewarded for their tireless efforts for our customers, their teams and the business as a whole," said Interdean CEO Ian Nicolson. "In a competitive business, we want the best people with the best skills to take Interdean to the next level in 2007."

The conference took place in Warsaw, recognizing the contribution that emerging markets have contributed to overall business growth and profitability. In addition to the formal sessions, participants had the opportunity to network with colleagues and share experiences of both new markets and services.

Website: www.interdean.com

Technology, Networking, Charity and Fun: O'Neil Holds Strategic Partner Conference

You might say it was "business as unusual," and it's something **O'Neil Software** does very well. This year the company hosted its 2007 Strategic Partner Conference in "Surf City USA," Huntington Beach, Calif. The event offered all the right ingredients for an enjoyable experience—sea, sand, surf, and software, as well as a Build-A-Bike charity event that would make even the Beach Boys proud.

Attendance at the March conference was record-breaking for O'Neil, with more than 150 users, many coming from outside the United States. Insights over the years at the highly attended conferences have led O'Neil to develop such products as RSWeb®.NET, RSMobile®, and Microsoft® Reporting Services.

Also present was the company's group of strategic vendor partners, there to help users face future challenges with a greater support network.

The conference opened with a keynote speaker from Microsoft, providing his views on where that company is headed, the importance of its relationship with O'Neil, and an overview of the new Vista Operating System and Office 2007's suite of programs.

O'Neil also ran sessions with speakers from government as well as commercial record centers, who discussed new technology, corporate and commercial record management partnerships and guides to being successful. The O'Neil technical support team also provided a host of tips and ideas.

The conference's traditional Record Center Challenge introduced a new dimension this year, with the end result donated to a charity called Mika CDC. Some 22 six-person teams constructed bicycles, which would be given to local underprivileged children. Competition to build the best bicycle was fierce, but each and every one turned out to be a masterpiece of modern engineering. Additionally, a donation of \$2,000 was also provided to Mika CDC.

After the Record Center Challenge, attendees were transported to The Queen Mary for O'Neil's Annual Awards Ceremony and Banquet.

Website: www.oneilsoft.com

LETTER TO THE EDITOR

I just wanted to take a moment to express how much I enjoyed the articles on how people became a part of the moving industry.

Personally, I happen to start my career simply by accident. My household goods were being delivered to my house and I didn't have a job yet. So I just asked the moving company if I could come work with them. One thing led to another and 5 years later I became a newly appointed branch manager for Alfa Quality Moving here in Oslo.

However, it was your magazine's stories that made me think of our newest team member here at the Oslo office. If it weren't for a conversation that was overheard by a third party about an open position at our office, we wouldn't have met and hired Lene. Lene Kristin Berget came to us with no experience in the moving industry or an office environment whatsoever. However, within the short amount of time she has been with us, she has taken on the position as a move coordinator with determination and self-motivation, learning new skills every day and outperforming others who had the position before her. We're extremely fortunate to have her on our team!

My point being this: If it weren't for the owners and managers taking a chance on someone else and giving others the opportunity to show them what they could do, neither Lene nor I would be in this industry. It's these people who should get the credit for finding, training, and coaching some of the most professional people I have ever met in the world.

Best Regards,

Jason A. Davidson, Alfa Quality Moving AS, Oslo, Norway



Lene Kristin Berget, a great find for Alfa Quality Moving in Oslo, Norway, has rapidly moved up in the company, from an office assistant position to move coordinator.

Saving China's Tigers

The Asian Tigers Group recently announced that contributions to the International Fund for Animal Welfare (IFAW) and Save China's Tigers (SCT) has now surpassed US\$250,000. This milestone was reached in March with the Asian Tigers Group's latest contribution in support of these two worthy environmental charities.

Gordon Bell, chairman of the Asian Tigers Group, said, "We are proud to support the IFAW and SCT. In fact, we have been major sponsors for several years now and our contributions do make a real difference.

"Every move that the Asian Tigers handles generates a contribution to a fund that supports these two organizations," he added, "so a big thank you goes to our worldwide partners who appoint us to handle their shipments."

GOING GREEN



It's a Fact ...

The US population will reach 36 million in just 36 years. The population grew to almost 300 million in 2006 and continues to grow quickly—largely because of immigration.

The growing population will result in more crowded cities and highways and new strains on natural resources.

HONORS AND AWARDS

Interstate Van Lines, headquartered in Springfield, Va., has won the 2006 Surface Deployment and Distribution Command (SDDC) Quality award for the fourth consecutive time, and making Interstate the only van lines ever to earn this award. The SDDC Quality award is presented to outstanding organizations throughout the transportation industry that have set exceptional standards and has delivered the highest quality of services to the US Department of Defense (DoD), the world's largest customer to the moving industry. The award is available to all DoD-approved transportation providers for all modes and services.

Interstate was chosen for this honor after being nominated by Tyndall Air Force Base in Florida. During the presentation that was given by Major General Kathleen M. Gainey, SDDC Commander, it was announced that Interstate won this year's award based on Interstate's implementation of the industry's first Driver & Agent Recognition System (DARS) Program, as well as the exceptional level of service received by both relocating military service members and transportation office personnel. The company is one of the largest providers of household goods moving services to the DoD in the US and is ranked in the nation's top 20 for relocation and transportation management companies.

