

Progress through Enhancement of the International Moving Industry

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PAIMA

REPORT

FALL EDITION 2002

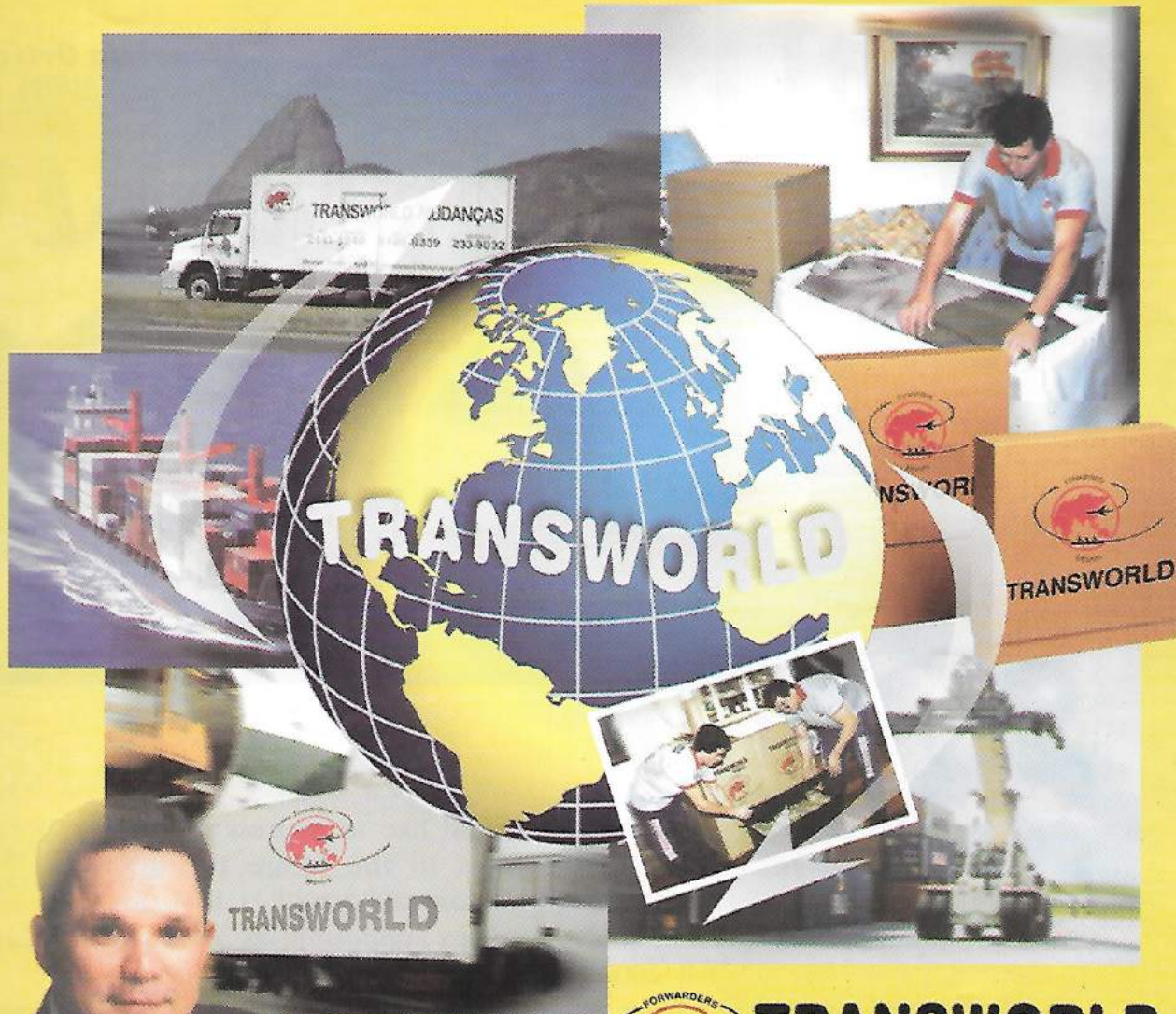
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Mauricio Ortiz
President of PAIMA

President's Letter

Dear Members,

It is with great pleasure that Raquel, Diego, Ramon, Cliff, George, and Leonidas, PAIMA's Board of Directors, present this PAIMA Report for the fall 2002. Our staff did its best to print a good quality magazine and an easy-to-access Membership Directory 2002-2003. We believe that today's business world is helped by having the right information at the right time.

Congratulations to the new PAIMA members. I am sure the relationship between the new members and PAIMA will be beneficial for both. This belief can be verified by just sharing time with our fine group of moving company representatives that have been part of our family for many years and that will be present at our annual convention in Orlando.

I would like to express my best wishes to the future Board of Directors 2002-2004. I look forward to supporting as an active member this fine organization with a great future.

