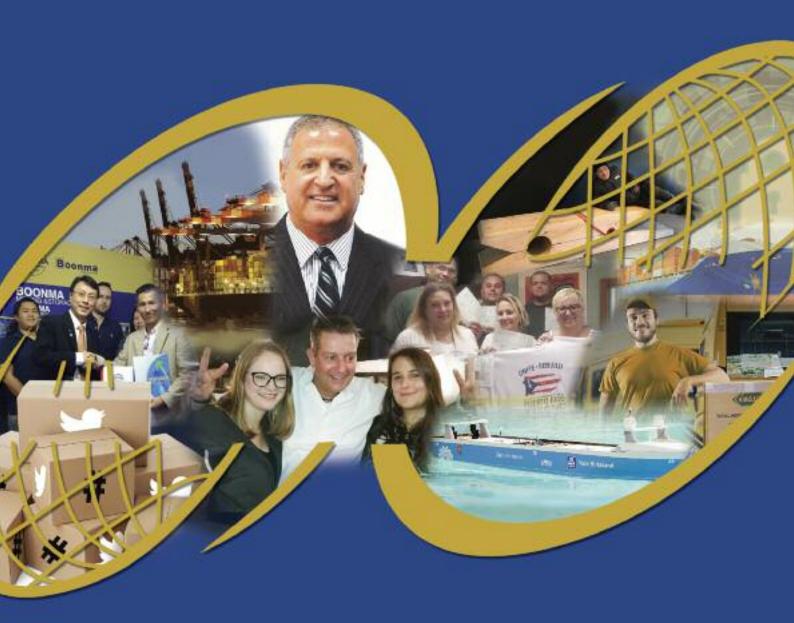
PAIMA REPORT

Issue 1, 2018



BOONMA in Thailand
Donates to Female
Homeless Shelter Pg 7

PAIMA Tonnage Worldwide Pg 9 Shipping Industry Vulnerable to Cyberattacks Pg 18

The Future of Removals Pg 20

The Magazine of the Pan American International Movers Association

your clients demanding smart moving solutions?

Give them the bird.

RODI provides turnkey solutions that simplify your entire relocation process. We specialize in local and international home and office moves for corporate, government and private clients, as well as the transportation of automobiles. One point of contact - from move initiation to completion. RODI. The bird is the word.





Board of Directors



Lars Lemche
President.
Teamwork International Moving, Sao Paulo, Brazil
E: lars@teamworkintl.com.br



Matthias Tischer
Vice-President.
Carl Hartmann, Germany,
E: m.tischer@carl-hartmann.de



George NaumannTreasurer.
Swiss Moving Services, Zurich, Switzerland
E: george@swiss-moving-service.ch



Macarena Scalia
Secretary.
Coco's International Movers, USA
E: mscalia@cocomovers.com



Roeland Delfgaauw
Director.
Trafimar Relocation, Mexico,
E: r.delfgaauw@trafimarrelo.com.mx



Juan Carlos Ortiz
Director.
Moving Systems SAC, Peru
E: juancarlos.ortiz@movisystems.com



Aida RoblesDirector.
Rodi Cargo, Puerto Rico
E: aida@rodicargo.com



PAIMA Management/PAIMA Report

Antonio Tremols, Executive Director,
Pan American International Movers Association,
5201 Blue Lagoon Drive, 9th Floor, Miami, FL 33126, USA
T: +1 (954) 880 - 1085 F: +1 (786) 497 - 4017
E: paima@paimamovers.com www.paimamovers.com

Advertising Enquiries: paima@paimamovers.com

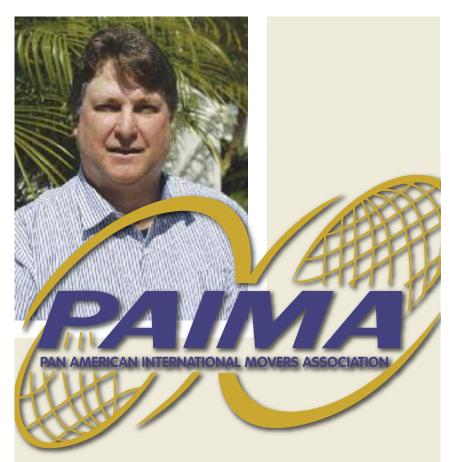
PAIMAREPORT

Issue 1, 2018

	15506 1, 2010				
Conte	ents				
4	PAIMA President, Lars Lemche				
4	Editor Steve Jordan's letter				
5	Lars Lemche becomes PAIMA president				
5	Humboldt CEO elected to UniGroup Board of Directors				
5	Andrea Woolf Parker joins Tennessee Relocation Council				
5	Bjorg Pederson Agwu joins NFB				
6	PAIMA Board elections 2018				
6	New accreditations for L&G				
6	Two senior appointments at Cartus Corporation				
7	Big increases in German container trucking costs since 1 January, 2018				
7	BOONMA in Thailand becomes the official mover for major trade fair				
8	Suddath partners with the RES Forum				
8	Suddath certifies to new ISO 9001: 2015 Quality Management System				
9	PAIMA tonnage worldwide				
10	BOONMA donates to Thailand female homeless shelter				
11	Braving the weather for Kohltour with Carl Hartmann				
13	PAIMA Board meeting in Miami				
14	New Time Slot system makes Port of Hamburg even less attractive to shippers				
15	BOONMA signs two MOUs				
16	Washington DC - our 2018 conference venue				
1 <i>7</i>	World's first autonomous electric ship				
18	Shipping industry vulnerable to cyberattacks				
19	An Olympic effort by High Relo				
20	The future of removals				
21	Grupo Amygo celebrates its 20th anniversary				
22	Tweeting for moving companies				
23	US truck driver shortage				
24	Thanks from Puerto Rico				
25	Total Moving Services (TMS) joins PAIMA				
27	Panama's Blu Logistics joins PAIMA				
28	ABC Mudanzas SA joins PAIMA				
29	PAIMA Members				
30	PAIMA Members				

32

PAIMA Regional Directors



I am happy to admit that it was something of a surprise when Jose Marrero had to resign as PAIMA president last year. As vice president I always knew that it would be for me to step up should the need arise - but I never expected it to be this soon.

That said, it's a great honor to be your president and I realize that the task ahead of me is an important one. PAIMA is an excellent organization and I pay tribute to Jose and his predecessors for their hard work and professionalism that has led us this far. PAIMA is undoubtedly a family and I have always been proud to be a member of it. But it seems to me that we have some new challenges in our industry, largely relating to the speed of change in technology and the effect that this is having on our day-to-day work. There is no doubt that we will need to address the obstacles and opportunities that present themselves and I hope to be able to play my part in steering our family through any choppy waters we might encounter along the way.

As I write I am preparing to chair my first PAIMA Board meeting as president. I confess that I am a little nervous. But I am confident in my Board and know that we have a strong forum in which we can all air our views about the direction of PAIMA and act together for the benefit of the whole organization.

More importantly, I recognize that we have a great group of members and that membership is growing every year from all over the world. It is testimony to the quality of our organization that so many first-class companies are interested in becoming part of PAIMA. We welcome them and rejoice that their presence and expertise makes the organization ever stronger.

As we enter the high season in many parts of the world I wish you all good fortune and look forward to when we all meet again later in the year.

Lars Lemche
PAIMA President



Letter from the Editor

he first issue of PAIMA Report in 2018 and my sincere thanks to all those of you who sent in stories for publication. It looks as if my appeal in Long Beach last year had some effect as we have seen an unmistakable increase in the number of contributions received.

As I said then, the more you send me, the better I can make the magazine and the more enjoyable it will be for everyone. That said, it's also true that most PAIMA members never contribute anything to PAIMA Report which is a shame as I am sure there are lots of great stories out there. Please remember, there's no need to worry about perfect English, or writing in English at all if you prefer not to. Just send me your stories in your own language, with some really nice photos, and I'll do the rest.

