

# PAIMA REPORT

Issue 2, 2016



**Teamwork  
International Pg10**



**Our people in  
Nigeria Pg18**



**Brazil Link joins  
PAIMA Pg30**



**Who do you  
know? Pg34**



The Magazine of the Pan American International Movers Association





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**It seems hard to imagine, but the 2016 season is almost over. I trust that it was both busy and profitable for all.**

2016 has been full of drama on the world stage. We have seen the UK vote to leave Europe, the introduction of the amended SOLAS rules, a significant change in the European import regulations, the upgrading of the Panama Canal, and the Olympics that has dazzled us all once again. Some of these events affect us directly, some do not, but they all form the backdrop to our businesses.

As we come to the end of the season it's time to reflect upon what went well and look ahead to what the future holds. Already in 2016 we have seen an influx of new members that will help to build the organization and make it even stronger in the future. It was our aim to try to plug some of the gaps in our global coverage and that process has started. I welcome all those new members, some of whom are profiled in this issue, and look forward to meeting others yet to join us.

I am also delighted to welcome our new Executive Director, Antonio Tremols. He is a man of considerable experience and ability,

a joy to work with and he has already made his mark on the organization. I know he's looking forward to meeting everyone in New Orleans. I recently accompanied Antonio on a tour of the event venues for our conference. As you might imagine, the city is an exciting place and I believe we have been able to put together a program for you that will be unforgettable.

Please join us in 'The Big Easy'. See you there!

**Jose Marrero**  
**PAIMA President**  
**1 September, 2016**



## Letter from the Editor

**I t's not the first time this has happened. In fact, looking back, I've had similar experiences a few times in the recent past. I think it's called stress; and I think I have found a solution.**

I know this issue of the *PAIMA Report* has landed on your desk as the 'silly' season is still in full swing. You, just as I was last week, will be in turmoil. My problem, like yours, was too much to do and not enough time in which to do it. Common enough.

First I worked longer hours. Then I tried delegating. Finally, when my life was so crammed with stuff only I could do, I did the only sensible thing I could. I panicked! This involved initially just getting cross with the dog for sleeping on my foot – again. Next, the computer got a good talking to for doing exactly as I had instructed. Eventually, as the gloom of overwork completely overtook me, I spent all day flicking from one incomplete job to another without ever achieving anything. Then I stopped.

If I was going to achieve nothing I might as well do it in peace. So, I made some tea (I am English after all), sat on the sofa and read a magazine. After 10 minutes the world seemed to be a better place. Priorities came into clear focus; deadlines were more achievable; even the computer started working again.

So you see the power of the printed word. Just a few minutes, amid turmoil of battle, sat with a hot infusion and an open mind, and tranquillity resumes. If you are having a hard day, take five, settle down somewhere comfortable, and flick through these very pages. Problem solved!

Regards  
Steve Jordan, Editor



## Laura May honored at EMMAs

**L**aura May Carmack from AIReS was 'highly commended' in the category Global Mobility Professional of the Year at the 2016 EMMAs.

The awards ceremony took place on 5 May in Philadelphia, Pennsylvania. The EMMAs celebrate excellence in global mobility by recognizing industry leaders, business successes and standout individuals in 26 categories. A judging committee of 15 FEM members from various global industries independently reviews nominations and selects the winners.



Laura May Carmack

## Atlantis moves Victor Meirelles works of art

**T**he fine arts division of Atlantis International in Brazil was selected by the Museu Victor Meirelles, in Florianopolis to move the whole collection of works of art, documents and other priceless items to its new facilities recently.

Atlantis has worked with the Museu Victor Meirelles, dedicated to the famous artist, providing high quality service and support for exhibitions. "We are very proud to have been their first choice when the transfer was necessary, despite the distance of 1,100 km between Rio de Janeiro, from where the special climate-controlled vehicles and the professional packers left and Florianopolis, where the Museum is located," said Karl Rafael Wollny, President and CEO of the company.

Atlantis has been in business since 1992 and now provides a wide range of services in addition to moving and storage including: interior design; house maintenance; project cargo logistics; logistics services for concerts, festivals, exhibitions; and pet shipping.



# PAIMA REPORT

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# Burke Bros Moving Group expands international department

**Burke Bros Moving Group in the UK has expanded its international team and moved to new offices. Jackie Bowes and Dawn Allen are the most recent additions.**

Jackie has worked with Burke Bros previously in the international department. She has extensive experience of co-ordinating exports and returns to the company as import and export co-ordinator. Jackie commented: "I'm really looking forward to renewing old connections between Burke Bros Moving Group and international agents and to building new relationships." Dawn Allen also brings strong administrative experience to her role within the department.

The expansion and move of the department will serve to better support the international team as they deal with the increase of export and import international enquiries from the public and international trade colleagues. The team will also be better placed to deal with impending changes to regulations and legislation concerning the logistics of international shipping.

Gary Burke, Managing Director of Burke Bros, commented: "Changes to regulations will make the household goods shipping industry more problematic." He added though that the additional investment would ensure that the company was best placed to deal with these changes as they arise.

The regulation changes are the new amendments to the SOLAS regulations that require every container shipped to have a Verified Gross Mass (VGM) and the changes in regulations concerning clearance of import consignments of household effects applying for Transfer of Residence (ToR) relief. These changes will mean that any groupage containers coming into the UK containing consignments for other EU Member States have to now be cleared by the customs authority in the country in which the goods are to be used. "This means that we have to advise our overseas agents on the best way forward when handling international moves into the EU Member States via the UK," said Gary.

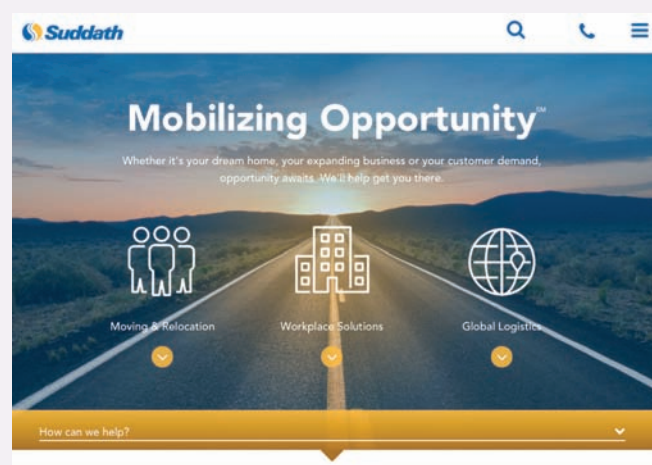


Jackie Bowes



Dawn Allen

## Suddath launches redesigned website



**The Suddath Company has launched its new website, [www.suddath.com](http://www.suddath.com). The redesign, which merged a total of 36 individual sites into one, was commissioned as part of an overall digital strategy following an**

**extensive internal and external audit of the Suddath brands.**

The primary objectives of the site redevelopment were to give a good first impression and provide new content to better reflect the vision of the [www.suddath.com](http://www.suddath.com) 97-year-old organization and to enhance the customer experience.

*This includes:*

- Consolidated service offerings: Moving & Relocation, Workplace Solutions and Global Logistics.
- Vibrant design and a clean layout to take visitors on a journey through the organization.

- Responsive technology that allows customers to move seamlessly across mobile, tablet and desktop devices.
- Information center that includes industry updates, best practices, current events and key tips to educate customers.
- Interactive locations map that shows the Suddath footprint, contact information and offers Google-integrated driving directions.

"To help better showcase our corporate DNA and brand, we have completely redesigned our website to establish our diversified service offerings under one Suddath brand and to serve as a resource and reflection of the many ways we are reimagining the way the world moves," explained Melinda Byrnes, Senior Vice President of Marketing, Communications and Brand Management.