More than 90% of all world business is run by small and medium sized firms. Our organization always has kept its doors open to businesses that comply with our principles of quality, environmental protection awareness, and ethics, especially small and medium sized firms. I hope it will continue to do so.

Lastly is my recognition to our past PAIMA Presidents:

Abdel Cohn, Karin Knappstein, Henry Moise, Fred Sosa, Wayne Chip Withers, and Joe Pauley. Their past work is very much appreciated by all of us.

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Progress through Enhancement of the International Moving Industry

PAIMA

Pan American International Movers Association

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e-mail: paima@sinfo.net or
paima@cableonda.net
Website: www.paima.com
Mailing Address:
P.O. BOX 4161, Panamá 5, Rep. de Panamá



Some of the PAIMA board members at the Hotel Melia in Rio at the board meeting held on June 7th, 2002

Board of Directors Meeting

On the 7th of June in Rio de Janeiro, Brazil, the PAIMA Board of Directors meeting was held at the Melia Comfort Hotel.

The meeting had the participation of the following directors: Mauricio Ortiz, PAIMA's President, Raquel Castañon, Treasurer, Ramon Sierra, Vice-President, Diego Aguirre, Vocal, Abdel Cohn, Manager of PAIMA, and Nick Lacayo, Regional Director for Argentina, Brazil, and Uruguay.

The local member, Nick Lacayo, offered the board a delicious dinner at his residence, courtesy

of his family. Some of the directors brought their wives. The following day the entire board was taken on a tour to the Itacuruça of Saveiro Islands by boat, which included a lunch at one of the Martins Islands.

At the meeting, the board discussed the next PAIMA Convention, approved a new PAIMA membership, approved the treasurer's report presented by the PAIMA office, discussed the new packer training seminar to be held in Panama on November 8th and 9th, 2002, to reduce damage

claims between PAIMA members and took care of other business.



From left to right: Mrs. Raquel Castañon, PAIMA Treasurer, Mrs. Cora Cohn, Mrs. Aida Lacayo, and Mr. Abdel Cohn, Manager of PAIMA



The entire group on a tour to the Itacuruca of Saveiro



Another photo of the group waiting for the boat



A view of small port



The group at the residence of Mr. Horacio Lacayo who offered a delicious lunch



Another photo of the group at the residence of Mr. Lacayo



Mrs. Raquel Castañon, Mr. Ramon Sierra, Mr. Mauricio Ortiz and his wife having a nice conversation

Board of Directors Meeting in Rio de Janeiro, Brazil



A group enjoying lunch



The Following Company Has Been Accepted as an Active Member of PAIMA:

Company Name: CONDOR INTERNATIONAL, S.A.
Address: Edif. Pascal, Torre B, Ofic. # 13
Av. Romero Gallegos, Sta. Eduvigis
Caracas, Venezuela
Mailing Address: P.O. Box 76.317,
Caracas 1070-A, Venezuela
Tel: (58-212) 283-9390
Fax: (58-212) 284-5422
E-mail: condor@condorintl.com
CTC: Julián E. Ortiz - President
Tonnage Report Code N° 165

IMPORTANT NOTICE

PACKER TRAINING SEMINAR - Sponsored by PAIMA
Especially for all PAIMA Members

Date: November 8th and 9th, 2002

Time: 8:00 a.m. - 5:00 p.m.

Place: Panama, Rep. of Panama

*For further information, please contact PAIMA
office at: Tel. (507) 229-6791 tel/fax: (507) 261-5839,
or e-mail: paima@cableonda.net
Ctc: Mr. Abdel Cohn.*

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- 2 • Banner in PAIMA websites is USD 100.00 per year.
- 3 • Banner with link is USD 140.00 per year.

Note: All checks must be drawn against an American bank.

To link your company with PAIMA, please complete the form below and send to:
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phone: (507) 229-6791.



Pan American International Movers Association

The Juan Peralta Ecology Award 2003

1

Complete official name of candidate company: _____

Full address: _____

Phone: _____ Fax: _____ E-mail: _____

Name of primary contact person: _____ Title: _____

2

If nominating company is other than candidate company, give all the same information for nomination company. (If self-nominated, leave this section blank.)

Complete official name of nominating company: _____

Full address: _____

Phone: _____ Fax: _____ E-mail: _____

Name of primary contact person: _____ Title: _____

3

Write a statement explaining why the candidate company deserves official recognition for outstanding efforts in the area of recycling or environmental responsibility.

4

While not required, we invite you to attach additional statements, photos, videos or any evidence which would serve to document efforts and achievements in the area of recycling or environmental responsibility, not merely in a general sense such as public education or contributions or other environmental organizations, but in daily professional activities and practices. This can be recycling, economy of consumption, relationships with providers of materials to maintain ecological balance, environmentally sound practices in waste removal, and / or incentives to clients to encourage use of recycled material, etc.

