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When 20-year-old New Zealander David Conroy bought his first truck back in 1972 he could have had no idea that 50 years later his fledgling business would have become one of Australasia's leading international moving companies. Pg 12

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**Pan American
International
Movers Association**



PAIMA President, Lars Lemche

Dear members,

I hope you all are doing well and staying safe.

My predictions from my last letter were not far away. We are seeing more business and we are seeing more activity around the world. Masks are being dropped in many places and travel restrictions are being lifted slowly in several countries. The crisis in Eastern Europe was not on the map and we pray for that to be over soon. No need for wars now or ever.

Conventions and meetings are coming back. IMA, FIDI, Young Movers, IPATA and many others are happening in 2022 which I look forward to attending. PAIMA and IAM will take place in Atlanta, Georgia at the end of October 2022 as well. Our convention program will be out soon.

Our PAIMA Tradewing platform is being used more and more by our members. Lots of information exchanges and useful connections are registered daily. If you have not hooked on yet, don't waste your time. Connect today.

And our new Tonnage Portal will be up soon for reporting. Minor details need to be inserted before we can go live. We will have this rolling soon.

PAIMA looks forward to seeing you all again in Atlanta, where we will have lots on the menu for you to enjoy.

I look forward to seeing you all again soon.

All the best,
Lars Peter Lemche
President – Board of Directors

Letter from the Editor

I am delighted to bring you this new edition of the PAIMA Report: the first magazine of the year is always quietly filled with expectation of what the future will bring.

As the world spins around us we are still able to bring you a sizable helping of new appointments (with all the hopes and ambitions they suggest), inspiring stories, celebrations, new memberships and even a smattering of good news stories to counter a world of turmoil. It's a great privilege to be able to do so.

It's easy to feel, when we are surrounded by uncertainty, that nothing will be the same again. And that may be true. But glancing through these pages I am reminded of the words of Jean-Baptiste Alphonse Karr: *"Plus ça change, plus c'est la même chose"* (The more things change, the more they stay the same). I suppose it's one of the few advantages of having been around for a while: nothing is really new. I also remember what John Lennon said: *"Everything will be all right in the end, and if it's not all right, it's not the end."* He had a way with words.

The reason these quotes have endured, is because they are true. As we stumble headlong into a new busy season (hopefully not quite as crazy as last year), we should remember that nothing, good or bad, ever lasts forever. So we must take our joy where we can. And I offer one more quote, from the wall above the reception desk at a famous UK hospital: *Everything will pass, whatever it is.* Happy reading.

All the best,
Steve Jordan, Editor
Please send your contributions to:
steve@thewordsworkshop.co.uk or
via the PAIMA office.

PAIMA

Office Report



Dear PAIMA members and friends,

Greetings from the PAIMA office, we certainly hope that this message finds you all well and safe. As the world hopefully navigates beyond these difficult pandemic times, we now have another crisis to contend with – war in Ukraine.

The PAIMA office would like to join a plethora of other associations, individuals, and corporations from all around the world to strongly condemn the illegal invasion of Ukraine by President Vladimir Putin and to express the strongest possible support for the people of Ukraine at their time of need. Like most of the civilized world, we are advocates for peace and prosperity amongst mankind, not the opposite. More now than ever, humanity must unite to seek diplomacy and an end to war in any part of the world. Together we move the world, together we can help change the world.

On a positive note, PAIMA does continue to have some good news to report despite the challenges with the COVID-19 pandemic and current state of world affairs.

Beyond our ever-developing PTCP (PAIMA Tradewing Community Platform) technology platform, the PAIMA Board of Directors and the PAIMA office are happy to announce that the 'New PAIMA Tonnage Portal' will soon be rolled out. As reported in our last update, the New PAIMA Tonnage Portal will be totally new and offer more robust features compared to our current Tonnage Portal. The new PAIMA Tonnage Portal will feature much better reporting capabilities and we will be transferring the portal onto our WordPress platform, versus the older more labor-intensive platform it currently sits on. Thank you for your patience as we aim to improve a variety of communications and technology tools for the benefit of all our PAIMA members.

Other achievements to date also include the eagerly awaited site inspection in Atlanta, Georgia with our friends from IAM. As we have reported, this task has been accomplished and the PAIMA office, along with the PAIMA Board of Directors, will be meeting to

review outing, networking, and social options for our PAIMA 38th Annual Convention. Please mark your calendars as the official dates are October 30 – November 1, 2022. More exact details will be forthcoming in the very near future. We look forward to seeing all of you later this year in Atlanta, Georgia.

Antonio Tremols, PAIMA Executive Director.



PAIMA news

- International Relocation
- Company Logistics
- International Logistics
- Global Personnel Placements



Gerson Relocation appoints Sarah Jones

Gerson Relocation in the UK has announced the appointment of Sarah Jones (pictured left) as pricing and vendor manager. Sarah joins Gerson Relocation at an exciting time following the company's recent rebranding and further expansion.

She brings with her a wealth of knowledge gained over 19 years in the relocation industry, which will be put to good use in building positive long-term relationships with the supply chain that supports the London-based company. Tony Dullaghan-Stone, Director, General Manager

for Gerson Relocation commented, "We are all excited by the growth of Gerson Relocation and we are delighted to welcome Sarah to the company at this pivotal time, we wish her every success in her new role."

Sarah added, "I am so pleased to be embarking on this new chapter of my career with Gerson Relocation. Having been within the relocation industry for several years I am fully aware of the company's respected reputation for exemplary service delivery over multiple platforms."

Lisa Beranich becomes MD at Humboldt

Humboldt Storage & Moving in Boston, Massachusetts, USA has announced Lisa Beranich (pictured right) as managing director of its International Business Unit. Lisa has 15 years of experience in the relocation industry, most recently with NEI Global Relocation and Stevens International Forwarding.

She has served on the Greater Washington Employee Council (GWERC) as president and programs chair and is well known in the industry, being a frequent attendee of conferences worldwide.

Humboldt has also announced the retirement of Steve Dozios after almost 50 years in the moving industry. Steve has been with Humboldt since 1998. Jim Sullivan, the company's president said: "We are extremely grateful to Steve for his amazing service to our industry and especially to Humboldt. Steve has made lifelong friends throughout the globe and moving has been an integral part of his life."



Radhika Gorsia joins Aires

Aires in Pittsburgh, USA has announced Radhika Gorsia, GMS (pictured left), has joined the company as an account executive in the EMEA region. In her role, Gorsia will be responsible for growing and developing Aires' regional sales and focusing on collaboration and communication to create partnerships and ensure client satisfaction.

"We are excited to have Radhika join Aires," said Pam Dunleavy, Vice President of Sales and Marketing. "She brings a welcomed enthusiasm to the marketplace as we continue to expand in the EMEA region."

Radhika brings more than 26 years of comprehensive global mobility experience to Aires, having worked in numerous leadership roles to build effective sales strategies, manage operational excellence, and foster strong client relationships. A passionate global mobility professional, Radhika is a certified Global Mobility Specialist (GMS) and a qualified FIDI Master in Moving (MIM).

"I have always admired Aires," said Radhika. "Everyone I met through the hiring process was so warm and passionate about their roles. I am so pleased to be working with so many amazing and talented individuals and hope my years of industry experience will bring further growth to this winning organization."

UniMove Rotterdam joins Gosselin Group

In an agreement signed on December 29, 2021 by Gosselin Group CEO Marc Smet and the founding co-owners of UniMove bv, Gosselin has agreed to acquire 100% of UniMove's share capital; the business will operate from its existing Rotterdam premises and trade alongside Gosselin's existing Dutch moving branch.

UniMove complements Gosselin with its predominantly international moving and storage activity. In addition, UniMove brings its domestic moving brand in Jac den Hollander, which it acquired in 2008. The existing and highly experienced UniMove team and management, headed up by Michel Paijens and Raymond van Dijk, will run the business, now with access to Gosselin's pan-European resources from which it can strengthen and capitalize on growing business in the Netherlands and across Europe. UniMove is a member of IAM, PAIMA and Erkende

Verhuizers, the trade association for the Dutch moving industry.

Marcel Jörg, CEO Gosselin Moving (pictured right), said: "We have been actively looking to strengthen our market position in the Netherlands and are pleased to have found an ideal solution. Our existing FIDI operation is primarily focusing on corporate international business. Like in other strong markets, we run our own operations allowing us to be more independent from our supplying partners. Besides adding operational capacities, we are also strengthening our market share in both the local and international business. In addition, UniMove is a strong player in the international retail customer segment."