"The new [Suddath.com](http://Suddath.com) design aesthetic and site architecture now very accurately reflect the modern Suddath and align our brand, our services and our culture into one web-based experience."





## European Commission bans GRIs

**The European Commission has changed the rules for shipping lines that will ban the use of General Rate Increases (GRIs) in the future.**

The new legislation follows a three-year EU investigation into price signalling – the announcement of general rate increases. Members of the Association's British Shippers' Council first raised concerns about the uncompetitive behaviour in 2010 and a dossier was submitted to the Council to support the claims.

The shipping lines involved agreed to significantly change their pricing behaviour, which is reflected in the Commission's decision that lines will cease to publish GRI announcements.

Fifteen shipping lines were involved in the EU enquiry and all agreed in February to cease announcement of general rate increases – instead publishing actual prices to customers on an individual basis. This was put to a 'market test' for a month to allow interested parties to comment before the Commission announced its decision.

During the inquiry, the Commission made 'unannounced' visits to 14 shipping lines. In its preliminary assessment, it expressed concern that the practice of price signalling could allow the lines to explore each other's pricing intentions and to coordinate their behaviour.

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# PAIMA welcomes its new executive director



Antonio Tremols

**P**AIMA has appointed Antonio Tremols as its executive director replacing Michelle St Cyr who held the position since 2014. He will be based at PAIMA's headquarters in Fort Lauderdale, Florida.

Antonio was born in the USA and grew up in South and Central America, moving many times as his father's career as an executive with the DuPont company took the family to various countries including Brazil, Guatemala, Colombia and Ecuador. Later Antonio followed in his father's footsteps and was responsible for marketing DuPont products internationally during 20 years with the company.

"I sold DuPont Printing & Publishing Products throughout Central, South America and the Caribbean and also managed and sold DuPont Agricultural Chemical Products throughout the Caribbean for many years and worked a lot with freight forwarding companies to get our products shipped internationally," said Antonio.

"Most recently before joining PAIMA, I worked with a transportation management and staffing company."

"I've lived and worked in lots of countries throughout my life and the experience has helped me understand the diverse cultures that exist around the world. I think that's very important in international business," said Antonio. "I am very excited to have the opportunity to be the next executive director for PAIMA. I believe my international upbringing coupled with my international business experience and multicultural background positions me to be a great fit for the PAIMA executive director position."

Antonio lives in Miami with his Floridian wife Kim, sons Luke 11 and Noah 9 and a cat called Patches. The couple met in rather unusual circumstances. "We met at my dental office back in 1999 when I went to get my teeth cleaned. Kim was the new dental hygienist whom I ended up marrying - it was love at first bite!" said Antonio.

**"... I believe my international upbringing coupled with my international business experience and multicultural background positions me to be a great fit for the PAIMA executive director position."**

Antonio Tremols

Away from work Antonio likes to keep in shape playing tennis and running. He is also a huge sports fan and enjoys American football, soccer, tennis, basketball and car racing.

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## **TUESDAY, OCTOBER 18<sup>TH</sup> PAIMA 3<sup>RD</sup> ANNUAL GOLF TOURNAMENT**

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# Teamwork International Movers

## The first ten years



**I**t is now ten years since Lars Lemche launched his fledgling company, Teamwork International Moving, from a small office in São Paulo, Brazil. Despite his Danish roots, Lars had spent most of his working life in Brazil's international moving industry and risen through the ranks to sales director of one of the country's major players.

"There were changes happening in my old company and I decided the time was right for me to move on," said Lars. "Things were pretty good at that time in Brazil and I figured it was a good time to start something new and different."

As a European, Lars had always been frustrated by the way business was conducted in South America and deplored what he described as the 'mañana, mañana' attitude that prevailed in many organizations at that time. "I had

always been taught to be pro-active and to keep to timetables and I was determined to run the new business in that way," he said.

"We rented a small office in São Paulo; all we had were a couple of laptop computers, some second-hand office furniture, a telephone line and two mobile phones. I remember turning to my assistant and saying, 'What now?' It was an exciting, but at the same time frightening, moment."





**“Over the next few years we’ll be carefully controlling our costs, but at the same time investing in and developing our people. I believe our customers value our family spirit and work ethic and know they can rely on us to get things right.”**

Lars Lemche

Lars spent the next few weeks travelling the world visiting his former corporate clients and partners and asking them for their business. “I’d built up a lot of air travel, hotel and rental car points over the years and decided to use them to re-establish contact with some of my old friends that I’d done business with in the past. That was how we got the business started, but it was three months before we signed our first customer.”

Lars’ initial vision to change the mentality and work ethic of the stereotypical Brazilian worker was a major factor in getting the business off the ground. “Right from the start we trained our people to keep customers informed at every stage of their move – there were no excuses,” said Lars.

To begin with, Teamwork had no vehicles or warehousing and used other moving companies to undertake physical work, while concentrating on developing its sales and operations personnel and creating its own move management software. Lars explained, “We wanted a system that would make it easy for our people to keep customers informed without having to manually send e-mails to keep them in the loop. The software we devised still works well today, although we are continually upgrading it as the business evolves – it’s what we call here in South America ‘a never ending bag’.”

One milestone moment came only a few months after Teamwork started trading when Lars cold called Citibank in São Paulo and was summoned to the

office the following day. “To say the least I was surprised. My appointment was for 10:00AM and it was a two-hour drive. I set off at 6:00 and arrived at 8:00 just to make sure I wasn’t late!” The meeting was successful and marked the start of a business relationship that has continued to this day.

Lars believes that personal contact of building friendships is the best way of doing business, which is why he is now a director of PAIMA and also a member of IAM and FIDI.

Since those early days Teamwork International Movers has grown beyond all recognition and now has offices in both São Paulo and Rio de Janeiro with 11,000 sq m of warehousing, 120 personnel and nine vehicles.

In the middle of last year Teamwork needed more control over the company and decided to implement SAP for accounting, purchase, human resources and controlling. This is another challenging task, as you must have all in place before starting.

So what will the next ten years bring? “Things here in Brazil are not as favorable as they were back in 2006 when we started, but Teamwork is in good shape and I’m optimistic about the future,” said Lars. “Over the next few years we’ll be carefully controlling our costs, but at the same time investing in and developing our people. I believe our customers value our family spirit and work ethic and know they can rely on us to get things right.”



## intermove expertise for the moving industry

**I**ntermove Ltd was established way back in 1977 by Ken Mercado and now claims to be the largest international traffic coordinating firm for the removals industry in the United States.

From its headquarters in Danbury Connecticut, Intermove's international transport specialists handle moves to and from anywhere in the world on behalf of their clients. It's a well-worn claim, but personal service really is the key to Intermove's success and the basis on which Ken Mercado – now retired – built his business over almost four decades.

International Specialist Anita Figgs has been with Intermove for over 17 years and says Ken's values are still at the heart of the business. "He always treated clients as individuals and knew that every move is unique," said Anita. "That's still how we do things today. For example, when

someone calls we answer the phone in person, we don't use voicemail, and if a client in another time zone needs to be contacted at 4.00 in the morning we take the file home

**"As international forwarders, relationships are vitally important to our business and being part of PAIMA gives us the opportunity to regularly network with agents from around the world, face to face."**

Anita Figgs

and make the call. It's things like that that makes us different."

Over the years the team at Intermove has built a network of trusted agents throughout the world enabling it to provide a door-to-door service for its removal clients. Whether the move is from New York to Shanghai or Paris to Berlin, the team makes sure everything goes smoothly and, most importantly with international work, all the paperwork is completed correctly and submitted on time. Moving companies are provided with regular status reports to relay to their customers. Alternatively the Intermove team will contact the customer directly, acting as the international department of the client company.