Interstate's DARS Program is an innovative Web-based system that provides the company's valued military customers, family members, TMOs, and Service Providers with relevant information about the driver before the shipment is loaded. Each Interstate driver has his/her own Web page, which includes a photograph, brief biography, professional accomplishments, and a notation of prior military service. The DARS Program was designed to reduce stress during Interstate's military customers' moves by providing online information and setting expectations upfront to ensure "no stranger at the door." Additionally, the DARS Program is a valuable security tool for Interstate's customers to learn who will be handling their possessions to reduce the stress they experience during the relocation process.

"Interstate is committed to continuously improving service through innovative ways to better support our military customers' needs and address their specific concerns," said John D. Morrisette, senior vice president at Interstate. "Our company's DARS program is a proven example of how we stand behind our valued customers."



Interstate Van Lines' Connie Constable with the SDDC Quality Award.



National Van Lines CEO Maureen Beal was inducted into the Chicago Area Entrepreneurship Hall of Fame on March 8. The event is hosted by The Institute for Entrepreneurial Studies at the University of Illinois, Chicago.

Since 1985, the Chicago Area Entrepreneurship Hall of Fame has recognized innovative business leaders in Chicago’s seven-county area. Each year, the Hall of Fame inducts distinguished entrepreneurs who have demonstrated entrepreneurial spirit and business talent by founding or growing their respective business.

Beal will join the ranks of past inductees, including Robert J. Abt of Abt Electronics; John W. Baird of Baird & Warner; Robert W. Galvin of Motorola; Gordon Segal of Crate & Barrel; and Charlie Trotter of Charlie Trotter’s.



Maureen Beal

“I am truly honored to join this group,” said Beal. “My first priority is always to make National the best in the business for our agents, drivers, and contractors. I already feel blessed to love what I do so much. Receiving such prestigious recognition for that is really icing on the cake!”



For the eighth consecutive year, **Move One Relocations** has been voted Best Moving Company by Budapest’s expat community at the annual “Best of Budapest” awards ceremony.

Each year, members of the expat community in the Hungarian capital of Budapest cast their votes for companies that provide the highest-quality service to their customers in a number of different areas. Move One Relocations is grateful to once again receive this award in recognition of our “customer comes first” approach to business. We aspire to continue to provide clients with the most reliable, professional, and competitive service possible - all through a single point of contact. Move One Relocations’ global footprint now reaches all corners of the globe, with a presence in 35 countries worldwide in regions as diverse as the Balkans, Central Europe, Russia, China, Mongolia, UAE, Central Asia and the Middle East.



Crown United Kingdom was recognized for the second consecutive year for its management practices by retaining the Investors in People accreditation.

Investors in People (IIP) focuses on people management practices and how they contribute to a company’s business performance.

The criteria for the 3-year accreditation have recently become much more stringent, with many organizations failing to retain accreditation under the new standard. Over the past year Crown had implemented new management practices that ensured success in meeting the demands of the accreditation while also improving employee effectiveness.

Barry Koolen, Crown Relocations managing director of UK and Ireland, recognized Crown’s quality manager of Europe, Stuart Lawson, for the time and effort he devoted to this intensive process.

The in-depth evaluation of a company’s people management processes begins with an intensive two-day audit involving a number of employees from across all branches and job roles.

IIP, a business tool that guides companies in management practices, provides external recognition of the work done to ensure that company employees have the opportunity to contribute to business plans and objectives through their knowledge and skills.



Crown London was recently awarded the Environment Accreditation ISO 14001:2004 Certificate, a worldwide Environmental Management System (EMS) award for organizations that demonstrate a reduced impact on the environment.



Arpin Moving Systems, Inc., the US and Canada Customs Bonded Carrier division of Arpin Van Lines, has earned Automated Commercial Environment (ACE) Certification from US Customs and Border Protection (CBP). This certification is expected to reduce the amount of time moving vans spend clearing customs at international borders.

ACE is a new US Customs and Border Protection shipment-reporting regulation designed to automate and consolidate inbound border processing. It uses next-generation technology designed to enhance national border security and expedite lawful trade. Through tools like the ACE Secure Data Portal, integration of information and communication between CBP, the trade community and other participating government agencies is provided through a single,

integrated, online access point.

Every truck shipment destined for the US must input and transmit mandatory data to CBP via an eManifest, which includes:

- information on the crew, equipment, conveyance, and shipments;
- driver's passport number, date of birth, driver's license number, driver's home address, VIN, license plate number, make and model of the vehicle;
- shipper information (name, address, etc);
- consignee information (IRS number, name, address, etc); and
- shipment information (commodity description, piece counts, weights, etc).

The benefits of the ACE eManifest means that CBP can prescreen the manifest before the truck arrives at the port, resulting in a reduction of processing times at ports and increased likelihood that trucks will be released at the primary booth. Regardless of shipment value, all carriers must file an eManifest, including empty trailers. The cost of noncompliance with the ACE program is \$5,000 for the first offense and \$10,000 for any offense thereafter.

Currently, this mandatory ACE program is in effect at US land border ports stretching from Blaine, Wash., to Pembina, N.D. ACE eManifest will become mandatory at all land border ports in Michigan and New York, effective May 24, 2007. Moreover, all land ports in Texas, New Mexico and California will follow suit, effective April 19.



