



**30<sup>TH</sup>**  
**ANNIVERSARY**

**1984 – 2014**

*"Together we move the world"*

## **PAIMA POST**

**Volume 35 \* July 2014**

### **CANDIDATES FOR MEMBERSHIP**

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

#### **OPE MUDANZAS INTERNACIONALES SAS**

CRA 106 No. 15 A 25  
MANZANA 9  
BODEGA 23 P2  
COLOMBIA

Tel: 57-1-404-6979

Contact: Ana Maria Rubio

Contact email:

[anamaria.comercial@opemudanzas.com](mailto:anamaria.comercial@opemudanzas.com)

Website:

[www.opemudanzas.com](http://www.opemudanzas.com)

#### **Sponsors:**

- Atlas International Service S.A.
- Panama Intermoving & Relocation, Inc.
- Sancho Ortega International, S.A.

## **PAIMA's 30th Anniversary Celebration at HOUSE OF BLUES**



[Click Here for Flyer](#)

[Click Here for Sponsorship Form](#)

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

## **Membership Updates**

### **RESIGNATIONS:**

**Salpack LTDA.**

Chile

**OTB Overseas**

**Transport GMBH**

Germany

Membership Lists are updated regularly on our website:

[www.paimamovers.com](http://www.paimamovers.com)

### **MEMBER NEWS** **Annonce! Avviso!**

#### **PRESS RELEASE:**

ATLANTIS INTERNATIONAL - INTERIOR DESIGN DIVISION - Rio de Janeiro, Brazil has recently been awarded with the contract for logistics of over 700 cubic meters, 200.000 lbs air freight, including works of art, joinery, furniture, bath accessories for the Rio de Janeiro

## **CONVENTION**

October 4-6 , 2014

Orlando World Center Marriott

Orlando, Florida USA

Visit our website to download more convention information:

- Convention Registration Form
- Golf Tournament Registration Form
- Hotel Reservation Link
- Sponsorship Form
- BOD Nomination Form
- Registered Attendee List
- Convention Program

[www.paimamovers.com](http://www.paimamovers.com)

## **Reminder to Members**

This message goes out to all PAIMA Members as a reminder to make sure you are working with agents that continue to meet obligations to their respective associations. Summer is busy and sometimes we do not have the time to properly research the agents that we are working with. It may prove valuable to take some time to check your current and new agents' financial standing through D & B Tools, IAM's list of Members Canceled for NPD and other industry organization reporting mechanisms.

PAIMA Members that are having payment issues with other PAIMA Members should submit their

apartment of one of the richest families in the world.

[Click here for the full article](#)

### **COMPANY DEVELOPMENT:**

INTER S & R - MADRID, SPAIN -  
It is a source of satisfaction for all of us at Inter S & R to announce the addition of Victor Roman of Spain to our team as Sales Director.

Victor is already available for requests with us. We are confident that his experience in our industry and his professionalism brings value to our team and with our agents and business partners.

[Click here for more info](#)

Do you have an announcement, article featuring your company or press release to share with the members?

Send it to [paima@paimamovers.com](mailto:paima@paimamovers.com)

## **Celebrity Corner**



grievances with backup documentation to our office for assistance towards a resolution.

Send questions or concerns to [paima@paimamovers.com](mailto:paima@paimamovers.com)  
[www.paimamovers.com](http://www.paimamovers.com)

## ***Last call for Tonnage!***

### **TONNAGE REPORT**

Totals below reported as of July 23, 2014

Company	Booked
CARL HARTMANN GMBH & CO KG	1153348
AIRES	1121065
TRAFIMAR RELOCATION SERVICES	914992
MUDANZAS INTL GLOBAL, C.A.	527083
AUSTRALIAN VANLINES PTY LTD.	396419
SWISS MOVING SERVICE AG	278405
TEAMWORK INTL. MOVING	268012
GOETZ MOVING & STORAGE, INC.	234599
HUMBOLDT INTERNATIONAL	207770
BURKE BROS MOVING GROUP LTD.	198100
MERCOVAN ARGENTINA SRL	197646
WICKMAN WORLDWIDE SERVICES, INC.	192404
RELIABLE VAN & STORAGE CO.	183920
MEXPACK INTERNATIONAL REMOVALS	149965
MUDANZAS INTL S.A. (MUDISA)	136720

