



## PAIMA POST - Volume 129 December 2022



HAPPY HOLIDAYS FROM PAIMA

**On behalf of the PAIMA Board of Directors as well as the PAIMA office, we would like to wish ALL our PAIMA Members and friends a very Happy Holiday Season and only the BEST for 2023 and beyond.**

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**PAIMA 2022 CONVENTION SPONSORS & ATTENDEE'S**  
**"THE OLYMPIC EFFORT"**

**Speaking to the "Olympic efforts" made by all attendee's to get to Atlanta this year for our PAIMA 38th Annual Convention (and IAM 2022), the "Olympic torch" was prominently highlighted in our convention Sponsor Banner and Sponsor Boards this year in Atlanta. It turned out that one of our PAIMA Members actually "moved" the torch for a prior Olympic!?**

**Is that "amazing", or what!?? Thank you to Clintus Network Limited for sending in the photograph below of the actual "Olympic Torch"!**





38<sup>TH</sup> ANNUAL CONVENTION  
**8<sup>TH</sup> GOLF TOURNAMENT**

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## 38<sup>TH</sup> ANNUAL CONVENTION



# WELCOME COCKTAIL RECEPTION

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## 38TH ANNUAL CONVENTION

# COFFEE BREAK

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## 38TH ANNUAL CONVENTION



# LUNCH BREAK

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# "PUTT SHACK" EXCURSION

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38TH ANNUAL CONVENTION



# BREAKFAST BUFFET

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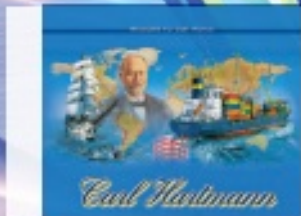


## 38TH ANNUAL CONVENTION



# COFFEE BREAK

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## 38TH ANNUAL CONVENTION

# LUNCH BREAK

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**CONROY  
REMOVALS**

HELPING YOU MOVE AHEAD

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38<sup>TH</sup> ANNUAL CONVENTION

# ONE-TO-ONE NETWORKING CENTRAL

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MOVING, RELOCATION & FINE ART

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**38TH ANNUAL CONVENTION**

# **CLOSING PARTY DINNER**

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DIAMOND SPONSOR**



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MOVE WORLDWIDE**  
A DEWITT COMPANY

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38<sup>TH</sup> ANNUAL CONVENTION

# CLOSING PARTY BAR

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## 38TH ANNUAL CONVENTION

# CLOSING PARTY LIVE DJ

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*the 'ONE-STOP' relocation service*

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**HUGE SHOUT OUT TO LISA BERANICH (BELOW) WITH  
HUMBOLDT INTERNATIONAL WITH HER "OLYMPIC TORCH  
RELAY" SHIRT NOT TO MENTION LAURA MAY CARMACK WITH  
(AIRES) AND HER AMAZING "OLYMPIC" ENSEMBLE!**







**Thank you again to ALL our PAIMA attendee's as well as our PAIMA Sponsors (magazine & convention) for their support.**

**PAIMA 2022 - "PAIMA REPORT MAGAZINE" SPONSORS**

**Aires  
Bliss Moving & Logistics  
Conroy Removals  
Dewitt Move Worldwide  
La Rosa Del Monte  
Tippet Richardson  
Teamwork International Moving  
Wickman Worldwide Services, Inc.**

**THANK YOU!!**

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**PAIMA MEMBER CANDIDATES**

**NOTE: Below listed Prospective Member will be contacted by the PAIMA Office after final vote from the Board of Directors as per our PAIMA By-Laws. Below notice is part of PAIMA's 60 - day notification to Members period for Prospective PAIMA Members.**

**STRONG MOVING  
INTERNATIONAL**

**Av. Pedro Álvares Cabral, 169  
Centro Empresarial Sintra  
Estoril V - Arm. B16**

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**We are excited to report that  
we do have more Prospective  
PAIMA Members that are in**

**2710-090 Sintra  
Portugal**

**Tel: + 351 218 435 608**

**Fax: N/A**

**Contact: António Lemos**

**Email: [antonio.lemos@strongmovint.com](mailto:antonio.lemos@strongmovint.com)**

**Website: [www.strongmovint.com](http://www.strongmovint.com)**

**PAIMA Sponsors:**

**Schmidt Global Relocations BV  
Unimove BV  
Mudinmar**

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**We ask our current PAIMA Members  
to please continue to recommend  
possible New Members in countries  
where we currently do not have a  
PAIMA Member.**

**the process of applying! The  
PAIMA office is here to assist  
with any questions regarding  
the Membership Application  
process!**

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## **PAIMA TONNAGE REPORT - 12/15/2022**