Once again, we have some introductory stories from new PAIMA members in this issue. There should be more, however it seems that some companies are reluctant to share their information with the rest of the group as, despite our best efforts, they are keeping quiet. If your company is a new member of PAIMA, but you have yet to be featured in the magazine, please get in touch so we can work up a story that will introduce you to everyone else. Don't forget, the next issue is immediately before the annual conference so is a perfect time to say hello and make sure everyone recognizes you in the bar in Washington DC.

My best wishes for a busy and profitable 2018 season.

Regards Steve Jordan, Editor



Lars Lemche becomes PAIMA president

ollowing the resignation of Jose Marrero as PAIMA president at the end of last year, the Board has seen something of a reshuffle.

Lars Lemche of Teamwork in Sao Paulo, previously vice president, has taken over as president with Matthias Tischer from Carl Hartmann providing support as vice president.

The vacancy on the Board has been filled by Roeland Delfgaauw from Trafimar Relocation in Mexico. *PAIMA Report* will be conducting interviews with Lars, Matthias and Roeland for future issues

Humboldt CEO elected to UniGroup Board of Directors

umboldt Storage &
Moving's Chief Executive
Officer, Howard
Goldman, was recently
elected to a two-year term
on the Board of Directors of
UniGroup, the parent
company of United Van
Lines, Mayflower Transit,



and other transportation related companies. The election took place during the company's recent annual shareholders' meeting in Seattle, Washington.

Howard is the 3rd generation to run the family business. Working his way through the ranks, he held positions as a mover, move consultant, operations manager, sales manager, and general manager - accumulating over 35 years of moving experience. Since taking over the business, Howard has tripled the company's size while diversifying its service mix.

Howard also serves on the Associated Industries Board and Executive Committee. He also cochairs the Canton Association of Business and Industries Annual Road Race Committee, which has raised over \$500,000 in donations to local Non-Profit Organizations.

Andrea Woolf Parker joins Tennessee Relocation Council

ndrea Woolf Parker (pictured below), Executive Vice President of Air Animal Inc., has been elected to the Board of the Tennessee Relocation Council where she will oversee sponsorships.



Andrea works closely with Air Animal's corporate relocation clients and is a graduate of the University of Florida. She is a past president of the Southeastern Regional Relocation Council.

Air Animal serves pet parents moving across the USA or around the world and provides US Customs clearance for pets entering the country through any major gateway.

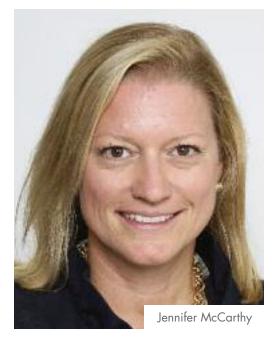
Bjørg Pedersen Agwu joins NFB

FB International Relocations AS in Norway has announced the appointment of Bjørg Pedersen Agwu (pictured below) to the company's operations department as an international move coordinator



During her career, Bjørg has worked with the Norwegian Ministry of Foreign Affairs and TEAM Relocations in both Norway and Denmark. Bjørg took on her new role on 15 January, 2018.





PAIMA Board elections 2018

ow is your opportunity to nominate your chosen person to join the PAIMA Board of Directors. Please send your nominees to paima@paimamovers.com for the attention of Antonio Tremols no later than 2 August, 2018 for them to be eligible.

Please remember that you must be an associate or active member of PAIMA to make a nomination. In turn, only individuals who are owners, partners or executives of an associate or active member company are eligible for nomination and to serve on the PAIMA Board. If you are unsure about your or your prospective candidate's eligibility, please contact the PAIMA office for clarification.

New accreditations for L&G

&G International Movers in the Dominican Republic has announced that it has successfully obtained FIDI/FAIM; ISO 9001:2015 and BASC Accreditations.

The company said that it strives to provide PAIMA members with high quality origin and destination services at very affordable prices. The company also announced that Mr Oscar Martínez, a business administration graduate, has joined the company to be in charge of the company's accreditations.

Two senior appointments at Cartus Corporation

lobal relocation services provider Cartus Corporation has announced the appointment of Jennifer McCarthy as vice president of global marketing and Paul Franco as director of strategic business solutions for the APAC region. Jennifer McCarthy joins the company with over 20 years' experience of developing integrated marketing campaigns and brand programs. She will be based in Cartus' worldwide headquarters in Danbury, Connecticut.

"Jennifer comes to us with a wealth of experience and achievements in every aspect of marketing," said Mark Sonders, Senior Vice President of Global Sales and Marketing. "Her professionalism and dedication to her clients, as well as to building a positive, unified team environment, align seamlessly with Cartus' key philosophies. We're pleased to have her aboard."

Jennifer is excited about her new appointment, "The mobility industry is experiencing dramatic change in every area, but most especially when it comes to technology. Joining the Cartus team during such a transformational time is exciting because of the significant opportunities it presents and Cartus is uniquely positioned to innovate through technology. I look forward to being part of a company that will make a positive impact in the



experience of our clients and their relocating employees."

Cartus' other appointee, Paul Franco, is an experienced sales and business development executive with a track record of over 15 years in the relocation industry across Asia Pacific. Paul will focus on providing corporate solutions to multinational companies with relocation programs in Singapore, Hong Kong and other key markets in North and South East Asia, working from Cartus' Singapore office.

Nigel Passingham, Vice President, Strategic Business Solutions EMEA & APAC said, "We are delighted to welcome Paul to our APAC sales team. With extensive relocation industry experience in businessto-business sales and client management, Paul's experience and expertise will serve him well in this position."



rucking companies in Germany have raised their prices by between 8% and 12% in 2018, bringing to an end the fixed trucking cost that have prevailed in recent years.

A very strong German economy has created huge quantities of goods which have to be transported through the country. Bad weather during the whole of 2017 and the start of 2018 brought down power cables and caused trees to be uprooted making many rail links inoperable and increasing the demand for road transport.

A severe truck driver shortage has also added to the problem. In the past when Germany

had mandatory military service, many young men were able to obtain their truck drivers license free during their time in the forces and later made their living driving trucks in civilian life. Those days are now gone and obtaining a truck driver's license is very expensive for young men wishing to enter the profession.

This has resulted in a major truck driver shortage for removal companies in Germany, especially in the container trucking sector. Companies often have trucks and trailers but no one to drive them and the problem is set to get worse during the next few years.

Trucking companies in Germany are sometimes booked for more than a week ahead - especially during the peak holiday seasons and even in normal times at least 3–4 business days' notice is required for shipments. This has been the case since April 2017 and there is no sign of things improving. Rail transport is even worse with bookings often required up to two weeks in advance.

Information kindly supplied by Matthias Tischer, Carl Hartmann GmbH & Co, Germany.

BOONMA in Thailand becomes the official mover for major trade fair

OONMA in Thailand was appointed as the sole official mover at ASEAN China Import & Export Commodities Fair 2017 (ACIEC 2017) in November last year.

This was the 7th show in Thailand held by the Asian International Trade and Investment Association (AITIA). "This is another large imported event from China to Thailand consisting of 300+ exhibitors on 6,500 square meters of IMPACT Exhibition Hall. We are really very thankful to AITIA, the organizer who appointed Boonma as the show mover as a part of this successful exhibition," said Tiddy S Teerawit, BOONMA Executive Director

Picture left: Jean Valendez, BOONMA Manager and a visitor.



Suddath partners with the RES Forum

uddath has announced its new partnership with The RES Forum as its Americas technical partner for international moving.

The RES Forum is a large, active network for international human resources and global mobility survey data, modelling and analytics that allows members access to exclusive data to keep a progressive pulse on industry trends. The RES Forum partners with organizations considered to be the 'best-in-class' in global mobility. This presents a unique opportunity to Suddath clients, such as free membership, access to exclusive roundtable and peer-to-peer discussions, career resources and The RES Forum Global Mobility Management Accreditation.

"Our new partnership will continue to drive added value to our customer base, which is a long-term focus for our organization," stated Mark Burchell, President of the International Moving Division. "Additionally, Suddath clients will now have access to a multitude of industry resources and data, as well as an opportunity to discuss common topics both in digital and peer-to-peer settings."