Michel Paijens commented: "This is a very exciting time and I feel proud that UniMove has this expansion opportunity



to grow with the Gosselin Group. It was time for the next step for UniMove. Raymond van Dijk added: "We believe this is the best way forward for UniMove to strengthen our market share in the Netherlands and are excited to join the Gosselin family."

Keeping busy in Bangkok

PAIMA member Boonma in Thailand has been busy since the last issue of PAIMA Report. During that time the company has set up Christmas trees in 5-star hotels; organized fire training for all its staff; helped protect the environment; and won a fine art shipping award.

For the fifth year running Boonma won the contract to install Christmas trees in some of Bangkok's most luxurious hotels. This includes the placing and decorating of a six-meter tree in the city's Waldorf Astoria.

The company has organized Annual Fire Drill and Fire Evacuation Training for all employees. This involved learning about fire-fighting methods, handling equipment and practicing fire evacuation plans. The training was performed with the help of the Safety Department to make sure the staff are fully prepared should an actual fire occur.

As part of its efforts to protect the environment, Boonma has joined the Net Zero Pledge for the Events Industry, the first mover in Thailand to do so, and has been invited to be a part of the Advisory Group. To achieve this goal, Greenhouse Gas (GHG) emissions must be reduced and the non-avoidable ones must be compensated or 'neutralized' through the use of long-term carbon capture solutions. It is different from 'carbon neutral'. For carbon neutrality, the non-avoided emissions are compensated through traditional offsets (carbon credits

coming from projects that develop renewable energies, efficient transport, etc.). Carbon neutrality can be an intermediate step towards net zero.

"The Net Zero Carbon Events initiative aims to bring together a wide range of industry stakeholders to construct an industry-wide roadmap towards net zero by 2050, and emission reductions by 2030 in line with the Paris Agreement, with support and guidance on key issues," explained Tiddy S Teerawit, Executive Director of Boonma Group. This initiative is hosted by JMIC (Joint Meetings Industry Council) and is supported by the UNFCCC

secretariat (United Nations Framework Convention on Climate Change). Using its fine art moving experience,

Boonma has recently moved several priceless oil paintings (below) from Chiang Rai in Thailand to a new Taiwan location for the Galerie Nichido, the first gallery in Japan specializing in Western-style oil painting. "All artwork arrived at the destination safely and in time for the event," said Tiddy S Teerawit.



Joleen Lauffer becomes president of Aires

Aires in Pittsburgh, USA has announced the promotion of Joleen Lauffer to become the company's president. Current President, Jeff Wangler, will continue with Aires as chief executive officer.

Joleen (pictured right) has 25 years' experience in the relocation industry and more than a decade of senior management experience, including strategic development and plan execution for the organization, most recently serving as executive vice president with oversight of Aires operations and technology development. Throughout her career, she has held leadership roles in business development and client management within the company.

"Joleen is the right leader for Aires," said Jeff Wangler. "Joleen's extensive background, industry knowledge, and operational expertise will serve Aires' continued success for decades to come. Joleen has the vision, leadership, and energy to support the changing and growing needs of our ecosystem and Aires' future. We are thrilled with her appointment."

"I am excited to take on this role, and plan to build on what was created by the incredible leadership that has shaped Aires over the last forty years," said Joleen. "We thrive as an organization because of the culture, forward momentum, and the team of all-stars that form our foundation. These are exciting times in the evolution of our company, and I am thrilled for the opportunity to serve in this role as we chart our path for the future."



- Joleen holds a real estate license and has earned the CRP and GMS designations from the Worldwide ERC®. She is a graduate of the Business and Spanish programs at Washington & Jefferson College.
- Additionally, she is a graduate of Carnegie Mellon's CIO Institute. Carnegie Mellon is recognized worldwide as a leader in technology education. Drawing from this Pittsburgh-based technology powerhouse, her credentials have assisted Aires in remaining at the forefront of technology best practices and industry leadership.

Aires wins ethics award for the third time

Aires in Pittsburgh, USA has announced that it has been awarded the Torch Award for Ethics by the Better Business Bureau of Western Pennsylvania for the third time. Aires received the award in a presentation ceremony conducted at the company's headquarters and attended by Better Business Bureau representatives.

"We are excited to receive the Torch Award for the third time," said Jeff Wangler, Aires President. "Aires is committed to doing the right thing in all aspects of our business, and we are thankful to the Better Business Bureau for again recognizing this commitment to our people, service partners, clients and their employees. I am most proud that an organization whose sole goal is to assure that companies are honest, ethical and good citizens in business have chosen us for this award."

In awarding the honor, an independent, academic panel of judges specializing in business ethics recognized Aires' transparency and demonstration of values to all stakeholders. The panel also noted Aires' commitment to community, environment, and diversity initiatives.

In his speech to Aires employees, Better Business Bureau of Western Pennsylvania's President, Warren King noted, "One of the things I always enjoy when I visit Aires is

- the passion that I see in your people. It really shows. There are three key things that stand out in reviewing Aires' business philosophy: client assurance of a focus on quality and customer service excellence when partnering with Aires; commitment to transparency and educating clients about Aires' services and the overall added value provided to the clients; treating

- people with honor, dignity, and respect. Aires goes the extra mile to deliver peace of mind to its clients."

- As noted, Aires has now earned Torch Award honors three times. The company first earned the Torch Award for Excellence in 2006, the inaugural year for this award, and was again honored in 2016.



UK mover leading the way for green moves

As UK-based PAIMA member Burke Bros Moving Group approaches its 40-year milestone, the company has made a commitment to reduce its emissions and is taking action to halve its greenhouse gases before 2030. It has also committed to achieving net-zero emissions by 2050 and to regularly report on progress towards these aims.

The company has made a pledge to the SME Climate Commitment - recognized by the United Nations 'Race to Zero' campaign - to take action against the threat that climate change poses to the environment, society and the economy. Burke Bros is also supporting the SME Climate Hub, an initiative founded by the International Chamber of Commerce, the Exponential Roadmap Initiative, the We Mean Business

coalition and the UNFCCC Race to Zero campaign, with the aim of supporting small and medium-sized businesses to build business resilience.

In a further move, the West Midlands company has joined 'Turning the Black Country Green', an organization dedicated to decarbonizing businesses in its local area.

Gary Burke, Managing Director, (pictured above) commented, "It's time to look at our company through a different lens,

take responsibility for our organizational carbon footprint and start making changes to play our role in both the local area and on a global level and also to lead the way in future-proofing the moving industry."

PAIMA

The PAIMA Report relies on your stories.

If you have anything you would like to tell your PAIMA partners: new members of staff, new services, new facilities, charitable activities, and your thoughts about the industry in general, please tell *PAIMA Report*, and we'll tell everyone else.

Please send your information, and photographs, to the editor, Steve Jordan, at steve@thewordsworkshop.co.uk.



A new home for Teamwork in Brazil

Teamwork in Brazil has moved into a new office and warehouse facility. The new place is just outside of São Paulo in a secure, closed, gated community.

Lars Lemche, the company's CEO, is delighted with the company's new home which he says is both beautiful and safe.

"We have a new, elegant office space and enough storage space to handle all your customers," he said. "Facial recognition technology protects the access gates, we have 24-hour surveillance and security guards on motorcycles. It's unbeatable!" The new facility was officially opened on 8 March, 2022 to coincide with International Women's Day that celebrates women's achievements and reinforces a commitment to equality.

The new address is: Rua Santa Clara, 55 – Parque Industrial San José – Cotia / São Paulo – 06715-867.

Positive pandemic effect

In addition to his new premises, Lars explained that the COVID pandemic has had a very positive effect on customs procedures at the ports and

airports of Brazil. "Customs procedures have been modernized and now all processes are paperless," he said. "It's possible to upload documents directly to the sites and even fine arts are released in less than an hour. It took up to 15 to 20 days in the past."

Teamwork has adopted strict COVID-19 protection protocols throughout the business. "Our people all wear masks, use alcohol-gel sanitizers and maintain social distancing during packing jobs," said Lars. "Our customers understand and accept our measures fully." Lars said that around 95% of Teamwork's staff, both office and operational, have been vaccinated with at least two shots. "They all carry vaccine passports."

Main photo: Teamwork's women help the company celebrate the opening of its new premises on International Women's Day.





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Conroy Removals celebrates 50th anniversary

RECEPTION



“... We’ve had the drive and the ambition of course to drive things forward and we’ve continually kept investing in the business and the latest technology. I think that’s very important if you want to be successful.”