Lars Lemche, PAIMA BOD Secretary and  
Michelle St.Cyr,  
PAIMA Executive Director

Board of Directors Member  
Lars Lemche was in Orlando  
on other business and  
graciously volunteered some  
time to meet with me at the  
Orlando World Center  
Marriott to finalize plans for  
our

30th Anniversary Golf  
Tournament and review  
Convention details.

In addition to meeting with  
the Tournament Coordinator,  
we toured the restaurant  
where the luncheon will be  
held.

After hearing about how  
exciting the HOUSE OF  
BLUES closing party will be,  
Lars decided that Teamwork  
International should be our  
first DIAMOND SPONSOR for  
this event!

Thank you!

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Next month,  
PAIMA President  
Laura May Carmack  
and  
Vice-President  
Jose Marrero  
will be visiting the  
PAIMA office here in  
South Florida.  
Look out for pictures!

[www.paimamovers.com](http://www.paimamovers.com)

<b>SANCALSA INTL SERVICES</b>	<b>126451</b>
<b>MULTI TRANSPORTES MEX, S.A. DE C.V.</b>	<b>110673</b>
<b>SWISS GLOBAL MOVERS P.M. RELOCATIONS PVT. LTD.</b>	<b>107635</b>
<b>ORIENT INTL. RELOCATIONS</b>	<b>100932</b>
<b>BALBOA INTERNATIONAL, S.A.</b>	<b>92462</b>
<b>SENTRY INTERNATIONAL PANAMA INTERMOVING RELOCATIONS</b>	<b>86078</b>
<b>COCO'S INTL MOVERS, INC.</b>	<b>80626</b>
<b>MAGNA THOMSON INTL MOVERS LTD.</b>	<b>64183</b>
<b>GERSON &amp; GREY TRANSPORTES LTDA.</b>	<b>51740</b>
<b>CHESS J WILSON REMOVALS-MELBOURNE</b>	<b>49535</b>
<b>NFB INTERNATIONAL RELOCATIONS AS</b>	<b>44899</b>
<b>ALOHA INTL MOVING SERVICES, INC.</b>	<b>31933</b>
<b>EUROPEAN RELOCATION SERVICES</b>	<b>29574</b>
<b>ORIENT EXPRESS FORWARDING PTY</b>	<b>12066</b>
	<b>10582</b>
	<b>6</b>

**TOTAL: 7,159,823**

**CLOSING DATE FOR  
2014 TONNAGE AWARDS  
IS JULY 31, 2014.**

**Contact Michelle immediately with  
any Tonnage reporting issues!**

**Remember to report your Tonnage! If you need  
assistance or if you have misplaced your secure  
login information to enter tonnage on the PAIMA  
website, please contact Michelle St.Cyr  
at [michelle@paimamovers.com](mailto:michelle@paimamovers.com).**

## Member Dues

Members cannot register for the 2014 Convention if membership dues remain unpaid.

**Unpaid Membership  
Dues are now  
considered  
PAST DUE.**

Payments can be made with checks in US Funds, Credit Cards (VISA and MasterCard only) or Bank Wire Transfer.

[Credit Card Authorization  
Form](#)

Send me an e-mail:  
[michelle@paimamovers.com](mailto:michelle@paimamovers.com)

**PAIMA Convention  
Program  
(tentative)**

**FRIDAY, Oct 3rd:**

2:00 PM

Board of Directors Meeting

5:00 PM

Regional Directors Meeting

## 2014 Elections

**ONLY 5 MORE DAYS TO SEND IN  
YOUR NOMINATIONS.....**

Members may nominate up to three (3) qualified individuals representing three (3) different Members for election to the Board of Directors, including their nomination for President and Vice President. All nominations must be provided to the Executive Director **by August 4, 2014**, which is sixty (60) days prior to the Annual Meeting.