The RES Forum's global membership base consists of 739 organizations and 1,460 people located in 41 countries.

Suddath certifies to new ISO 9001: 2015 Quality Management System

uddath in Jacksonville, Florida, has announced that its international division has successfully certified to the new ISO 9001:2015 Standards.

Last year, Mark Burchell, President of the International Moving Division, made the strategic decision to upgrade its ISO 9001:2008 Quality Management System certification to the latest ISO 2015 Standards to get ahead of the September 2018 deadline. Certified organizations were allowed three years to complete the transformation to the new Standards.

"Led by Daniel Lawrence, Senior Director of Business Process, the quality team spent the last quarter of 2017 providing organizational guidance in relation to the requirements," said Mark. "After an extensive review of our quality management systems, our third-party auditors at The British Standards Institution (BSI) concluded that our management systems met all the updated requirements and certified our organization to the new ISO 9001:2015."

Daniel explained that major changes to the ISO Standards were made to take into account different challenges that businesses now face.

"Increased globalization has changed the way we do business and organizations often operate more complex supply chains, which means there are increased expectations from customers," he said.

"Leadership and management commitment are also major areas of increased focus in the new ISO Standards."



PAIMA tonnage worldwide

Total Booked
1,073
Total Booked Tonnage
5,165,042

he following table shows the tonnage reported by PAIMA members during the period from 1 August, 2017 until 15 March, 2018.

In total over 1,000 shipments have been exchanged during this time giving a total of over 5 million pounds in weight.

All members are encouraged to report their tonnage as this is a clear demonstration of a

key benefit of PAIMA membership and a useful guide of potential reciprocal traffic to members wishing to book shipments around the world.

Company	Total Booked	Booked Tonnage	Company	Total Booked	Booked Tonnage
G-INTER TRANSPORTES LTDA (GRANERO INTERNATIONAL)	184	809,494	NFB INTERNATIONAL RELOCATIONS AS	24	49,951
			GERSON & GREY TRANSPORTES LTDA.	14	47,102
AIRES	168	707,745	MERCOVAN ARGENTINA SRL	6	43,700
RODI CARGO INTERNATIONAL GROUP	134	681,337	AUTOTRANSPORTES INTERNACIONALES		
CARL HARTMANN GMBH & CO KG	96	516,194	S DE R. L. DE C.V	7	43,225
TRAFIMAR RELOCATION SERVICES	41	312,881	UNIPACK GLOBAL RELOCATION	10	38,895
SWISS GLOBAL MOVERS	45	247,086	MUDANZAS INTERNATIONAL	9	34,778
MUDANZAS INTL GLOBAL, C.A.	49	208,779	GLOBAL MOVING & STORAGE LTD.	6	33,992
SWISS MOVING SERVICE AG	20	137,353	FRIEDRICH KURZ GMBH	5	25,860
MULTI TRANSPORTES MEX, S.A. DE C.V	20	128,762	SMART RELOCATORS PTE LTD.	6	18,871
AMR INTERNATIONAL RELOCATION	27	118,733	CONOTE SERVICES LIMITED	2	18,827
HUMBOLDT INTERNATIONAL	18	99,609	KOKUSAI EXPRESS CO. LTD.	8	18,281
GLOBAL INTERNATIONAL RELOCATION	17	98,416	BOONMA MOVING & STORAGE CO LTD.	4	15,668
BURKE BROS MOVING GROUP LTD.	10	91,000	STEVENS INTERNATIONAL	4	12,838
PREMIER INTL MOVERS	22	88,987	ARGENVANS TRANSPORTES INTERNACIONALES S.A.	3	12,203
RODI CARGO INTERNATIONAL	13	76,295	DEMECO SAS	3	10,420
MOVING SYSTEMS S.A.C.	16	73,758	EUROPEAN RELOCATION SERVICES	1	8,377
TEAMWORK INTL. MOVING	14	68,884		1	•
PANAMA INTERMOVING RELOCATIONS	13	64,317	G-INTER (GRANERO INTERNATIONAL)	1	7,496
MUDANZAS GOU, S. A. DE C. V.	11	61,627	CLINTUS NETWORK LIMITED	2	7,473
PIONEER MOVERS SDN BHD	16	60,640	ORIENT INTL. RELOCATIONS	2	6,883
WICKMAN WORLDWIDE SERVICES, INC.	15	51,655	A-CROSS CORPORATION	4	4,095



BOONMA donates to Thailand female homeless shelter

n February 10, 2018 at Phathum Thani, Thailand, **BOONMA Group of Companies** led by Mr Chaivudhi Punthong, the managing director, along with 35 staff, organized a corporate social responsibility trip to Phathum Thani, a rural area outside Bangkok. The group has kicked off its 1st corporate social responsibility event by hosting a full lunch and donating dry food, kitchenware, household items, cleaning materials and clothes for the use of the 480 women living in the Thanyaburi Housing & **Homeless Shelter.**

The Thanyaburi Housing & Homeless Shelter was started by the Thanyaburi Office of Social Welfare Services Ministry of Social Development under the Beggars Control Act of 1941, which had both male and female recipients. Because of the increased number

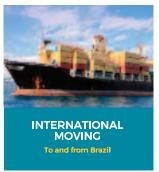
of service recipients, they established a separate shelter for women on February 22, 1988. The purpose is to provide relief and development for beggars who are over 18 years old, without any parents or foster parents and who have been found guilty of misconduct under the Beggars Control Act.

"Our management has highlighted the need for our group of companies to focus on creating meaningful long-term impacts for corporate social purpose," said Tiddy S Teerawit, Executive Director. "The management always encourages our staff to understand the links between business operations and society, and the key role they should play in creating a world that is livable and sustainable for future generations."

Picture above: The BOONMA management and staff at the Thanyaburi Housing & Homeless Shelter



All you need





NATIONAL MOVING Local, Intercity and Interstate



WAREHOUSE

Braving the weather for Kohltour with Carl Hartmann



arl Hartmann had its bi-annual party in February with around 100 guests joining members of staff for Kohltour, a traditional winter event in and around the Bremen area.

Kohltour is an outdoor experience involving a 2-3-hour walk in the countryside around Bremen in the bracing chill of winter, fortified by sufficient alcohol – beer and liquor – to keep the spirits high. Carl Hartmann made sure the supplies were unlikely to run dry by dragging the liquid sustenance with them in a green cart (see pictures).

The exercise was concluded with a traditional dinner including green cabbage, potatoes and a range of meats followed by a band and disco to allow their dancing feet to get into full swing. Eyewitness reports say that many of the revelers were 'ready for bed' having started their liquid refreshments around noon (purely to aid digestion of course) and not finally quenching their thirsts until ... late.

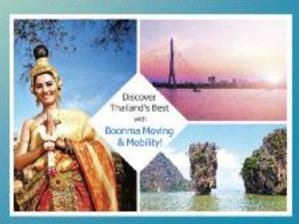
Picture above: Matthias Tischer from Carl Hartmann with guests Nadine and Louisa from PAIMA member Kurz Moving in Wetzlar.

Picture below: Kohltour in full swing with the beer trolley taking center stage.





DiscoverABLE

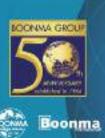


Discover Thailand's Best: Let's move to Thailand! This is an amazing country brimming with history culture, natural scenery and ultra modern cities from Bangkok to Buriram, Chiangmai to Chonburi or Pattaya to Phuket. Find out more with Boonma's brand new Discover Thailand Moving & Mobility Guide.

Thailand's Leading Moving & Mobility Specialist since 1964.

- Boonma Hame Mover Anything Everywhere.
- Boonma Art Mover Any size. Everywhere
- Boonma Pet Mover Any sind, Everywhers.
- Boonma Mobility Specialist

Detvering one stop mobility solutions. Everything is under one roof e.g. nome search, immigration, or entation, cross-cultural & language training, and more.