David Conroy,
CEO of Conroy Removals

When 20-year-old New Zealander David Conroy bought his first truck back in 1972 he could have had no idea that 50 years later his fledgling business would have become one of Australasia’s leading international moving companies. Particularly as David entered the industry almost by accident, being more interested in trucks and driving than moving furniture.

David explained, “I’d worked as a driver since leaving school and I was keen to start my own transport business. The trouble was, in those days it was very difficult to get a license to operate trucks because the government wanted to protect its investment in the railways. The easiest way was to buy a company that already had a license, so that’s what I did, and it just happened to be a removals company! At the time I only had \$3,000 and the man selling the business wanted \$4,000, so I persuaded my mother to lend me the rest to get me started. She later

went on to work with me, answering the phone and handling the accounts.”

Even with a license, operating a transport company in New Zealand in the early seventies was not without its challenges. “General freight operators were restricted to journeys of no more than 40 miles from their base, but as furniture movers we had a license to travel anywhere in the North Island,” said David. “If we wanted to go to South Island we had to get a special permit to cross on the ferries. That’s now all been disbanded and you can go where you like, how you like.”

After 18 months, David’s elder brother Gary joined the company and played a key role in the business’s development until his retirement three years ago. He remains a director and a major shareholder in the company. Gary’s son Chris joined Conroy in 1988 and currently works as a driver in Hawkes Bay.

David’s daughter Fiona joined Conroy’s Wellington branch shortly after leaving university, working in the sales department where she learnt the skills of cubing and estimating. Now after what she calls a twenty-year apprenticeship, she works alongside David handling the day to day running of the company from the company’s HQ in Napier, with David focusing on finance for the wider group.

Conroy is still very much a family business, although none of Fiona’s three siblings work for the company. “We have a strict family rule. When you hit eighteen you study or work and do your own thing for a few years and if you’re still interested in joining the company, look at doing it then,” said Fiona. “I think that’s a good philosophy. I went to live in the UK for a while, which I loved, and then did my Bachelor of Commerce degree back here in NZ. I think that experience of life and education was very valuable,” said Fiona.

From its humble beginnings, Conroy now employs over 300 full-time staff with a further 70 part-time personnel at its branches in New Zealand and 'across the ditch' in Australia.

"In 1986 we moved into Auckland with a sort of man and van operation and now it is the biggest branch of the seven we have across the country," said David. "For the first 25 years we only serviced New Zealand and it was my brother Gary who got us into international moving and he worked very hard to build up that side of the business."

It was during a holiday to Australia in 1999 that David first had the idea of opening a branch there. "We'd already taken over three small businesses in NZ and I thought; we talk the same, we act the same, why not open a branch in Australia as well?" said David. "We bought a small run-down business in Brisbane and built it up from there."

As well as the Brisbane office, Conroy now has branches in Sydney, Melbourne, Perth and Townsville.

Today, the company's revenue is almost equally split between commercial, domestic and international moving, with a further 10% generated from storage.

So, what is the key to Conroy's success over the last 50 years? "I think we've tried very

hard to keep things straightforward and to seize opportunities when they arise," said Fiona. David added, "We've also been fortunate in having some pretty good people stick with us over the years and that's helped a lot. Several have been with us, or in the industry, for over 30 years and really know the business. We've had the drive and the ambition of course to drive things forward and we've continually kept investing in the business and the latest technology. I think that's very important if you want to be successful."

Conroy joined PAIMA 12 years ago having been encouraged to join by fellow member Gary Burke of Burke Bros in the UK. "Gary was instrumental in bringing us to PAIMA and I'd like to give a nod to him for all his help," said David. "We like the friendly, family feel of the organization and it's helped us form close relationships with companies around the world."

Although David didn't set out to be a removals man he has no regrets that things turned out the way they did. "When the removals business gets in your blood it's there until the day you die," said David. "It's enabled me to travel the world and meet lots of people, it's a great business to be in and I'm proud to be a part of it."



Photo above and opposite page:
David Conroy and his daughter, Fiona.



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Burke Bros Moving Group celebrates 40th anniversary

Wolverhampton-based Burke Bros Moving Group in the UK is celebrating its 40th anniversary this year, a milestone that also marks 21 years of PAIMA membership.

It was back in 1982 with less than £1,000 in the bank, a second-hand Luton truck and encouragement from their father, that brothers Gary and Chris Burke began their fledgling transport business.

"Our original idea was to do light haulage and small parcel deliveries," explained Gary. "We advertised in the local papers and put cards in shop windows, but all we got were enquiries from people wanting to move fridges, sofas, or pianos. We realized there was a big demand for removals and the business just evolved from there."

It soon became clear to the brothers that to be successful they would need to have storage facilities and when a three-year lease became available on a local industrial estate, they decided to take a chance. "Our Mother went bonkers," remembered Chris. "You can't sign a lease, you'll be tied in for the three years, what if it doesn't work out?" she said. "But we explained that lots of

customers had asked if we did storage and we were going to go ahead. Within three weeks it was full and we kicked ourselves for not renting a bigger unit."

Gary and Chris soon realized they would need to rent a larger warehouse and move into containerized storage. That would mean buying side-opening trucks, a forklift and hiring extra staff to run it; but that would take money they didn't have. "We went to our bank, but they weren't interested, they said it was too risky, in fact no one we approached would back us," said Gary. "We eventually managed to contract-hire container trucks and a forklift truck and I persuaded our suppliers to give us extended credit until we got things rolling. Our suppliers were particularly kind and I'm eternally grateful to them for their help. We remember things like that, and 40 years later we're still dealing with the people who believed in us during those early days," said Gary.

The brothers went on to purchase three leading Midlands removal companies: Hudson & Rudge Removals Birmingham Ltd, George Clark Removals Ltd (Wolverhampton) and Goddards Removals Rugby Ltd.



*Dave Colley,
Operations Manager.*

After several years they incorporated the companies into the formation of the Group.

Today, Burke Bros Moving Group is one of the most successful moving companies in the West Midlands with 45 staff, a fleet of trucks, extensive warehousing and partners across the globe, many of them PAIMA members.

Burke Bros joined PAIMA in 2001, and soon became advocates of the network, building both business relationships and lifelong friendships along the way. Gary also became involved with the PAIMA Board, becoming vice president in 2010 and was involved in the decision-making process to transfer PAIMA Headquarters from Panama to Florida.

As a long-standing Wolverhampton company, Gary and Chris are dedicated to supporting the local area. For several years they have supported a number of charities, including Compton Care - a local hospice that helps patients and their families facing life-limiting illnesses - by donating furniture and books collected from customers, to sell in their network of charity

shops. Gary became trustee and non-executive director at the hospice in 2014.

Gary commented, "We've been supported by the local community for almost 40 years as our business has grown and we believe it is right to give something back by helping the community that has been so integral to our own success."

*Main picture opposite page:
Members of the team with Chris Burke (far left) and Gary Burke (far right).*



Ben Hingley,
Sales Manager.



Paul Lucas,
Business
Development Manager.

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See you in 'The Big Peach'

Georgia's capital, Atlanta – The Big Peach – will host this year's PAIMA Convention from 30 October to 1 November. So why do they call it The Big Peach? There are many theories.

Yes, Georgia is famous for its peaches, but it's not as simple as that. Some believe the name comes from an incorrect translation of a Cherokee village that once stood there called Pakanahuli, which means Pinetree and the name became corrupted to Peachtree, even though there were no peaches growing in the area at that time! Seems unlikely.

Then there is the famous Civil War battle of Peach Creek, which resulted in much of the city being burnt to the ground by the Union Army lead by General Sherman. Whatever the reason, the name Peach stuck, and you'll see it everywhere in Atlanta.

During the 1950s and 1960s Atlanta became a major center for the American Civil Rights Movement, with Martin Luther King Jr, Ralph David Abernathy, and many other locals becoming prominent figures in the movement's leadership.

Fast-forward to the present day and Atlanta has risen from the ashes to become one of America's most prosperous cities, with a diverse range of industries including information technology, transportation, finance and biomedical research. Major corporations such as Coca-Cola, Delta Air Lines and AT&T have established their headquarters there and Hartsfield-Jackson Atlanta International Airport has been the world's busiest passenger airport for over 20 years. In 1996 Atlanta hosted the summer Olympic Games, spurring the gentrification of many of its poorer districts and setting a trend for improvements that continued into the noughties and beyond.

Some of Atlanta's most famous sons and daughters include Martin-Luther King Jr, and singers, Gladys Knight and Brenda Lee; there are many, many others. But perhaps one of the most unlikely adopted residents is rock star Sir Elton John who moved to the city in 1991 and apparently loves it there. During an interview by a local newspaper in 1998 Elton said, "People always ask me, 'Why do you have a place in Atlanta?' It's because people here have always been nice to me ... I've always been welcomed. I feel at home." Praise

indeed from a superstar who moved from an English country estate near Windsor to be there.