Intermove also provides training in international moving, as Anita explains. "Some of our clients want to handle their own international traffic and need to get their people trained to do

estimates and sell international moves. We do a lot of training leading up to peak times, such as the start of the summer when extra people are needed to visit customers."

Intermove was one of the first companies to join PAIMA when it was formed in 1984. "As international forwarders, relationships are vitally important to our business and being part of PAIMA gives us the opportunity to regularly network with agents from around the world, face to face," said Anita. [www.intermove.com](http://www.intermove.com)

Picture above: Team shot L/R Lynne Bergeron, Kenneth Mercado, Jana Pirro and Anita Figgs



# Guidance on implementing SOLAS

**O**n 1 July, 2016 the amendments to the SOLAS (International Convention for the Safety of Life at Sea) regulations came into force requiring all shippers to provide a Verified Gross Mass (VGM) for each container.

To help shippers a collaboration of authoritative organizations - the World Shipping Council (WSC), the TT Club, the International Cargo Handling Coordination Association (ICHCA), and the Global Shippers' Forum (GSF) - have jointly

released a second **Frequently Asked Questions (FAQ) document.**

As with the initial joint industry FAQ document, published last December, these new supplementary FAQs are based on actual questions from affected stakeholders regarding proper implementation of the new regulations.

The supplementary FAQs include new questions and answers as well as expanded answers to some of the questions listed in the December FAQs. As such, these FAQs do not introduce new interpretations or approaches, but seek to provide further

assistance in explaining the SOLAS VGM requirements by building on existing guidance material.

Some of the supplementary FAQs explain in more detail how the SOLAS container verified gross mass requirements should be fulfilled in various circumstances as described in questions received from supply chain parties. Other supplementary FAQs are intended to give additional information regarding the two methods that may be used under the SOLAS VGM requirements to obtain the verified gross mass of a packed container.

Shippers are urged to continue to approach any of the collaborating organizations with additional questions if necessary. Contact details of subject-matter experts from each of the organizations can be found at the end of the FAQs document.

Container safety is a shared responsibility, and all parties have an interest in improving the safety of ships, their crews and others throughout the containerized supply chain while reducing the risk of damage to cargo.

The FAQs document can be accessed at:

<http://www.worldshipping.org/industry-issues/safety/faqs>

<http://www.ttclub.com/loss-prevention/container-weighing/tt-club-briefings/>

<http://ichca.com/download/verified-gross-mass-industry-faqs-june-2016>

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# Are you ready for *The Big Easy*?

**N**obody is quite sure where the nickname 'The Big Easy' came from. Was it the inspiration of Times-Picayune gossip columnist Betty Guillard who compared the relaxed lifestyle of the city with the far more hectic Big Apple of New York; did it come from the title of the 1970 James Conaway crime novel *The Big Easy*; or was it simply borrowed from a music club of the same name in the city, that just caught on?

We'll probably never know but what we can be certain about is the PAIMA conference 2016 is in *The Big Easy* and it's going to be one to remember: so dust off your party kit and get ready for the Mardi Gras.

The conference kicks off on Tuesday, 18 October (we'll just call it Fat Tuesday from now on) with an early start for the golfers and hackers

for the trip to the beautiful Lakewood Golf Club (see panel) for the third annual PAIMA golf tournament sponsored by Teamwork International Moving, AIReS and Noble Mobility. For the Twainites who feel that golf really is "A good walk spoiled" there's plenty to see and do in the city before putting on your glad rags for the welcome evening in the atrium area of the hotel, sponsored by the Board of Directors.

Following Fat Tuesday we have Wonderful Wednesday that will mix business with pleasure, against the advice of the adage, as never before. There will be the general assembly in the morning that will include the roll call (so we can check how young and prosperous we all look) followed by the official reports and presentations. Coffee is sponsored by Conroy Removals, thank you for your support.

In the afternoon there's something special planned. Ever wondered where and how all those magnificent floats at the Mardi Gras are made? Well you are about to find out. We'll all be heading off to Mardi Gras World for a behind-the-scenes look at how these magnificent displays are created. But there's a job to do while you are there. Everyone will have the chance to make their own Mardi Gras mask to wear on Party Thursday (read on). We thank Air Animal for being the lunch sponsor and High Relocation Worldwide, European Relocation Services and Carl Hartmann GmbH for sponsoring the Mask Making Team Event.

Even though it's officially Party Thursday there is some work to do first. We'll have the general assembly in the morning followed by our acknowledgement of the high achievers in the network with the tonnage and ecology awards. We'll also be inaugurating our new president and offering our grateful thanks to Jose Marrero for keeping a steady hand on the tiller for the last two years.

Then the hair really will be let down with the PAIMA Mardi Gras party, sponsored by Teamwork International, Atlantis International, Global Packing International Movers, G-Inter and Gerson & Grey. PAIMA last night parties have taken their rightful place in the moving industry's folklore with every conference closing with a whoop! The PAIMA parties are always fabulous – but in New Orleans, the city of Mardi Gras ... The band is called Vivaz Jr. They will belt out local jazz, top 40s and some Latin tunes so everyone can 'cut the rug'. Hold on to your hats and don't forget to scream when you want to go faster.







## Mardi Gras World

For a real, behind-the-scenes look at New Orleans Mardi Gras, there's only one definitive experience: the Mardi Gras World tour.

Find out what it takes to bring Mardi Gras to life year after year and take the mask off one of the world's most spectacular events. You'll also learn more about the history of this unique festive tradition to get a deeper understanding of the real Mardi Gras. Bring your camera; it's one long photo opportunity. Don't miss it.

## The Hyatt Regency New Orleans

Of course the Hyatt Regency is one of the finest hotels in New Orleans, but there's much more.

It's located in the heart of downtown so everything you'll want to do and see while you are there will be just around the corner. You could take a ride on the Loyola Avenue Streetcar, which passes directly in front of the hotel, or take a walk to the historic French Quarter, Arts District, Audubon Aquarium of the Americas and the scenic Mississippi Riverfront – all located within easy reach.

So when you get some time off from the PAIMA conference you'll be spoiled for things to do: shopping, historical tours, nightlife, and more music than you could possibly handle.

## PAIMA booth at IAM

PAIMA will have a booth at the IAM conference, as usual. This

year we will be booth number 1010 which is in the Elite Hall A+B on the first floor of the Hyatt.

There we will be attracting new members, spreading the PAIMA message and welcoming everyone for a chat. Please drop by to see us.

## Lakewood Golf Club

The Lakewood Golf Club (pictured below) is a special place and unlike any golf course you have played before. You've been told that before, but this time it's true.

Built in 1961, Lakewood was for many years the home of the New Orleans Open and has been graced by the great and

the good throughout its history. Famous names such as Jack Nicklaus, Tom Watson, Seve Ballesteros and Lee Trevino all played and won here. That's great but it's not unique.

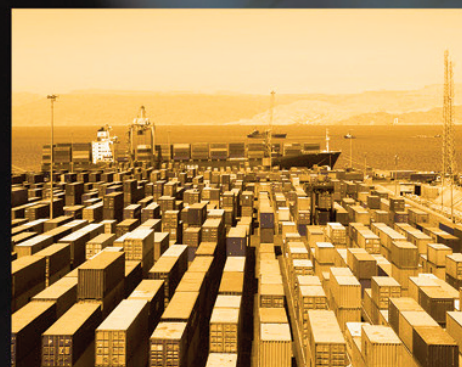
However, what does make Lakewood unique is its tribute to the New Orleans Firefighters Pension Fund that owns it.