Arpin Group, Inc. won the 2006 Moving Supplier of the Year award presented in May by Paragon Global Resources, Inc.

In the spring of each year, Paragon thoroughly evaluates its suppliers from the previous year and recognizes those who have demonstrated visionary leadership, customer-driven excellence and a focus on results, while creating value. These top-performing suppliers are awarded Paragon's Acclaimed Certificate of Excellence (ACE) designation.



Frederic Delahaye (left) and FEDEMAC President Denis Caulfield.

Frederic Delahaye of Delahaye Moving has won the first-ever annual Young Mover of the Year award from FEDEMAC (The Federation of European Movers Associations). The award was presented at the FEDEMAC Young Movers conference, held in Athens, Greece, in May.

Delahaye's win against strong competition was based, in part, on his extensive background in the family business, Delahaye Moving, from an early age. He gained an invaluable grounding in operational matters during vacation periods throughout his school years through firsthand experience in packing, loading, driving, and finally as a crew foreman. In his final university year, he maintained a part-time position as move surveyor. Inevitably, he was also introduced to the strategic issues that drive the industry.

After university he spent some time in Canada working in the industry in order to observe business issues and practices abroad, before returning to England in 1998 to join Delahaye Moving on a full-time basis, beginning as operations manager in London. In 2005, he relocated to Nice as general manager of the company's new office in Nice office and also as director of operations for the Delahaye Moving group.

May was a special month for Delahaye: Not only did he win the Young Mover of the Year award, he also married Rachel Beckwith.

CMSA Hosts 89th Annual Convention

A broad cross section of the California Moving and Storage Association's 421 mover members and 131 associate members gathered for CMSA's 89th annual convention in beautiful Monterey, CA. on April 17-21. Highlights of the event included general sessions and luncheon programs with speakers focusing on business finance and matters of importance to movers in California. Program participants included keynote speaker Bob Langdon; UniGroup Senior Executive Steven Dawkins; California State Sen. Jeffrey Denham; HHGFAA President Terry Head, William Schulte, a retired Director of the California Public Utilities Commission; and seven van line executives who participated in a panel discussion on current issues confronting the industry. Fun events included a golf tournament at the historic Del Monte Golf Course with over 80 golfers and the always popular CMSA Chairman's Ball. The latter, an elegant affair, was attended by several hundred members who welcomed in a new CMSA chairman and thanked the outgoing chairman for his service as they enjoyed an evening of fine dining and musical entertainment.

In addition to the event-filled program, the business of the CMSA and the movers of California was reviewed and addressed by the Board of Directors and meetings of the Association's four standing committees. CMSA's long-standing commitment to public service was evident with the presentation by

President Steve Weitekamp of a \$5,000 check to Special Olympics, sponsoring an athlete to the Special Olympic 2007 World Games in Shanghai, China. At the annual Awards Luncheon 25 young people, members of the CMSA family, received \$51,000 in college scholarships, thanks to the hard work of CMSA's 12 chapters, which raised the funds. Stephen Weitekamp stated, "From the opening Exhibitors' Reception through the final evening's gathering this convention was a success. Members from around the state and throughout the country enjoyed the informative programs and social events that make a CMSA convention a special event." CMSA's 90th convention will be May 13-18, 2008, at Rancho Las Palmas Resort & Spa in Rancho Mirage, Calif.



CMSA President Steve Weitekamp



HHGFAA President Terry Head (l.), a guest speaker at the CMSA convention, with Laura Case and Rick Curry.



IN MEMORIAM

Pierluigi Muzio

Pierluigi Muzio, president of Alpha International, passed away following a heart attack on May 7. He had fallen ill upon his return from a trip.

Massimo Gaudio, export consultant for the Naples-based company, called Mr. Muzio “one of the greatest minds the moving business has ever had. He was a shining example to all of us who worked with him and knew him on a personal level.”

Pierluigi Muzio was born in Tubize, Belgium, on May 18, 1943, where his father was Italian Consul. A free-spirited teenager, he traveled around the world, learning foreign languages and making countless friends. His working life started immediately upon his family’s return to Italy in 1970. He lived and gained experience in Genoa and Milan before moving to Naples early in 1972, when Alpha International was founded. He was immediately attracted to the household goods removal industry and began traveling around the world, covering almost the whole globe to promote Alpha International’s name and reputation—a mission he pursued from his very first flight until the last business trip he undertook before his untimely death.

Gaudio recalled, “He was always the first to arrive at the office in the morning and the last to leave. He had an inquisitive mind full of ideas and creativeness that was almost as big as his heart. For Pierluigi, friendship was a sacred obligation and he truly valued the relationships that he developed over many years in the moving industry. I know this, because he used to tell me on returning to the office after the conventions what a great time he shared with many of you.”

Despite his impressive business capabilities, however, Mr. Muzio never learned to play golf, a source of great amusement among his colleagues.

Gaudio spoke of “the power of his personality as a businessman and friend. He was the person who could instinctively identify forthcoming changes in this particular business and he was always especially alert to the latest trends and market requirements. This was one of the things that enabled Alpha International to develop its business activities and become a well-



known and respected trading partner in this part of the world.”

