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PAIMA Report

Downtown - Anchorage, Alaska



AMSA & PAIMA
Hold joint seminar

*The Best of People
in the Worst of Times*

American International



PROGRESS THROUGH ENHANCEMENT OF THE INTERNATIONAL MOVING INDUSTRY



President Letter

“WE DID IT!”

AS YOU WILL NO DOUBT SEE THE PICTURES AND READ ABOUT IT IN THIS ISSUE OF THE PAIMA REPORT, OUR JOINT AMSA/PAIMA SEMINAR WAS HELD IN MIAMI ON FEBRUARY 29TH, MARCH 1ST AND 2ND, 2000.

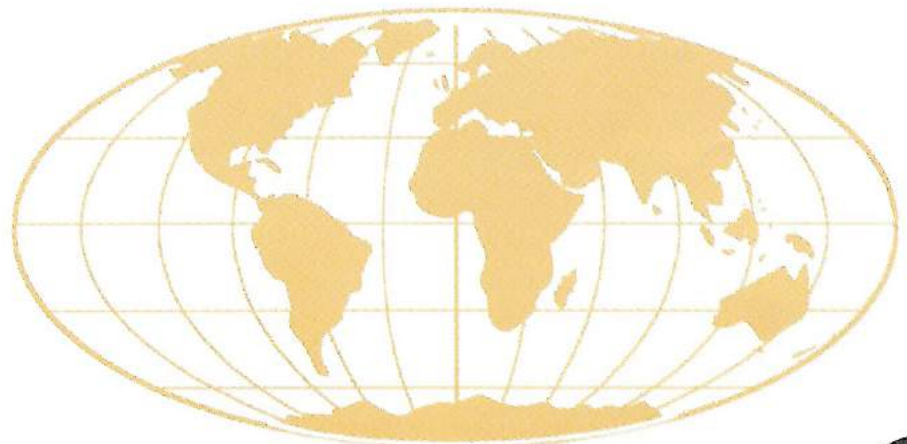
WE HAD A TOTAL OF 20 STUDENTS, AND 18 PASSED THE EXAM AND ARE NOW CERTIFIED. BY THE TIME YOU READ THIS, MOST OF THE VISITS TO THE FACILITIES OF THE MEMBERS WILL HAVE BEEN DONE.

IF YOU TAKE INTO CONSIDERATION THE MEMBERS WHO WERE ALREADY CERTIFIED BY EITHER I.S.O., FAIM OR AMSA, WE NOW HAVE OVER 31 MEMBERS ALREADY QUALIFIED.

AT THIS TIME WE ARE EXPLORING THE POSSIBILITY OF GETTING I.S.O. APPROVAL FOR THE AMSA-RIM PROGRAM. ALSO THE U.S.A. SECTION OF FIDI IS CONSIDERING REQUIRING THE RIM CERTIFICATION FOR ITS APPLICANTS.

THE TREND IS OBVIOUS, AND WE ARE VERY PROUD OF PAIMA AND ALL OUR MEMBERS WHO CONTINUE TO BE BRAVE AND LEAD THE INITIATIVE IN OUR INDUSTRY.

*JOSEPH W. PAULEY
PRESIDENT*



Pan American International Movers Association



JOSEPH PAULEY

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P.O. BOX 4161 - Panama, 5 Rep. of Panama



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**American
International**

The Juan Peralta Ecology Award 2000

- I.** Complete official name of candidate company _____
Full address _____
Phone _____ Fax _____ E-mail _____
Name of primary contact person _____ Title _____
- II.** If nominating company is other than candidate company, give all the same information for nominating 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 _____
- III.** Write a statement explaining why the CANDIDATE company deserves official recognition for outstanding efforts in the area of recycling or environmental responsibility. _____