The 444-yard 18th – called the 'Fire in the Hole' - sets a new standard for bunkers. Its traps are made of flaming red sand and shaped to resemble flames. It is the only one of its kind in the golfing world. Whether that makes playing the hole harder or not you will have to decide for yourself.

Enjoy your game and don't get too hot in the bunkers.







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**P**remier International Movers, Lisbon started from nothing just 12 years ago. Steve Jordan caught up with Director Luis Amorim to find out his story.

It was in 2004 that Luis Amorim, Helder Antunes and Edgar Antunes started Premier International Movers in Lisbon. It was an unusual beginning for the company as they had no experience of running a business or of management but, with hard work and determination, it worked.

Both Luis, Helder and Edgar had been packers with one of Portugal's largest moving



Luis Amorim (left) and Bruno Rosa

# Leading with operations

companies when they saw an opportunity to start something themselves. Not many companies start from a purely operational background but Luis, Helder and Edgar complemented each other. "Edgar and I handle the warehouse and Helder takes care of the office," said Luis.

They started using their own money, focussing on domestic moving in the beginning and training their own people as the company grew. In 2006 they hired an international specialist allowing the company to move into the international market. "You can't make money just working in Portugal," said Luis.

This was at a time when global trade was doing well. Nobody predicted the crash that came along two years later. But Luis, Helder and Edgar had a good idea that the bubble couldn't continue forever. "In Portugal crises come along in cycles," said Luis. "I am 41 years old and we have had three crises in Portugal in my working life. So when you see something getting

bigger and bigger you know it's going to fall. You cannot hold it forever. So you have to be careful. Nobody gives you anything free. In the good times you have to keep something back for the winter."

So the crash of 2008 and beyond left Premier virtually unmarked. The company remained relatively small, keeping a nucleus of staff that could be employed all year round and using trusted subcontractors during the busy periods.

In 2008 Premier joined PAIMA. Luis saw the opportunity of working with other PAIMA companies, particularly in South America. Luis enjoys being part of PAIMA. "It's a small group and it's not a regular conference. It's friendly."

Unlike many start-up companies, Luis, Helder and Edgar didn't have any help in the early days: they had to do everything themselves and learn as they went along. "We had to start from scratch. We didn't have a father or an uncle to give us a

head start. We had to prove how good we were and make a name for ourselves in the industry."

But that has resulted in a company that is very equal and in which everybody benefits. "We are not suppliers we are partners," said Luis. "If you have a problem pick up the phone and call me. We have good relationships with all our road crews. Everyone is nice."

Another key member of staff is Bruno Rosa who's been there for four years. Bruno spends most of his time in the office coordinating the moves, talking to agents and providing rates. "I make sure that I answer them on the same day," said Bruno, underlining the company's dedication to providing a high level of service.

Embracing the international work has transformed the company. "All the decisions are taken outside Portugal, in the UK and US mainly," said Luis. "We can't book with big brands here, there are no contracts."

But through the company's international partners it is now thriving. Full-time, permanent staff include five people in the office and around ten on the road. Local work is performed using their own trucks with long distance haulage provided by specialist contractors. The main office in Lisbon is supplemented by a small warehouse in Porto in the north of the country. "It's a small country," said Luis. "From Lisbon you can be in the north or on the Algarve in 2-3 hours."

Premier International Movers has grown from a standing start in 2004, survived the worst recession in living memory, and come out strong and providing an excellent service to its partners worldwide. It's a testimony to hard work, common sense and a practical approach.

# Our people in Nigeria



**Conote Services Ltd, in Nigeria joined PAIMA in July this year and, in so doing, hopes to explore new business opportunities and partnerships with other PAIMA members and, thereby, enhance its position as an international mover.**

The company was started in 2008 by Mr Lekan Lawal and Mr Jude Mordi. Lekan is a graduate of the FIDI Academy. Today the company undertakes all types of private, corporate and commercial moving both within Africa and deep sea.

"We are an efficient, unique, integrated and total logistics moving company with well trained personnel, excellent equipment and unsurpassed customer service," said Lekan. Needless to say he is looking forward to receiving enquiries from PAIMA members.

Conote Services Ltd says that it is an indigenous multi-modal, total logistics firm with an extensive local and international network

that provides high quality moving services to its clients. The company provides long and short-term storage, high quality materials and one of the best transport services in Nigeria.

Asked in what way he felt PAIMA membership would help his company Lekan said: "By providing us with a platform to network with other international movers through bulletins, magazines, electronic media and other forms of advertisement, etc. and also by meeting other PAIMA members during PAIMA conferences."

**"We are an efficient, unique, integrated and total logistics moving company ..."**

Lekan Lawal

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Tel: +2348033679257 Tel 2: + 2348035929284

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E-mail: [lekan.lawal@conoteservices.com](mailto:lekan.lawal@conoteservices.com)  
[www.conoteservices.com](http://www.conoteservices.com)







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## 2016 GENERAL ELECTION

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Pan American International Movers Association (PAIMA) holds a General Election during the Annual Meeting every two (2) years for the Board of Directors.

All Active and Associate Members enjoy the right to participate and vote in the Annual Meeting of the General Assembly. This year, Members will participate in the election and appointment of the President, Vice President and five (5) Directors, which includes the immediate past President. After the election, the President will appoint the Secretary and Treasurer from the elected Directors. The Board of Directors elected in October 2016 will serve from October 2016 - October 2018.

### **NOMINATIONS:**

Members may nominate up to three (3) qualified individuals representing three (3) different Member companies for election to the Board of Directors, including their nomination for President and Vice President. All nominations must be provided to the Executive Director before August 17, 2016, as the deadline is sixty (60) days prior to the Annual Meeting. Please forward nominations via e-mail to Antonio Tremols at [tony@paimamovers.com](mailto:tony@paimamovers.com).

### **QUALIFIED INDIVIDUALS:**

Individuals who are an owner, partner and/or executive of an Active or Associate Member shall be qualified and eligible to be nominated as a candidate. Individuals who receive at least two (2) nominations will be notified in writing by the Executive Director and will have five (5) days to accept or decline the nomination. A complete list of the eligible candidates who have accepted their nominations will be announced and also provided to the General Assembly as part of the Agenda for the Annual Meeting.

### **VOTING PROCESS:**

Each Active and Associate Member will receive a ballot on October 20, 2016 during the General Assembly. One representative from each Member company must be designated to cast their vote. The winners will be announced before the end of the General Assembly and the newly elected Board of Directors will begin their term immediately.



# European Commission fines truck manufacturers for breaking antitrust rules

**The European Commission has found that MAN, Volvo/Renault, Daimler, Iveco, and DAF broke EU antitrust rules. These truck makers colluded for 14 years on truck pricing and on passing on the costs of compliance with stricter emission rules. The Commission has imposed a record fine of €2,926,499,000 (€2.9 billion).**

MAN was not fined as it revealed the existence of the cartel to the Commission. All companies acknowledged their involvement and agreed to settle the case.

Commissioner for Competition, Margrethe Vestager, said: "We have today put down a marker by imposing record fines for a serious infringement. In all, there are over 30 million trucks on European roads, which account for around three quarters of inland transport of goods in Europe and play a vital role for the European economy. It is not acceptable that MAN, Volvo/Renault, Daimler, Iveco and DAF, which together account for around nine out of every ten medium and heavy trucks produced in Europe, were part of a cartel instead of competing with each other. For 14 years they colluded on the pricing and on passing on the

costs for meeting environmental standards to customers. This is also a clear message to companies that cartels are not accepted."

The decision relates specifically to the market for the manufacturing of medium (weighing between 6 to 16 tons) and heavy trucks (weighing over 16 tons). The Commission's investigation revealed that MAN, Volvo/Renault, Daimler, Iveco and DAF had engaged in a cartel relating to:

- the factory price of trucks;
- the timing for the introduction of emission technologies for medium and heavy trucks to comply with

the increasingly strict European emissions standards (from Euro III through to the currently applicable Euro VI);

- the passing on to customers of the costs for the emissions technologies required to comply with the increasingly strict European emissions standards.

