



## PAIMA POST - Volume 128 November 2022



### PAIMA 38TH ANNUAL CONVENTION - ATLANTA 2022

How wonderful it was to see our PAIMA Members and Prospective Members in person in Atlanta this year. Please be advised that we are in the process of adding all the photographs to our website. They will be downloaded soon and we will let you know once they are all available. See below a sneak peek of

some of the amazing photographs taken by our fantastic PAIMA photographer - Mr. Steve Jordan.

## PAIMA 8TH ANNUAL GOLF TOURNAMENT





















**PAIMA WELCOME COCKTAIL RECEPTION**

































**AIRES - OUR 2022 JUAN PERALTA ECOLOGY AWARD WINNER**









### PAIMA "PUTT SHACK" NETWORKING EVENING OUTING





















**PAIMA CLOSING PARTY - MAX LAGER'S WOOD-FIRED  
GRILL & BREWERY**



















**Thank you again to ALL our PAIMA Sponsors (magazine & convention) throughout the year for their support.**



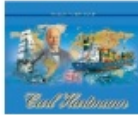


**PAIMA 38<sup>TH</sup> ANNUAL CONVENTION SPONSORS**  
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**PAIMA TRADEWING COMMUNITY PLATFORM**  
**(PTCP) NOW AVAILABLE AT "APP STORE" -**  
**NOW EVEN EASIER TO ACCESS THE**  
**PLATFORM. SCAN THE "QR" CODE BELOW!**

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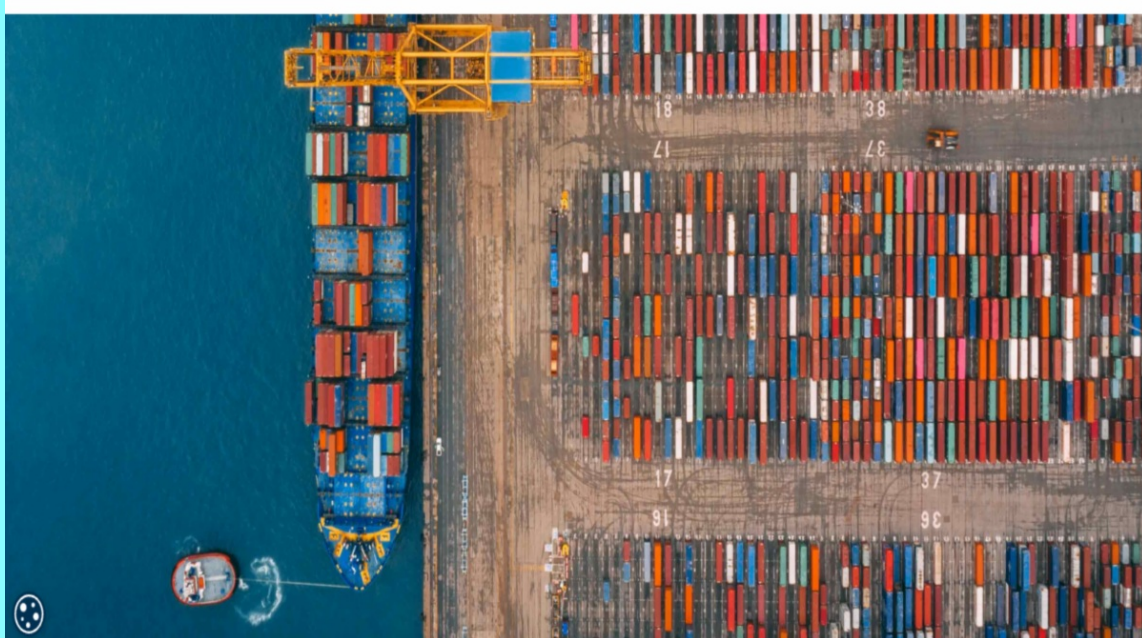
We are excited to report that we do have more Prospective PAIMA Members that are in the process of applying! The PAIMA office is here to assist with any questions regarding the Membership Application process!

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**PAIMA TONNAGE REPORT - 11/15/2022**





## **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 11-15-2022**

Tonnage Report		
Company	Total Booked	Booked Tonnage
UNIVERSAL RELOCATIONS INC., Parsippany, USA	72	706467
CONROY REMOVALS PTY LTD, Brisbane, Australia	51	700679
AIRES, Pittsburgh, USA	103	461738
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	48	188761
TRAFIMAR RELOCATION SERVICES, Naucalpan de Juarez, Mexico	14	95147
GERSON RELOCATION LIMITED, London, United Kingdom	25	72707
GERSON & GREY TRANSPORTES LTDA., Sao Paulo, Brazil	13	55822
G-INTER TRANSPORTES LTDA, Barueri / São Paulo, Brazil	9	54520
SOBOLAK INTERNATIONAL GMBH, Leobendorf, Austria	9	45942
ABC MUDANZAS S.A., San Jose, Costa Rica	7	37010
MAGNA THOMSON INTL MOVERS LTD., Johannesburg, South Africa	4	26900
BURKE BROS MOVING GROUP LTD., Wolverhampton, United Kingdom	2	21000
MULTI TRANSPORTES MEX, S.A. DE C.V., Mexico City, Mexico	4	20850
DEMECO SAS, Vincennes, France	5	18205
SMART RELOCATORS PTE LTD, Singapore, Singapore	1	14506
TIPPET RICHARDSON, Toronto, Canada	2	12720
TEAMWORK INTL. MOVING, Cotia, Brazil	3	12308
MUDANZAS INTL GLOBAL, C.A., Caracas, Venezuela	2	7513
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
GRUPO AMYGO, S.A., Madrid, Spain	1	1600
	Booked: 497	Booked Tonnage: 3,528,174

## 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 11-15-2022:



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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."**

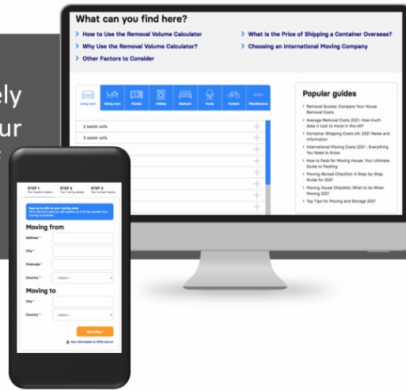
**(Session # 1)**

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.



**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.**



**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**

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