Others who worked with Mr. Muzio recalled his encouragement of young people trying to make their way in the industry. Barbara Savelli, international sales manager at Italian Moving Network, said, “He always had a nice comments for everyone, and even if he was one of the ‘biggest’ in the market, he always looked at the young energy during conferences with careful attention and never refused a word to anyone, encouraging and entrusting people around him. He was humble and human and had a big heart. “

Mr. Muzio was remembered for his fun-loving nature and his sense of humor. With his bushy white hair and thick mustache, he bore a strong resemblance to the famed physicist Albert Einstein. Brian Goates of Pasha-Reno, recalled, “Pierluigi visited our offices, and it was Halloween. Many employees were dressed in costumes. We had another visitor—and we commented on what a great costume that guy had on that looked like Einstein!”

Dana Marks, of Pasha Huntington Beach, shared Mr. Muzio’s passion for collecting stamps. “He was a good friend and an old-time industry icon,” she recalled. “He was a philatelist (stamp-collector) like me, and we have exchanged stamps for many years. He was one of the good guys, someone you could rely on to give you the straight story and follow through on what he said he would do. He will be remembered fondly by so many in our industry.”

Mr. Muzio’s son, Marco, will assume his responsibilities at Alpha.

COMING UP IN

THE PORTAL

Technology in Transportation and the International HHG Industry: Impacts on Customer Satisfaction, Security, Customs Clearance —and Your Bottom Line

Technology isn't only infiltrating every aspect of the international household goods transportation industry—it *has infiltrated every aspect of doing business in a global economy.*

From electronic communication, billing, paying, and shipment tracking to inventory and manifest preparation to facility to shipment security, technology is a necessary element of doing business, and future operational requirements and governmental regulations and will continue to expand the role of technology in our industry.

What impact has technology had on *your* business over the last 10 years? What have you done to meet increasingly sophisticated customer demands and satisfy government requirements? Has technology made your business more efficient? What do you see as the greatest technological challenges to the household goods industry?

The Portal will explore these issues in the July/August issue. Send your article or comments to

bel.carrington@hhgfaa.org

The deadline for the July/August issue: July 16, 2007.

Attention, New York City Movers: It's Your Time to SHINE!

Because HHGFAA's 2007 Annual Meeting is being held in "The Big Apple," the September/October issue of **The Portal** will feature HHGFAA members situated in and around the New York City area. Send us your company profile, being sure to include information **Portal** readers should know:

- How long have you been in business? Please tell us about the origins of your company.
- How big is your company, and what are your areas of specialization?
- What makes you unique? Why do your customers keep coming back to you?
- What are the unique features and special challenges of doing business in The Big Apple?
- What else should your fellow HHGFAA members and trading partners know about you and your company?

Be sure to include your name and title, company name, e-mail address and Web address. You may also include a photo or two if you wish.

This issue will be available to attendees at the Annual Meeting in New York in October. Send your profile article to

bel.carrington@hhgfaa.org

The deadline for the September/October issue: September 3, 2007.



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.

Crown Movers

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Ras Al Khor Al Aweek
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Fax: (971) 4 286 6263
E-mail: dubai@crowrelo.com
P.O.C: Richard Robertson
Sponsors: Jordan Express Co., Jordan
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Crown Relocations WLL

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Crown Movers WLL

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Swift Connections LLC, Qatar

Cyber Freight N Logistics (LLC)

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E-mail: pradeep@cyberfreight-ae.com
P.O.C: Pradeep Kumar
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Enterprise Database Corporation

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Manassas, VA 20109
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and Ms. Lynn M. Rivers
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Horst Geuer Umzuege GmbH

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Website: www.mudanzasdelafuente.com
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Parustrans International Movers

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E-mail: parustrans@parustrans.ru
Website: www.parustrans.ru
P.O.C: Mr. Dmitri Gudkov
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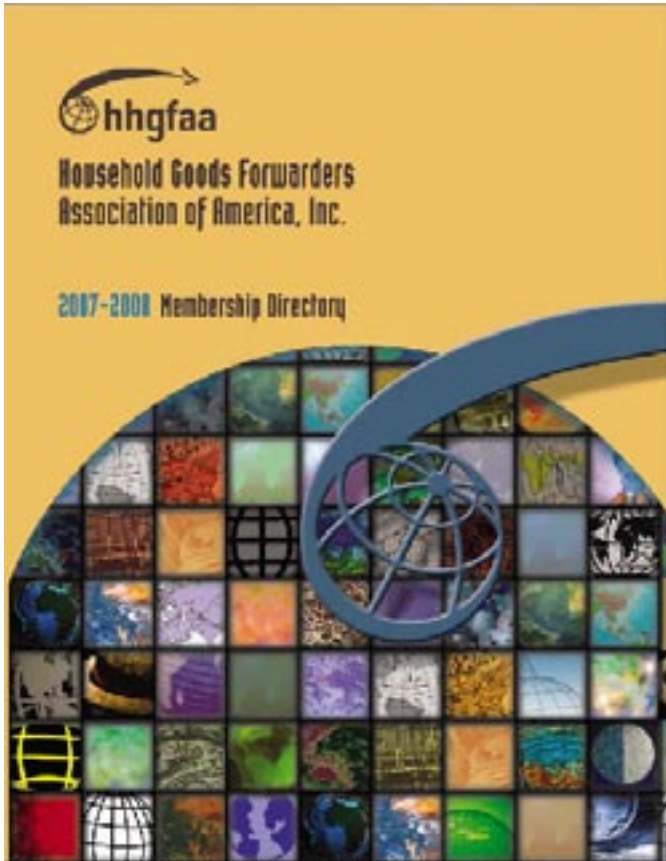
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D-10997 Berlin, Germany
Tel: (49) 30 6106
Fax: (49) 30 6106 2233
E-mail: zapf@zapf.de
P.O.C: Patrick M. Pulfer
Sponsors: VCK Rotterdam, BV, The Netherlands
Wilhelm Rosebrock GmbH & Co. KG, Germany

First Student, Industry Veteran Members

HHGFAA has welcomed **Katherine Davis**, now attending the University of Washington, as the first Student member, and **Roger Paul**, formerly with Foremost Forwarding, as our first Industry Veteran member.