Please forward nominations via e-mail to [michelle@paimamovers.com](mailto:michelle@paimamovers.com).

The Board of Directors elected in October 2014 will serve from October 2014 - October 2016.

**PAIMA'S 30TH  
ANNIVERSARY  
GOLF TOURNAMENT  
Saturday, October 4th  
8:00 am**

**Golfers....did you know?**

The chances of making two holes-in-one in a round of golf are one in 67 million, but the chances of an average golfer making a hole-in-one are one in 12,500.

How many golfers have made a hole-in-one during The Masters?

First person to send me the correct answer  
WINS a free drink at the  
Golf Tournament Luncheon!



## **SATURDAY**

**Oct 4th:**

8:00 AM

PAIMA

30<sup>TH</sup> ANNIVERSARY  
GOLF TOURNAMENT

HAWK'S LANDING

[Click here for Golf Info](#)

5:00 PM

Convention Registration begins

6:30 PM

Welcome Cocktail Party

**The Board of Directors welcomes the PAIMA Members to enjoy cocktails and hor d'oeuvres poolside, under the palm trees, as the kick-off event of our 30th Annual Convention.**

## **SUNDAY, Oct 5th:**

9:00 AM

-General Assembly

-Presentation of Nominees for 2014-2016 Board of Directors

12:00 PM

Off-Site Excursion

This unique experience combines an exciting Airboat ride with a visit to a 110 acre nature preserve for an up close encounter with Florida gators.

**[Click Here for Event Flyer with Pictures](#)**

**FREE EVENING ON SUNDAY**

## **TROPHIES:**

Men's 1st, 2nd, 3rd  
Women's 1st, 2nd, 3rd

## **PRIZES:**

Longest Drive  
Closest to the Pin

**[SIGN UP HERE](#)**

or Call the PAIMA office to register  
954-880-1085

## **Entry Fee is only \$50.00**

**Includes:**

**Green Fees  
Golf Cart Rental  
Luncheon  
Trophies and Prizes**

## **Nicaragua Plots a Rival to the Panama Canal**

July 2014. There are a lot of doubts about whether a proposed canal in Nicaragua will ever be built, but the route of the waterway that would link the Atlantic and Pacific oceans and potentially radicalize the world's trading routes has been settled on.

The proposed route of the 173-mile-long canal cuts a path through Nicaragua at a cost of \$40 billion, which is nearly four times the annual GDP of the Central American country. The Chinese company contracted to build the canal is expected to start construction in December. HK Nicaragua Canal Development Investment Co. Ltd. (HKND Group), which is in charge of building the canal, has said it will be completed in five years.

The construction of Nicaragua's canal represents a second chance to reap the rewards a major shipping

## **MONDAY, Oct 6th:**

9:00 AM

- General Assembly
- International Panel
- General Election

**6:30 PM**

### **30TH ANNIVERSARY CELEBRATION AT HOUSE OF BLUES**

**Members will enjoy a special event with dinner, drinks, live music and more!**

**Limited space available for special guests and IAM Members.**

**[Click Here for House of Blues Event Flyer](#)**

## **TUESDAY, Oct 7th:**

9:00 AM

Board of Directors Meeting

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**IAM**

**52nd Annual Meeting  
Orlando World Center Marriott  
October 7th - 10th**

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channel can bestow on a country after losing out on the opportunity to build one more than a century ago. With statements from government officials that employment will double for the country's citizens from the construction and effect of the canal and Nicaraguan President Daniel Ortega's stated vision of lifting hundreds and thousands of Nicaraguans out of poverty, the project holds great potential for bringing prosperity. The Panama Canal has revenues of \$2 billion, according to The Economist, and around \$760 million of that goes to Panama's treasury.