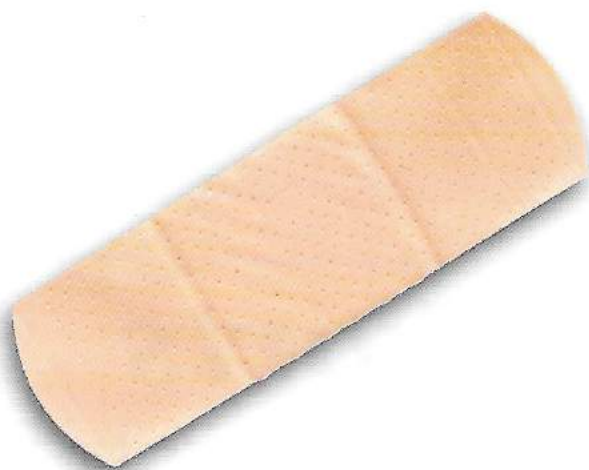
5

To substantiate or add weight to your nomination, you may attach, on company stationary, statements by members of any of the following associations: PAIMA, LACMA, FIDI, OMNI, HHGEAA and AMSA. These letters should be simple statements of validation and support of the applicant, with reasons. Simple statements signed by a CEO are sufficient.

6

Send this form plus any supportive photos or documentation, no later than August 31, 2003, to any one the following:

- PAIMA headquarters (Attn: Abdel Cohn) - paima@sinfo.net or paima@cableonda.net
- Jet Forwarding, Inc. (Attn: Sandra R. Maier) - s.r.maier@jetforwarding.com
- Transpack Argentina (Attn: Cliff Williamson) - cliff@transpack.com.ar
- Apa Worldwide Movers (Attn: Mauricio Ortíz) - apawwm@racsaco.cr



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It is your responsibility to read

the bill of lading before you accept it.

The bill of lading requires the mover to provide the service you have requested, and you must pay the charges for the service.

The bill of lading is an important document. Do not lose or misplace your copy.

Have it available until your shipment is delivered, all charges are paid, and all claims, if any, are settled.

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Col. Sta. Cruz Atoyac

México, D.F. 03310

Mailing Address: Same as above

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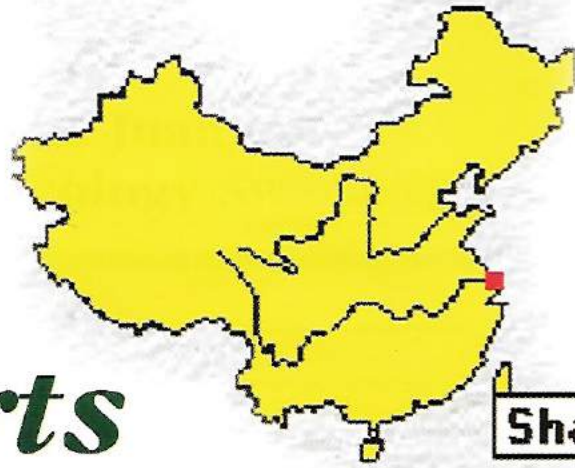
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TONNAGE REPORT CODE No. 35

Chinese Ports



Shanghai

Name	Shanghai		Province -	
Position	Latitude	31° 14' N	Longitude	121° 29' E
Location	located on the Huangpu River at the mouth of the Changjiang River			
Authority	Shanghai Port Authority			
Tel (21)3290660	Fax	(21) 3290202	Tlx 33023	SHACO CN

General Assessment

Shanghai is the largest port in China. Being the center of China's coastwise traffic, the Changjiang River traffic, and ocean shipping and also being a water - rail intermodal transport juncture, it is a comprehensive and multi-purpose commercial port and one of China's main foreign trade ports. However, access to the port is restricted by its limited depth. Even with dredging, there may be difficulty in accommodating 6000 TEU ships. Ningbo's Beilungang may supplement Shanghai to

cater to the large container ships. Shanghai Container Terminals (SCT), a joint venture set up by Shanghai Port Authority and Hutchison Whampoa Ltd, owns and operates all container facilities in Shanghai.

Communication

The Changjiang River links the port to inland provinces and its central coastal position gives access to all Chinese ports north and south. The Beijing - Shanghai, Shanghai - Hangzhou and Zhejiang - Jiangxi railways link up with the national railway system. The

highway network radiates out in all directions to inland provinces. A number of new bridges have been built to link up the various port areas.

Planned Development

The dredging of the Changjiang River to a depth of 12.5 metres is planned in order to accept 5500 TEU vessels by the year 2020.

New berths have been built at Waigaoqiao within the Pudong Development Zone.

The Luojing Coal Terminal Project involves the construction of two discharge berths for ships up to 35,000t and four loading berths for ships not exceeding 20,000t. The planned capacity of this facility is 100 million tons per year, and it is due for completion in 1996.