## **PAIMA TONNAGE PROGRAM**



**GET MORE VISIBILITY WITHIN PAIMA AND  
REPORT YOUR PAIMA TONNAGE TODAY**

**We thank our PAIMA Members that are currently reporting their tonnage and we ask the Members that are not, to please participate in the program. More visibility within the Association is guaranteed just for participating in our Tonnage Program, not to mention possible reciprocity.**

**Please remember that the calendar year for Tonnage Awards has started over as of August 1st, 2022. The Tonnage Portal is only accepting shipments booked from August 1st, 2022 thru July 31st, 2023. The deadline to enter 2022-2023 tonnage is September 1st, 2023. Please only report tonnage through July 31st, 2023. Please report all final tonnage by deadline date!**

**TONNAGE REPORT BELOW AS OF 12-15-2022**

Tonnage Report		
Company	Total Booked	Booked Tonnage
UNIVERSAL RELOCATIONS INC., Parsippany, USA	95	866961
CONROY REMOVALS PTY LTD, Brisbane, Australia	51	700679
AIRES, Pittsburgh, USA	148	617233
UNIVERSAL RELOCATIONS INDIA PVT LTD, Chennai, India	32	297514
RELOSMART LTD, Hong Kong, China	22	225382
GLOBAL INTERNATIONAL RELOCATION, Lisbon, Portugal	41	222670
DELIGHT INTERNATIONAL MOVERS LLC, Abu Dhabi, UAE	18	212700
NFB INTERNATIONAL RELOCATIONS AS, N-1340 SKUI (Oslo), Norway	53	197523
BURKE BROS MOVING GROUP LTD., Wolverhampton, United Kingdom	15	99681
TRAFIMAR RELOCATION SERVICES, Naucalpan de Juarez, Mexico	14	95147
GERSON & GREY TRANSPORTES LTDA., Sao Paulo, Brazil	26	89341
SMART RELOCATORS PTE LTD, Singapore, Singapore	7	80828
STAR INTERNATIONAL MOVERS, LLC, Dulles, USA	19	79446
GERSON RELOCATION LIMITED, London, United Kingdom	25	72707
SOBOLAK INTERNATIONAL GMBH, Leobendorf, Austria	11	56572
G-INTER TRANSPORTES LTDA., Barueri / São Paulo, Brazil	9	54520
DEMECO SAS, Vincennes, France	9	43505
ABC MUDANZAS S.A., San Jose, Costa Rica	7	37010
AMR INTERNATIONAL RELOCATION, Shanghai, China	26	34563
EUROPEAN RELOCATION SERVICES, Marseille, France	3	33422
BLISS MOVING & LOGISTICS SRL, Rome, Italy	14	30041
TEAMWORK INTL. MOVING, Cotia, Brazil	5	28802
MAGNA THOMSON INTL MOVERS LTD., Johannesburg, South Africa	4	26900
MUDANZAS INTL GLOBAL, C.A., Caracas, Venezuela	17	25773
MULTI TRANSPORTES MEX, S.A. DE C.V., Mexico City, Mexico	4	20850
TIPPET RICHARDSON, Toronto, Canada	2	12720
MUDANZAS INTERNATIONAL, Tegucigalpa, Honduras	3	9001
MYANMAR EXPRESS INTERNATIONAL MOVING SERVICES CO., LTD., Yangon, Myanmar	3	6811
CARL HARTMANN GMBH & CO KG, Bremen D-28195, Germany	1	4400
CONOTE SERVICES LIMITED, Abuja, Nigeria	5	4302
MOVING SYSTEMS S.A.C., Lima 1, Peru	1	2998
GRUPO AMYGO, S.A., Madrid, Spain	1	1600
	Booked: 691	Booked Tonnage: 4,291,602

## TONNAGE REPORTING INFORMATION- PLEASE SEE BELOW.

If you have ANY questions or if you need to request your Login Information for the Tonnage Portal, please contact the PAIMA office as soon as possible. We will have new login information for all of our PAIMA Members. Please do make note of this and share it with your team that inputs the data.

**FOR ALL MEMBERS THAT REQUESTED A MONTHLY REMINDER TO REPORT THEIR TONNAGE....HERE IT IS..... PLEASE REPORT YOUR PAIMA TONNAGE!!!**

**A HUGE "SHOUT OUT " TO OUR TOP**



THREE PAIMA REPORTING  
TONNAGE MEMBERS TO DATE AS OF 12-15-2022:



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**PAIMA OFFICE NEWS:**

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**MANDATORY ATTENDANCE REMINDER:**

As per PAIMA By-laws which were approved during our one of our past General Assemblies, please make note that a penalty fee of \$500 will be levied for convention non-attendance compliance by attending the PAIMA convention at least once every two years. As we have reported, the last two pandemic year's (2020 & 2021) will NOT be counted in our attendance participation records. One of the biggest value adds of being a PAIMA Member is to attend the yearly convention. You can count on tremendous networking and business opportunities with the PAIMA family.