For more information about HHGFAA's new memberships, please visit our Website, www.hhgfaa.org, or e-mail Jean Mathis at jean.mathis@hhgfaa.org.



Hot Off the Presses!

The 2007–2008 Annual Directory has now been sent to HHGFAA members. Keep it handy and use it often — it's a powerful resource available **ONLY** to HHGFAA members, and you may even want extra copies.

For prices and information on how to order additional copies of the 2007–2008 Directory, go to the [next page](#).

METAL SECURITY SEALS FOR SALE

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Non-Members

**All orders should be faxed to
Bel Carrington at
(703) 317-9960**

Under 10,000	.08 each + shipping	Under 10,000	.12 each + shipping
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• SEALS MUST BE ORDERED IN SETS OF 400 •

Price List for Selected HHGFAA Publications and Miscellaneous Items

TITLE	CONUS MEMBERS	OVERSEAS MEMBERS
2007–2008 HHGFAA Membership Directory	60.00	80.00
Additional Copies of The Portal (1-year subscription)	100.00	125.00
Defense Transportation Regulations Part IV (replaces the PPTMR)	120.00	150.00
Rate Solicitation I-18	120.00	150.00
Global Transportation & Related Business Terminology	45.00	75.00
How Congress Works: A Layman’s Guide to Understanding Congress	10.00	
Active Members Mailing Labels	20.00	25.00
U.S. Associate Members Mailing Labels	25.00	30.00
Overseas Associate Members Mailing Labels	45.00	55.00
Training DVD & Manual: Packing & Loading Military Shipments	25.00	50.00
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ITGBL Carrier Approval Pamphlet (PAM 55-4)	10.00	15.00

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

**HHGFAA • 5904 Richmond Highway, Suite 404 • Alexandria, VA 22303
OR, fax with credit card information to (703) 317-9960**

Administration Opposes Bill to Boost Small Business Contracts

The House passed by a 409-13 margin a bill aimed at boosting the amount of federal contracts awarded to small businesses. The measure (HR 1873) has broad bipartisan support and is expected to pass despite opposition from the Bush administration. In a statement of Administration policy, the White House said it backs efforts to increase small-business contracting, but opposes this bill because “it would impose broad, burdensome statutory restrictions on federal agencies’ ability to conduct acquisitions.” It also said the measure would set “unrealistic” procurement goals. But House Small Business Chair Nydia M. Velazquez (D-NY) countered that the bill attempts to address issues highlighted by lawmakers and the administration.

The Bush administration has said repeatedly that it is opposed to contract bundling and large businesses getting small-business contracts. However, the administration has opposed anything that would appear to help small businesses fight contract bundling and prevents large companies from being counted as small. On a number of fronts it has become more difficult for small firms to win federal contracts. For instance, contracts are increasingly bundled into large packages, often precluding small companies from bidding. And agencies are not taking seriously enough requirements to open the procurement process to small companies.

The legislation, sponsored by Bruce Barley (D-IA), would raise the small business contracting goal of the federal government from 23-30%. It also would apply it to overseas contracts. Further, the Small Business Administration (SBA) would negotiate small business contracting goals for agencies on an annual basis, with the minimum goal of 30%. Agencies that failed to meet this goal would have to explain the reasons for their failure and the corrective actions they intended to take in the next fiscal year. The bill would also include construction contracts under the definition of contract bundling (see related article below). In another reform, the Office of Federal Procurement Policy would have the power to review agency procurement decisions relative to small businesses. In addition, the measure would crack down on miscoding of large firms as small businesses. For example, businesses losing a size protest would be flagged by the SBA in the Central Contractor Registry.

Bundling Increases Sub-Opportunities, Decreases Prime Contracts

A factor that has increased subcontracting opportunities at the expense of prime contracting opportunities for small businesses is the recent (and controversial) trend by federal agencies of combining or bundling small contracts for different activities or requirements into large contract packages. The government maintains that combining several smaller projects under one large umbrella contract is more efficient than managing several smaller contracts, allowing it to leverage its purchasing power to its advantage and to reduce its operating costs. However, the umbrella contracts are too large for

By Jim Wise
PACE-CAPSTONE



small and mid-size companies to realistically handle and often require project management capability that they usually don’t have. The upshot is that thousands of small businesses have lost federal contracts in recent years because government agencies bundled contracts into large packages that were awarded to big businesses. But there is a silver lining in all of this: Many big companies that get these awards are managers, not doers, and therefore must find capable subcontractors to help get the work done. There is another boon to prospective small business subs. Under new SBA guidelines, if a bundled contract is seen as a necessity by the buying agency, the agency must establish a significant evaluation factor that will allow, to the maximum extent possible, subcontracting by small businesses. Part of this may include evaluating the prime contractor’s past efforts in providing small firms with the chance to subcontract.