A deep water port for third and fourth generation container ships is to be built at Jinshanzui to the south of Shanghai.

Port Capacity		
Cargo Throughput	(million tons) (TEUs)	166 in 1994 1.2 millions in 1994 1.527 millions in 1995
Planned Capacity	Cargo - Passenger -	
Projected Throughput	-	

Cargo Handling Facilities

Terminals	Length (metres)	Depth (metres)	Max Vessel Size (GRT)	Cargo Handling Equipment
Container Seafrontage	2,982	8 ~ 11.6	10,000	Yes
Bulk Cargo Seafrontage	3,863	8 ~ 10	40,000	Yes
Breakbulk Seafrontage	5,909	8 ~ 10	10,000	Yes
Barge/Small Craft Seafrontage	1,980	3 ~ 4.5	-	-
Passenger	117	8 ~ 10	5,000	-
StreamCargo Working Buoys	96	4.5 ~ 9	10,000	-
Cargo Working Anchorages	-	-	-	-

Port Services	
Tugs 80,	max output 4100 hp
Repair Facilities	ship repair and drydocks available
Others	5 floating cranes, max capacity 2500 tons

Approach Channel	
Length	-
Width	-
Depth at C.D. (metres)	9.5 metres

The World Bank has provided loans to develop two coal berths of 35,000t class, four berths of 2,000 tons at Luojing Coal Wharf, and a 50,000t grain berth at Min Sheng.

Remarks

Shanghai has a highly developed economy, its annual industrial output value constituting half of the national total. Ninety nine percent of Shanghai's foreign-trade goods are handled by its port; its annual passenger traffic and cargo throughput rank first in China.

Shanghai has established trade relations with about 160 countries and regions throughout the world and is served by 20 international shipping lines.

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MEMORIAL



Henri Harsch died at 85 years of age after a long struggle against cancer.

He was born in 1917 and lost his father a few months later from the so-called Spanish fever, which, in fact, was of Chinese origin.

He grew up with his hard working mom who had to take care of her tiny grocery store, a beloved and always present godmother and an aunt being his only relatives. These three women enjoyed, until the very last day of their lives, affection, constant presence and respect from Henri. He never denied his humble origin.

He started working as a customs broker at the age of 15 and worked with TWA freight in Geneva in the early 50's. He then began his own company with the precious help of his wife, Irène, the mother of his 3 children who stayed beside him through each step of his life and who survived him.

At the beginning, the company

used the help of a few paid-by-the-hour workers, strengthened from time to time by a gang of three kids, namely his sons and his godchild.

Business grew. People easily entrusted valuable art masterpieces too fragile and too valuable for insurance compensation at any level to replace their loss. He was enterprising, dynamic and deeply honest. His straightforward nature, sometimes despotic, hid a deeply charitable soul, together with a golden heart. He managed, with an iron grip and stentorian voice, an outfit which became one of the jewels of the Geneva's forwarding business. Much to his joy, the succession to the company's management went to his son Bertrand, who made Harsch Transports what it is now.

We won't forget this bright man and are thankful to have known him.



IN MEMORIAL

MR. FERMIN AGUIRRE GARCIA

On the 24th of April, 2002, Mr. Fermin Aguirre Garcia, father of Mr. Diego Aguirre of Mercovan Argentina died. Diego Aguirre is a member of our Board of Directors.

His family will miss him very much. He will always be in the memories and hearts of those who knew and loved him

MR. VICTOR PAREDES - SON

We are deeply sorry to communicate the death of the son of Mr. Victor Paredes of Sertrans - Panama.

His family will miss him very much. He will always be in the memories and hearts of those who knew and loved him.

THE PANAMA CANAL PORTS

There are three main players in the Canal Ports sector:

- **Manzanillo International Terminal (MIT) (Colon)**, operated by Stevedoring Services of America in Association with local shareholders. MIT plans further investment of \$25 million, mainly to increase handling capacity for feeder vessels.
 - **Colon Container Terminal (CCT) (Colon)** which is a subsidiary of the massive Evergreen empire of Taiwan. CCT is embarking on its second phase of expansion by investing close to \$55 million this year.
 - **Panama Ports Company (PPC) (Colon and Balboa)**, part of the international Hutchinson Port Holdings Group of Hong Kong. PPC plans to complete its third phase of construction over the next two or three years at a cost of approximately \$200 million.
- Container capacity at the three Colon terminals combined is now reaching 3 million TEUs (twenty-foot equivalent containers) per year, and in the period of 2001 these three ports handled 1,353,727 TEUs, the largest volume in Latin America, followed by Buenos Aires and Santos.*

Moving with the Family

Moving can be a stressful step for a family, especially for children. They have to leave their friends, face new kids in a new school, and adjust to a new curriculum and a new community.