The Commission's investigation did not reveal any links between this cartel and allegations or practices on circumventing the anti-pollution system of certain vehicles (commonly referred to as 'defeat devices').



In setting the level of fines, the Commission took into account the respective companies' sales of medium trucks and heavy trucks in the EEA, as well as the serious nature of the infringement, the high combined market share of the companies, the geographic scope and the duration of the cartel.

Under the Commission's 2006 Leniency Notice, MAN received full immunity for revealing the existence of the cartel, thereby avoiding a fine of around €1.2 billion. For their cooperation with the investigation, Volvo/Renault, Daimler and Iveco benefited from reductions of their fines under the 2006 Leniency

Notice. The reductions reflect the timing of their cooperation and the extent to which the evidence they provided helped the Commission to prove the existence of the cartel.

**"... For 14 years they colluded on the pricing and on passing on the costs for meeting environmental standards to customers. This is also a clear message to companies that cartels are not accepted."**

Commissioner for Competition,  
Margrethe Vestager

### The total fines imposed are as follows:

	Reduction under the Leniency Notice	Reduction under the Settlement Notice	Fine (€)
<b>MAN</b>	100%	10%	0
<b>Volvo/Renault</b>	40%	10%	670,448, 000
<b>Daimler</b>	30%	10%	1,008,766,000
<b>Iveco</b>	10%	10%	494,606,000
<b>DAF</b>	10%	10%	752,679,000
<b>Total</b>			<b>2, 926, 499, 000</b>



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# Will the expanded Panama Canal mean lower rates for shippers?



**T**he newly expanded Panama Canal officially opened for business on 26 June with the appropriately named *MV Cosco Shipping Panama* making the inaugural transit through the 80km waterway. The expansion marks the end of a USD 5.3 billion nine-year construction project aimed at boosting cargo volumes and facilitating greater trade between the Americas and East Asia. The original canal was built by the US government. It took 10 years to build and it was opened in 1914.





The expansion involved building a third set of locks which allows the canal to accommodate vessels of up to 13,000 twenty foot equivalent units (TEUs), up from 4,400 TEUs previously, including the vast 12,000 TEU-plus 'neo-panamax' containerships. As much as 79% of global cargo-carrying capacity will be able to access the canal, up from 45%, saving neo-panamax-class vessels up to 14 days transit time on round trips. The state-owned Panama Canal Authority (ACP) predicts the expansion will generate annual revenues of USD 2.1 billion.

As of 2 August, the ACP said 69 neo-panamax ships had passed through the canal, with 40 containerships, 24 LPG tankers, as well as two Liquid Natural Gas and vehicle carriers. The Authority added that so far it has received 250 reservations and counting for the expanded canal, including seven cruise ship reservations.

"We are very pleased with the first month of operations at the expanded canal since the inauguration," said Panama Canal Administrator and CEO Jorge L Quijano.

The canal's extra capacity should, in theory, bring lower rates for shippers. However, the scheme is proving controversial with some industry experts predicting that safety concerns could result in insurance premiums wiping out any savings.

**London-based risk management consultancy PGI Intelligence issued a press release on 7 July; an extract is below:**

*Despite the huge advantages offered by the canal's expansion, there have been growing concerns over safety issues associated with the introduction of neo-panamax vessels along the waterway. Industry bodies have warned that at 427 m long and 55 m wide, the new locks are too small for the neo-panamax. The largest vessels can measure up to 366 m long and 49 m wide, leaving a distance of just 6 m across the width of the canal and 61 m length-wise, much of which will be taken up by tugboats on either end of the vessel to guide it through the lock. A joint study by the International Transport Workers' Federation (ITF) and Brazil's Fundação Homem de Mar (FHM) found that under windy conditions the manoeuvrability of vessels would be*

*compromised, making accidents likely due to the lock's narrow dimensions. The prospect of an accident involving such large vessels and cargo loads presents significant financial risks for shippers and insurers. An accident would also impose indirect costs as a result of delays to scheduled transits through the canal. Insurance agency Allianz Global Corporate & Specialty released a report in June 2016 which estimated that the expansion will see an additional USD 1.25 bn worth of insured goods pass through the canal in a single day, based on the average value of USD 20,000 per TEUs. The report called on shippers and insurers to take active risk mitigation measures to assess and spread the impact of an accident involving a neo-panamax vessel, as a single event could result in much larger losses than typically seen in the shipping industry.*

**The full PGI report can be read by visiting [www.riskportal.pgintl.com](http://www.riskportal.pgintl.com)**

In a statement at the end of July, CEO Jorge L Quijano said that to date there has been only one official incident in the new locks, despite reports to the contrary. The incident occurred July 21 when an 8,500 TEU containership belonging to China COSCO Shipping made contact with one of the walls at Agua Clara Locks, causing a gash in the ship's hull. The incident did not interrupt traffic through the lock or the Canal, and the ACP added that it has not received a claim related to the incident.

As with any major civil engineering project – and they don't come much bigger than this – there will be teething problems and those who cast doubt on the viability and wisdom of the enterprise. However, dramatically expanding the capacity of one of the world's most economically important trade routes must surely in the long term be a positive step. No doubt there will be setbacks along the way, but it is likely that future generations will look back on 2016 as a milestone year in the development of international shipping.

Pictured left - MV Cosco Shipping Panama, the first vessel to use the expanded canal

# Japanese customs:



## know the rules before the Olympics boom!

By Sonja McNeir, A-CROSS Corporation

**T**okyo will be hosting the next summer Olympics in 2020, now just four years away. Have you ever handled a shipment to or from Japan? Unsure of Japanese customs clearance requirements and procedures? Here is a brief overview from PAIMA's only Japanese agent, A-CROSS Corporation.

The Japanese import customs clearance process for foreigners is straightforward. Used household goods and personal effects can be imported duty-

free if cleared within six months after the shipper's arrival in Japan. The importer must complete two copies of Japan Customs Declaration Form C-5360, which is usually distributed to passengers on international flights to Japan. This needs to be stamped by the customs official at the airport. Customs keeps one copy of this form and returns the other; be sure to submit this form to us to arrange customs clearance on your behalf. At the time of publication, up to three 750 ml bottles of alcohol can be imported duty free, along with 400 cigarettes or 100 cigars or 500 grams of tobacco (total

duty-free allowance is 500 grams). We discourage the inclusion of foodstuffs in shipments as intensive screening can be both costly and cause delay. Having rice in the shipment will automatically incur quarantine charges.

Export procedures in Japan are simple. In addition to the standard scan of the shipper's passport, an e-ticket or flight itinerary is required to clear customs. If the shipper departs Japan immediately upon the completion of the pack, we recommend submission of a scan of the departure stamp in the shipper's passport as Japanese

Customs occasionally asks for physical proof of departure.

Like many other countries, Japan has a summer peak season for exports, but we also see a small peak in December as clients leave Japan before the end of the year for Japanese tax reasons. Imports peak at the end of the fiscal year in March. With Japan's many narrow streets and heavy traffic, containers are unable to be pulled to the client's residence. A shuttle service is always required and is inclusive in our rates for both import and export.



Though culturally very different from many of our clients' home or base countries, most expats thoroughly enjoy their time in Japan. Despite being the world's largest metropolitan area, Tokyo is still able to boast very low crime rates and good air quality. Locals and expats alike enjoy an amazing public transportation infrastructure that is said to be so punctual that you can set your watch to the bullet train departure! Tokyo is also very much a foodie city with local neighborhood favorites, as well as the highest number of Michelin starred restaurants.