Tiddy S. Teerawit, GMS - Executive Director

Certified Global Mobility Specialist (ERC, USA) Tel: +66 2 314 5021 ext. 133 Fax: +66 2 318 2447

- 📋 tiddycare@gmail.com, tiddy@boonma.com
- www.boonma.com
- www.facebook.com/tiddycare





Partner with the best-in-class

Suddath makes international moving easy and provides real value at a competitive price. With more than 20 US domestic locations, we can take your customers nearly anywhere in the world with the confidence that everything is being expertly handled along the way. Contact us today to get an international moving quote.













PAIMA Board meeting in Miam

he PAIMA Board met at the head office in Miami. As well as brushing up their golf, the Board had a very productive meeting putting the final touches to the program for the conference in Washington DC in October.

One highlight of the conference will undoubtedly be the PAIMA Networking/Karaoke/Sightseeing tour on the Potomac river aboard the luxury yacht National Elite. You'll need all your faculties in order for the afternoon: networking brain, business card quick draw technique, sea legs and vocal chords tuned to perfection. For the PAIMA people, that's just an average day at the office. It's going to be great fun.

The Board also finalized the plans for the PAIMA 5th Annual Golf Tournament which will be celebrated at the Laurel Hill Golf Club in Lorton, Virginia. The course was designed by Bill Love and is both visually stunning and technically challenging. Antonio Tremols, PAIMA Executive Director commented: "We

were impressed with the golf club's long-time history and involvement with environmental issues."

The 2018 PAIMA conference will be held at the Gaylord National Resort & Convention Center from 2-4 October. Make sure you save the date.





he Port of Hamburg has always been more complicated and time consuming for import clearances of personal effects and cars than Germany's other major port, Bremerhaven, which PAIMA has for many years recommended to its members.

Now Hamburg has made using the port even less attractive by introducing a so called Time Slot procedure for trucks using the port.

In practice, this means that all trucking companies now have to book a fixed time (within 1 hour) when their truck will arrive at the Hamburg terminal to drop off or to pick up a container.

With heavy traffic and delays on German roads, this narrow time slot is often unavoidably missed resulting in the drivers having to wait for many hours to drop off or pick up their shipments.

In addition, Hamburg customs officers sometimes decide at the last minute that an X-ray is needed for a selected import container, meaning the driver has to wait until the checks can be carried out before leaving the port.

As a result, truck drivers and port agents can no longer guarantee an accurate time of delivery for goods passing through the Port of Hamburg. These are early days for the new time slot system and things may well improve in the future. However, for the time being at least PAIMA will continue to recommend Bremerhaven for shipments to and from Germany.

Information kindly supplied by Matthias Tischer, Carl Hartmann GmbH & Co Germany.

BOONMA signs two MOUs

Since the last issue of PAIMA
Report BOONMA in Thailand has signed two new Memorandums of Understanding (MOU), one with PREM Tinsulanonda International School (picture top right) and another with RE/MAX Real Estate Franchisee in Thailand (picture bottom right).

The PREM Tinsulanonda International School was established in 2001 and is named after HE General Prem Tinsulanonda, national statesman, Privy Council President, and former Prime Minister of Thailand. PREM is the first international Baccalaureate World school in Thailand that offers all four IB Programs, providing a complete education program for students from ages 3 to 18. PREM is the home of nearly 500 students from more than 30 countries; over 35% of them are boarders.

The MOU commits both parties to provide hassle-free and one-stop assistance to expatriate parents and teachers when they need to take international assignments.

BOONMA has been providing services to several international schools and universities, diplomatic organizations, multinational corporations and individuals for over 50 years. BOONMA claims to be the only mobility company in Thailand with its own facilities, fleet and operations in Bangkok, Chiang Mai and other major cities throughout the kingdom. Its core services consist of Home Mover, Home Finder, Pet Mover and Art Mover.

RE/MAX was established in 1973 and has grown into the world's largest real estate network of franchisee-owned and operated offices, with over 100,000 sales associates in nearly 100 countries. Today it is one of the best known real estate brands in Europe and around the world.





Ft. Wayne, Indiana



Washington DC

Our 2018 conference venue



ashington DC, as all American school children will know, was named after the country's first president George Washington and founded in 1790, one year after his election. George selected the site for the Presidential Mansion. Sadly, he never got to live in the mansion, that honor fell to his successor John Adams in 1800, the year after George's death.

In August 1814 the mansion was badly damaged by the British in what came to be known as *The Burning of Washington* when much of the city was destroyed by fire. A sudden and ferocious storm - probably a hurricane – quickly put out the flames also killing many of the invading British troops, as well as a number of American citizens. The British occupation was short lived, lasting little more than 24 hours, and the people of Washington were able to return and begin rebuilding their city including their presidential palace, which they painted white to cover the scorch marks made by the fire: it's been known as The White House ever since.

Fast-forward to 2018 and DC is a magnet for visitors from around the world, keen to explore the magnificent public buildings, parks and monuments that make up the center piece of America's capital city.

Along with its impressive state buildings, Washington DC boasts an equally impressive collection of museums that includes the National Gallery of Art, the National History Museum, the National Museum of the American Indian, the National Air & Space Museum and many others. All are free to enter and can truly claim to be among the best in the world.

Food and drink

Washington DC is a cosmopolitan city with an amazing range of food and restaurants to match. Seafood lovers might like to head for Joe's on 15th Street to sample his Alaskan King Crab Legs, or maybe try the fried oysters. If Italian food is more to your liking, try the Tortino Restaurant on 11th Street for a glass of Chianti and a platter of Fettuccini Alla Bolognese. Whatever your taste or tipple, in DC there is a restaurant to suit every palate - you certainly won't go hungry!

Night life

For those still left with some energy after work and gastronomic indulgence, Washington DC has an eclectic array of night clubs and bars where you can dance the night away until the early hours. There are close on 50 dance clubs alone, plus many others affering live music and other entertainment. Check out the Black Cat on 14th Street or its rival the 9:30 Club a short distance away. If you prefer the gay and lesbian scene, check out the Green Lantern just off Thomas Circle at the southern end of Washington's trendy 14th Street for a drink, good company and dancing.

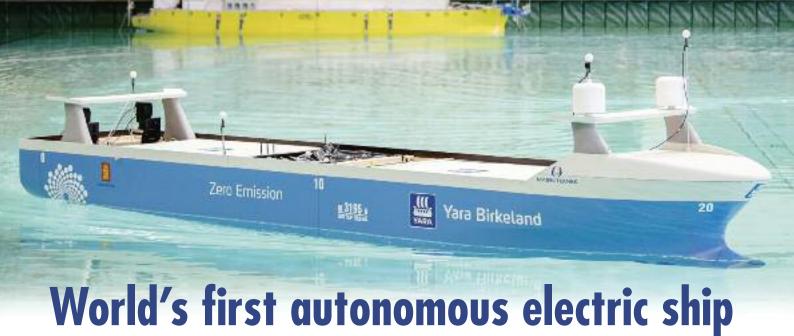
Shopping

All American bank notes feature images of the capital's famous buildings, so you could argue there's no better place to spend your cash than Washington DC. Well, it's one excuse anyway!

As you would expect, the nation's capital has some of the best shopping in the world with high-end stores such as lady's clothing specialist *Ann Taylor* vying for trade alongside budget friendly stores such as *TJ Maxx*

If modern shopping malls are not really your thing, head for the picturesque district of Georgetown with its cobblestone tree-lined streets and olde-worlde charm. The neighborhood is home to many of DC's best shops with 'M Street' offering the widest choice with exclusive independent boutiques sitting alongside mainstream stores offering solace for those seeking retail therapy.

With its intriguing history, energy and vibrant contemporary charm, Washington DC is one of the world's most captivating destinations - a fitting venue for our conference in October.



he world's first autonomous electric container ship, Yara Birkeland, is due to begin operating in the latter half of 2018 according to its Norwegian builders Kongsberg.

The ship was commissioned by fertilizer manufacture Yara and was named after the company's founder, the famous scientist and innovator Kristian Birkeland. The new vessel will reduce NOx and CO₂ emissions and improve road safety by removing up to 40,000 truck journeys in populated urban areas when it begins shipping products from Yara's production plant in Porsarunn, to Brevik and Larvik in Norway. The Yara Birkeland will be a 120TEU, open-top container ship, battery powered and prepared for autonomous and unmanned operation.