Maybe one of the reasons Elton moved to Atlanta was the food. The city boasts some of the best cuisine in the South with dishes from around the world, as well as traditional Southern dishes such as pan-fried chicken and black-eyed peas. Many restaurants have received praise at a national level, including Bocado, Bacchanalia, and Miller Union in West Midtown, Empire State South in Midtown and Two Urban Licks and Rathbun's on the East Side. You won't go hungry in The Big Peach.

So, what can we expect from the weather at the end of October? In summer the temperatures can top 90 degrees, but by October things are a little less sticky with an average of around 70 and only a small chance of rain. Just right for an evening stroll to seek out Atlanta's coolest bars and perhaps visit one of its acclaimed restaurants. You never know, you might find Sir Elton is sitting at the next table!



Jim Putt dies aged 78

Aires in Pittsburgh, USA has announced that its founder, Jim Putt, passed away unexpectedly at his home in Naples, Florida, on March 1, 2022. He was 78 years old. The entire organization mourns his loss and shares thoughts and prayers for his son Bryan and the entire Putt family.

"Jim founded the company with one goal in mind – to let people see what they were going to experience in an overseas move," said Aires CEO Jeff Wangler. "Forty-one years later, his legacy remains not only intact but inspired by leaders who continue to evolve the overall employee experience."

Originally founded as American International Forwarding in 1981, Jim grew the organization from an international household goods forwarding company to a leading global mobility firm, serving as the leader of Aires for more than 20 years.

Aires President Joleen Lauffer said, "Jim was a legend. As a veteran of the United States Army, a loyal friend, and a man who truly loved his family, he was an inspired mentor to many. We will always remember his sage counsel in business, his fatherly life lessons, and most of all, his zest for life and laughter. We will carry his legacy forward, and we'll continue to tell Jim's story ... including the many inspirational, often hilarious, and sometimes outrageous stories of his life well lived."

Of course Jim had many friends in the industry. One of whom was the incomparable Peter Schaefer. "Jim was a visionary in our industry, a dynamic leader, mentor and all around top notch, successful professional, with a great sense of humor," he said. "He was my friend for 40+ years, fondly called me M-Tutu! A lot of wonderful memories, particularly our safari in Botswana (Tuli Lodge) following the SAFWA Convention in 1980. With our buddies: Colin Gordon, Frank McCluskey,

Jim and myself, we experienced 'the triple play' ... in our jeep chased by an excited elephant, it seemed that we could feel his/her breath ... a night time excursion exploring a hyena lair, we could see their eyes (what were we thinking ?) ... then playing a soccer match against the local rangers and trackers: we actually won, thanks largely to Jim's sturdy defensive play. Jim was one of a kind, a very dear friend, it was always fun and exciting to be in his company. He left us way too soon. No doubt he will continue to live in our hearts."

The equally charismatic Eric Lim also counted Jim among his friends. "I was very

shocked and sad to hear of Jim's passing," said Eric. "I knew Jim for over 40 years and we had developed a friendship and brotherhood between us. He was a gentleman, a trustworthy person who would never let you down. He was humble, there was no air to him, a simple person. I have so many pictures that I will cherish in memory of him. I have lost a brother and great friend."

The last word should go to Peter Schaefer. "May M-25 rest in peace!" If you know, you know.

The background of the page features a man with a beard and short dark hair, wearing a dark suit, white shirt, and dark tie. He is standing with his arms crossed, smiling slightly. Behind him is a building with a sign that reads "INVICTUS RELOCATION" in blue letters. The building has a red and white facade. The sky is clear and blue.

Portugal's Invictus Relocation Services joins PAIMA

Invictus Relocation Services, based in Cascais close to Portugal's capital Lisbon, has recently joined the PAIMA network. The company was founded in 2013 by its CEO Fábio Manuel (pictured right), and now has additional branches in Porto, the Algarve and on the Islands of Madeira and the Azores. Invictus Relocation specializes in international moves for corporate, government and military clients and is an ITGBL approved agent.

"We move people to most countries around the world, but the majority of our work comes from South America, especially Brazil," said Fábio. "Portugal is a very attractive country and we have all the latest technology and infrastructure businesses need to be successful, so there's a lot of incoming traffic. Expats from Brazil particularly like it here because we speak the same language and they say they feel safer here than back

home. Often they are reluctant to return at the end of their assignment and try to stay on for as long as they can!"

Although essentially a moving company, Invictus also provides relocation services to a select number of its corporate clients. "There are many, many relocation companies in Portugal so it is very competitive and the margins tend to be small, but we do offer it to specific clients," said Fábio. "We tend to focus more on moving pets, which is a delicate operation that demands a lot of care and expertise. Over the last few years we've seen a big increase in our pet relocation work and it is a very profitable part of our business."

"Joining PAIMA was an objective of mine when I started the business, but first it was important to build a solid base," said Fábio. "Being associated with PAIMA is a recognition of quality for us and brings us

one step closer to reaching some of the biggest agents in South America. I'm looking forward to the conference in Atlanta later this year and hoping to meet new people we can do reciprocal business with."

Invictus Relocation Services is also a member of the International Association of Movers (IAM) and is an ISO 9001 accredited company.

2022 Juan Peralta Ecology Award

Once again, all PAIMA members are encouraged to participate in the Juan Peralta Ecology Award which represents PAIMA's commitment to ecological awareness and environmental responsibility and is awarded to the member that best exhibits these qualities through education, commitment and environmentally-sound business practices.

Previous winners include Teamwork in Brazil, Burke Bros in the UK, Boonma in Thailand, Orient International Relocations in Nepal, Aires in the USA and, in 2020, NFB in Norway.

The award is open to all PAIMA members, including those who have applied in the past. It serves not only to focus members' attention on preserving and protecting the

environment, but to help educate other members in what can be done within their businesses.

If you would like to have your company considered for the Juan Peralta Ecology Award 2022, please contact the PAIMA office on paima@paimamovers.com.

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New Zealand opening for business

Conroy Removals explains how New Zealand is finally opening up again to its own nationals abroad and, from April, to overseas visitors.

In February the New Zealand government announced a new plan to open the borders to travelers across the world in a five-stage process for 2022.

This resulted in, most notably, the end of the requirement for fully vaccinated passengers to isolate in MIQ (Managed Isolation Quarantine) from late February. Instead, incoming fully vaccinated passengers are now required to self-isolate at home or at a suitable venue.

Expect a surge in demand

We see the announcement as welcome news for the many thousands of stranded Kiwis and expect return travel and household shipments to ramp up over the coming months.

It will take a while for airlines to rebuild their frequencies to New Zealand, and some may still be hesitant to commit due to the ever-changing nature of COVID and its variants.

The number of airlines flying into New Zealand reached its lowest level since the 1960s with only Air New Zealand, Emirates, Singapore Air and Qatar providing regular passenger flights. Other airlines operated one a week for mostly cargo.

A note of caution: COVID isn't over and there is always the chance the new government dials back the timeline – as

they have done before. But for the time being this is the plan and we'd urge you to share the details with clients if they haven't already read up on them.

The 5 stages in detail

1. February 27 – Kiwis in Australia

From 11.59pm on February 27 New Zealanders in Australia have been able to arrive in New Zealand without going into MIQ. This includes both citizens and permanent residents of New Zealand. Partners and dependent children of citizens and permanent residents in Australia will also be included, although evidence is needed to prove this relationship. Also included are a host of critical workers currently eligible under various border exceptions, coming from Australia. This includes critical health workers, dairy workers, teachers, tech workers, and several other professions.

2. March 13 – Kiwis anywhere

From 11.59pm on March 13 the rules for Australia were widened to the rest of the world.

Kiwis from anywhere – whether citizens or permanent residents – can now skip MIQ and self-isolate at home instead. Their partners and dependent children can also come.

The critical workers mentioned above – teachers, medical workers – may now come from anywhere.

Alongside them will be a much wider swathe of skilled workers who are not Kiwis.

However, they would need to be earning at least 1.5x the median wage – so \$84,240 a year. The government expects this change will benefit agriculture and ICT industries mostly.

Working holiday schemes can restart from this date.

The family reunification border exception for highly skilled workers is now aligned with the expanded settings for long-term critical workers, so more onshore workers are now able to reunite with their families.

3. April 12: Anyone with a visa, and sports and music stars

From 11.59pm on April 12 anyone with a visa could skip MIQ.