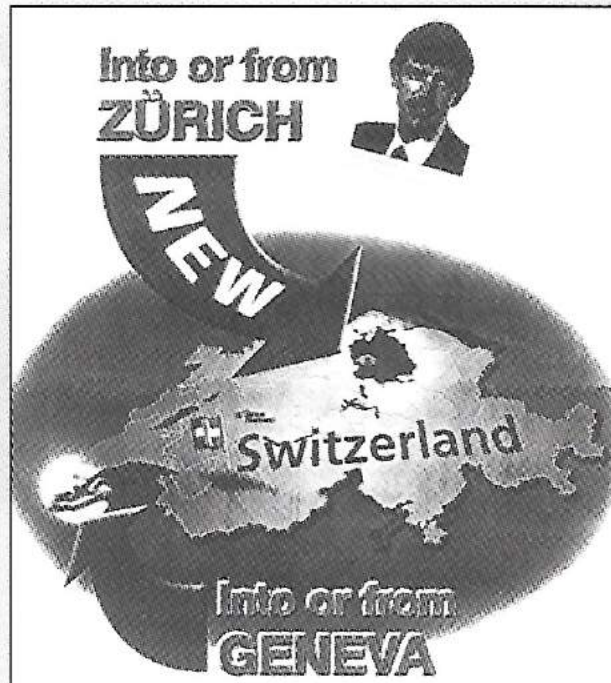
- IV.** While not required, we invite you to attach additional statements, photos, videos, or any evidence which would serve to document efforts and achievements in the area of recycling and environmental responsibility, not merely in a general sense such as public education or contributions to other environmental organizations, but in daily professional activities and practices. This can be recycling, economy of consumption, environmentally sound relationships with providers of materials to maintain ecological balance, environmentally sound practices in waste removal, incentives to clients to encourage use of recycled material, etc.
- V.** To substantiate or add weight to your nomination, you may attach letters on company stationery by members of any of the following associations: PAIMA, LACMA, FIDI, OMNI, HHGFAA 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.
- VI.** Send this form plus any supportive photos or documentation no later than August 31, 2000 to any one of the following:
- PAIMA HEADQUARTERS (attn: Abdel Cohn)
 - TUMI INTERNATIONAL (attn: Joseph Pauley)
 - TRANSPACK ARGENTINA (attn: Cliff Williamson)
 - APA WORLDWIDE MOVERS (attn: Mauricio Ortiz)



Re: Opening of our Branch in Zurich

We are pleased to announce the opening of our new branch in Zurich. Located only 10 minutes from Zurich Airport and close to the highway network, the branch opened last Fall in order to respond to growing demand from our clients and agents in this important Swiss economic area.

We now have 6,000 square feet of office and warehouse space and a team of 10 people with removal vans and all necessary equipment to handle international moves into and out of the Zurich area with our usual high quality professional work standards.



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27518 Bremerhaven

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Fax: +49 471 9442270
e-mail:

PHOENIX@PHOENIX-TRANSPORT.DE



LINK UP WITH



You can now link your home page with the PAIMA website, enabling you to list your company by region and type of membership, and allowing others to contact you through your e-mail and Websites. The cost for Internet link with PAIMA is USD 120.00 per year. All checks must be drawn against an American Bank.

To link your company with PAIMA, please complete the form below and send to:

PAIMA, P.O. Box 4161, Zona 5, Panama, Republic of Panama or Fax: (507) 261-5839

Name: _____

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____

e-mail: _____

Web address: _____

Payment: - VISA - Master Card - Diners - US check _____

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Signature _____

Please contact PAIMA office for more information at:
paima@sinfo.net or (507) 229-6791

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Without Us!"*



Paima Announcement

We are very happy to inform all PAIMA members of the new Regional Director of CANADA REGION - Tim Garside

A brief profile on Tim Garside includes:

- Graduate of University of Washington, Seattle
- 1966-70 worked for several steamship lines and Alaska pipeline project before joining SMYTH WORLDWIDE MOVERS
- SMYTH WORLDWIDE- FAR EAST, U.S.A., AND EUROPE until 1978.
- ATLAS VAN LINES INT'L-EVANSVILLE, INDIANA through end 1980.
- 1980 moved to Toronto, Canada and for over 20 years operated an international moving and transport company as Managing Director.
- Intercontinental Group, today, operates across Canada and has a trucking operation running from Mexico to Alaska.



Companies Accepted as Members of PAIMA

MOVING SYSTEMS, S.A.

Av. Guillermo Dansey N° 2139
Lima, Perú
Tel. (511) 336-8242 / 336-8312 / 336-8665
Fax. (511) 336-8300
Attn: MRS. CARMEN CAUTTER - President
e-mail: moving@perusat.net.pe
Tonnage Report Code NB 137

AAA NOVO LAR MUDANCAS E TRANSPORTES LTDA.