Yara Birkeland will initially operate as a manned vessel, moving to remote operation in 2019. It is expected to be

capable of performing fully autonomous operations from 2020. The new zero-emission vessel will be a game-changer for global maritime transport. Kongsberg was responsible for development and delivery of all key enabling technologies on Yara Birkeland including the sensors and integration required for remote and autonomous operations, in addition to the electric drive, battery and propulsion control systems. Geir Håøy, President and CEO of

Konsberg said, "By moving container transport from land to sea, Yara Birkeland is the start of a major contribution to fulfilling national and international environmental impact goals. The new concept is also a giant step forward towards increased seaborne transportation in general."

Picture: A six-meter-long, 2.4tonne model of Yara Birkeland on test at SINTEF Ocean's 80-metre test tank facility in Trondheim, Norway.











Shipping industry vulnerable to cyberattacks

Gadi Binness, CEO of RelocationInsurance.com and LogisticsInsurance.com, looks at some of the dangers of high-tech shipping.

yber criminals can attack anywhere - including at sea. The shipping industry is not immune to cyberattacks. In fact, it may be especially vulnerable, and new technological advances could make the situation worse. Ken Munro, of cyber security expert Pen Test Partners, has outlined some of the security risks plaguing ships. Ken said a major issue lies in maritime satellite communications, which sometimes supply an abundance of information that could be used in phishing scams. Weak passwords exacerbate the problem. Many organizations use systems that were developed before cybersecurity was a top concern.

High-tech ships could be vulnerable to hacking. The *Yara Birkeland* is an autonomous container ship developed by Norwegian company Yara International; the ship is expected to launch in 2018 (see page 17). Meanwhile, in an 88-page white paper,

Rolls-Royce makes the case that autonomous ships should be the future of the shipping industry and have the potential to reduce operating costs.

While this is exciting for the shipping industry, some may see reason for caution regarding increases in automation.

We've already seen that modern, highly connected cars are vulnerable to hackers. In 2015, an article in *Wired Magazine* detailed how it was possible to control a Jeep remotely, going so far as to cut the transmission. As cars become controlled more by computers, and less by humans, the fear is that the risk of hacking will only grow.

It seems reasonable to apply some of the same worries to ships. In fact, researchers at the University of Texas in Austin proved that an \$80 million yacht could be driven off its course by manipulating its GPS system.

Piracy could go high-tech

Although it's nothing like what you see in the movies, modern piracy definitely exists – as



In a future filled with autonomous ships, it's easy to imagine pirates taking advantage of unmanned vessels and taking whatever booty they want. It's also conceivable that high-tech pirates could hack autonomous ships for various criminal purposes.

On the bright side, unmanned autonomous ships would decrease the risk of one pirate threat: ransom. These days, many pirates take crew members hostage to demand ransom, but if there's no crew, there will be no one on board to take hostage!

Gadi Binness (pictured above) is CEO of RelocationInsurance.com and LogisticsInsurance.com.



igh Relo in Korea has provided a specialist 'white gloves' service for the Italian Olympic Committee for moving goods to Pyeongchang for this year's winter Olympics. The company stepped in with very little time to spare as deadlines came close and the chosen contractor was unable to provide the service required.

At the Rio Olympic Games the Italian Olympic Committee used DHL for its logistic needs, however, this had only been a door-to-(outside) door service with the Olympic committee doing the unpacking themselves. They had great difficulty reassembling the furniture which caused chaos at the time.

For the Winter Olympics they planned to use Hanjin Transportation as their official freight forwarder in Korea. Unfortunately, their booked carrier Hapag Lloyd's vessel skipped a sailing and its arrival at Busan port was not expected until 5 February. Considering the clearance process and the inland haulage, it was unlikely that the goods would arrive by the opening ceremony on 9 February. So, they contacted Bright Yoon at High Relo for a solution. "I suggested they convert all surface shipments, 3 x 40' HC containers, into air shipments when the vessel arrived in Singapore," said Bright.

Bright appointed The Family Movers in Singapore to handle the job: Jenne Fung and one other member of staff worked all weekend to supervise the transfer of the shipment. The complete consignment arrived in Korea on 31 January with delivery to Pyeongchang by 6 February.

"During the delivery our crews had to work in -17°C but it felt even colder because of the wind chill," said Bright. "They were really struggling, even though they were wearing uniforms and ear muffs."

The furniture included unique works of great artistic value. All the items were of different shapes and sizes, including an octopus-shaped sofa and a clothes peg-shaped bench. "Even the designer of the furniture had a hard time reading the assembly drawing," said Bright.

With hard work and a large element of skill, however, the chaps from High Relo got the job done in time for the opening night. "Though this project required us to work long days, it was very rewarding."

Photos:Top; On the clothes peg: High Relo Supervisor Mr Hyun J.I

Middle; Mr Giovanni Malago, Current President of the Italian National Olympic Committee and Jay Yoon get together.

Bottom; The 'octopus' shaped sofa





Grupo Amygo recently celebrated its 20th anniversary. Here we interview Jesús Rodríguez, Commercial Director of Grupo Amygo, to see what the next 20 years might have in store.

Back to the Future II.

How was the process of adapting such a traditional trade to new technology?

Our management, the services we provide and the needs of our customers have all been evolving at the same time that technology has been changing. For example, 20 years ago in Spain there was not so much demand for international removals and yet this demand today is growing day by day as the population movements increase. The world is more global, Spaniards have lost the fear of changing where they live and our companies are successfully expanding the world looking for new business opportunities.

The habits of clients have changed a lot too, with the Internet allowing clients to research and compare in ways that were never possible before. There is a huge world of digital information available to clients so we must be attentive to their new needs as they arise. Technically, communications with e-mail and file transfers have been streamlined, especially for international transactions.

Before everything was done by telex, by fax and through couriers. The process is now faster and more secure.

Do you still get enquiries by phone?

Most requests for services reach us via the Internet, e-mail or WhatsApp. Only specific cases come to us via telephone. By electronic means it is safer, it is written and it is much easier and faster to manage. Although there is still a small, more traditional group of people that like to use the phone.

In Spain, is there a particular type of client? What is your experience?

There are different types of clients with different needs. A young couple or a single person that changes residence does not need the same thing as a family with three or four children. Likewise, the needs of a young person who moves to another city for their first job are different from those of a couple who retire to their beach house to enjoy their well-earned free time. The services they need and the budget they have to spend are completely different. At Grupo Amygo we personalize the service according to the demand and we give a number of options for all budgets, always with total transparency. No hidden expenses.

Are moves from throughout your region more or less the same or do they have specific characteristics?

In general, they are very similar, except for the Islands that need more reinforced packaging as there is maritime traffic and there are geographical areas that occasionally ask for hourly budgets (as in Catalonia), but we strongly discourage this as it is impossible to guarantee a fixed cost and there are surprises in the bill.

How dependent are international and national moves on the Internet? Could you manage without it?

Today a move cannot be done without using the Internet in the process (request and sending of budget, exchange of documentation and transport management). The Internet is our main tool.

20 years ago we did not imagine that we could, for example, reserve a room or book a rental house over the Internet, such as with Airbnb.

Do you think a change of this kind could affect the moving industry? How do you see the future in another 20 years?

I would like to have a crystal ball so I can anticipate what clients would need in the future. In general terms, I think we are going to meet a very demanding customer, who will give us very little notice, who wants to pay as little as possible, and who will have a lot of information about removal companies that will share their information through social networks. But I still believe they will look for solid companies that offer guaranteed and proven security; and that quality seals, such as ISO 9000 and ISO 14000, are going to be more valued.

In terms of logistics, we will work more with national and international transport suppliers to speed up delivery times and lower costs. There will be more mobility but with smaller volumes. Obviously, the technology is going to change the management of the process a lot. The move towards virtual visits on a mobile or tablet will continue. It saves time, the client's privacy is maintained, it is much more agile and the costs are lower.