Also allowed in will be 5,000 overseas students eligible to study in semester two.

The government will also look to expand the number of skilled workers coming in – to include seasonal workers and some critical workers who wouldn't meet the income test mentioned above.

Professional sports players and cultural performers and their support staff could also come in. They would have to be performing in events with 'significant national/regional benefits'.

4. July or earlier: Visa-waiver countries

The next stage will happen by July at the latest, according to the government - but Prime Minister Jacinda Ardern said there was a high likelihood it could happen earlier.

It will see anyone from a visa-waiver country able to skip MIQ if vaccinated. A huge list of countries have visa waivers for visiting New Zealand for up to three months - including the USA, UK, Japan, and most of Europe.

Australians would also be able to travel here freely for as long as they like.

Normal work visas would also open back up for workers earning over the median wage.

5. October: Everyone else

From October normal visa processing would resume and travelers from anywhere would be able to come to New Zealand and skip MIQ. It's not quite clear if at this point they would need to self-isolate.

How will self-isolation work? Will they need tests?

Travelers will need to present a negative pre-departure test to get into New Zealand.

They will be handed three free Rapid Antigen Tests at the airport - one to use on day zero or one, one to use on day five or six, and one spare. If any of those are positive they will have to retest with a more accurate PCR test.

Travelers will eventually be treated as if they are contacts of cases. That means for now, 10 days of self-isolation.

But once New Zealand reaches its new phase of dealing with Omicron - something that is supposed to happen once the outbreak gets a bit larger - then that will be reduced to seven days, as it will be for close contacts.

People will be able to travel by private transport to their self-isolation spot - so you could fly into Auckland but drive (or be driven) to Hamilton.

And people inside your household could still come and go, unless you test positive.

Travelers who break self-isolation will be liable for a hefty \$12,000 fine.

But self-isolation isn't expected to last forever - Ardern signaled that the government will be looking to phase it out eventually, which would make more regular tourism possible.

What about the unvaccinated?

All of the above applies to people who have been vaccinated against COVID-19. Kiwis who have not been vaccinated will still need to enter MIQ just as they do now. Unvaccinated children under five will be able to travel with their parents. A wider exceptions regime for children is being worked on.

Ardern said MIQ would be scaled back but not completely dismantled, and transitioned into a more long-term "National Quarantine Service". This could include purpose-built facilities.

Jacinda Ardern image courtesy of Wikicommons.

PAIMA has a new member in Colombia

Moving Services by Cargo SAS, headquartered in Bogota, Colombia, has joined the PAIMA network. The company was founded in November 2019 and is a division of Cargo Logistic System SAS, an international cargo agency with more than 15 years' experience in international freight transport.

The company is part of a logistics group made up of 10 companies employing more than 130 people, with a team of 20 experienced staff working in the removals division.

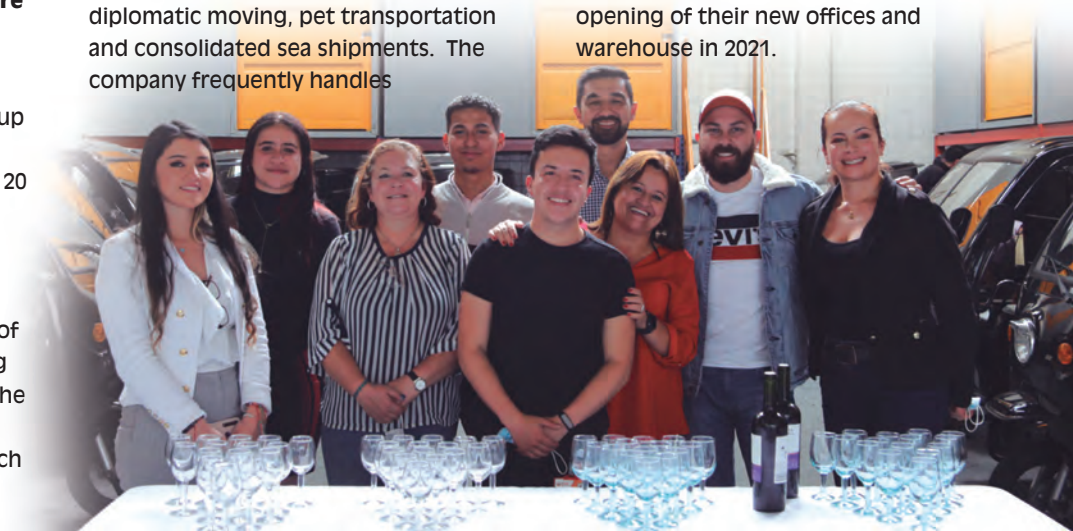
International Move Manager Yaqueli Vanegas said, "As part of our process of continuing growth and strengthening alliances, we are proud to be part of the PAIMA family. I believe that this, along with our membership of networks such

as IPATA, IAM, ANDI, and MOVERS POE, helps us expand our brand internationally and inspires confidence in our customers and prospects."

Moving Services by Cargo SAS provides a full range of moving services including diplomatic moving, pet transportation and consolidated sea shipments. The company frequently handles

consignments to Argentina, Spain, Mexico, the United States, Brazil, Costa Rica, England, Switzerland, Australia, Dubai, Kuwait, Tanzania, among others.

Photo: Yaqueli Vanegas (in red) with members of the moving team at the opening of their new offices and warehouse in 2021.



Goetz Moving aids COVID-19 response in the Philippines

Goetz Moving and Storage in the Philippines has recently hosted a major event with the Australian government and UNICEF to help the vaccination program in the country.

Goetz acted as the logistics partner to move a consignment of solar fridges into the country. These will be used in areas where the electricity supply is intermittent and help bring vital COVID vaccines to isolated communities.

The event was attended by the Australian Ambassador, Stephen Robinson, UNICEF representatives, and the Philippine Department of Health Secretary.

Pictured above: Stephen Robinson with Goetz Managing Director Michelle Muñoz Brillante (left) and UNICEF Representative to the Philippines Oyunsai Khan Dendevnorov.





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Spotlight on Bliss Moving & Logistics



PAIMA member Bliss Moving & Logistics was founded in Rome by its current President, Francesco Argirò, in 2008 and during the last fourteen years has grown to become one of Italy's most respected international moving companies. Francesco's father Giuliano, who ran his own international moving company in Italy during the 1980s and early 2000s, now works for Bliss as sales manager.

International Partner Relationship Manager, Alessandro Mannozi, who joined Bliss in 2009 explained, "Giuliano had corporate clients all over the world and he was able to bring many of them over to Bliss when he joined the company and that was a big help. Although he is approaching the age when many people would think about retiring, Giuliano is still working very hard; he's the kind of person who can't just stay at home I guess."

Bliss Moving is sharply focused on international mobility, but there is still room for some domestic work within Italy. "The domestic moving market is very competitive here in Italy and there are lots of small companies with low overheads willing to do jobs for very low prices," said Alessandro. "We do carry out some moves, especially for our corporate clients and sometimes we are able to book moves with private customers even if we are more expensive; I believe they value our reputation, solidity and level of professionalism. But most of the time clients are just looking for the cheapest price and we prefer not to book business where the margin is very, very, low. We all need profit to continue to grow and invest."

With its headquarters in Rome and a second office in Milan the company is well placed to capture business from both government and commercial sectors. "Rome is at the heart of government business in Italy with lots of government departments and foreign embassies, whereas Milan is the main center for corporates; it's the Italian business gateway," said Alessandro. "Francesco invests a lot of time and effort in Milan approaching new corporate accounts to secure business for Bliss and to share with our partners worldwide, so it's important to have a consolidated and strong presence there. I believe the secret of this industry is to provide your partners with the highest levels of service and place reciprocal business with them, otherwise you risk being out of the game."

Most of the company's international traffic is to and from Italy and the USA, along with a healthy trade in Australia and the Middle East, where there are large Italian communities. The remainder of business comes from Europe, the UK and Africa, but the US remains the dominant source of business.

"Giuliano grew up in the United States, in fact his mother language is American English. His relationships with US partners go back to the 1980s when he ran his own business and that is one of the reasons most of our traffic comes from there," said Alessandro.

In 2015, Bliss began offering relocation services under the direction of Francesco's brother Giulio. "We realized there was a good market for relocation services and decided to start a new department to deal with it, not just for people moving to Italy, but also to other destinations around the world," said Alessandro. "It's still a minor division of the Group, but it is growing steadily and is definitely worthwhile. It's a very important part of our cross-selling strategy to corporate accounts."

