



## PAIMA POST - Volume 127 October 2022

*A BIG Thanks  
to our Sponsors!*

### A BIG "THANK YOU" TO OUR PAIMA 38TH ANNUAL CONVENTION SPONSORS IN ATLANTA

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**Thank you and ALL our PAIMA Sponsors (magazine, convention) throughout the year for their support.**

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**PAIMA WOULD LIKE TO RECOGNIZE AND HIGHLIGHT**  
**PAIMA'S 2022 TONNAGE AWARD WINNERS AND**

# TONNAGE STARS:



## **2022 ANNUAL CONVENTION TONNAGE AWARD RECIPIENTS**

Booked Tonnage

### NEW MEMBERS

1st Place	UNIVERSAL RELOCATIONS INDIA PVT LTD.	516,628
2nd Place	UNITED RELOCATIONS (THAILAND) CO. LTD.	253,310

### OCEANIA

1st Place	CONROY REMOVALS PTY LTD.	2,193,744
2nd Place	CONROY REMOVALS LTD.	1,317,005

### ASIA

1st Place	P.M. RELOCATIONS PVT. LTD.	788,472
2nd Place	RELOSMART LTD.	709,344

### AFRICA

1st Place	CONOTE SERVICES LIMITED	47,172
2nd Place	MAGNA THOMSON INTL. MOVERS LTD.	16,676

### CENTRAL AMERICA & CARIBBEAN

1st Place	RODI CARGO INTERNATIONAL GROUP	560,727
2nd Place	SWISS GLOBAL MOVERS	143,379

### MIDDLE EAST

1st Place	DELIGHT INTERNATIONAL MOVERS LLC	1,414,732
2nd Place	ISS RELOCATIONS LLC	762,585

### NORTH AMERICA, CANADA & MEXICO

1st Place	UNIVERSAL RELOCATIONS INC	1,811,317
2nd Place	DEWITT MOVE WORLDWIDE	1,750,641

### SOUTH AMERICA

1st Place	G-INTER TRANSPORTES LTDA.	374,410
2nd Place	GERSON & GREY TRANSPORTES LTDA.	241,803

### EUROPE

1st Place	CARL HARTMANN GMBH & CO. KG.	1,129,791
2nd Place	NFB INT'L. RELOCATIONS AS	1,101,736

### OVERALL HIGHEST TONNAGE REPORTED

	CONROY REMOVALS PTY LTD.	2,193,744
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## 2022 TONNAGE STARS

Recognition for Members in each country that have participated in Tonnage Reporting this year. Certificates will be presented to each Tonnage Star and a group photo will be taken in Atlanta.

Argentina - ARGENVANS TRANSPORTES INTERNACIONALES S.A.

Argentina - EDELWEISS SPEDITION

Argentina - MERCOVAN ARGENTINA SRL

Argentina - NEYGI MOVING SRL

Austria - SOBOLAK INTERNATIONAL GMBH

Bahrain - AQUA LOGISTICS WLL

**Belgium - COMPAS INTERNATIONAL MOVERS NV**  
**Brazil - TEAMWORK INTL. MOVING**  
**Canada - TIPPET RICHARDSON**  
**Chile - ALS MOVERS (CHILE) S.A.**  
**China - AMR INTERNATIONAL RELOCATION**  
**Costa Rica - AA ALLIANZ MOVING SR S.A.**  
**Costa Rica - ABC MUDANZAS, S.A.**  
**Denmark - EUROPEAN REMOVAL & STORAGE CO.**  
**France - EUROPEAN RELOCATION SERVICES**  
**France - DEMECO SAS**  
**Germany - HENK INTERNATIONAL GMBH**  
**Germany - FRIEDRICH KURZ GMBH**  
**India - GRACE RELOCATIONS PVT. LTD.**  
**India - SERVILE RELOCATIONS PVT. LTD.**  
**Indonesia - PT KELLYS EXPRESS**  
**Italy - BLISS MOVING & LOGISTICS SRL**  
**Italy - MAGNOLIA MOVING SRL**  
**Japan - FUKUOKA SOKO CO. LTD.**  
**Malaysia - PIONEER MOVERS SDN. BHD.**  
**Malaysia - ROYAL RELOCATIONS MALAYSIA**  
**Mexico - MULTI TRANSPORTES MEXICO, S.A. DE C.V.**  
**Mexico - CIME**  
**Mexico -MUDANZAS GOU**  
**Mexico - TRAFIMAR RELOCATION SERVICES**  
**Myanmar - GLOBAL MOVING & STORAGE LTD.**  
**Myanmar - MYANMAR EXPRESS INTERNATIONAL MOVING SERVICES CO., LTD.**  
**Nepal - ORIENT INTERNATIONAL RELOCATIONS**  
**Nigeria - KOEMAN NIGERIA LIMITED**  
**Netherlands - SCHMIDT GLOBAL RELOCATIONS B.V.**  
**Oman - THE MOVERS - PREMIUM MOVER SERVICES LLC**  
**Panama - PANAMA INTERMOVING RELOCATIONS**  
**Peru - MOVING SYSTEMS SAC**  
**Philippines - GOETZ MOVING & STORAGE, INC.**  
**Portugal - GLOBAL INTERNATIONAL RELOCATION**  
**Portugal - INVICTUS RELOCATION SERVICES**  
**Saudi Arabia - MOVE ONE RELOCATIONS, SAUDI ARABIA LTD.**  
**Singapore - SMART RELOCATORS PTE. LTD.**  
**Singapore - ORIENT EXPRESS FORWARDING PTY**  
**South Korea - HIGH RELOCATIONS WORLDWIDE**  
**Spain - GROUPO AMYGO, S.A.**  
**Spain - MUDINMAR**  
**Sri Lanka - TRANS-GLOBAL RELOCATIONS (PVT) LTD.**  
**Switzerland - SWISS MOVING SERVICE AG**  
**Thailand - BOONMA MOVING & STORAGE CO. LTD.**  
**UAE - FUSION SPECIALIZED SHIPPING & LOGISTICS LLC**  
**United Kingdom - GALLEON INTERNATIONAL SHIPPING CO. LTD.**  
**United Kingdom - BURKE BROS MOVING GROUP LTD.**  
**United Kingdom - GERSON RELOCATION LIMITED**