Simon Bennett, director of external relations at the International Chamber of Shipping and the International Shipping Federations, says his organization is taking a wait-and-see attitude toward the canal.

"Obviously, at a simple level it would provide competition to the Panama Canal that currently enjoys a quasi-monopoly. But that would all depend on whether or not a canal in Nicaragua will ever actually come to pass," Bennett says. How much the canal would charge for tolls is another question, although a hypothetical one for now.

The Nicaragua canal could, however, bolster and develop niche markets.

"One issue with the Panama Canal is that at certain peak times of the year, demands for use of the canal outstrip the available slots, particularly for trades that are carrying less high-value goods," Bennett says. Using ships carrying bananas heading for the United States as an example, Bennett says they're often outbid by large container ships that are scheduled and can pay the higher costs. The Nicaragua canal, by creating alternative shipping routes, could provide an advantage for such smaller markets.

The plan to construct the canal was approved in June 2013, when HKND Group was granted exclusive rights to build and operate the canal under a 50-year lease. On Monday, Nicaragua's National Assembly approved the route. The wider canal in Nicaragua would allow for larger shipping containers than the Panama Canal (which is less than three times the length of its northern counterpart), but officials insist there's no rivalry. Dubbed "the biggest engineering project in human

**PAIMA  
Convention Program  
will be regularly  
updated on our  
website!**

[www.paimamovers.com](http://www.paimamovers.com)

**OFFICE INFORMATION**

**MAILING ADDRESS**

1451 W Cypress Creek Blvd.  
Suite 300  
Fort Lauderdale, Florida  
USA 33309

Tel: 954-880-1085  
Fax: 786-497-4017

[paima@paimamovers.com](mailto:paima@paimamovers.com)

Michelle St.Cyr  
Executive Director

[michelle@paimamovers.com](mailto:michelle@paimamovers.com)

Website:

[www.paimamovers.com](http://www.paimamovers.com)

Check us out on:

[Facebook](#)

[Twitter](#)

[LinkedIn](#)

**PAIMA Report  
Summer Issue**

Copies mailed to members  
this week!

Available NOW on our  
website

[www.paimamovers.com](http://www.paimamovers.com)

history," the canal would start at the mouth of the Brito River on the Pacific Coast, flowing to the Punta Gorda River on the east.

But the route approval is just one of many steps in the process, and there remains a lot of skepticism about the project. "It's going to solve all of their problems," says Shannon O'Neil, senior fellow for Latin American Studies at the Council on Foreign Relations, with just a hint of sarcasm.

"There's a real question of the feasibility on [building a canal] in Nicaragua," O'Neil tells Newsweek. "It's fine to approve the path, but there's lots of issues over the lakes it has to go through and the silting up of them, and the environment."

"There's a question over the needed extra capacity. If Nicaragua is going to build theirs, are they going to take half the traffic that goes through the Panama Canal? Will the Panama Canal lower its rates? How will we see the competition there?" O'Neil says.

Competition to both Latin American canals also comes from the opening up of the Arctic caused by global warming, which will cut up to two weeks off shipping time from Asia to Europe and lower costs, O'Neil says.

Despite the Nicaraguan government's claim that canal construction will avoid delicate environmental areas and indigenous territories, environmentalists have resisted the project. What effect the canal will have on Lake Nicaragua, the largest lake in Central America, is of particular concern as it's a key source of fresh water. The proposed route means a shipping channel will run through the lake. Nature magazine has warned of environmental disaster and has expressed concern that HKND Group, headed by Chinese tycoon Wang Jing, has no obligation to reveal the results of its environmental surveys to the public.

The high cost of the canal is also a cause for concern. Commenting on the projected cost of the canal, nearly four times the size of Nicaragua's GDP, O'Neil said: "If you're going to dream, dream big!"

Click here to view full article:

[www.newsweek.com](http://www.newsweek.com)



See something interesting? Forward industry news from your area to the PAIMA office to share with other members.

[paima@paimamovers.com](mailto:paima@paimamovers.com)