Another important part of Bliss' business is moving pets, through the Group company Bliss Pet Services. "We began our pet moving service about ten years ago and it has been very successful," said Alessandro. "Moving pets is very different from moving household goods and you have to realize how special animals are to their owners. First you have to love pets and treat them as you would your own. It can be quite a challenge. Moving a large dog from Italy to Australia, for example, is not easy and you have to deal with all the veterinary and immigration regulations as well. That's why most moving companies don't offer pet moving and why it can be so expensive."

Bliss joined PAIMA in 2018 and has significantly increased its network of international partners since becoming a member. "Joining PAIMA has been a big opportunity for us," said Alessandro. "Francesco and I always enjoy meeting people at the annual conference and we have gained a number of partners as a direct result of being a member. We also like the tonnage reports because it allows us to see who the top bookers are and compare our own activity with others around the world. Not all trade organizations do that."

During the next few years Bliss Moving & Logistics is looking to expand its traffic to new markets around the world, particularly in South America and Asia.

Pictured above: From the left, Alessandro Mannozi, Giuliano Argirò and Francesco Argirò.



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Just get it done

A story of undeterred vision and commitment to philanthropy

This is a story of a mover and philanthropist, Peter Naylor, whose compassion for the global community and commitment to students in Ghana changed their lives and showcased the values of the global moving and storage industry.

The Atorkor Vocational Training Institute (AVTI) is just miles away from the equator in a region of Ghana where power cuts are long and very common. But AVTI does not suffer from power cuts because most of its energy comes from solar power. AVTI offers adult programs in various subjects, including computer training, trade subjects and core subjects including languages and mathematics. It is also the only school under Ghanaian National Vocational Training Institute (NVTI) that is solar-powered and has become a model school when talking about green energy. This has been achieved due to the efforts of the late Peter Naylor, Ex-President of Tippet Richardson and various other individuals affiliated to the cause.

Success an uphill journey

While the journey to energy sufficiency has been extremely fruitful for AVTI, it was not an easy one and has only been made possible through the constant efforts of individuals like Peta Hall. In 2009 Peta went to Atorkor to assist local artisans in entrepreneurial skills training, she was shocked to see the poverty and unemployment and, working with the Atorkor Development Foundation, decided to build a school. She raised \$.25 million from her Canadian community and benefactors.

The school faced various restrictions in terms of resources. The architect had initially designed the school to use solar energy as the main energy resource as regular energy in Ghana is costly and cannot be depended upon. Sometimes electricity blackouts last beyond 12 hours a day. Stanley Yeboah, the AVTI manager said that having solar power would be a 'dream come true'.

It was at this time that Peter Naylor was introduced to Peta through a mutual friend. After hearing about the difficulties being faced by the students of AVTI, Peter took on the responsibility of funding and managing the solar project to completion.

Success was close but remained far

The plans were put into action. It was decided that the panels and equipment would be assembled in Toronto and then, using Tippet Richardson's resources, would be transported to Ghana. Just when the initial assembling was about to be completed, delays happened in sourcing specialized solar equipment customized to the weather and heat of Ghana. This postponed the implementation plan by months, but when the parts came, and the assembling was completed in Ontario, Peter used Tippet Richardson to transport the equipment quickly.

It was midnight when students and teachers of AVTI woke up on hearing the news of solar equipment reaching their facility. A combined effort led by David Carter (Energy Analyst from RESco Energy) started. Staff and students worked together day and night to finish the

installation. The project was near completion, but nature had other plans.

A very strong storm hit the town. Lightning exploded an external Ghanaian hydro transformer and blew out the initial safety equipment and some other parts of the system. The students, staff, villagers and the whole community and volunteers were devastated by the incident. David returned to Canada and the process halted.

'Just get it done'- turning vision to reality

A couple of months later, David and new equipment arrived back in Ghana. They reassembled the solar equipment, and the project was completed. It was during this period that Peter passed away. He has now been named "Father" of the school. Peter's last words to Peta were "Just get it done" and everyone continued to believe in his vision and finally, did get it done. Now the same school is a prominent success story and has helped hundreds of students achieve their dreams.

AVTI becomes a well-developed school

The school started with 11 students and now has more than 300+ students enrolled. The status of the school has changed, and it has been elevated from a Class D to Class B school. There are now 15 professional instructors, approximately 10 National Service personnel and eight administrators.

Around 200 students have so far received their full NVTI graduation certificates, enabling them to continue their education to university and college or start working.

School has produced many success stories

Many success stories are being made at AVTI every year. A student said: "I was able to do study at night as there were no lights-out, so I was able to get my certificate." Students at AVTI have been making the most of this opportunity built by Peter and others.

One such story is of Jefferson, who was in the construction team when the AVTI was being built, after which he enrolled at AVTI on a textile design course. Post-graduation he applied to Ho Polytechnic and got selected. He graduated with a First-Class degree. He is now teaching at AVTI in the textile design department and has become an inspiration for many students.

The long-lasting impact of the project

The solar panels generate 30-35 Kilowatts of energy every day, out of which 15 kW is used by the school, 3 kW is used to power the clinic, 10 kW is kept in reserve and 5 kW is spare. The money saved by solar power is now directed towards building more infrastructure. Solar energy has become a vital part of the school's existence and ecosystem. The entire school obtains energy for the lights and fans from the solar panels, including security, the night lighting of the campus and homework study rooms.

Solar power has had a positive impact on multiple departments of AVTI, for example, it allowed AVTI to invest in 12 industrial sewing machines to make school uniforms, and irons for the 70 dressmaking students. The Catering Department uses solar energy to power its fridges, freezers, kettles, and other equipment. The Computer Department uses solar power for all the computers and fans.



The Construction Department, Electrical Department and Textile Design use lights and fans, and the solar energy also powers an air-conditioner.

Moving the world for better

The National Vocational Training Institute now has made AVTI a role model and a prominent example of how all its 35+ vocational schools should operate.

Peter's vision, commitment, determination, and generosity made a remote school with various challenges in terms of resources into a thriving place of learning and education.

He used his knowledge and his Tippet Richardson expertise in international moving, called on his partners with their solar energy acumen, communicated with the team at AVTI and always focused on getting it done.

Peter moved the world toward a better direction. Looking down from above he would be proud of how the students of AVTI are using this opportunity to chase their dreams, and he would be glad that he was able to do his part in shining light on the path to success for them.

Photo above: Left to right, David Carter, Peta Hall, Enoch (Atorkor instructor) and Peter Naylor.





Switching to electric vehicles

Bjorn Carlson from NFB International Relocations in Norway looks at electric vehicles and warns that you can 'jump aboard or get stuck into your fossil fuel-burning polluter. Soon no one will buy it second-hand'.

I live in a country far north, stretching way above the Arctic Circle, with long driving distances, rugged mountains and a very cold climate. Norway is not the most likely place to start a transportation revolution, but electric vehicles (EVs) are suddenly the new normal here. I would claim that if Norway can do it, any country can.

The shift won't happen overnight, but the speed of the transition here has surprised everyone. Almost 65% of new passenger cars sold in Norway in 2021 were electric; in addition, 22% were plug-in hybrids. Put differently, only 14% of new cars were sold without a plug. Now that there are many models to choose from and the range has improved, EVs are purchased all over the country. It took us only 10 years to move from 1% to 65%, and next year we're likely to

pass 80%. The US, China and other high polluting countries could use 2022 to enact policies that incentivize a similar shift.

So, how did Norway become the world's top-selling electric-vehicle market per capita? Not because of suitable conditions, and definitely not because Norwegians are more environmentally friendly or concerned about climate change. We can instead credit strong demand-side, long-term policies. After all, it takes time to electrify all the cars on the road. Most cars are purchased second-hand, and people in the second-hand market are dependent on the choices made by new-car buyers. The government therefore taxes the sales of new polluting cars heavily but does not tax EVs at all, making EVs, which are more expensive because of their production costs, a competitive and appealing option. The Norwegian parliament has also decided that

all sales of new cars and vans shall be zero emission by 2025. The faster we get to 100% EV new sales, the faster we get there with all cars on the road.

Norway's progress has, of course, been helped by important emission restrictions directed at car manufacturers internationally, and we have seen the start of a global rollout of charging infrastructure. Did you see the final Super Bowl ad from GM? Will Ferrell told us he hated Norway because of the high uptake of EVs and that GM and the US were going to catch up. And the US has started! President Biden's infrastructure bill includes \$7.5 billion for a nationwide charging network.