To what do you attribute the success of Grupo Amygo?

There is no secret. We just maintain a high quality of work, are honest, provide sincere advice and do what we say. We never promise what we cannot do. We work hard, with perseverance and empathy and, if a problem arises, we find a quick solution for the customer.

Why choose Grupo Amygo?

Well precisely because of what I just said: honesty and transparency, for the quality of the service, for the good price, for the effectiveness and professionalism of all the team, and because our clients end up being more than customers: they end up being Amygos.



rupo Amygo and its friends have celebrated the company's 20th anniversary during a weekend full of meetings and activities in January.

It was in 1998 that the six founding members of Group Amygo met to discuss experiences and to plan for the future with shared objectives and determination. Soon a further seven companies joined and the 13 friends signed a pact committing to work to the same code of honor and performance and to work with each other for their mutual benefit. This 'All for one and one for all' approach soon achieved success by land, sea and air in five continents.

Over the last 20 years the Group has evolved to become a major player in the local, national and international sectors. One key milestone was when the French Demeco Group joined in 2012. Virginie Brunel, General Director of Demeco Group and Stéphane Sardet, Commercial Director of Demeco Group praised the direction chosen by the founders, mentioning specifically Jesús Rodriguez and Eugenio de la Iglesia. They said that the organization had shown perseverance, know-how, understanding and adaptability to keep the company growing, even in times of crisis.

The years have seen much change. In the last 20 years the Internet has been born and the digital revolution has changed everything with mobile devices, and many technological advances that the moving industry embraced. Gone were the Yellow Pages advertisements and business cards; now everything is done online. In this way, the anniversary for Grupo Amygo marks the before and after for the removals industry.

Grupo Amygo now employs 250 people, has 115 specialized vehicles, has 20 members and works with an extensive network of partners worldwide. When a new organization starts little is certain, however, the synergies that the Group Amygo has enjoyed over the last 20 years have created its success and will continue to do so into the future.

Above from left to right: Stéphane Sardet, Commercial Director of Demeco Group, Jesús Rodriguez, Commercial and Marketing Director of Grupo Amygo, Eugenio de la Iglesia, General Director of Grupo Amygo and Virginie Brunel, General Director of Demeco Group.

Tweeting for moving companies

interesting and useful. Some of the top moving industry Twitter accounts are known for tweeting 'how to' guides to engage their audience. If you have a company blog, Twitter will work as the perfect platform for posting links. And if you don't have a blog, you can share articles from other reputable sources. There are no rules about what content you can post (as long as it's not offensive or detrimental to your own business).

s of the fourth quarter of last year, Twitter averaged around 330 million monthly users worldwide. In the UK alone, more than 17 million active users have been forecast for this year. That's 17 million people logging into their accounts on at least one occasion per month, and 17 million potential customers. So, no matter how small your business is, this micro-blogging site isn't something that should be ignored.

But understanding how Twitter works is a whole different ball game when compared with Facebook. The use of Twitter as a platform is not the same for a start: Twitter can be used as a news site, a place to post/read opinions, somewhere to share content, or a form of communication with brands (complaints or otherwise). It doesn't have the personal elements and the same level of family/friend connections as Facebook.

For the moving industry in particular, this can be a good thing. In a way, Twitter is strictly business and strictly content sharing (as well as politics, of course). But getting it wrong can be harmful to your brand. So how can you ensure maximum engagement with potential customers? Here are five tips for Twitter marketing beginners in the moving industry.

1. Manage your expectations

According to Digitaltrends.com, some of the most engaging topics on Twitter of 2017 were the Super Bowl, Trump's inauguration and TV shows like *Game of Thrones* or *Stranger Things*. Politics, celebs and culture rule the Twittersphere, so moving companies aren't exactly going to be Twitter stars. But that doesn't mean you can't be successful within your niche. It's important to manage expectations from the start and understand that Twitter, like other social media, is a long-term branding project. Lead generation can be achieved with momentum, but the main focus should be building your brand.

2. Have a strategy to get followers

Getting followers isn't going to be easy when you start an account for the first time. Don't expect to see the followers rolling in without a fair bit of hard work. The first thing you will need to do is personalize your page. Default avatars and banner images suggest inactivity, so brand your profile well and make your page look appealing. Then you will need to follow relevant people within your industry and try and connect with local businesses in your area. Networking is something that other businesses are interested in too and they are likely to follow you back. For B2C targeting, incentives can work very well.

3. Share relevant content

The most successful strategy for gaining followers is to do it organically. To do this, you need to make your tweets relevant,

4. Understand the hashtag

Hashtags aren't just for kids; they're used by very serious professionals and respected influencers. And by jumping on the right hashtag, you could widen your outreach every time you tweet. But using them badly can lead to a bit of a social nosedive. Local hashtags are the best way of easing yourself into the world of hashtagging and could help to make meaningful connections with customers who require your service. Trending hashtag topics (such as TV programs, political elections and celeb news) are unlikely to be relevant to a moving company, but seasonal hashtags can be a great way of sharing any promotions you have.

5. Respond to customers

One of the biggest mistakes that small companies make when starting up a Twitter account is being inactive. Social media users, particularly millennials, expect instant gratification online. So, for Twitter-based customer service queries, people usually want a fast response. Social media platforms open a whole new channel for customer relationship management, so having someone checking daily is important. Always respond to customers and always resolve complaints/issues without delay. Being seen to turn around a problem successfully and honorably is great for your brand and will help you stand out as a trusted moving company over competitors.

Encouraging customers to follow you on Twitter or share pictures of their move for a special discount code can be a great way of boosting positive interaction too. This is a great way of getting new followers and expanding your reach.





nline freight forwarder iContainers says that the ongoing truck driver shortage problem plaguing the US at the moment is still to intensify. The problem, worsened by an overactive hurricane season which affected trucking in the Gulf region and high demand from the festive season, has caused rates for hiring long-distance trucks to soar. An unexpected rough winter for the country's south further compounded the problem and to make matters worse, capacity shrank even further when the Electronic Logging Devices (ELD) mandate kicked in in December 2017.

The ELD mandate in particular has had hard-hitting effects on all players across the massive logistics industry. Trying to secure a container for an FCL load within a two-week window has proved cumbersome. Many shippers currently find themselves faced with either shipping only the necessary or paying exorbitant prices to load. According to Miami-based iContainers, it has faced as many as up to three truck cancellations a week amid all this turmoil.

"For us, the main issue has been the additional workload that goes into finding coverage for all our truck movements. Just this year alone, we have had several cases where truckers confirmed that a load was good to go in the morning only for them to cancel a few hours later. In some of these cases, it is entirely possible that the drivers simply decided to take on another load that's more profitable," said Klaus Lysdal, Vice President of Sales and Operations at iContainers.

The shortage means that as a natural market tendency, truck drivers' pay is expected to rise. "So far, rate increases have not been all that significant and probably still quite far from what they can be with the way things are looking at the moment," said Klaus. "The current situation is still going to last a while. It will basically get worse before it starts to

improve. The pressure on the market right now will probably have to exist for a while to facilitate an industry-wide rate increase."

Truck driver shortage in itself isn't a recent problem in the US. Over the past decade or so, the trucking industry has struggled to fill enough positions to meet demand. According to Klaus it all boils down to financial factors, with the ELD mandate further exacerbating the problem.

"Congestion and wait times were already proving to be big enough problems at most major ports and rail yards," he said. "Now, with the ELD, it's hitting drivers even harder. It's a major factor as it restricts drivers' ability to make money. Wait times at the port are another major factor. Drivers want to be on the road, driving and making money on the mileage they cover. Sitting in line at the port does not pay the bills and with the ELD regulations, it now means that time spent waiting in line eats away at their driving time."

The US Midwest has been particularly badly affected by the shortage. But the problem appears to be worsening all along the East Coast. Down south, Texas and Louisiana are also facing issues. iContainers says exporters and importers should plan for more cushion time when managing their cargo and face the possibility of paying more to secure a driver. It's also advising shippers to consider rerouting their cargo to certain ports with a better gating setup.