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**PAIMA TRADEWING COMMUNITY PLATFORM  
(PTCP) NOW AVAILABLE AT "APP STORE" -  
NOW EVEN EASIER TO ACCESS THE  
PLATFORM. SCAN THE "QR" CODE BELOW!**



We remind all our PAIMA Members that you can add up to 5 company employees to our PTCP platform so they can take advantage of this cutting edge technology. From past Workshops to future Workshops, our PTCP platform will be a repository for information exclusive to PAIMA Members.

To add staff to our PTCP, please send their name, position and email to the PAIMA office - link below.

**[CLICK HERE TO REACH THE PAIMA OFFICE](#)**

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**PAIMA WORKSHOPS #1 - #2 & #3 -  
DID YOU MISS ONE OF OUR THREE AMAZING  
PAIMA WORKSHOPS?**

Don't worry, you can see the recordings on our PTCP platform. Go to "Events" tab and click on "Past" events to see all three sessions. Share the information with your staff, great content was provided. Exact details for each session were as follows.

**WORKSHOP #1**



## WORKSHOP: Working with Lead Generators

The dos and don'ts for creating a successful partnership



DOs



DON'Ts

### Workshop #1 -

#### Description: "Working with Lead Generators – What to be careful of, why they can help and how to choose the right one."

Looking for new lead sources?

This workshop is specifically designed for PAIMA movers and will cover everything you need to know about lead generators, the good (and the bad!):

A crash course in leads: What are they, where do they come from?

How does a Lead Generator's business model work and is it a good fit with your business?

What are the costs and what are the limits?

Choosing a Lead Provider: Crucial Questions to ask before starting a partnership. A look to the future: online customer behavior is changing, are you?

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### WORKSHOP # 2



## Workshop # 2 –

### Description: "Take Control Of Your Online Reputation"

Did you know that 90% of consumers read online reviews before considering to work with a business?

Regardless of if you deliver the best service in the market, or pride yourself on excellent attention to detail; you will struggle to grow your business without investing in online-reviews and your online reputation.

In this workshop, you will learn how to improve your company's online reputation by understanding how review platforms work and what best practices are. Plus, you will learn valuable tips on how these platforms can generate more clients to your website and what to do when you get a bad review.

Join Cedric Keenen, "Sirelo's" Customer Service Manager, for a thought-provoking session that is bound to leave you with a list of immediate ways you can improve your online business profiles.

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## WORKSHOP # 3



## Workshop # 3 -

### Description: "Turning traffic into quotes – Tools, tips & tricks that will immediately improve your website and increase the amount of quote requests you receive."

We see movers struggling to keep their websites relevant and interesting for their customers. What's more is that the website's

contact form is often outdated, has complicated questions and lacks optimization, meaning, it cannot be easily filled in from a mobile phone.

With over 18 years of research and expertise in website development and customer interaction, we are now sharing our knowledge and tools, so that you can get more leads from your website and grow your business. The workshop is designed especially for PAIMA, in conjunction with TriGlobal.

Learn about:

- The customer journey & 2022 customer trends. How effective is your website and what is not working?
- What tools are available and how can they help your website conversion?
- The importance of customer engagement on your website - adding value to the customer (free services) and why this works.
- The problems of inefficiency when it comes to quoting.

You must sign on to our PAIMA Tradewing Community platform (PTCP) to access these three past Workshops. We look forward to presenting MORE Workshops in 2023 - stay tuned for specific topics of interest.



**MARK YOUR CALENDARS -**  
**PAIMA 39TH ANNUAL CONVENTION:**  
**OCTOBER 6TH - OCTOBER 8TH, 2023 -**  
**TORONTO, CANADA**

Our understanding is that getting a Visa for Canada might take some time and efforts so please get an early start on the visa



process so you can attend next year. If you need an invitation letter from the PAIMA office, we will be more than happy to send it to you. See you all in Toronto - 2023.

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## **MEMBERSHIP CHANGES/UPDATES:**

The below mentioned PAIMA Member has been cancelled by the Association.

- **Sancalsa International Services - Mexico**
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### **PAIMA OFFICE**

Our PAIMA office is always here for our PAIMA family Members and friends.  
5201 Blue Lagoon Drive, 9th Floor  
Miami, Florida - USA 33126

Pan American International Movers Association (PAIMA) | 5201 Blue Lagoon Drive, 9th Floor,  
9th Floor, Miami, FL 33126

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