Effects of bundling: The Small Business Reauthorization Act of 1997 stated that federal agencies are allowed to bundle contracts only to achieve “measurably substantial benefits” in terms of cost, shorter acquisition cycles, or better terms and conditions, among other benefits. Congress and the SBA, which have been tracking the increased use of this trend, have been concerned that if left unchecked the trend could lead to a decrease in prime federal contracting with small and mid-size businesses, which, according to 1998 statistics, averages about \$40 billion per year of the \$180 billion total. Recently, the SBA has issued new rules that prohibit government buying agencies from combining contracts unless it is necessary and they can document “measurably substantial benefits” from doing so. In a move that may enable small businesses to compete for big umbrella contracts that, to date, only big companies could handle, the SBA also has established guidelines for small businesses that want to create joint ventures to go after bundled contracts. Under the former rules, small businesses banding together were sometimes disqualified because the resulting new employee count or combined revenues would exceed SBA’s definition of a small business. However, the new SBA guidelines provide that, if the firms are small before they enter the arrangement, a joint venture won’t change that status.

HR 1585: FY 2008 Defense Authorization Act

The House just completed work on the FY 2008 Defense Authorization act which included a number of important provisions that impact small businesses, particularly HHGFAA members. These include (in Committee Report language) the following:

- **Small Business Contracting Provision**

The House Armed Services Committee is aware that the Department of Defense (DOD) regularly has achieved the goal of awarding prime contracts with a total value not less than 5.8% of the value of all DOD contracts to small, disadvantaged businesses. However, the Committee is disappointed that the Department often has not achieved the related goal of awarding subcontracts of not less than 5% of contract value to these businesses. The committee is also aware that continuing difficulties exist in verifying the accuracy of contract data supporting these findings. Furthermore, the committee has noted that these goals should not be interpreted as ceilings for the use of small disadvantaged businesses. The committee encourages the Department to examine areas of contracting where the utilization of small disadvantaged businesses is not meeting these goals and adopt policies and procedures designed to increase utilization in those areas including the use of price evaluation adjustments if appropriate.

- **Section 362—Reasonable Restrictions on the Payment of Full Replacement Value for Lost or Damaged Personal Property Transported at Government Expense**

This section would allow the Department of Defense (DOD) to require compliance with reasonable conditions for military or civilian DOD employees to receive full replacement value coverage for lost or damaged personal property. This section offers guidance on additional implementation of section 363 of the John Warner National Defense Authorization Act for Fiscal Year 2007 (Public Law 109-364). Section 363 mandated that the Department provide full replacement value to military and civilian employees through a contract with a transportation provider, effective March 1, 2008.

Providing full replacement value would boost morale for DOD military and civilian employees who must undergo several moves throughout their career. An unintended consequence of such policies, however, may be the impact on capable and viable small businesses that may not be able to afford the necessary insurance. This section would require the Secretary of Defense to analyze participation by small companies in the Full Replacement Value program and make any necessary recommendations for improving small business participation in the program.

- **Report on the Use of Simplified Acquisition Procedures for Certain Commercial Items**

In section 814 of this Act, the committee included a provision that would extend the authority provided in section 4202(e) of the Clinger Cohen Act of 1996 (Public Law 104-106) for two additional years until Jan. 1, 2010. Section 4202(e) provided authority to use simplified acquisition procedures for the purchase of property or services that are commercial items of no more than \$5.0 million in value. The committee notes that this authority was originally provided for a limited time in order to test the ability of these simplified procedures to increase efficiency in government contracting. However, the Government Ac-

countability Office has reported on two occasions that it is unable to evaluate the results of this test program due to insufficient and unreliable data on the use of this authority in contracting. The committee directs the Under Secretary of Defense for Acquisition, Technology, and Logistics to submit a report to the Senate Committee on Armed Services and the House Committee on Armed Services by March 1, 2008, on the use in Department of Defense contracting of the simplified acquisition procedures provided in section 4202 of the Clinger Cohen Act of 1996 (Public Law 104-106), and to include in the report summary data on the use of this authority, specific examples where the authority has been used, and an evaluation of how this authority should be limited or extended after Jan. 1, 2010.

- **Section 811—Change to the Truth in Negotiations Act Exception for the Acquisition of a Commercial Item**

This section would amend section 2306 a of title 10, United States Code, to require the submission of cost or pricing data under the Truth in Negotiations Act (10 U.S.C. 2306a) for sole-source contracts for commercial items if the contracting officer is otherwise unable to locate sufficient sales data to determine that a price is fair and reasonable.