"It may be more reliable to route your cargo via a port where the gating process works smoother," said Klaus. "That way, it's open to receive truckers even at night instead of within a compact eight-hour window. This may mean a higher cost to truck the container to a further destination but, given the current circumstances, you may end up winning in the long run."



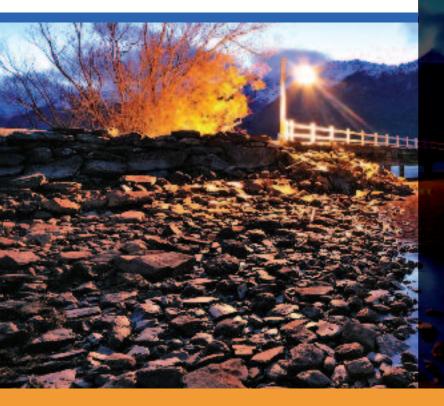
Thanks from Puerto Rico

eftaly Rodriguez, Manager of Business Development & Logistics for La Rosa Del Monte in Puerto Rico, wrote to PAIMA Report to offer his thanks to everyone who visited the company's booth in Long Beach and participated in providing donations for a group of the company's employees who were the most affected by hurricane Maria last year.

The T-shirt and calendar drive raised \$4,200. The picture shows the five people who received the funds in the following company checks: $1\times 1,000$ and 3×800 donations for home repairs and 2×400 for loss of furniture and clothes. "I and my employees are really grateful for all your charity during this difficult time in Puerto Rico," he said.

Picture left: La Rosa del Monte employees receiving checks from donations made to the hurricane appeal.





Your One Stop Shop Down Under

With over 45years experience in the Australian and New Zealand markets there isn't much we haven't seen. Through all of this, Conroy Removals continues to demonstrate it's dependability by delivering confidence to you and your valued clients.

AUSTRALIA

rates@conroyremovals.com.au conroyremovals.com.au facebook.com/conroyremovalsaus

NEW ZEALAND

rates@conroy.co.nz conroy.co.nz facebook.com/conroyremovalsnz Total Moving Services (TMS) joins PAIMA

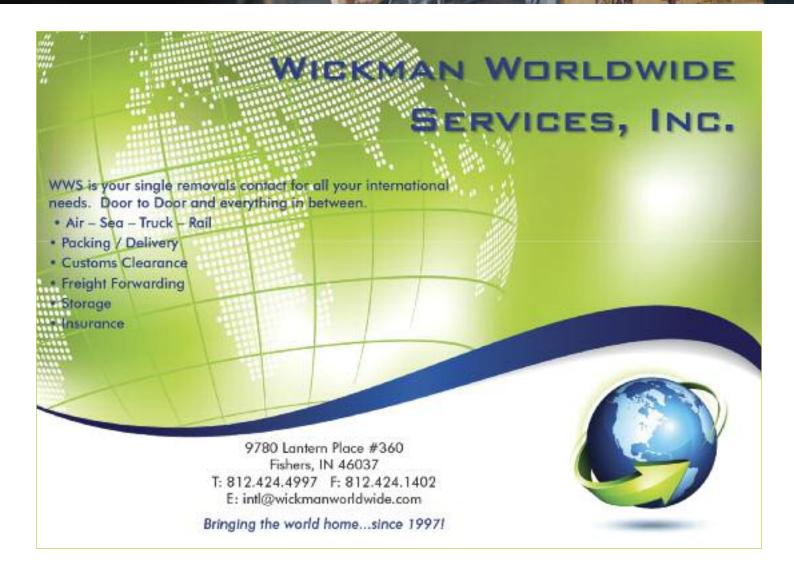
otal Moving & Storage LLC was formed in 2004 and is based in Dubai. TMS has a network of agents around the world and provides a comprehensive range of relocation services for both private and corporate customers.

As well as general household effects, TMS has a specialist team of experts in the shipping of cars, motorcycles and boats by sea, air and road to destinations throughout the world. As a leading freight forwarding company in the Middle East, TMS is a licensed customs broker with full clearing, forwarding and online facilities in the Port of Dubai. The company has a staff of 48 and is able to provide storage, origin and destination services to the international removals trade.

TMS Moving & Storage is also a member of IAM and joined PAIMA to further increase its network of agents internationally.

www.tmsdubai.net







True Global Coverage

Meet Sara. She has lived and worked in Brazil her entire career. AIReS selected Sara to be your mobility guide because she's a partner we know and trust, and the expert you deserve.

...more than dots on a map

As a trusted member of the AIReS Preferred Partner Program, Sara has assisted many families during her career. Her extensive knowledge of local culture, gained from her own personal experiences living and working in Brazil, will make her an invaluable guide during your transition.

We realize your new destination isn't just a dot on a map; it's where your new life begins. That means just as much to AIReS and our partners as it does to you. That's why our partner network is comprised of the very best, like Sara, that the world has to offer. Our partner selection process has developed into an industry-leading network of highly qualified professionals due to our stringent qualifications, which include quality of service and proven expertise.

AlReS delivers relocation services through our offices in the Americas, Europe, and Asia-Pacific as well as in conjunction with over 3,000 dependable global partners, all of whom are active in and devoted to their local regions. Their intimate knowledge and dedication to assisting you and your family will translate into a successful assignment.

Moving Relocation to the Next Level. 1.888.828.8515 | www.aires.com

©2015 American International Relocation Solutions, LLC



Panama's Blu Logistics joins PAIMA

Blu Logistics started business in 1981 and has its headquarters in Panama City. The company's household goods department, introduced in 1990, employs 125 people and operates from four locations: Panama City, Tocumen Airport and from two warehouses in the Colon Free Trade Zone, close to the entrance to the Panama Canal. Blu Logistics' employees were trained by Japanese staff from Nippon Express USA and work to the highest industry standards.

"We do a lot of business with Japanese customers and they demand very high standards," said Alexandra Abad, Household Goods Manager for Blu Logistics. "It's also important to understand the Japanese culture, time keeping for example is vitally important, as are manners and politeness. The trainers at Nippon Express make sure our staff understand what is expected and we apply the same standards to all our customers, not just the Japanese."

As well as moving household effects, Blu Logistics is also able to import food products for its expat customers. Again, this service began with requests from Japanese clients for foods such as spices, rice and noodles and developed from there. "Many companies will pay for certain foods to be imported for their expat employees to give them a taste of home, and we're happy to arrange that for them," said Alexandra.

Although movements between Panama and Japan have become a major market for Blu, the company is able to provide origin and destination services throughout the world via its partners - many of which are members of PAIMA or IAM - or through Nippon Express' worldwide network.

Blu Logistics also handles customs clearance, third party logistic warehousing, freight forwarding and local distribution.

"By joining PAIMA we hope to increase our network of partners around the world and provide member companies with competitive prices for door-to-door destination services in Panama," said Alexandra.













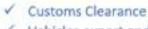


Your main contact for Moving Services in the Republic of Panama

OUR SERVICES







✓ Vehicles export and import

✓ Pet Relocation

✓ Storage services

✓ Climate storage services for household goods

✓ Handyman services if required

✓ Handling of Foodstuff Shipments

✓ Insurance and more...

Ave. Jose Domingo Diaz, Parque Industrial y Corporativo Sur, Panama City, Republic of Panama move@biulogistics.com.pa / info@biulogistics.com.pa (507) 2610044 www.biulogistics.com.pa



ew PAIMA member ABC Mudanzas SA was formed in 1995 and operates from its HQ in San José, Costa Rica. The company specializes in international moves, freight forwarding and distribution & logistics, as well as moves for private and corporate customers within Costa Rica.

ABC's President, Alvaro Loria said he is looking forward to forging and developing new commercial relationships in the more intimate family environment which being a member of PAIMA brings.

