



## PAIMA POST - Volume 120 March 2022



NEW TONNAGE PORTAL - TEMPORARY REPORTING

## PAUSE UNTIL FURTHER NOTICE

Please make note that the "temporary pause" in reporting PAIMA Tonnage continues as we finish the transfer of reported data to our New PAIMA Tonnage Portal. As reported last week on March 7th, 2022, we put a "temporary reporting pause" in place in order to transfer all of the input data up to March 7th, 2022, to our New PAIMA Tonnage Portal.

We anticipate this task being accomplished this week at which time we will get in touch with all our PAIMA Members with your new Login information so you can resume reporting.

As we also reported, since we are transitioning the PAIMA Tonnage Portal to a more modern "WordPress" platform, we had to update the Login information in the new system.

More information coming soon as to when you can resume entering your PAIMA Tonnage. Thank you for your patience and understanding as we improve our technology platforms.

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### WORKSHOP: Working with Lead Generators

The dos and don'ts for creating a successful partnership



DOs



DON'Ts

## WERE YOU ABLE TO ATTEND OUR (PTCP) "WORKSHOPS" TODAY?

Were you able to attend our FIRST of a series of free "Workshops" on our PTCP platform for all our PAIMA Members today? If you said "no", do NOT worry!

Both sessions were officially taped and will be available to all Members on our PTCP platform. You will need to go to the "Events" tab and click on "Past" events. Here you will find the videos to both of today's Workshops as well as two other "Past"

events that we held on PTCP training with our Tradewing Account Specialist, Mrs. Janiela Campusano.

Future Workshops will be announced soon. Today's session was on the following subject of interest:

**PAIMA WORKSHOP #1 – "Working with Lead Generators – What to be careful of, why they can help and how to choose the right one."**

**Presenter: Brielle Jones, TriGlobal**

**Cost: Free**

**This Workshop was presented by PAIMA's Affiliate Member - TriGlobal's Brielle Jones.**

**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?**

**(Please make note: These "Workshops" will be presented for free on our exclusive PTCP platform. Both "Workshops" will be listed in the "EVENTS" tab on the left-hand side of the Home Page! You can save future "Workshops" on your calendar at this tab and this is where the "Workshops" will take place. This is also where "Past" event videos can also be watched).**

**For any assistance accessing our PTCP platform, please contact the PAIMA office [HERE!](#)**

**We will be announcing some future Workshops in the very near future so you can save the dates and times on your calendars.**

**Please remember that all PAIMA Members can add up to 5 employee's for FREE to our PTCP platform. Just send in the name and email of your staff to our PAIMA office and the invitations will be sent.**

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**PAIMA 38TH ANNUAL CONVENTION OCTOBER 30TH -  
NOVEMBER 1ST, 2022 ATLANTA, GEORGIA - USA**

**Picture taken from the second floor of the Hyatt Regency in Atlanta. Lower right side is the registration front desk area.**

**The PAIMA office and the PAIMA Board of Directors are in the process of reviewing multiple networking solutions which will help shape this year's program. More details to follow in the near future.**

**(ABOVE)**

**HYATT ATLANTA,  
GEORGIA - USA**

**This property is specifically located in the middle of plenty of attractions unique to Atlanta. The exact address is:  
265 Peachtree Street, NE,  
Atlanta, Georgia 30303**

**More exact program details to follow soon.**

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**THINGS TO DO WHILE IN OR AROUND ATLANTA IN 2022:**





## **Centennial Olympic Park** **(picture on top)**

Located within walking distance of the Hyatt Regency is the breathtaking "Centennial Olympic Park" in Atlanta, Georgia. The park is a 22-acre public park located in downtown Atlanta, and is owned and operated by the Georgia World Congress Center Authority.

It was built by the Atlanta Committee for the Olympic Games as part of the infrastructure improvements for the 1996 Summer Olympics.

The park is surrounded by many major Atlanta Landmarks; the Georgia World Congress Center, College Football Hall of Fame, State Farm Arena, the CNN Center, and Mercedes-Benz Stadium are all on the west side of the park and the Georgia Aquarium, National Center for Civil and Human Rights, and the World of Coca-Cola on the north side of the park. It is bounded by Marietta Street to the west, Baker Street to the north and Centennial Olympic Park Drive to the east and to the south.