- **Section 812—Clarification of Submission of Cost or Pricing Data on Noncommercial Modifications of Commercial Items**

This section would amend section 2306a of title 10, United States Code, to align two thresholds under the Truth in Negotiations Act (10 U.S.C. 2306a). The Ronald W. Reagan National Defense Authorization Act for Fiscal Year 2005 (Public Law 108-375) required that procurements involving a commercial item with noncommercial modifications totaling more than \$0.5 million comply with the requirements for submission of cost or pricing data under the Truth in Negotiations Act (10 U.S.C. 2306a). In addition, it required that procurements involving a commercial item with noncommercial modifications totaling more than five percent of the total value of the item require the submission of cost or pricing data. The thresholds in the Truth in Negotiations Act (10 U.S.C. 2306a) are adjusted for inflation, but the requirement relating to noncommercial modifications of commercial items is not adjusted to the same level as other thresholds in the Act due to its later enactment. This section would align the threshold for noncommercial modifications of commercial items with the other thresholds, including adjustments for inflation. It would also clarify that the calculation of whether noncommercial modifications to a commercial item exceed five percent is made at contract award.

- **Section 813—Plan for Restricting Government-Unique Contract Clauses on Commercial Contracts**

This section would require the Under Secretary of Defense for Acquisition, Technology, and Logistics to develop and implement a plan to restrict the use of government-unique contract clauses on commercial contracts to those specifically required in law or regulation, or those which are specifically relevant to the contract in question. The committee notes that the Federal Acquisition Streamlining Act of 1994 (Public Law 103-355) limited the number of government-unique contract clauses on commercial contracts. Since the passage of that Act, however, the number of government-unique contract clauses has grown, and policy decisions have been made to include contract clauses in all Department of Defense (DOD) contracts that are not required in law or regulation. The committee expects that the plan

developed under this section would allow the inclusion of contract clauses in commercial contracts only when their inclusion in the contract is relevant and necessary to that particular contract, and are not included on a blanket basis for all contracts unless so required by law or regulation. The committee notes that contracting officers have means other than contract clauses to ensure that commercial items provided to the Department comply with all relevant DOD policies.

- **Section 814--Extension of Authority for Use of Simplified Acquisition Procedures for Certain Commercial Items**

This section would amend section 4202(e) of the Clinger Cohen Act of 1996 (Public Law 104-106) to extend the authority to use simplified acquisition procedures for the purchase of property or services that are commercial items of no more than \$5.0 million in value. This section would extend the authority for two additional years until Jan. 1, 2010.

DHS Appropriations

An appropriations bill for funding the Department of Homeland Security (DHS) was approved by a 296-126 vote. The measure contains several provisions reforming the procurement of goods and services at DHS while emphasizing small business contracting. The funding bill would require the DHS's chief procurement officer to develop an acquisitions training program for its procurement employees. It also would allow the use of 250 annuitants experienced in procurement to improve contract management at the department. A shortage of trained personnel has led to recurring problems for DHS in managing its procurement cycle, noted the House Committee on Homeland Security in the bill. The bill also directs DHS to review the past performance of a contractor when awarding contracts and requires contractors to disclose their past performance on federal, state, local and private sector contracts. Bidders on contracts would also have to disclose whether they had any unpaid federal, state or local taxes. In addition, it would bolster the department's small business contracting by requiring the chief procurement officer to identify each program that fails to meet the federal government's small business contracting goals. The officer would also have to produce an action plan, with timetables, on how DHS intended to ensure that veterans and HUB-Zone businesses received 3% of its contracts and how women-owned businesses received 5%.

Small Business Tax Breaks

Small businesses are closer to getting a bunch of new tax breaks from Congress. Lawmakers recently put the finishing touches on a \$4.8-billion package of tax breaks designed to offset the effects on business of a \$2.10-an-hour increase in the minimum wage that is also on the way to passage. But political wrangling is delaying enactment. The tax relief and the minimum wage increase were part of a bigger supplemental spending bill that President Bush vetoed May 1, in large part because it set a deadline for US troop withdrawals from Iraq. As of this writing, Congressional leaders have hammered out a new Iraq proposal that should be acceptable to the administration which includes the tax breaks. Most probably by early summer, businesses will be able to take advantage of the following provisions in the tax package:

- An increase in the current \$112,000 limit on first-year expensing for new equipment to \$125,000. The limit will be indexed for inflation after this year.
- An extension of the work opportunity credit through Aug. 31, 2011, and coverage for more members of disadvantaged groups. Also, employers will be allowed to apply the credit against the alternative minimum tax. Under current law, the credit is scheduled to expire at the end of this year.
- Continuation of a tax break for restaurants and bars that was endangered by the upcoming minimum wage increase. Under the legislation, the credit they get for employment taxes paid on workers' tips above the minimum wage will continue to apply to wages over the current \$5.15-an-hour minimum, even after the higher \$7.25 rate becomes effective in two years.
- Looser rules on S corporations so that gains on the sales of securities won't be considered passive income. The legislation also provides tax relief for banks that are S firms.

The revenue raisers in the tax package include a bit of bad news for individuals: The legislation bars dependents over the age of 18 from using the special 5% rate on capital gains, retroactive to Jan. 1, 2007. Instead, the 15% rate will apply to any gain. This throws a monkey wrench into the tax plans of families who may have expected to reduce their tax bills by funneling assets they want to sell through their children. Lawmakers are particularly keen to tighten up now because the 5% rate drops to 0% for 2008, 2009 and 2010.

IMPORTANT NEW INFORMATION CONCERNING PORTAL ADVERTISING RATES AND DIMENSIONS

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NOTE: Prices shown are the **total cost** for one year (six issues). For ads with color (electronic files must be supplied), add 25%.