Alvaro is also keen to share his knowledge of the moving industry, keep abreast of the latest innovations, and to learn from other PAIMA members. "I am sure that joining PAIMA will be of great benefit to ABC and our 24 colleagues," said Alvaro. "We will all be working hard to play our part in the future success of the Association." www.abc-movers.com

Picture left to right; Alvaro Loría, General Manager, Patricia Fuentes, Traffic Department, Ronald Calderon, Operations Supervisor.



PAINA MEMBERS



2018

Argentina

- ARGENVANS TRANSPORTES
- MERCOVAN
 ARGENTINA SRL

Australia

CHESS J. WILSON REMOVALS -MELBOURNE

Bolivia

- EXPRESS CARGO SERVICES S.R.L.
- INBOLPACK SRL

Brazil

- ATLANTISINTERNATIONAL
- BRAZIL LINK
 MUDANCAS LTDA ME
- CONFIANCA MUDANCAS & TRANSPORTES LTDA
- COSMOPOLITAN TRANSPORTES LTDA
- G INTER (GRANERO INTERNATIONAL)
- GERSON & GREY TRANSPORTES LTDA
- GLOBAL PACKING INTERNATIONAL MOVERS LTDA
- TEAMWORK INTERNATIONAL MOVING
- TRANSWORLD MUDANCAS LTD

Canada

- CANADIAN
 ASSOCIATION OF
 MOVERS (CAM)
- INTERCONTINENTAL VAN LINES, INC
- OUTAOUAIS MOVING INC

Chile

- ALS MOVERS (CHILE) S.A.
- AMERICAN MOVING SERVICES (AMS)
- REMSSA S.A.

China

- AMR INTERNATIONAL RELOCATION
- REX SERVICE CO, LTD

Colombia

IB LOGISTICS LTDA

Costa Rica

- ABC MUDANZAS
- APA WORLDWIDE MOVERS

Dominican Republic

- L&G INTERNATIONAL MOVERS, S,A.
- LA ROSA DEL MONTE
- LATINO EXPRESS, S.A.

El Salvador

MUDANZAS INTERNACIONALES, S.A. (MUDISA)

Ethiopia

GREEN
 INTERNATIONAL
 LOGISTICS

Fiji Islands

FREIGHT SERVICES FIJI LTD

France

- BIARD INTERNATIONAL
- DEMECO SAS
- EUROPEAN RELOCATION SERVICES
- LES GENTLEMEN DU DEMENAGEMENT
- NEER SERVICE FRANCE
- SOGEDEMEUROPACKING

Germany

- CARL HARTMANNGMBH & CO KG
- FRIEDRICK KURZ GMBH
- HENK INTERNATIONAL
- SCHENKERDEUTSCHLAND AG

Guatemala

SWISS GLOBAL MOVERS

Honduras

- MUDANZAS AIRLIFT
 INTERNATIONAL
- MUDANZAS INTERNATIONAL

Hong Kong

RELOSMART

India

- CLINTUS NETWORK LIMITED
- IGL RELOCATION
- LINKINDIA LOGISTICS
- P.M. RELOCATIONS PVT LTD
- SERVILE RELOCATIONS
 PRIVATE LIMITED

Indonesia

- ACE INTERNATIONAL
- PT KELLYS EXPRESS

Ireland

CARELINE

Italy

- CITTADINI S.p.A.
- T&T SERVICES INTL
- AMERICAN REMOVAL TRANSPORT

Japan

- A-CROSS CORPORATION
- KOKUSAI EXPRESS

Latvia

FF INTERNATIONAL MOVERS

Malaysia

- SUBALIPACK (M) SDN BHD
- PIONEER MOVERS

Mexico

- AUTOTRANSPORTES
 INTERNATIONAL
- CIME COMPANIA
 INTERNACIONAL DE MUDANZAS Y
 EMBARQUES SA DE CV
- MEXPACK INTERNATIONAL REMOVALS
- MORENO INTERNATIONAL, S.A. DE C.V.
- MUDANZAS GOU
- MULTI TRANSPORTES MEX, S.A. DE C.V.
- SANCALSA
 INTERNATIONAL SERVICES
- TRAFIMAR RELOCATION
 SERVICES, S.A. DE C.V.
- TRANSCONTAINER





2018

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.
- BLU LOGISTICS
- PANAMA INTERMOVING RELOCATIONS

Paraguay

ASUNCION VANPACK

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)
- RODI CARGO INTERNATIONAL GROUP (PUERTO RICO)

Qatar

INTEGRATED LOGISTICS

Russia

TERRA MOVING

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

Spain

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

Sri Lanka

TRANS WORLD MOVERS PTE LTD

Switzerland

SWISS MOVING SERVICE AG

Taiwan

GREEN VAN INTERNATIONAL CO, LTD

Thailand

BOONMA MOVING& STORAGE

Turkey

MCS LOJISTIK
 INTERNATIONAL

U.S. Virgin Islands

BOB LYNCH MOVING & STORAGE, INC

United Arab Emirates

- FUSION SPECIALIZED SHIPPING
- ISS WORLDWIDE MOVERS
- MASSTRANS FREIGHT LLC
- TOTAL MOVING& STORING LLC

United Kingdom

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

Uruguay

INTERTRAFIK SRL

USA

- AIR ANIMAL PET MOVERS
- AIRES
- BLASON INTERNATIONAL MOVERS
- DALY MOVERS, INC
- G-INTER USA
- HUMBOLDT INTERNATIONAL
- INTERAMERICAN MOVERS
 & FORWARDERS LLC
- LA ROSA DEL MONTE USA
- MITCHELL MOVING& STORAGE
- OMEGA FORWARDING GROUP, LLC
- RODI CARGO INTERNATIONAL
- SENTRY INTERNATIONAL -DBA SUDDATH INTERNATIONAL
- STEVENS 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.

Zimbabwe

CHAVILON
 INTERNATIONAL MOVERS
 & LOG. LTD.















Our first 10 years were marked with many achievements and great success.

Our future will follow the same path!

More quality, security, space and mobility in your moves and relocation services.

YOUR MOVE IN THE HANDS OF EXPERTS

www.teamworkintl.com.br • teamwork@teamworkintl.com.br

São Paulo*: Rua Alfredo Benincasa, 500 Bandeiras - Osasco - SP - Brasil CEP: 06160-385

Rio de Janeiro: Av. Brasil, 33809 - Bangu Rio de Janeiro - RJ - Brasil CEP: 21852-002

CERTIFIED BY THE MOST IMPORTANT ORGANIZATIONS IN OUR INDUSTRY









PAINIA REGIONAL DIRECTORS



Region I - Canada & Mexico

Tim Garside

Intercontinental Van Lines, Inc Markham, Canada Email: timg@intercontinentalgroup.com

Alexandra Schmidt

Mexico City, Mexico
Email: info@mexpack.com

Region II - USA

Steve Dozois

Humboldt International Boston, Massachusetts Email: sdozois@humboldt.com

Region III - Central America & Caribbean

Fabian Ortiz

APA Worldwide Movers
San Jose, Costa Rica
Email: fortiz@apaworldwiden

Email: fortiz@apaworldwidemovers.com

Region IV - South America

Jorge McCormack

Mercovan Argentina SRL Buenos Aires, Argentina Email: jorge@mercovan.com.ar

Region V - Europe

Bjorn Carlsen

NFB International Relocations AS Norway Email: bjorn.carlsen@nfbir.com

Region VI - Africa

Kehinde Arowoselu

Koeman Nigeria Limited Lagos, Nigeria Email: arowoselu@koemannigeria.com

Region VII - Middle East

Arvind Joshi

Clintus Network Limited New Delhi, India Email: clintus@del2.vsnl.net.in

Aakanksha Bhargava

P.M. Relocations PVT Ltd New Delhi, India Email: aakanksha@pmrelocations.com

Region VIII - Far East

Sudeep Shah

Orient International Relocations Kathmandu, Nepal Email: moving@orientfreightgroup.com

James Lobera

Crown Van Lines Jurong, Singapore Email: movers@crownline.com.sg

Region IX - Australia/New Zealand

Fiona Conroy

Conroy Removals Auckland, New Zealand Email: fionac@conroy.co.nz