"Centennial Olympic Park" is located at:

265 Park Ave W NW, Atlanta,  
GA 30313

Want more information on this awesome suggestion? Please click on the direct website below:

**[WEBSITE CLICK HERE](#)**

## 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.

### E. FALL INTERNATIONALE SPEDITIONSGES m. b. H.

Hans Fronius Str. 13  
Perchtoldsdorf - 2380  
Viena  
Austria

Tel: +43 1 8659533 10

Fax: +43 1 8659533 30

Contact: Andrej Tomicic  
Email: [andrej.tomicic@e-fall.com](mailto:andrej.tomicic@e-fall.com)

Website: [www.e-fall.com](http://www.e-fall.com)

PAIMA Sponsors:  
Carl Hartmann GMBH & Co. KG.  
Clintus Network Limited  
Dewitt Move Worldwide

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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.

### NOBEL RELOCATION

17901 NW Miami Court  
Miami Gardens  
Florida  
USA

Tel: 1-305-620-2002

Fax: 1-954-775-2850

Contact: Yaniv Dalei  
Email: [yani@nobelreloc.com](mailto:yani@nobelreloc.com)

Website:  
[www.noblerelocation.com](http://www.noblerelocation.com)

PAIMA Sponsors:  
Moving Systems S.A.C.  
Sonigo International Shipping &  
Moving Ltda.  
Global Packing International  
Movers Ltda.

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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!



**GET MORE VISIBILITY WITHIN PAIMA -  
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, 2021. The Tonnage Portal is only accepting shipments booked from August 1st, 2021 thru July 31st, 2022. The deadline to enter 2021-2022 tonnage is September 1st, 2022. Please report all final tonnage by deadline date! (AFTER WE CONFIRM THE TEMPORARY HOLD IN REPORTING TONNAGE IS LIFTED).**

**GET ADDITIONAL VISIBILITY WITHIN PAIMA AND  
PLEASE INPUT YOUR PAIMA TONNAGE TODAY!**

**TONNAGE REPORT BELOW AS OF 3-15-2022**

Tonnage Report		
Company	Total Booked	Booked Tonnage
AIRES, Pittsburgh, USA	221	797252
DELIGHT INTERNATIONAL MOVER LLC, Abu Dhabi, UAE	59	599632
NFB INTERNATIONAL RELOCATIONS AS, N-1340 SKUI (Oslo), Norway	87	463951
RELOSMART LTD, Hong Kong, China	32	439405
CARL HARTMANN GMBH & CO KG, Bremen D-28195, Germany	51	252725
STAR INTERNATIONAL MOVERS, LLC, Dulles, USA	45	292274
UNIVERSAL RELOCATIONS INC., Parsippany, USA	23	281979
P.M. RELOCATIONS PVT. LTD., New Delhi - Gurugram, India	93	241770
G-INTER TRANSPORTES LTDA., Barueri / São Paulo, Brazil	55	209904
FUSION SPECIALIZED SHIPPING & LOGISTICS LLC, Dubai, UAE	23	180071
GLOBAL INTERNATIONAL RELOCATION, Lisbon, Portugal	30	164507
UNITED RELOCATIONS (THAILAND) CO., LTD., Bangkok, Thailand	22	151240
WICKMAN WORLDWIDE SERVICES, INC., Fishers, USA	25	136594
EUROPEAN REMOVAL & STORAGE CO., Taastrup, Denmark	18	130813
SOBOLAK INTERNATIONAL GMBH, Leobendorf, Austria	20	124979
GERSON & GREY TRANSPORTES LTDA., Sao Paulo, Brazil	26	113756
SWISS MOVING SERVICE AG, 8952 Schlieren Zurich, Switzerland	14	109367
GLOBAL MOVING & STORAGE LTD, Yangon, Myanmar	28	92829
TEAMWORK INTL. MOVING, Cotia, Brazil	14	83176
MUDANZAS INTL GLOBAL, C.A., Caracas, Venezuela	54	80571
MYANMAR EXPRESS INTERNATIONAL MOVING SERVICES CO., LTD., Yangon, Myanmar	16	79949
DEMECO SAS, Vincennes, France	19	77055
AMR INTERNATIONAL RELOCATION, Shanghai, China	45	70588
MOVING SYSTEMS S.A.C., Lima 1, Peru	7	58641
SERVILE RELOCATIONS PVT LTD., Mumbai, India	14	56695
BLISS MOVING & LOGISTICS SRL, Rome, Italy	19	51025
ROYAL RELOCATIONS MALAYSIA, Selangor, Malaysia	19	50153
HUMBOLDT INTERNATIONAL, Boston ( Canton ), USA	9	48461
NEYGI MOVING SRL, Buenos Aires, Argentina	10	48428
SMART RELOCATORS PTE LTD, Singapore, Singapore	7	47066
GALLEON INT. SHIPPING CO. LTD, Aveley Essex, United Kingdom	13	45274
COMPAS INTERNATIONAL MOVERS NV, Brussels, Belgium	13	34104
DEWITT MOVE WORLDWIDE, San Diego, USA	17	31764
MAGNOLIA MOVING SRL, Rome, Italy	5	31555
TIPPET RICHARDSON, Toronto, Canada	8	31237
EDELWEISS SPEDITION, Martinez, Argentina	4	29090
MULTI TRANSPORTES MEX, S.A. DE C.V., Mexico City, Mexico	3	18295
MAGNA THOMSON INTL MOVERS LTD., Johannesburg, South Africa	3	16676
MUDINMAR, Madrid, Spain	10	16576
TRANS-GLOBAL RELOCATIONS (PVT) LTD, Colombo 15, Sri Lanka	1	16314
BURKE BROS MOVING GROUP LTD., Wolverhampton, United Kingdom	2	14000
MERCOVAN ARGENTINA SRL, Buenos Aires CP 1429, Argentina	2	13890
FRIEDRICH KURZ GmbH, 35578 Wetzlar, Germany	3	11851
JJ MARI INTERNATIONAL MOVERS, Caracas, Venezuela	1	6827
AQUA GLOBAL LOGISTICS WLL, Hidd, Kingdom of Bahrain	2	5496
BOONMA MOVING & STORAGE CO LTD., Bangkok, Thailand	3	2826
GRACE RELOCATIONS PRIVATE LIMITED, Gurugram, India	1	1
	Booked: 1196	Booked Tonnage: 5,990,452

