



PAIMA POST - Volume 107 February 2021



FIRST PAIMA VIRTUAL MEMBERS MEETINGS
SCHEDULED FOR FEBRUARY 24TH, 2021
(STOP IN TO SAY HELLO TO YOUR PAIMA
FAMILY AND FRIENDS)

**PAIMA is pleased to host her first Zoom Virtual Meetings on
Wednesday, February 24th. Please join us to listen and discuss:**

PAIMA 2020 Recap & Words from our PAIMA President, our
PAIMA Board of Directors, Regional Directors as well as
Association strategy for 2021; not to mention to be able to see
you via the virtual platform. Undoubtedly, a great opportunity to
catch up with our PAIMA family and friends.

In an effort to accommodate all our PAIMA Members around the
world, there will be three separate meetings on
Wednesday - February 24th as follows:

**PLEASE FIND ALL THREE INVITATIONS FOR ALL THREE
MEETINGS BELOW, PLEASE ATTEND THE MEETING THAT
SUITS YOU BEST, BASED ON YOUR TIME ZONE:**

February 24th, 2021

9:00 AM (EST/NYC Time)

2:00 PM (EST/NYC Time)

8:00 PM (EST/NYC Time)

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9:00 AM (Eastern Time) Meeting Invitation Below:

Time: Feb 24, 2021 09:00 AM Eastern Time (US and Canada)

Join Zoom Meeting

<https://zoom.us/j/92234995113?>

[pwd=b25xVXI2SHo5TDhERy9nOEExXQ3VPUT09](https://zoom.us/j/92234995113?pwd=b25xVXI2SHo5TDhERy9nOEExXQ3VPUT09)

Meeting ID: 922 3499 5113

Passcode: 988254

Find your local number: <https://zoom.us/u/admEWqTPug>

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2:00 PM (Eastern Time) Meeting Invitation Below:

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Time: Feb 24, 2021 02:00 PM Eastern Time (US and Canada)

Join Zoom Meeting

[https://zoom.us/j/98076005831?](https://zoom.us/j/98076005831?pwd=QIV2TXFLYIZ5NDRXNjBraWxVY0RQdz09)

[pwd=QIV2TXFLYIZ5NDRXNjBraWxVY0RQdz09](https://zoom.us/j/98076005831?pwd=QIV2TXFLYIZ5NDRXNjBraWxVY0RQdz09)

Meeting ID: 980 7600 5831

Passcode: 373517

Find your local number: <https://zoom.us/u/avl5HsX9Z>

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8:00 PM (Eastern Time) Meeting Invitation Below:

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Time: Feb 24, 2021 08:00 PM Eastern Time (US and Canada)

Join Zoom Meeting

[https://zoom.us/j/97701274989?](https://zoom.us/j/97701274989?pwd=NjVrMjlWOWxWaUxhVjVHYUVydGd3Zz09)

[pwd=NjVrMjlWOWxWaUxhVjVHYUVydGd3Zz09](https://zoom.us/j/97701274989?pwd=NjVrMjlWOWxWaUxhVjVHYUVydGd3Zz09)

Meeting ID: 977 0127 4989

Passcode: 447463

Find your local number: <https://zoom.us/u/adxjulu0l>

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**If anyone has any questions at all, please contact the
PAIMA office immediately. We look forward to seeing our
PAIMA Members one one of the three call options based
on your time zone around the world.**

DIVERSIFICATION



INDUSTRY FEEDBACK TO WEATHERING OUT THE PANDEMIC STORM = DIVERSIFICATION AND NEW STRATEGY INITIATIVES

We certainly have been hearing and reading a lot about the importance of diversification and the adaptation of new strategies in the moving industry as of late, especially during unprecedented pandemic times.

We want to thank our PAIMA Members and friends for some of the ideas presented below that could be a potential new revenue stream for some. Like a diversified retirement portfolio, diversified income ideas and proven concepts are not a bad thing. We of course recommend taking on any new project with a 200% commitment. As we all can agree, if you are going to do a job, it needs to be done correctly.