In general, the older the child, the more difficulty he or she will have with the move because of the increasing importance of the peer group. Pre-teens and teenagers may repeatedly protest the move or ask to stay in their hometown with a friend's family. Some youngsters may not talk about their distress, so parents should be aware of the warning signs of depression, including changes in appetite, withdrawal, a drop in grades, irritability, sleep disturbances or other dramatic changes in behavior.

The parents' attention before, during and after the moving process is crucial and can make a big difference in their children's adjustment to the new location.

Getting ready

Encourage your children to express their feelings, and be honest about your own feelings. Encourage older children to make a list of phone numbers and addresses of friends, relatives, and other important people in their lives. It will reassure them to know that they can stay in touch with these important people. Take your children to see the new location before you move and take a walk in the new neighborhood together.

Moving

Involve your children in the packing. Try to stick to your routines. Have family dinners as usual. Let your kids take with them in their own bags things that they don't want to pack, such as blankets or special toys.

After the move

Don't rush and unpack immediately. Spend some time with your kids and help them get acquainted with the new home and the neighborhood. Get involved. Ask your kids how they are doing in school and encourage them to talk about any difficulties.



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This is one of the leading removal companies in the Spanish market and specializes in transporting household effects in both Europe and overseas.

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Whatever service you need they guarantee a professional service to anywhere in the world by land, sea, or air and using only first class packaging materials. All this is backed up by their own world-wide network of agents and skilled operatives that will handle your belongings in the same way you would treat them.

They can also offer through their agents insurance, forwarding,

consolidation, customs clearance, and door-to-door service.

Works of Art

The company has for many years been identified not only as the specialist in handling the transportation of antiques for dealers world-wide, but also by official institutions as the specialist in managing exhibition of works of art such as paintings, sculptures, etc.

Packing

In their facilities, they have specialized carpentry shops to handle packaging and crating for anything from pictures or fragile items such as china or ceramics to computer equipment and even antique vehicles.

To guarantee complete protection of a client's goods, they have various types of packaging material including cardboard, bullpack blankets, polyurethane, recyclable plastic, and paper.



Above please find photos of the manpower that moves and works in Trallero.

Headquarters:

*Industria, 60-70, Poligono Industrial Granvia Sur
08908 L'Hospitalet del Llobregat
Barcelona, Spain
Tel: 93-421-7250
Fax: 93-431-1464
E-mail: trallero@cambrabcn.es
Web: www.trallero.com*

TRALLERO

A Family Tradition

By: **Roberto Martínez**
International & Commercial Director
LA ROSA DEL MONTE EXPRESS
Puerto Rico

This summer has been a very busy one for us here at La Rosa del Monte Express in Puerto Rico.

As usual, many Puerto Rican families begin a summer moving process that takes them from Puerto Rico to many destinations, mainly to the Continental United States with a few others around the world. Many families return to their homeland from an almost equal number of places.

For us at La Rosa del Monte, we take pride in being an active part in this tradition. We have been doing it for the past 35 years. It is a kind of a family tradition.

Every now and then, our custom-

ers tell us that at some instance in their lives, either they or their relatives have been moved by us. It is a great pleasure to hear about those nice experiences.

At the International and Commercial Division, we have also had a very good summer.

We were trusted by different companies to handle the relocation of many high position executives. Among these companies, we served an outstanding client. This company had recently ended an eight year contract with the government and needed to relocate its high end executives. Places like China, South Korea, France, Argentina, Mexico,

Dominican Republic, U.S. and some islands in the Caribbean were among the countries of destination.

It has been a magnificent experience for us maintaining a continued business relationship with our worldwide partners. At the time we are preparing this article, we have been notified by a couple of these same partners about various incoming shipments for executives from the company taking over the new government contract. Good!

It has being a pleasure to share with you, our colleagues in PAIMA, this wonderful story.

ISO 14000 Series

Environmental Management Systems

What is ISO 14000?

ISO 14000 is a series of international standards on environmental management. It provides a framework for the development of an environmental management system and the supporting audit program.

The main thrust for its development came as a result of the Rio Summit on the Environment held in 1992.

The History of ISO 14000

As a number of national standards emerged (BS 7750 being the first), the International Organization for Standardization (ISO) created a group to investigate how such standards might benefit business and industry. As a result this group recommended that an ISO committee be formed to create an international standard.

What is ISO 14001?

ISO 14001 is the corner stone standard of the ISO 14000 series. It specifies a framework of control for an Environmental Management System against which an organization can be certified by a third party.

Other ISO 14000 Series Standards

Other standards in the series are actually guidelines, many to help you achieve registration to ISO 14001.

These include the following:

- **ISO 14004** provides guidance on the development and implementation of environmental management systems.
- **ISO 14010** provides general principles of environmental auditing.

