



30TH
ANNIVERSARY
1984 - 2014

"Together we move the world"

PAIMA POST

Volume 38 * November 2014

CANDIDATES

FOR MEMBERSHIP

NOTE: Members have 60 days to submit documented objections to the PAIMA office regarding membership candidates.

GLOBAL PACKING INTERNATIONAL MOVERS LTDA

RUA JOAO PIZARRO,

136-CEP 21031-170

RAMOS

RIO DE JANEIRO

BRAZIL

Tel: 55 21 3867-1057

Contact: Rosana Lima

Contact email:

rosanalima@globalpacking.com.br

Website:

www.globalpacking.com.br

Sponsors:

- VIPACK Chile LTDA
- Grupo Amygo, SA
- Friedrich Kurz GmbH

CONVENTION PICTURES ARE ON THE WEBSITE!



[Click here to view online gallery](#)

Want more pictures?
Click on the link at the
end of the Gallery to
view more Convention photos
that are available for download.

- MultiTransportes Mex SA

Please e-mail the PAIMA office with referrals for membership, or you can direct potential candidates to our website to download an application.

www.paimamovers.com

WELCOME
to our newest
PAIMA Members:

ANTARES
MUDANCAS & TRANSPORTES

BRAZIL
Website:

www.antareshmudancas.com

GREEN VAN
INTERNATIONAL CO., LTD.

TAIWAN
Website:

www.greenvan.com.tw

Announce! Avviso!
Anzeig! Notice!

BURKE BROS MOVING GROUP
ENGLAND

Milly Dale from Burke Bros Moving Group was our youngest convention attendee this year. She has written an article detailing her experience during her first PAIMA convention and first visit to the United

Convention News including a list of Award recipients, Election results and updates on the 2015 Convention are available on the website.

[Click here for Convention News](#)

You're already doing business with our next PAIMA Members

Which companies make the best members? Ones that have been referred by our current members. Every PAIMA Member is already doing business with someone that would make a great addition to our association.

Just send an e-mail to the PAIMA office with the company name and contact information letting us know that you are willing to sponsor them and we will do the rest!

Send e-mails to

michelle@paimamovers.com

IMPORTANT NOTICE:

The PAIMA By-Laws have been updated and are available under the Membership Tab on our website. The following Amendment was passed with a majority vote during the General Assembly at our 2014 Annual Convention:

Section 3.2 Responsibilities and Obligations of Active and Associate Members.

(d) Members must be registered to attend an Annual Convention at least once every other year.

States. Look for the article in the upcoming
PAIMA Report.

[See pics of Milly Dale here](#)

**ATLANTIS INTERNATIONAL
BRAZIL**

Atlantis International wishes to send a
Congratulations to Ludmila Montavany, one
of their team members, on her wedding!

[See pics and read more here](#)

**SUDDATH INTERNATIONAL
United States**

Suddath has issued the following press
release on the election of Jose Marrero
as President of PAIMA.

[Read the Press Release here](#)

Do you have an announcement, article
featuring your company or press release to
share with the members?
Send it to paima@paimamovers.com

**BRAND NEW
PAIMA
REPORT**

**Everyone is excited
about our newly
designed PAIMA
Report....**

**and it's coming
soon!**

TONNAGE REPORT

(reported as of 18 Nov 2014)

<u>MEMBER NAME</u>	<u>BOOKED</u>
	<u>TONNAGE</u>
MUDANZAS INTL GLOBAL, C.A.	295741
TRAFIMAR RELOCATION SERVICES	171136
TEAMWORK INTL. MOVING	85079
BURKE BROS MOVING GROUP	77000
HUMBOLDT INTERNATIONAL	74104
SWISS MOVING SERVICE AG	69426
CHESS J WILSON REMOVALS-MELBOURNE	25691
SENTRY INTERNATIONAL	24845
UNIPACK GLOBAL RELOCATION	21693
BALBOA INTERNATIONAL, S.A.	19900
MERCOVAN ARGENTINA SRL	14340
P.M. RELOCATIONS PVT. LTD.	10183
GERSON & GREY TRANSPORTES	9164
A-CROSS CORPORATION	5780
EUROPEAN RELOCATION SVCS	5034
RELIABLE VAN & STORAGE CO.	2314
TOTAL	911,430

If you need assistance or if you have misplaced your
secure login information to enter tonnage on the
PAIMA website, please contact Michelle
at michelle@paimamovers.com

Look out for the announcement when the next issue is posted online.