USA - AIRES  
USA - FORMULA GLOBAL MOBILITY  
USA - WICKMAN WORLDWIDE SERVICES, INC.  
USA - HUMBOLDT INTERNATIONAL  
USA - STAR INTERNATIONAL MOVERS, LLC  
Venezuela - JJ MARI INTERNATIONAL MOVERS  
Venezuela - MUDANZAS INTL. GLOBAL, C.A.

Thank you for your participation in our PAIMA Tonnage Program.

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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!**

PAIMA is on a constant mission to making it easier to stay in touch with the entire PAIMA family, in one specific communications platform = PTCP.

Our "PTCP" platform is constantly evolving to have more capabilities and benefits for all our PAIMA Members. Please find below the "QR Code" to download the PTCP platform app on your mobile device. You can even attend our Event live on October 5th on any mobile device! How much easier can it get?



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 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.**

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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!**

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## **PAIMA TONNAGE REPORT - 10/15/2022**



### **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 10-15-2022**

Tonnage Report		
Company	Total Booked	Booked Tonnage
UNIVERSAL RELOCATIONS INC., Parsippany, USA	56	563861
CONROY REMOVALS PTY LTD, Brisbane, Australia	41	555681
AIRES, Pittsburgh, USA	103	461738
UNIVERSAL RELOCATIONS INDIA PVT LTD, Chennai, India	25	259710
RELOSMART LTD, Hong Kong, China	20	199972
GLOBAL INTERNATIONAL RELOCATION, Lisbon, Portugal	26	143698
DELIGHT INTERNATIONAL MOVERS LLC, Abu Dhabi, UAE	9	120200
NFB INTERNATIONAL RELOCATIONS AS, N-1340 SKUI (Oslo), Norway	27	95746
G-INTER TRANSPORTES LTDA , Barueri / São Paulo, Brazil	9	54520
SOBOLAK INTERNATIONAL GMBH, Leobendorf, Austria	7	40670
GERSON & GREY TRANSPORTES LTDA., Sao Paulo, Brazil	5	22140
SMART RELOCATORS PTE LTD, Singapore, Singapore	1	14506
TEAMWORK INTL. MOVING, Cotia, Brazil	3	12308
BURKE BROS MOVING GROUP LTD., Wolverhampton, United Kingdom	1	7000
MULTI TRANSPORTES MEX, S.A. DE C.V., Mexico City, Mexico	2	6917
CARL HARTMANN GMBH & CO KG, Bremen D-28195, Germany	1	4400
CONOTE SERVICES LIMITED, Abuja, Nigeria	5	4302
GRUPO AMYGO, S.A., Madrid, Spain	1	1600
	Booked: 342	Booked Tonnage: 2,568,969

**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 10-15-2022:



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### PAIMA OFFICE NEWS:

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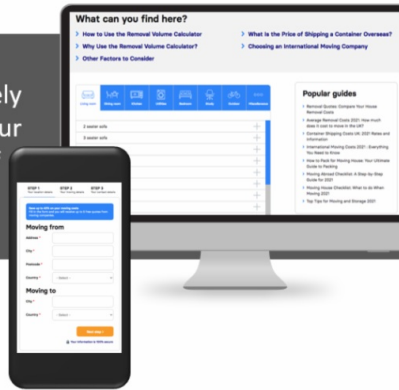
**PAIMA WORKSHOP #3 - "Turning traffic into  
quotes – Tools, tips & tricks that will  
immediately improve your website and increase  
the amount of quote requests you receive."  
(Session # 1)**

Nov 22, 2022 - Starting at 09:00 am and 02:00 pm (EST/NYC time)



# LET'S TALK WEBSITE CONVERSION

Tools, tips & tricks that will immediately improve customer interaction with your website and increase the amount of quote requests you receive.



## **Description:**

**Date:** Tuesday, November 22, 2022, 9:00 am (EST/NYC time) AND 2:00 pm (EST/NYC time)

**Presenter:** Brielle Jones, Triglobal

**Cost:** Free

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. Sign up to 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.

PAIMA & TriGlobal will present two sessions on November 22nd to accommodate as many time zones as possible - 9:00 AM - EST and 2:00 PM EST. Please mark your calendars.

You must sign on to our PAIMA Tradewing Community platform (PTCP) to access this Workshop AND past Workshops as well. We look forward to seeing you at our Workshop.

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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 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 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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