- **ISO 14011** provides specific guidance on the audit of an environmental management system.
- **ISO 14012** provides guidance on qualification criteria for environmental auditors and lead auditors.
- **ISO 14013/5** provides audit program review and assessment material.

ISO 14020+ Covers labeling issues.
ISO 14030+ provides guidance on performance targets and monitoring within an Environmental Management System.

ISO 14040+ covers life cycle issues.

Of all these, ISO 14001 is not only the most well-known but is the only ISO 14000 standard against which it is currently possible to be certified by an external certification authority.

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- Estimates of Freight Charges
- Quotes and Booking Information
- Verification on International Information and Customs Requirements.

Intercontinental is proud to be represented by highly qualified people, with many years of international shipping experience. Whether it be air transit, ocean or truck-freight, Intercontinental provides customized services for:

- High Value Products requiring specialized handling.
- Works of Art.
- Trade Exhibits.
- Personal Effects.
- Advance Ship.
- General Cargo.
- Insurance - Door to Door.

Intercontinental combines these services with our global network of agents who provide current documentation requirements with our local in country experts. This enables us to provide the best possible service information and local customs requirements to speed your shipment to destination.

Van der Ent / Kuster Koot

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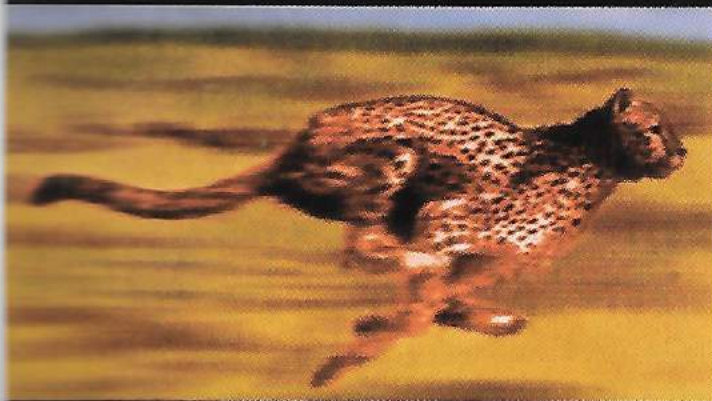
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NEWS FLASH

We have the pleasure of extending an invitation to you. PAIMA will be participating as an Exhibitor at the HHGFAA 40th Annual Meeting to be held on Sept. 29th - October 1st, 2002 at the Walt Disney World Swan and Dolphin Hotels. You are invited.

Our booth number is 310.

Please make an effort to visit our booth, and if you can bring a prospective member, PAIMA will appreciate it very much.

You are cordially invited and welcome to bring any suggestions, comments, and giveaways to support your association. This is your opportunity so do come to our booth.



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Why recycle?

Recycling is to reuse. Most importantly it is the process by which the used products are used again. We avoid the wastefulness of natural resources, and there is less volume of debris to eliminate. We save energy, there is less contamination, and we protect the environment.

It is important to know that by recycling we save the trees that provide oxygen to us. Sixteen trees provide the oxygen that a person needs to exist. One ton of recycled paper saves 2 to 3 cubic meters of wood, the equivalent of a dozen of trees. Additionally, three times less energy is consumed, and the contamination of the air decreases 74%.

We can recycle: debris from newspaper, cardboard, aluminum tin cans, plastic bubbles, plastics, organic matter, and others. After recycled, white paper becomes raw material to make hygienic paper, tissue paper or towel paper. The aluminium tin can becomes laminate of aluminium. Cardboard is recycled to make manila paper and small boxes.

All persons, regardless of where they live, must think about recycling. For example, in Germany, the standards for disposition of debris is one of the strictest in the world, according to Resource Renewal Institute (RRI). Germany, has become a nation with intelligent separators. It separates debris into paper, aluminum, glass, and others.



Recycling!

In Germany, the containers are yellow for plastics, blue for paper, green for metals and chocolate for fertilizer. The glass bottles and packages are divided according to the colors: green, chocolate or transparent.