DIVERSIFICATION STRATEGIES AND IDEAS:

1. STORAGE - LONG TERM AND SHORT TERM
2. ADAPTING YOUR SERVICE TO OFFER LCL SERVICES OR GROUPAGE
3. SHORT HAUL MOVES
4. EMBRACING NEW TECHNOLOGY (AUTO-MAILING, ONLINE CONTRACTS, VIRTUAL SURVEY'S, ETC, ETC.)
5. FOCUSING ON VALUE VERSUS JUST PRICE
6. STRENGTHEN YOUR REPUTATION OFF-LINE AND ON-LINE (AN ESTIMATED 80% OF CONSUMERS ARE CHECKING ONLINE REVIEWS BEFORE CHOOSING A COMPANY)
7. BEING RESPONSIVE AND PROACTIVE TO ALL ONLINE REVIEWS - GOOD AND BAD

8. UNDERSTANDING YOUNGER CONSUMERS AND "LUMP SUM" MOVES
9. ADAPTING FROM "RELOCATION" TO "DELOCATION" IN SOME CASES
10. ENSURING CLIENT PROPER PANDEMIC SAFETY PROTOCOLS ARE IN PLACE AND ADHERED TO AT ALL TIMES

We certainly hope some of these ideas will be helpful. Please share your general ideas with the PAIMA office so we can assist all our Members get through 2021 and beyond.

[CLICK HERE TO CONTACT THE PAIMA OFFICE](#)



**PAIMA 37TH ANNUAL
CONVENTION OCTOBER
10TH - OCTOBER 12TH,
2021 ORLANDO, FLORIDA -
USA**

(ABOVE)

**HYATT REGENCY
ORLANDO CONVENTION
CENTER**

We hope to be doing our annual site inspection first quarter 2021 with our partners at IAM.

If anyone has any specific recommendations or suggestions, they are always welcome by the Board of Directors and the PAIMA office for review and consideration. Please reach the PAIMA office at the link below:

Click HERE to contact the PAIMA office

THINGS TO DO WHILE IN ORLANDO IN 2021:



"Museum of Illusions" - (picture on top)

Explore the fascinating world of mental perception—and deception—at Orlando's newest must-see, must-share destination, the Museum of Illusions.

With more than 50 amazing exhibits, the experience will fool your eyes, trick your mind and teach you all about the amazing brain science behind the illusions. Roam the mind-bending expanse of the "Infinity Room". Defy the laws of gravity in the "Reverse Room".

Shrink to miniature size in the "Ames Room".

Post photos so spectacular your friends will have to see them to not believe them.

Located at ICON Park® alongside a number of bars and restaurants, Museum of Illusions is the perfect place to kick off a night out with friends. With exhibits that activate brains of all ages, Museum of Illusions makes a great outing adventure full of awesome surprises and learning opportunities.

For more information on this specific suggestion, please feel free to check out their website.

**Museum of Illusions Website Link
Here**

The "Museum of Illusions" is located at:

8441 International Drive, Suite #250, Orlando, FL 32819-9314

More things to enjoy this fall in or near Orlando.

PAIMA MEMBER CANDIDATES

NOTE: Below listed Prospective Members 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.

UNIMOVE BV

Andries Copierhof 7, 3059 LM
Rotterdam
Netherlands

Tel: +31 010 442 2316

Fax: N/A

Contact: Arjan van der Marel
Email: arjan@unimove.nl

Website: www.unimove.nl

PAIMA Sponsors:

High Relocation Worldwide
Careline International
Fusion Specialized Shipping &
Logistics LLC
ISS Relocations

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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.

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We are excited to report that we do have more Prospective PAIMA Members that are in the process of applying! The PAIMA office is here to assist with any questions regarding the Membership Application process!

PAIMA TONNAGE REPORT - 2/15/2021



CONGRATULATIONS ONCE AGAIN TO OUR

2020 PAIMA TONNAGE AWARD WINNERS!

We thank our 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.