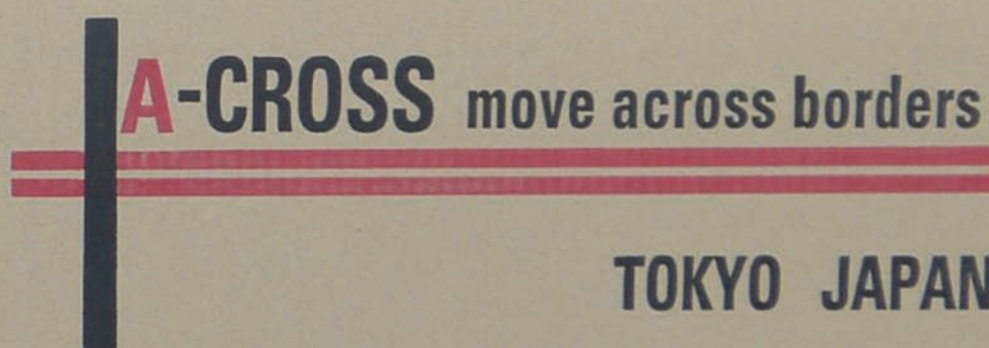
However, there are also some difficulties our clients face as well, including long working hours and frequent after-hours socialization with colleagues. It is important to be able to be both flexible with these different expectations and also mindful to stay true to one's boundaries to prevent burnout or culture shock. On the home front, landlords may be quite strict in comparison to other countries, even restricting the hanging of paintings on the walls. Trash disposal may also be daunting to foreigners, requiring the separation of combustibles and

non-burnables, various types of recyclables, and a payment and reservation system for disposal of oversized items. Another common challenge is the language; Japanese can be overwhelming with two native alphabets and extensive use of Chinese characters. Subway and rail stations generally have English translations, as well as major street signs. The government is looking to improve signage and services in English before the 2020 Olympics. The client may be king in other countries, but a Japanese proverb says that "the customer is God," so one can naturally expect fantastic customer service. With our bilingual staff, we are well prepared to help clients navigate the import and export processes in English. We look forward to receiving any questions you may have about Japan!



Sonja McNeir

**"With our bilingual staff, we are well prepared to help clients navigate the import and export processes in English."**



# Suddath recognized as International Mover of the Year at EMMAs



**S**uddath has won its third Expatriate Management & Mobility Award (EMMA) in the 'International Mover of the Year' category showing continued excellence in the global arena of household goods relocation.

This is the fifth year in a row Suddath has received an award in this category as the winner in 2016, 2014 and 2012 and runner-up in both 2015 and 2013. The Forum for Expatriate Management (FEM), a global group comprised of industry mobility professionals, chose Suddath as the recipient out of a total of five finalists in the category. The EMMA awards

are held annually to recognize excellence in a particular category of service delivery or program within companies or organizations who relocate employees internationally. Steve Crooks, Senior Vice President of International Agent Development, and Peter Bowsher, Vice President of Global Sales, accepted the award on behalf of Suddath during the awards gala at the annual Americas Global Mobility Summit in Philadelphia, PA.

This year's entry was completely anonymous for all participants and the judges, both clients and peers, stated that, "The compliance aspect for transportation was typically lacking—until The Suddath

Companies. Their broader vision and commitment to customer satisfaction makes them a winner."

"Suddath's compliance program reflects our values, culture and commitment to each other, our customers and the community as a whole," explained Steve Crooks, "We are honored to receive this continued recognition from industry peers as it further demonstrates our commitment to take moving the world personally."

Picture above: Peter Bowsher and Steve Crooks (centre) accept the EMMA award for Suddath along with FEM representatives.

**"Suddath's compliance program reflects our values, culture and commitment to each other, our customers and the community as a whole."**

Steve Crooks



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# PAIMA Tonnage

**I**n the end everything comes down to tonnage. We are all in business and the ability for members to exchange tonnage internationally is a cornerstone of the organization.

Below is the complete tonnage table of traffic exchanged within PAIMA over the 12 months to 1 September, 2016.

It shows that over 9 million lbs of traffic was exchanged (that's around 1,250 TEUs) during the year. Some companies are able to contribute more than others because of the nature of their work. Publishing this list is intended purely to allow members to benchmark what they are doing and to act as an encouragement to do more in the future.

Reporting tonnage is easy and no commercially sensitive information is required. Verification is required only on randomly selected shipments. If you are not already registering tonnage exchanged within the group please e-mail [paima@paimamovers.com](mailto:paima@paimamovers.com) for a log-in code. Thanks to all members who have reported tonnage through the system this year.

## TONNAGE REPORT - Tonnage Report - As of 8-31-16

Company	Total Booked	Booked Tonnage
G-INTER (GRANERO INTERNATIONAL)	252	1,295,407
AIRES	327	1,279,898
CARL HARTMANN GMBH & CO KG	173	986,841
TRAFIMAR RELOCATION SERVICES	110	746,689
ISLAND MOVERS, INC	234	592,705
GRUPO AMYGO S.A.	83	386,620
TEAMWORK INTL MOVING	91	378,957
BURKE BROS MOVING GROUP LTD	27	322,155
PT KELLYS EXPRESS	28	308,074
UNIPACK GLOBAL RELOCATION	76	285,590
SWISS GLOBAL MOVERS	36	232,085
MERCOVAN ARGENTINA SRL	37	231,748
IGL RELOCATIONS (A DIVISION OF INTERPORT GLOBAL LOGISTICS PVT LTD)	90	202,950
SWISS MOVING SERVICE AG	35	193,512
NFB INTERNATIONAL RELOCATIONS AS	57	185,539
MULTI TRANSPORTES MEX, S.A. DE C.V.	34	176,573
GERSON & GREY TRANSPORTES LTDA	26	160,454
MAGNA THOMSON INTL MOVERS LTD	21	128,207
MUDANZAS GOU, S.A. DE C.V.	25	123,862
P.M. RELOCATIONS PVT LTD	58	116,851
GALLEON INT SHIPPING CO LTD	29	108,107
MUDANZAS INTL GLOBAL, C.A.	30	107,927
HUMBOLDT INTERNATIONAL	21	101,442
GOETZ MOVING & STORAGE, INC	41	100,507
WICKMAN WORLDWIDE SERVICES, INC	21	96,516
GLOBAL PACKING INTERNATIONAL MOVERS LTDA	13	72,922
BALBOA INTERNATIONAL, S.A.	12	71,103
CONROY REMOVALS LTD	9	67,903
RODI CARGO INTERNATIONAL	15	65,760
CHESS J WILSON REMOVALS-MELBOURNE	14	56,732
MOVING SYSTEMS S.A.C.	13	51,930
SANCALSA INTL SERVICES	11	46,354
RODI CARGO INTERNATIONAL GROUP	7	40,006
MUDANZAS INTL S.A. (MUDISA)	5	39,695
MUDANZAS INTERNATIONAL	8	36,348
COCO'S INTL MOVERS, INC	6	34,399
FRIEDRICH KURZ GMBH	6	33,861
SENTRY INTERNATIONAL	4	33,670
MEXPACK INTERNATIONAL REMOVALS	9	31,784
ALOHA INTL MOVING SERVICES, INC	11	29,136
A-CROSS CORPORATION	7	27,441
EUROPEAN RELOCATION SERVICES	8	21,604
ORIENT INTL RELOCATIONS	5	17,942
GREEN VAN INTERNATIONAL CO LTD	7	16,326
ATLANTIS INTERNATIONAL	1	13,845
KOEMAN NIGERIA LIMITED	4	9,955
CLINTUS NETWORK LIMITED	3	7,454
HIGH RELOCATIONS WORLDWIDE	2	1,849
<b>TOTALS</b>	<b>2,142</b>	<b>9,677,235</b>

# Brazil Link joins PAIMA



**B**razil Link Mudancas in the Olympic city of Rio de Janeiro is one of PAIMA's latest recruits, adding to the South American expertise offered by the group's members. PAIMA now has 11 members in Brazil, four of which are in Rio.