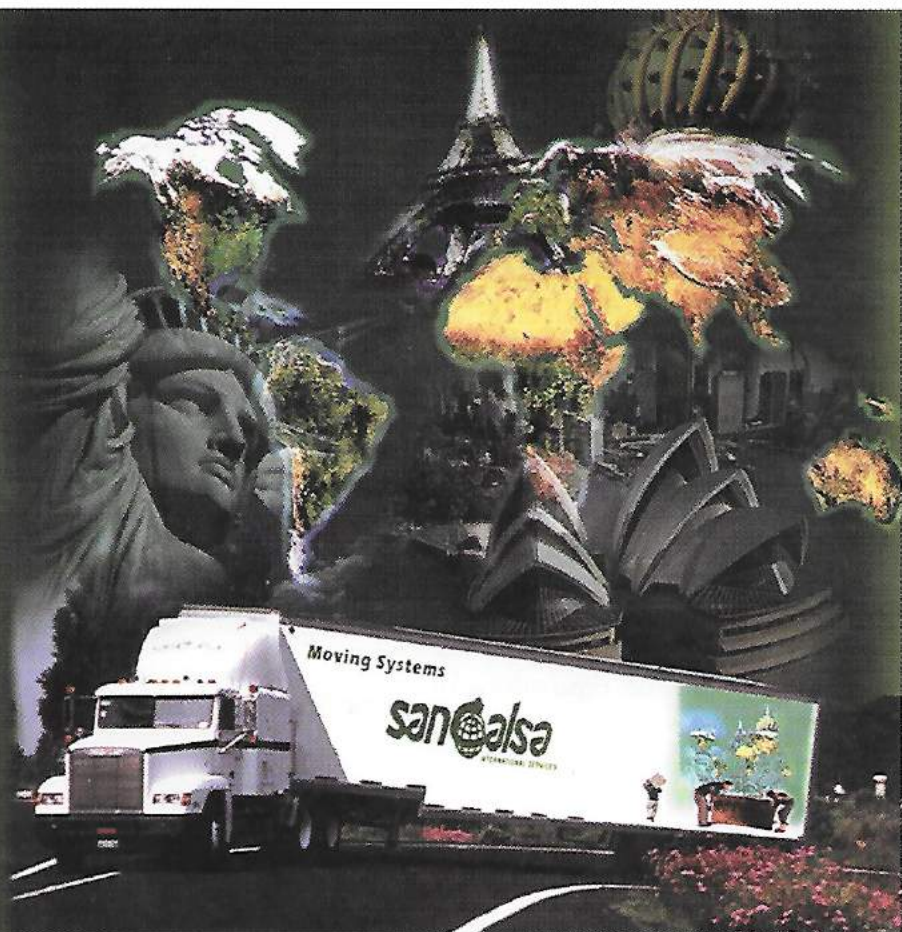
It is necessary to keep up-dated about the laws of disposition in each region because they vary from state to state and city to city. There are certain schedules to follow according to classification.

The Earth's atmosphere, a thin blanket of gases, protects the planet from the harshest of the

sun's ultraviolet radiation. The atmosphere, by trapping the Earth's warmth, keeps rivers and oceans from freezing. Carbon dioxide and water vapor are the most important gases in creating the insulating or "greenhouse effect" of the atmosphere.

Many diseases are extremely sensitive to climate. All world-wide citizens have to recycle and to promote recycling in order to restrain the climatic changes and erosion and to protect biodiversity, plants and trees.

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México D.F. 06500
Tel.: 52 5/318-6932
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PAIMA

ANNOUNCEMENTS:

*The following companies have
been suspended due to bad credit:*

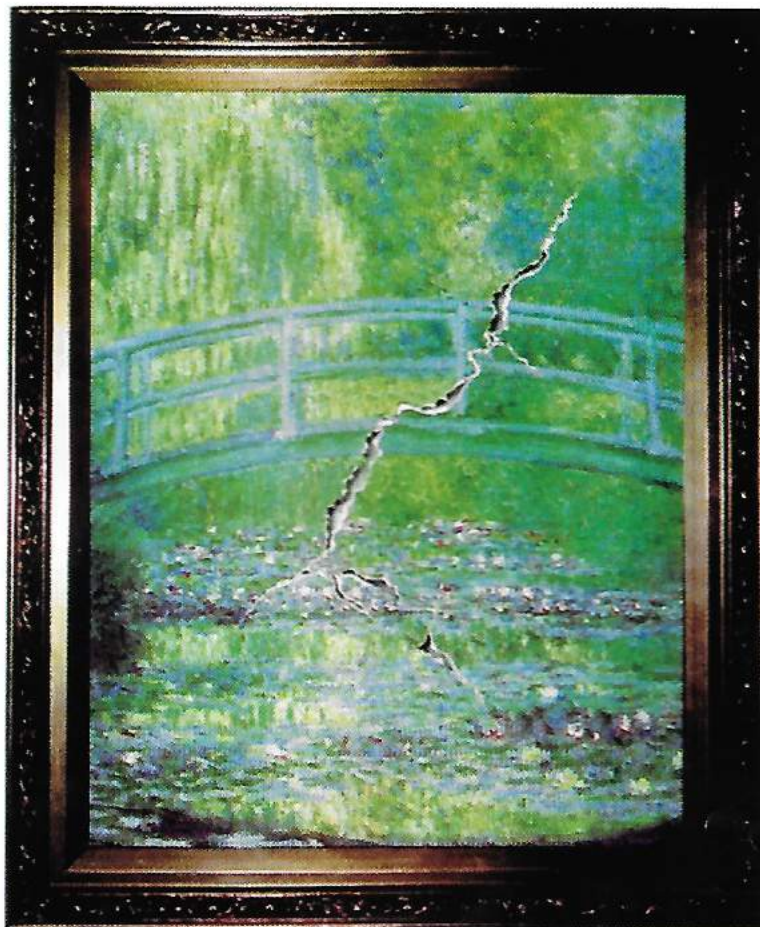
1. AUSTRAL INTERNATIONAL MOVERS
Santiago de Chile, Chile
Contact: Manuel Fco. Urzúa
2. PROGEX INT'L MOVING & RELOCATION
Independencia, Santiago de Chile, Chile
Contact: Enrique Rodríguez Villa / Daniel Soto
3. B.A. International S.R.L.
Buenos Aires, Argentina
Contact: Pablo Callejo / Nancy Carabajal.