Want to advertise in 2015?

Contact the office to request rates!

paima@paimamovers.com

Up for Discussion...

These are just a few of the topics that the Board of Directors and the PAIMA Office are currently working on:

- New Tonnage Reporting Instructions
- Update to Tonnage System for reporting Third Party shipments
- Increased Auditing for Tonnage Reporting

Why Cargo Insurance is so important right now

Cargo insurance is vital as maritime losses grow.

Over 190 maritime incidents in 6 months, with many declaring "general average".

More than 190 maritime incidents were reported in the six months from January to June 2014, ranging from the grounding of cargo ships, collisions at sea and in port, water ingress, engine failure through to suspected piracy - with the crew, ships and cargo reported missing for months on end. These perils represented significant financial losses to cargo owners without the requisite marine insurance to protect their financial interests in their cargo, and in particular, for general average losses.

"Many importers and exporters run the gauntlet of not insuring their cargo in a bid to save on costs, the reality is that goods in transit are highly susceptible to damage by fire or storm, theft, jettison or mishandling. Cargo insurance is an essential means to guard against serious financial loss, and in particular as the application of general average losses grows and become more commonplace," explains Jeffry Butt, Marine Manager at Aon South Africa.

A General Average occurs when a voluntary sacrifice is made to safeguard the vessel, cargo and / or crew from a common peril for example, jettison of cargo to lighten a vessel in order to get to the closest port to prevent a ship from sinking and even piracy. If the sacrifice is successful, all parties contribute to the loss based on a percentage share that their cargo value bears to the full value of loss suffered, with the maximum contribution not exceeding the full value of their cargo.

"Let's take an example of cargo being jettisoned to prevent a ship from sinking. When general average loss occurs, the owner of the vessel will arrange for an average adjuster to assist with the evaluations of the cargo on board, the value of the vessel as well as potential consequential risk to lives and the environment. The average adjuster will then provide each cargo owner with an average guarantee or bond to be signed and returned. This confirms the commitment from each cargo owner that they accept responsibility to pay their proportionate share of the collective cost of the cargo that was sacrificed to save the ship and all the goods and cargo still on board. General average only applies in the case of a successful sacrifice," explains Jeffry.

- Recognition for Tonnage Reporting in each country or smaller regions

- Attendee List with Photos

- Increasing Convention Sponsorship

- Increasing Member Advertising in our magazine, the PAIMA Report

Have a suggestion for the Board of Directors or the PAIMA Office?

Send us a message at paima@paimamovers.com

OFFICE INFORMATION

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There have been instances of General Average where the proportionate share each cargo owner had to pay was equal to 60% of the value of their cargo on board the affected vessel, however, it has become more common that open ended average guarantees are required to be signed and returned to average adjusters. For example, if a particular cargo owner had cargo to the value of R10million on board the affected vessel, his contribution will be R6million up to R10million. For any business without adequate marine insurance cover in place, this kind of exposure can be potentially devastating.

If the cargo is not insured, the cargo will not be released until the cargo owner posts a guarantee in the form of a cash deposit, bank guarantee or bond. If the cargo is insured, the insurance company will post the General Average Bond and Guarantee to meet the cargo owner's contribution and facilitate release of the cargo.

"Consequential losses and trade disruptions are also a huge risk factor. Salvage operations can take weeks and even months, leaving companies without their cargo and no sales activity. In the case of piracy, ships and cargo can be held for months on end before any ransom negotiations even begin. This leaves business massively exposed to profit loss risks if they are not insured properly," explains Jeffrey.

Given the quantum of risks that can befall valuable cargo while in transit, is essential for all ship and cargo owners to make sure that they have spoken to a specialist advisor who understands the full set of risks facing a marine business in order to provide a comprehensive risk assessment. "This will assist not only in identifying what type of cover is best-suited for the business but will also save the company from suffering significant potential losses, especially in the event of a sacrifice being made and a general average being declared," concludes Jeffrey.

Read the full story here

www.aon.com

Read something interesting? Share local or international news articles with other members here... or write you own article!

Contact

Michelle at michelle@paimamovers.com.

Website:
www.paimamovers.com

Check us out on:

[Facebook](#)

[Twitter](#)

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SAVE THE DATE!

31st Annual Convention

October 15 - 17, 2015

**Manchester Grand Hyatt
San Diego, California, USA**