The deadline to enter your 2020 -2021 tonnage into the portal is September 1st, 2021.

GET AN EARLY START AND PLEASE INPUT YOUR PAIMA TONNAGE TODAY!

If you have misplaced your Member Number or Password, please contact the PAIMA office for immediate assistance.

TONNAGE REPORT BELOW AS OF 2-15-2021

Tonnage Report		
Company	Total Booked	Booked Tonnage
DELIGHT INTERNATIONAL MOVER LLC, Abu Dhabi, UAE	54	500725
RELOSMART LTD, Hong Kong, China	28	293692
NFB INTERNATIONAL RELOCATIONS AS, N-1340 SKUI (Oslo), Norway	76	258042
G-INTER TRANSPORTES LTDA, Barueri / São Paulo, Brazil	52	252532
DEWITT MOVE WORLDWIDE, San Diego, USA	80	214348
AIRES, Pittsburgh, USA	61	211204
CARL HARTMANN GMBH & CO KG, Bremen D-28195, Germany	38	209495
GLOBAL INTERNATIONAL RELOCATION, Lisbon, Portugal	24	157402
RODI CARGO INTERNATIONAL, Miami, USA	29	156558
STAR INTERNATIONAL MOVERS, LLC, Dulles, USA	20	127048
STEVENS INTERNATIONAL, Fort Wayne, USA	26	126550
ORIENT EXPRESS FORWARDING PTY, Singapore, Singapore	22	105157
BURKE BROS MOVING GROUP LTD., Wolverhampton, United Kingdom	12	97544
GERSON & GREY TRANSPORTES LTDA., Sao Paulo, Brazil	17	95838
WICKMAN WORLDWIDE SERVICES, INC., Fishers, USA	14	87127
GLOBAL MOVING AND SHIPPING BV, Vught, Netherlands	34	84933
SOBOLAK INTERNATIONAL GMBH, Leobendorf, Austria	15	83388
DEMECO SAS, Vincennes, France	18	72710
PIONEER MOVERS SDN BHD, Kuala Lumpur, Malaysia	17	61851
MUDANZAS GOU, S. A. DE C. V., Azcapotzalco, Mexico	10	59695
HUMBOLDT INTERNATIONAL, Boston (Canton), USA	10	58585
MULTI TRANSPORTES MEX, S.A. DE C.V., Mexico City, Mexico	5	58322
TEAMWORK INTL. MOVING, Osasco, Brazil	8	57390
SWISS MOVING SERVICE AG, 8952 Schlieren Zurich, Switzerland	9	54146
GOETZ MOVING & STORAGE, INC., Paranaque City, Philippines	9	49379
CONOTE SERVICES LIMITED, Abuja, Nigeria	8	48225
SMART RELOCATORS PTE LTD, Singapore, Singapore	5	46276
THE MOVERS - PREMIUM MOVE SERVICES LLC, Muscat, Sultanate of Oman	6	42975
GLOBAL MOVING & STORAGE LTD, Yangon, Myanmar	12	39360
GERSON RELOCATION LIMITED, Greater London, United Kingdom	6	36022
SERVILE RELOCATIONS PVT LTD., Mumbai, India	14	34563
TIPPET RICHARDSON, Toronto, Canada	6	33914
MYANMAR EXPRESS INTERNATIONAL MOVING SERVICES CO., LTD., Yangon, Myanmar	5	31939
MUDANZAS INTL GLOBAL, C.A., Caracas, Venezuela	7	31068
DXI LOGISTICS LLC, Dubai, UAE	3	30027
EUROPEAN REMOVAL & STORAGE CO., Taastrup, Denmark	7	28344
TRANS-GLOBAL RELOCATIONS (PVT) LTD, Colombo 15, Sri Lanka	3	28025
AMR INTERNATIONAL RELOCATION, Shanghai, China	13	25788
FRIEDRICH KURZ GmbH, 35578 Wetzlar, Germany	7	22352
MASSTRANS FREIGHT L.L.C., DUBAI, UAE	3	20592
UNIVERSAL RELOCATIONS INC., Parsippany, USA	3	15451
MUDINMAR, Madrid, Spain	6	12368
MERCOVAN ARGENTINA SRL, Buenos Aires CP 1429, Argentina	2	8970
MORENO INTL, S.A. DE C.V., Monterrey, Mexico	1	7690
	Booked: 805	Booked Tonnage: 4,077,610

TONNAGE REPORTING INFORMATION- PLEASE SEE BELOW.