IMPORTANT NOTICE

PAIMA PHYSICAL ADDRESS

For courier purposes, please
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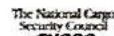
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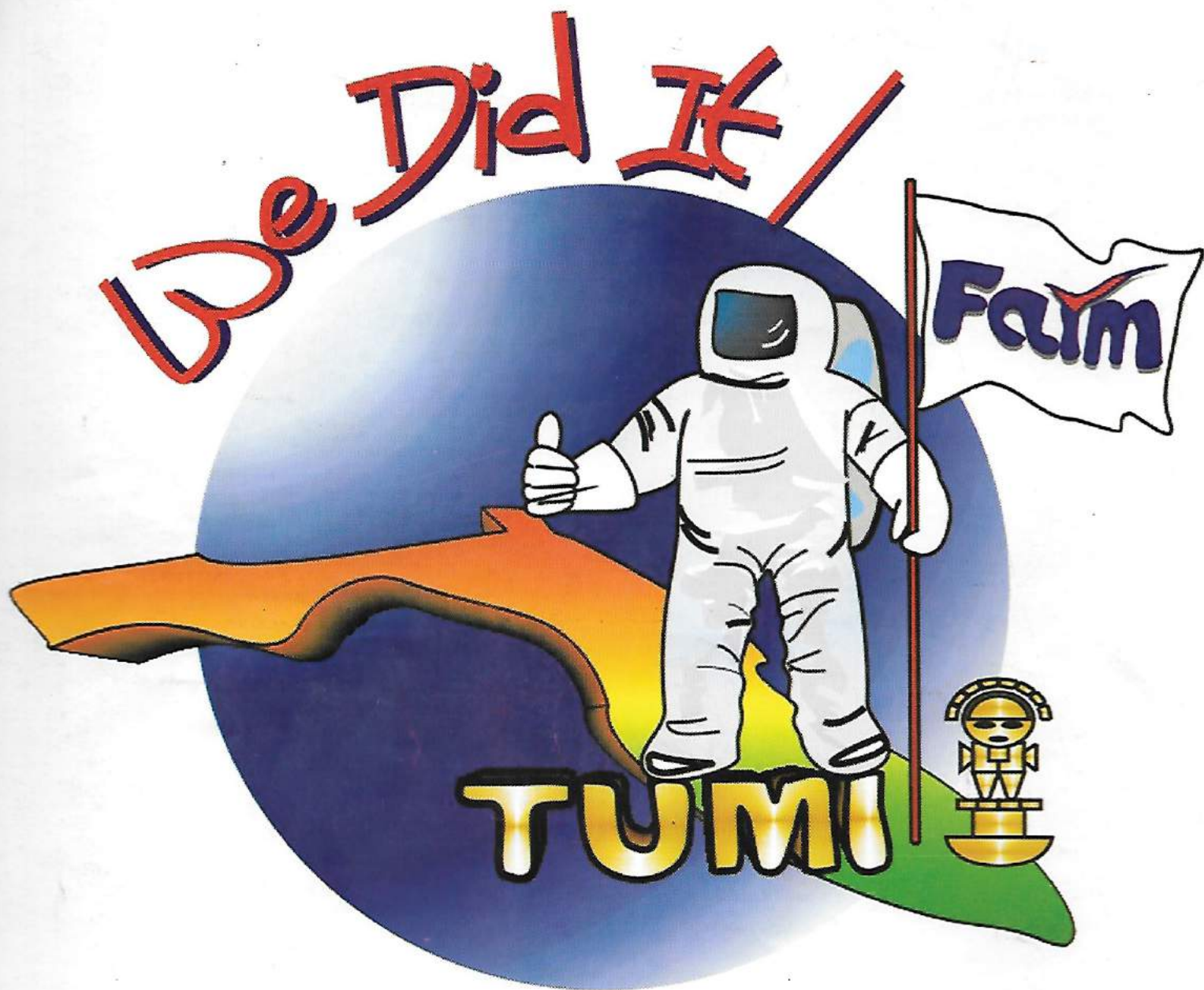
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