But the US can go further in 2022, as can other countries, and implement policies directed at the demand-side. This can be done in different ways; the key is to start taxing new sales of at least the most polluting car models and use this money to subsidize EVs. This is a fair way to implement climate policies as it is aimed at people buying a new car, rather than an indiscriminate tax at the gas pump.

Consumers are given an option when buying a new car; they could, for instance, choose a model with lower emissions like a plug-in hybrid, which is not taxed, or even an EV that is subsidized. (To be clear, tax policies on purchase alone won't get where we need to be fast enough – in Norway, there are also several incentives in place such as lower road tolls, partial access to bus lanes and cheaper public parking for those who drive EVs – but it is the most important and effective step that countries around the world can take.)

What has my company done? First, we've had a small 100% electric service vehicle on the road since 2015. Used for physical PMS and at times also crew positioning (instead of sending out a truck with crew when only the manpower was needed). We are now in the final stage of placing an order for a brand new 100% electric service van. We've also



decided that all diesel removal trucks will be phased out and replaced with 100% electric trucks. Our order of 1-2 fully electric removal trucks will be placed within the next few months.

Further, we've installed plug-in chargers at the office for four electric vehicles to be charged simultaneously. These are constantly in use, free of charge for our employees.

Personally, Maria and I drive a 100% electric SUV with a 400 km radius. With the build-out charging stations along Norwegian highways, all that's needed is to enter your final destination on the car's GPS and the system suggests the route with on-route charging. Electricity provided by Norwegian renewable energy production sites. No stress - no pollution.

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2021 tonnage award gallery

In the last issue of **PAIMA Report** we announced the winners of the 2021 tonnage awards. Unfortunately, as the annual conference was cancelled due to COVID-19, the winners were not able to be presented with their awards in person. However, ever resourceful, the PAIMA office posted trophies to the winners and asked them to send back a photo of their rightly proud staff. Here are those who responded with the table below linking the pictures and winners' details.



1 NFB International Relocations, Norway



2 Relosmart Ltd



3 Formula Global Mobility

1 NFB International Relocations, Norway

1st place, European Region: 928,744lbs reported tonnage and the Juan Peralta Ecology Award 2021. Picture left to right: Guma Rugomayo Amundsen, Catharina Dyvi Knudtson, Maria Carlsen, Herman Dillevig.

2 Relosmart Ltd, Hong Kong

1st Place, Asia Region: 769,603lbs reported tonnage.

3 Formula Global Mobility, USA

1st place, North America, Canada and Mexico Region: 1,188,883lbs reported tonnage.

4 PM Relocations, India

2nd place, Asia Region: 364,628lbs reported tonnage.

5 ISS Relocations, Dubai

2nd place, Middle East Region: 1,178,336lbs reported tonnage.

6 The Movers – Premium Move Services, Sultanate of Oman

1st place, 2021 New Members category: 192,765lbs reported tonnage.

7 Universal Relocations, USA

2nd Place, 2020, New Members category.

8 Compas International Movers, Belgium.

2nd place, 2021 New Members category: 71,851lbs reported tonnage. Picture left to right: Vivian Gorgonio, Jennifer Balo and Nassera Garmoui.

9 Swiss Global Movers, Guatemala

2nd place, Central America and Caribbean Region: 234,769lbs reported tonnage.



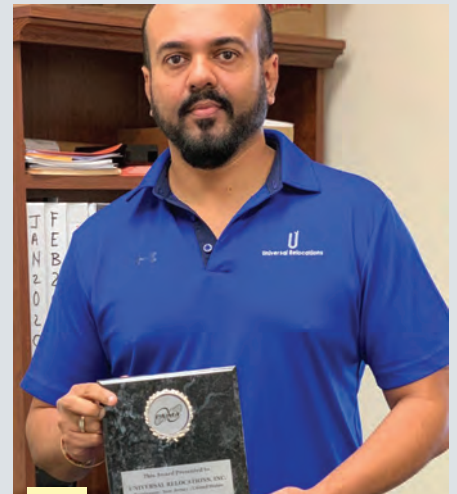
4 PM Relocations



5 ISS Relocations



6 The Movers - Sultanate of Oman



7 Universal Relocations



8 Compas International Movers



9 Swiss Global Movers



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PAIMA tonnage

This report shows the tonnage reported by PAIMA members so far during the 2021-2022 season. The total figure exceeds the total for this time last year. PAIMA wishes to thank all the members that contributed tonnage through the system, helping to maintain close commercial bonds throughout the group.

TONNAGE REPORT

Company	Total Booked	Booked Tonnage	Company	Total Booked	Booked Tonnage
AIRES, Pittsburgh, USA	221	797,252	MOVING SYSTEMS S.A.C., Lima 1, Peru	7	58,641
DELIGHT INTERNATIONAL MOVER LLC, Abu Dhabi, UAE	59	599,632	SERVILE RELOCATIONS PVT LTD., Mumbai, India	14	56,695
NFB INTERNATIONAL RELOCATIONS AS, N-1340 SKUI (Oslo), Norway	87	463,951	BLISS MOVING & LOGISTICS SRL, Rome, Italy	19	51,025
RELOSMART LTD, Hong Kong, China	32	439,405	ROYAL RELOCATIONS MALAYSIA, Selangor, Malaysia	19	50,153
CARL HARTMANN GMBH & CO KG, Bremen D-28195, Germany	51	292,725	HUMBOLDT INTERNATIONAL, Boston (Canton), USA	9	48,461
STAR INTERNATIONAL MOVERS, LLC, Dulles, USA	45	292,274	NEYGI MOVING SRL, Buenos Aires, Argentina	10	48,428
P.M. RELOCATIONS PVT. LTD., New Delhi - Gurugram, India	93	241,770	SMART RELOCATORS PTE LTD, Singapore, Singapore	7	47,066
UNIVERSAL RELOCATIONS INC., Parsippany, USA	18	215,298	GALLEON INT. SHIPPING CO. LTD, Aveley Essex, United Kingdom	13	45,274
G-INTER TRANSPORTES LTDA, Barueri / São Paulo, Brazil	55	209,904	COMPAS INTERNATIONAL MOVERS NV, Brussels, Belgium	13	34,104
FUSION SPECIALIZED SHIPPING & LOGISTICS LLC, Dubai, UAE	23	180,071	DEWITT MOVE WORLDWIDE, San Diego, USA	17	31,764
GLOBAL INTERNATIONAL RELOCATION, Lisbon, Portugal	30	164,507	MAGNOLIA MOVING SRL, Rome, Italy	5	31,555
UNITED RELOCATIONS (THAILAND) CO., LTD., Bangkok, Thailand	22	151,240	TIPPET RICHARDSON, Toronto, Canada	8	31,237
WICKMAN WORLDWIDE SERVICES, INC., Fishers, USA	25	136,594	EDELWEISS SPEDITION, Martinez, Argentina	4	29,000
EUROPEAN REMOVAL & STORAGE CO., Taastrup, Denmark	18	130,813	MULTI TRANSPORTES MEX, S.A. DE C.V., Mexico City, Mexico	3	18,295
SOBOLAK INTERNATIONAL GMBH, Leobendorf, Austria	20	124,979	MAGNA THOMSON INTL MOVERS LTD., Johannesburg, South Africa	3	16,676
SWISS MOVING SERVICE AG, 8952 Schlieren Zurich, Switzerland	14	109,367	MUDINMAR, Madrid, Spain	10	16,576
GLOBAL MOVING & STORAGE LTD, Yangon, Myanmar	28	92,829	TRANS-GLOBAL RELOCATIONS (PVT) LTD, Colombo 15, Sri Lanka	1	16,314
GERSON & GREY TRANSPORTES LTDA., Sao Paulo, Brazil	22	84,152	BURKE BROS MOVING GROUP LTD., Wolverhampton, United Kingdom	2	14,000
TEAMWORK INTL. MOVING, Cotia, Brazil	14	83,176	MERCOVAN ARGENTINA SRL, Buenos Aires CP 1429, Argentina	2	13,800
MUDANZAS INTL GLOBAL, C.A., Caracas, Venezuela	54	80,571	FRIEDRICH KURZ GmbH, 35578 Wetzlar, Germany	3	11,851
MYANMAR EXPRESS INTERNATIONAL MOVING SERVICES CO., LTD., Yangon, Myanmar	16	79,949	JJ MARI INTERNATIONAL MOVERS, Caracas, Venezuela	1	6,827
DEMECO SAS, Vincennes, France	19	77,055	AQUA GLOBAL LOGISTICS WLL, Hidd, Kingdom of Bahrain	2	5,496
AMR INTERNATIONAL RELOCATION, Shanghai, China	45	70,588	BOONMA MOVING & STORAGE CO LTD., Bangkok, Thailand	3	2,826
			GRACE RELOCATIONS PRIVATE LIMITED, Gurugram, India	1	1