Brazil Link started business in 1999 (just in time for Prince's famous party!) providing national and international moving and storage services to private individuals and corporations. The company was founded by Mario Henriques and Felipe Curi who already had considerable experience in the industry. Brazil Link is now directed by its CEO, Cristiano Vaz. Today it has a full-time staff of 19 people, including 12 packers, a small fleet of four vehicles and a warehouse in the city.

Patricio Munzo is the company's overseas manager. He believes that it is the company's attitude to its

customers that makes it special in the marketplace. "Brazil Link understands that our job must involve far more than the simple physical transportation of goods," he explained. "It has become the company's mission to provide customers with a personalized treatment, ensuring peace of mind to the family during the transfer process." He also believes that it is a combination of punctuality, quality and customer service that has ensured the company's success.

He is delighted that Brazil Link is now part of PAIMA and is looking forward to meeting as many members as possible at the New Orleans conference where he hopes to exchange services with members worldwide.





# InterAmerican Movers & Forwarders

## New PAIMA member

**InterAmerican Movers & Forwarders, LLC is a new member of PAIMA. It's a family owned and operated, full-service moving and freight forwarding company based in Miami.**

The company was founded in 2009, when the CEO and CFO, husband and wife team, decided to join their experience and have their own business. Alejandro Jerez, CEO, an industrial and systems engineer, had been working for over 25 years as a general manager in successful companies in the cargo, logistics and moving industries; Marcia Bermudez-Jerez had over 20 years' experience as the customer service manager and CFO for an international organisation.

InterAmerican is located close to Miami airport, just 20 minutes from Miami port and 45 minutes from Port Everglades. The company offers an extensive range of cost-effective residential, commercial relocation, storage, transportation, US Customs and cargo consolidation services for customers through Florida, interstate and worldwide.

What makes InterAmerican special? "Being an independent mover and family operated allows us to personalize our services to our clients' requirements and focus on every detail to ensure customer satisfaction," said Alejandro Jerez, CEO and General Manager. "We realize that our biggest asset is our team of movers and highly trained professionals that can handle all types of shipments with ease."

"We are driven by a commitment to customer service and supported by high values and standards of excellence. Also, through the years we have partnered with a select network of agents around the world that allow us to serve our customers globally."

Alejandro said that everyone at InterAmerican was excited to be part of PAIMA and to have the opportunity of becoming acquainted and establish relations with a very proactive group of agents that share the same high industry values of hard work, trust and loyalty in business and achieve their customers' recognition for doing things the right way.

Key People Involved	Position	Contact email
<b>Alejandro Jerez</b>	CEO and General Manager	ajerez@interamericanmf.com
<b>Marcia Bermudez-Jerez</b>	CFO	mbermudez@interamericanmf.com
<b>Richard del Sol</b>	Traffic Manager	traffic@interamericanmf.com
<b>Humberto Bermudez</b>	Customer Service	customerservice@interamericanmf.com
<b>Rudy Pineda</b>	Logistics	logistics@interamericanmf.com
<b>Moises Jimenez</b>	Operations	operations@interamericanmf.com



Alejandro Jerez and Marcia Bermudez-Jerez



Ph: (305) 406-3327  
Fax: (305) 406-3328  
info@interamericanmf.com

### InterAmerican Movers and Forwarders LLC.

Miami, Florida

**Our Services:**

- ✓ Full Origin / Destination Services
- ✓ Commercial Relocation
- ✓ US Customs Brokerage
- ✓ International Relocation
- ✓ FCL and LCL HHG, Cargo Consolidation
- ✓ Freight Forwarding Services Storage

Members of:

3032 NW 72nd Avenue Miami, FL 33122 | Web: www.interamericanmf.com

# PAIMA MEMBERS



Argentina
<ul style="list-style-type: none"> <li>MERCOVAN ARGENTINA SRL</li> <li>ARGENVANS TRANSPORTES</li> </ul>
Australia
<ul style="list-style-type: none"> <li>CHESS J. WILSON REMOVALS - MELBOURNE</li> </ul>
Bolivia
<ul style="list-style-type: none"> <li>EXPRESS CARGO SERVICES S.R.L.</li> <li>INBOLPACK SRL</li> </ul>
Brazil
<ul style="list-style-type: none"> <li>ANTARES MUDANCAS &amp; TRANSPORTES</li> <li>ATLANTIS INTERNATIONAL</li> <li>BRAZIL LINK MUDANCAS LTDA - ME</li> <li>CONFIANCA MUDANCAS &amp; TRANSPORTES LTDA</li> <li>COSMOPOLITAN TRANSPORTES LTDA</li> <li>G INTER (GRANERO INTERNATIONAL)</li> <li>GERSON &amp; GREY TRANSPORTES LTDA</li> <li>GLOBAL PACKING INTERNATIONAL MOVERS LTDA</li> <li>STATUS BABY BRASILIA TRANSPORTES LTDA</li> <li>TEAMWORK INTERNATIONAL MOVING</li> <li>TRANSWORLD MUDANCAS LTD</li> </ul>

Canada
<ul style="list-style-type: none"> <li>CANADIAN ASSOCIATION OF MOVERS (CAM)</li> <li>INTERCONTINENTAL VAN LINES, INC</li> <li>OUTAOUAIS MOVING INC</li> </ul>
Chile
<ul style="list-style-type: none"> <li>ALS MOVERS (CHILE) S.A.</li> <li>AMERICAN MOVING SERVICES (AMS)</li> <li>REMSSA S.A.</li> <li>VIPACK CHILE LTD</li> </ul>
China
<ul style="list-style-type: none"> <li>REX SERVICE CO, LTD</li> </ul>
Colombia
<ul style="list-style-type: none"> <li>JB LOGISTICS LTDA</li> <li>OPE MUDANZAS INTERNACIONALES SAS</li> <li>PORTAN</li> <li>TRANSPACK LTDA</li> </ul>
Costa Rica
<ul style="list-style-type: none"> <li>APA WORLDWIDE MOVERS</li> </ul>
Dominican Republic
<ul style="list-style-type: none"> <li>L&amp;G INTERNATIONAL MOVERS, S.A.</li> <li>LA ROSA DEL MONTE</li> <li>LATINO EXPRESS, S.A.</li> </ul>
El Salvador
<ul style="list-style-type: none"> <li>MUDANZAS INTERNACIONALES, S.A. (MUDISA)</li> </ul>

Fiji Islands
<ul style="list-style-type: none"> <li>FREIGHT SERVICES FIJI LTD</li> </ul>
France
<ul style="list-style-type: none"> <li>BIARD INTERNATIONAL</li> <li>EUROPEAN RELOCATION SERVICES</li> <li>LES GENTLEMEN DU DEMENAGEMENT</li> <li>NEER SERVICE FRANCE</li> <li>SOGEDEM EUROPACKING</li> </ul>
Germany
<ul style="list-style-type: none"> <li>CARL HARTMANN GMBH &amp; CO KG</li> <li>FRIEDRICK KURZ GMBH</li> <li>SCHENKER DEUTSCHLAND AG</li> </ul>
Guatemala
<ul style="list-style-type: none"> <li>SWISS GLOBAL MOVERS</li> </ul>
Honduras
<ul style="list-style-type: none"> <li>MUDANZAS AIRLIFT INTERNATIONAL</li> <li>MUDANZAS INTERNATIONAL</li> </ul>
India
<ul style="list-style-type: none"> <li>CLINTUS NETWORK LIMITED</li> <li>IGL RELOCATION</li> <li>P.M. RELOCATIONS PVT LTD</li> <li>SERVILE RELOCATIONS PRIVATE LIMITED</li> </ul>
Indonesia
<ul style="list-style-type: none"> <li>ACE INTERNATIONAL</li> <li>PT KELLYS EXPRESS</li> </ul>