Please remember that the calendar year for Tonnage Awards has started over as of August 1st, 2020. Tonnage portal is only accepting shipments booked from August 1st 2020 thru July 31st 2021. The deadline to enter 2020-2021 tonnage is September 1st, 2021. Please report all final tonnage by deadline date!

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.

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

A BIG "SHOUT OUT" TO OUR TOP THREE PAIMA REPORTING TONNAGE MEMBERS TO DATE AS OF 2-15-2021:



PAIMA OFFICE NEWS:

PAIMA MEMBERSHIP BENEFITS AND MORE

Please find below some of PAIMA's current membership assistance benefits and other exclusive PAIMA programs of interest.



PAIMA REPORT MAGAZINE - SPECIAL ADVERTISING DISCOUNT/COVID-19 RELIEF PLAN FOR 2021

The PAIMA Board of Directors has approved a promotional PAIMA REPORT Magazine - COVID -19 advertising discount for 2021. We hope to assist all our Members that would like more exposure within the PAIMA family and beyond by offering all our current and future advertisers a **30% DISCOUNT** off our standard advertising rates! More exposure at a discounted rate during the COVID-19 pandemic is a wonderful thing.

Our PAIMA REPORT Magazine is published tri-annually AND is saved in PDF format on our website. Hard copies are mailed to all our PAIMA Members and we encourage ALL our Members to send in articles on their specific companies. We love publishing important accolades and achievements, company news and organizational notices, New Member introductions as well as important industry news and updates.

Please visit our link below for current advertising rates and don't forget to apply a 30% discount to the standard published rates you see on the link below. We of course THANK all our current advertisers for their yearly advertising support.



PAIMA MONTHLY VIRTUAL BOARD OF DIRECTORS MEETINGS

The PAIMA office is thankful for our PAIMA Board of Directors for their unwavering guidance and support of our PAIMA Association. Due to the worldwide pandemic, the PAIMA office staff and our Board of Directors are getting together virtually every 3 to 4 weeks. We appreciate your time and dedication.



2021 JUAN PERALTA ECOLOGY AWARD

Here is a little history on the coveted Juan Peralta Ecology Award. In memory of our distinguished colleague Juan Peralta, PAIMA created the "Juan Peralta Ecology Award". The Award, presented annually during the General Assembly at our convention, represents PAIMA's commitment to ecological awareness and environmental responsibility. The PAIMA Member that best exhibits these qualities through education, commitment and environmentally-sound business practices; is awarded this prestigious honor.

The Ecology Award consists of a trophy with the winning company's name engraved upon it, and an exclusive feature article in our PAIMA Report Magazine. The Awards main purpose is to recognize that PAIMA Member who exceeds his colleagues' level of commitment in preserving and protecting the environment. It is also the goal of the Ecology Award to encourage other PAIMA Members, veterans and new members alike, to reach for a higher standard of awareness in protecting the environment. Furthermore, being a member of an Association essentially means being part of a learning and sharing community.

The Ecology Award helps to engender a helpful, compassionate industry through which its components - you, the moving company - are able to share the measures and procedures with your colleagues and together make a lasting contribution to help save planet Earth.

Please remember we encourage past years submissions that were not selected, to please update their application and resend it to the PAIMA office for review and consideration by our Board of Directors.

If there are any questions at all, please contact the PAIMA office for expeditious clarification.

[CLICK HERE TO CONTACT THE PAIMA OFFICE](#)



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**