Total booked: 1,197 Total booked tonnage: 5,804,167



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Email: moving@orientfreightgroup.com

Region VIII - Australia/New Zealand

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Argentina

- ARGENVANS TRANSPORTES
- EDELWEISS SPEDITION
- MERCOVAN ARGENTINA SRL
- NEYGI MOVING SRL

Australia

- CONROY REMOVALS PTY LTD

Austria

- SOBOLAK INTERNATIONAL

Bahrain

- AQUA GLOBAL LOGISTICS WLL

Belgium

- COMPAS INTERNATIONAL MOVERS

Bolivia

- EXPRESS CARGO SERVICES S.R.L.
- INBOLPACK SRL
- TOTAL BOLIVIAN MOVERS

Brazil

- ATLANTIS INTERNATIONAL
- BRAZIL LINK MUDANCAS LTDA - ME
- COSMOPOLITAN TRANSPORTES LTDA
- G INTER (GRANERO INTERNATIONAL)
- GERSON & GREY TRANSPORTES LTDA
- GLOBAL PACKING INTERNATIONAL MOVERS LTDA
- NETMOVE ASSESSORIA INTERNACIONAL LTDA
- TEAMWORK INTERNATIONAL MOVING

Canada

- CANADIAN ASSOCIATION OF MOVERS (CAM)
- INTERCONTINENTAL VAN LINES, INC
- TIPPET RICHARDSON

Chile

- ALS MOVERS (CHILE) S.A.
- REMSSA S.A.

China

- AMR INTERNATIONAL RELOCATION
- NEWLAND INTL MOVING

Colombia

- JB LOGISTICS LTDA
- JB LOGISTICS LTDA
- TRANSPACK LTDA
- MOVING SERVICES BY CARGO SAS

Costa Rica

- ABC MUDANZAS
- ALLIANZ MOVING CR S.A.
- APA WORLDWIDE MOVERS

Denmark

- EUROPEAN REMOVAL & STORAGE CO

Dominican Republic

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

Egypt

- EXPRESS INTERNATIONAL GROUP

Ethiopia

- GREEN INTERNATIONAL LOGISTICS

France

- DEMECO SAS
- EUROPEAN RELOCATION SERVICES
- GROUPE BERTON INTERNATIONAL
- LES GENTLEMEN DU DEMENAGEMENT
- NEER SERVICE FRANCE

Germany

- CARL HARTMANN GMBH & CO KG
- FRIEDRICH KURZ GMBH
- HENK INTERNATIONAL
- SCHENKER

Guatemala

- BRIZMUD
- SWISS GLOBAL MOVERS

Honduras

- MUDANZAS AIRLIFT INTERNATIONAL
- MUDANZAS INTERNATIONAL

Hong Kong

- RELOSMART

India

- CLINTUS NETWORK LIMITED
- GRACE RELOCATIONS PVT LTD
- LINKINDIA LOGISTICS PVT LTD
- P.M. RELOCATIONS PVT LTD
- SERVILE RELOCATIONS PRIVATE LIMITED
- UNIVERSAL RELOCATIONS INDIA PRIVATE LIMITED

Indonesia

- ACE INTERNATIONAL
- PT KELLYS EXPRESS

Ireland

- CARELINE INTERNATIONAL MOVING & STORAGE

Israel

- SONIGO INTERNATIONAL SHIPPING & MOVING LLC

Italy

- BLISS MOVING & LOGISTICS SRL
- MAGNOLIA MOVING SRL
- T&T SERVICES INTERNATIONAL ITALIA SRL

Japan

- FUKUOKA SOKO CO, LTD
- KOKUSAI EXPRESS CO, LTD

Jordan

- JORDANIAN COAST CARGO SERVICES

Latvia

- FF INTERNATIONAL MOVERS

Malaysia

- PIONEER MOVERS SDN BHD
- ROYAL RELOCATIONS MALAYSIA

Mexico

- AUTOTRANSPORTES INTERNACIONALES S DE R. L. DE C.V.
- CIME - COMPAÑIA INTERNACIONAL DE MUDANZAS Y EMBARQUE S.A. DE C.V.
- MEXPACK INTERNATIONAL REMOVALS
- MORENO INTERNATIONAL, S.A. DE C.V.
- MUDANZAS GOU S.A. DE C.V.
- MULTI TRANSPORTES MEX, S.A. DE C.V.
- SANCALSA INTERNATIONAL SERVICES
- TRAFIMAR RELOCATION SERVICES, S.A. DE C.V.
- TRANSCONTAINER

Myanmar

- GLOBAL MOVING & STORAGE LTD
- MYANMAR EXPRESS INTERNATIONAL MOVING SERVICES CO. LTD

Nepal

- ORIENT INTERNATIONAL RELOCATIONS

New Zealand

- CONROY REMOVALS LTD

Nicaragua

- MUDANZAS MUNDIALES, S.A.

Nigeria

- CONOTE SERVICES LTD
- KOEMAN NIGERIA LTD

Norway

- NFB INTERNATIONAL RELOCATIONS AS

Oman

- ALLIED LOGISTICS LLC
- THE MOVERS - PREMIUM MOVE SERVICES LLC

Panama

- BALBOA MOVERS, INC
- LOGISFASHION
- PANAMA INTERMOVING RELOCATIONS

Paraguay

- ASUNCION VANPACK SRL

Peru

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

Philippines

- GOETZ MOVING & STORAGE, INC

Portugal

- GLOBAL INTERNATIONAL RELOCATION
- INVICTUS RELOCATION SERVICES
- PREMIER INTERNATIONAL MOVERS

Puerto Rico

- GARCIA TRUCKING SERVICE, INC
- LA ROSA DEL MONTE
- RODI CARGO INTERNATIONAL GROUP

Russia

- M & TM FREIGHT

Saudi Arabia

- MOVE ONE RELOCATIONS, SAUDI ARABIA LTD

Singapore

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

South Africa

- MAGNA THOMSON INTERNATIONAL MOVERS (PTY) LTD

South Korea

- HIGH RELOCATION WORLDWIDE - KOREA
- PUMYANG SHIPPING CO. LTD

Spain

- GRUPO AMYGO, S.A.
- MUDINMAR MOBILITY
- PASSER MOVERS, S.L.
- WILLMOVE WORLDWIDE SLU

Sri Lanka

- TRANS-GLOBAL RELOCATIONS (PVT) LTD

Switzerland

- SWISS MOVING SERVICE AG

Thailand

- BOONMA MOVING & STORAGE CO, LTD
- UNITED RELOCATIONS (THAILAND) CO, LTD

The Netherlands

- GLOBAL MOVING AND SHIPPING BV
- SCHMIDT GLOBAL RELOCATION BV
- TRIGLOBAL BV
- UNIMOVE

U.S. Virgin Islands

- BOB LYNCH MOVING & STORAGE, INC

United Arab Emirates

- DELIGHT INTERNATIONAL MOVERS LLC
- DXI LOGISTICS LLC
- FUSION SPECIALIZED SHIPPING & LOGISTICS LLC
- ISS RELOCATIONS LLC
- MASSTRANS FREIGHT LLC

United Kingdom

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

Uruguay

- INTERTRAFIK SRL

USA

- AIR ANIMAL PET MOVERS
- AIRES
- DEWITT MOVE WORLDWIDE
- EARTH RELOCATION INC
- FORMULA GLOBAL MOBILITY
- HUMBOLDT INTERNATIONAL
- INTERAMERICAN MOVERS & FORWARDERS LLC
- JOHNSON INTERNATIONAL
- LA ROSA DEL MONTE
- MITCHELL MOVING & STORAGE
- NEW HAVEN MOVING EQUIPMENT
- ONERELO WORLDWIDE LLC
- PLANES MOVING & STORAGE
- RELOCATION INSURANCE GROUP LLC
- ROADRUNNER, LTD
- RODI CARGO INTERNATIONAL
- SUDDATH
- STAR INTERNATIONAL MOVERS, LLC
- TG INTERNATIONAL INSURANCE BROKERAGE, INC
- UNIVERSAL RELOCATIONS, INC
- WICKMAN WORLDWIDE SERVICES, INC
- WITHERS WORLDWIDE

Venezuela

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

Vietnam

- ASIA PRIME RELOCATION VIET CO., LTD

Zimbabwe

- CHAVILON INTERNATIONAL MOVERS & LOGISTICS PVT LTD

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