Israel
<ul style="list-style-type: none"> <li>A. UNIVERS TRANSIT LTD</li> <li>TDY INTERNATIONAL FREIGHT SERVICES LTD</li> </ul>
Italy
<ul style="list-style-type: none"> <li>CITTADINI S.p.A.</li> <li>T&amp;T SERVICES INTL</li> <li>AMERICAN REMOVAL TRANSPORT</li> </ul>
Japan
<ul style="list-style-type: none"> <li>A-CROSS CORPORATION</li> </ul>
Latvia
<ul style="list-style-type: none"> <li>FF INTERNATIONAL MOVERS</li> </ul>
Malaysia
<ul style="list-style-type: none"> <li>SUBALIPACK (M) SDN BHD</li> <li>FELIX RELOCATION</li> </ul>
Mexico
<ul style="list-style-type: none"> <li>AUTOTRANSPORTES INTERNATIONAL</li> <li>CIME COMPANIA INTERNACIONAL DE MUDANZAS Y EMBARQUES SA DE CV</li> <li>MEXPACK INTERNATIONAL REMOVALS</li> <li>MORENO INTERNATIONAL, S.A. DE C.V.</li> <li>MUDANZAS GOU</li> <li>MULTI TRANSPORTES MEX, S.A. DE C.V.</li> <li>SANCALSA INTERNATIONAL SERVICES</li> <li>TRAFIMAR RELOCATION SERVICES, S.A. DE C.V.</li> <li>TRANSCONTAINER</li> </ul>



# PAIMA MEMBERS



## Myanmar

- GLOBAL MOVING & STORAGE LTD

## Nepal

- ORIENT INTL. RELOCATIONS

## New Zealand

- CONROY REMOVALS LTD

## Nicaragua

- MUDANZAS MUNDIALES, S.A.
- TRANSCARGO LTD

## Nigeria

- KOEMAN NIGERIA LTD
- CONOTE SERVICES LTD

## Norway

- NFB INTERNATIONAL RELOCATIONS

## Panama

- BALBOA INTERNATIONAL, S.A.
- PANAMA INTERMOVING RELOCATIONS

## Peru

- ATLAS INTERNATIONAL SERVICE, S.A.
- DOOR TO DOOR TRANSPORTS, S.A.C.
- EXPRESS TRANSPORTS, S.A.
- MOVING SYSTEMS S.A.C.

## Philippines

- COMMERCIAL FREIGHT SERVICES, INC
- GOETZ MOVING & STORAGE, INC

## Portugal

- PREMIER INTERNATIONAL MOVERS
- GLOBAL INTERNATIONAL RELOCATION

## Puerto Rico

- GARCIA TRUCKING SERVICE, INC
- LA ROSA DEL MONTE (PUERTO RICO)
- MONTI MOVING & STORAGE (PUERTO RICO)
- RODI CARGO INTERNATIONAL GROUP (PUERTO RICO)

## Singapore

- CROWN LINE PTY LTD
- GEOMETRA WORLDWIDE MOVERS PTE LTD
- ORIENT EXPRESS FORWARDING PTE LTD

## South Africa

- MAGNA THOMSON INTERNATIONAL MOVERS (PTY) LTD

## South Korea

- HIGH RELOCATION WORLDWIDE - KOREA
- PUMEX INTERNATIONAL MOVING & RELOCATION

## Spain

- GRUPO AMYGO, S.A.
- INTER S&R
- MUDANZAS TRALLERO, S.A.

## Sri Lanka

- TRANS WORLD MOVERS PTE LTD

## Switzerland

- SWISS MOVING SERVICE AG

## Taiwan

- GREEN VAN INTERNATIONAL CO, LTD

## The Netherlands

- NOBLE MOBILITY

## U.S. Virgin Islands

- BOB LYNCH MOVING & STORAGE, INC

## United Arab Emirates

- MASSTRANS FREIGHT LLC

## United Kingdom

- ARROWPAK INTERNATIONAL MOVERS
- BURKE BROS MOVING GROUP LTD
- GALLEON INTERNATIONAL SHIPPING CO, LTD

## Uruguay

- INTERTRAFIK SRL

## USA

- AIR ANIMAL PET MOVERS
- AIRES
- ALOHA INTERNATIONAL MOVING SERVICES, INC
- BLASON INTERNATIONAL MOVERS
- COCO'S INTERNATIONAL MOVERS, INC
- DALY MOVERS, INC
- FIDELITY AND MARINE
- HUMBOLDT INTERNATIONAL

- INTERAMERICAN MOVERS & FORWARDERS LLC
- INTERMOVE LTD
- LA ROSA DEL MONTE USA
- ISLAND MOVERS, INC. HAWAII
- MITCHELL MOVING & STORAGE
- NIPPON EXPRESS USA, INC
- OMEGA FORWARDING GROUP, LLC
- RELIABLE VAN & STORAGE CO
- RODI CARGO INTERNATIONAL
- SENTRY INTERNATIONAL
- TG INTERNATIONAL INSURANCE BROKERAGE, INC
- UNIPACK GLOBAL RELOCATIONS
- WICKMAN WORLDWIDE SERVICES, INC
- WITHERS WORLDWIDE

## Venezuela

- EQUIXPRESS, C.A.
- J J MARI INTERNATIONAL MOVERS
- MUDANZAS INTERNACIONALES GLOBAL, C.A.



# Who do you know?

**P**AIMA is looking for new members. But they have to be the right companies; not every moving business will satisfy the PAIMA membership criteria. The more members PAIMA has the better its global coverage, the greater its market presence and the more tonnage it controls globally. The process of obtaining a new member of PAIMA often starts when an existing member spots talent, combined with a gap in the global coverage of the organization.

So, who do you know who might be a potential member? They need to be a professional international moving company that can bring both tonnage and first class service to the network. In particular they need to be in a region that is not currently adequately serviced by PAIMA members.

To the right is a list of all the countries in which PAIMA is not represented. Who do you work with in these countries? Do you think they could meet the PAIMA standard? If so please make your recommendation to [paima@paimamoving.com](mailto:paima@paimamoving.com)

## We are keen to talk to potential members in the following areas

Afghanistan	Estonia	Jordan	Qatar
Angola	Ethiopia	Kazakhstan	Romania
Austria	Finland	Kenya	Russia
Bangladesh	Georgia	Lebanon	Scotland
Barbados	Ghana	Libya	South Sudan
Belgium	Greece	Luxembourg	Sudan
Bulgaria	Guyana	Macedonia	Sweden
Cyprus	Haiti	Maldives	Trinidad & Tobago
Czech Republic	Hong Kong	Morocco	Turkey
Denmark	Hungary	Pakistan	Uganda
Ecuador	Ireland	Paraguay	Vietnam
Egypt	Jamaica	Poland	



A smiling couple embracing in a room filled with moving boxes. The boxes are branded with the Sentry International logo. The woman is wearing a black tank top and jeans, and the man is wearing a light blue shirt and jeans. They are standing in front of a white cabinet and a stone fireplace.



**Sentry**  
INTERNATIONAL

**+1 (904) 858 1202 | 1 (800) 866 8311 | [sentryinternational.com](https://sentryinternational.com)**

# PAIMA REGIONAL DIRECTORS



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