Deadlines to receive new artwork:

July/August Issue..... July 16, 2007
September/October Issue..... September 3, 2007
(ANNUAL MEETING ISSUE)
 November/December Issue..... November 12, 2007
 January/February 2007 Issue..... January 22, 2008
 March/April 2008 Issue..... March 12, 2008
 May/June 2008 Issue May 21, 2008

IMPORTANT NOTICE ABOUT ELECTRONIC ADS

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

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

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

- Disk with ad (Zip or CD-ROM)
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PLEASE NOTE: **We do not accept ads created in Publisher.**



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ADVERTISERS' INDEX

21st Century.....	41	JVK.....	88
360 Relocations Ltd.....	82	Kontane.....	67
7M.....	48	La Rosa del Monte.....	34
A Alternativa.....	89	La Vascongada, S.L.....	54
ABC.....	60	Leader Pack.....	24
Actus Flytt & Express.....	28	L&G Int'l Movers.....	45
Advantage Prime Movers.....	87	Magna.....	65
AE Worldwide.....	76	McGimpsey.....	79
AGS.....	4	Milbin.....	90
Air Animal.....	20	Miracle Brokers.....	22
A. J. Mauritzen & Company Ltd.....	44	Move Management.....	18
APA.....	93	MoveOne.....	13
Arrowpak Int'l.....	26	MoveWell.....	83
Ashoka.....	61	Mudanzas International.....	44
Asian Tigers.....	51,87	Mudanzas Mundiales.....	36
Careline International.....	81	Mudanzas Trafimar.....	35
Carepack.....	85	Neer Service.....	62
Come+Go Private Logistics.....	70	New Haven.....	42
Confianza.....	32	North & South Logistics.....	72
Container Systems, Inc.....	23	Orbit.....	22
Covan.....	100	Outaouais Moving.....	95
Crystal Forwarding.....	57	Pac Global.....	52
Davel.....	15	Pelichet.....	12
Davi & Valenti.....	60	Penbroke Marine Services.....	47
Daycos.....	66	Phoenix Transport Services.....	55
Delahaye.....	14	Planes Incorporated.....	56
DeWitt Transportation Services.....	58	Premiere Van Lines.....	96
DGM Veron Grauer SA.....	40	Raffles Movers Int'l.....	63
Door-to-Door.....	31	Red Ball International.....	53
Doree Bonner.....	25	ReIMS.....	33
Eagles Worldwide.....	6	Renmer.....	73
Empresa de Transportes Galamas.....	24	Rex Movers.....	35
Euro Monde.....	50	Rhema China.....	80
European Van Lines Int'l.....	92	Rhema Movers Pte Ltd.....	71
EUROUSA.....	68	Rosebrock.....	93
Executive Insurance Services.....	89	Royal Hawaiian Movers.....	9
Expat Movers.....	74	Saleemson's.....	91
Fidelity & Marine Int'l Insurance.....	5	Santa Fe.....	37
FOS International.....	43	Schenker.....	84
Freight International.....	10	SEM Movers.....	18
Fukuoka Soko.....	32	Shore Porters Society.....	46
Gateways International.....	99	Simpsons.....	38
GEP.....	59	SIT Transportes.....	83
Gil Stauffer.....	94	Sterling International Movers (UK).....	11
Global Relocations Dubai.....	78	Subalipak.....	71
Globe Moving & Storage.....	55	T.A. Mudanzas.....	21
Gosselin.....	64	TG International.....	14
Grupo Amygo Spain.....	69	Toyopack.....	86
Guyana Overseas Traders.....	59	Trans-Link.....	19
Harsch.....	2	Trans-Move.....	21
Horizon Lines.....	3	United Professional Movers (UPM).....	65
Interem Ltd.....	94	Viking Shipping.....	73
Intermove.....	92	Voxme.....	67
International Shippers Association.....	29	Wolti-Furrer.....	77
Inters & R.....	41	Willis Corroon.....	72
Intra-Mar.....	49	Worldcare Pet Transport.....	27
ISS Worldwide.....	30	Worldmover/Brazil.....	45
Jacksonville Box.....	30	Zuhal Shipping & Clearing.....	75

Industry Calendar

June 10-12, 2007

National Council of Moving Associations
Las Vegas, Nevada

August 23-25, 2007

Australian Furniture Removers Association Inc.
2007 Annual Conference
Denarau Island, Fiji

October 3-7, 2007

National Van Lines Agent Convention
San Mateo, California

October 12-14, 2007

PAIMA General Assembly
New York, New York

October 14-17, 2007

HHGFAA 45th Annual Meeting
New York, New York

October 24-26, 2007

ERC Global Workforce Symposium
Denver, Colorado

November 1-4, 2007

FEDEMAC Congress
Florence, Italy

March 9-12, 2008

PAIMA Annual Conference
New Delhi, India

April 25-28, 2008

American Moving and Storage Association
Annual Meeting
Orlando, Florida

May 13-18, 2008

California Moving and Storage Association
90th Annual Convention
Rancho Las Palmas, California

October 4-7, 2008

HHGFAA 46th Annual Meeting
Honolulu, Hawaii

October 10-13, 2009

HHGFAA 47th Annual Meeting
Orlando, Florida

September 29-October 2, 2010

HHGFAA 48th Annual Meeting
San Diego, California

September 12-15, 2011

HHGFAA 49th Annual Meeting
Denver, Colorado