## 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 3-15-2022:



# MEMBERSHIP UPDATE

## PAIMA Membership Updates:

PAIMA is happy to announce our newest PAIMA Member. Please welcome below our latest addition to our PAIMA family.

### UNIVERSAL RELOCATIONS INDIA PRIVATE LIMITED

-  
76, Chamiers Road  
Nandanam  
Chennai - 600018  
India

-  
Tel: + 044-40408800

-  
Fax: N/A

-  
Contact: Sangeetha C. Dave  
Email: [sanju@universalrelocations.com](mailto:sanju@universalrelocations.com)

-  
Website: [www.universalrelocations.com](http://www.universalrelocations.com)

### PAIMA Sponsors:

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ISS Relocations LLC  
Orient Express Forwarding PTY  
Pioneer Movers SDN BHD

**WELCOME TO THE PAIMA FAMILY!**

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### **2022 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 your Board of Directors. YOUR company could be the winner in 2022!**

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

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



**ELECTION YEAR 2022:**  
**PAIMA BOARD OF DIRECTORS**

**We certainly thank our current PAIMA Board of Directors for their time and dedication, especially these last two "pandemic years" which have been a true test to all humanity. As per current PAIMA By-Laws, we traditionally hold bi-yearly elections for our PAIMA Board of Directors and as we have reported, this was not able to take place in 2020 nor 2021 due to the COVID-19 pandemic.**

**We are optimistic that we will be able to hold our PAIMA General Assembly in 2022 which will enable us to finally hold our PAIMA bi-yearly elections for our PAIMA Board of Directors. The exact verbiage as per our PAIMA By-Laws are as follows:**

**Nomination and Candidacy. Those Members of the General Assembly who are entitled and eligible to vote may nominate up to three (3) qualified individuals representing three (3) different Members, for election to the Board of Directors and all nominations shall be provided to the Executive Director no less than sixty (60) days prior to the scheduled Annual Meeting at**



which elections are to be held (the “Election Meeting”). Included as part of such nomination, shall be the nomination of a President and Vice President of the Association. Only those individuals who are an owner, partner and/or executive of an Active Member company shall be qualified and eligible to be nominated as a candidate for the Board of Directors and to serve in such capacity. Only Active Members shall be qualified and eligible to be nominated as a candidate for President of the Association and to serve in such capacity. No Member may have more than one (1) representative elected to the Board of Directors during any given term. The Executive Director shall notify, in writing, all qualified individuals who are nominated by at least two (2) Members who are entitled and eligible to vote, of their proposed candidacy (including those who are nominated as a candidate for President and Vice President), no later than thirty (30) days prior to date of the Election Meeting, and such individuals shall either accept or decline their nomination as a candidate, in writing, delivered to the Executive Director, no later than five (5) days after receipt of such notification. A list of eligible candidates who have accepted their nomination for election to the Board of Directors and who have accepted their nomination as either President or Vice President, shall be provided to the General Assembly by the Executive Director as part of the Agenda for the subject Annual Meeting, and no other candidates shall or may be considered unless the list of candidates contains less than seven (7) qualified individuals.

Those are the exact details of how the process works. If there are any questions at all, please 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