STRC Trecho 04
Conjunto B - Lote 16
Brasilia, DF - Brazil
CGC 38.031.555/0001-73
CF/DF 07.324.322/001-02
Tel. (61) 361-2010
Fax. (61) 361-5034
Attn: MR. DAVID ANTONIO de OLIVEIRA
• President
MR. CARLOS MANUEL ROCHA
• Int'l Division/Trade Director
e-mail:
novolarmudancas@novolarmudancas.com.br
web site: www.novolarmudancas.com.br
Tonnage Report Code NB 138

INTERTRAFIK, S.R.L.

Enrique Martínez 1973,
Montevideo, Uruguay
Tel. 208-7382
Fax. 208-5304

Mailing Address:
Enrique Martínez 1973
C.P. 11800
Montevideo, Uruguay
ATTN: MR. CARLOS LEGAR MARFETAN
• President
MR. CARLOS GIAMBRUNO
• General Manager

e-mail: trafik@adinet.com.uy
Tonnage Report Code NB 139



Important Notice

PAIMA 16th Annual Meeting ANCHORAGE, ALASKA 2000

This year's Annual Meeting will be held at
the Anchorage Marriott Downtown -
Anchorage, Alaska on September 28th and
29th.

For hotel reservation, please contact: Susan
Mueller or reservations.

Phone: 907 - 279 - 8000
Fax: 907 - 279 - 8005



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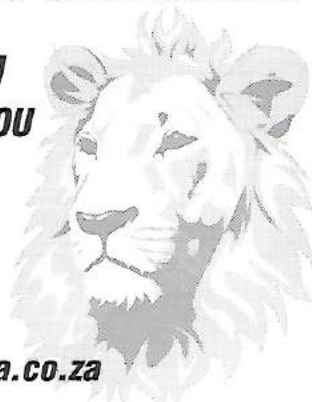
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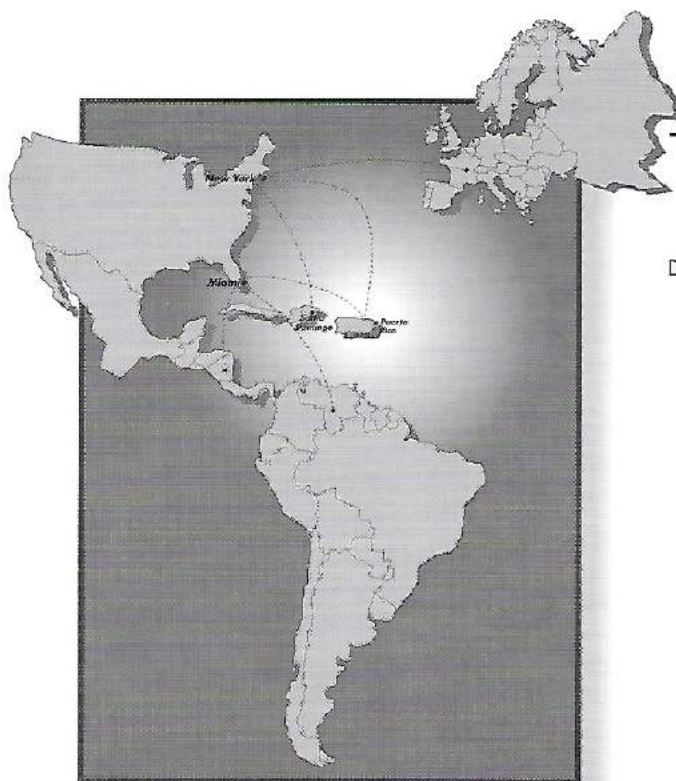
Industry News

Thirteen nations, among them Romania, Brazil, Australia, and New Zealand, have replaced paper bank notes with currency made from a plastic polymer. Plastic currency is said to look like paper but lasts four times longer and is difficult to counterfeit. Europe's main monetary policy makers could not be persuaded to try the plastic currency, instead deciding to print euros on paper. However, industry experts believe 30 percent of the world's bank notes could be printed on polymer by 2005.

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Dominican Republic

809 687-6620

Calle San Juan Bosco #82, Esq. Avenida 27 de Febrero, Santo Domingo, D.R.
e-mail: LaRosaDelMonte@Hotmail.com

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Worldwide Movers

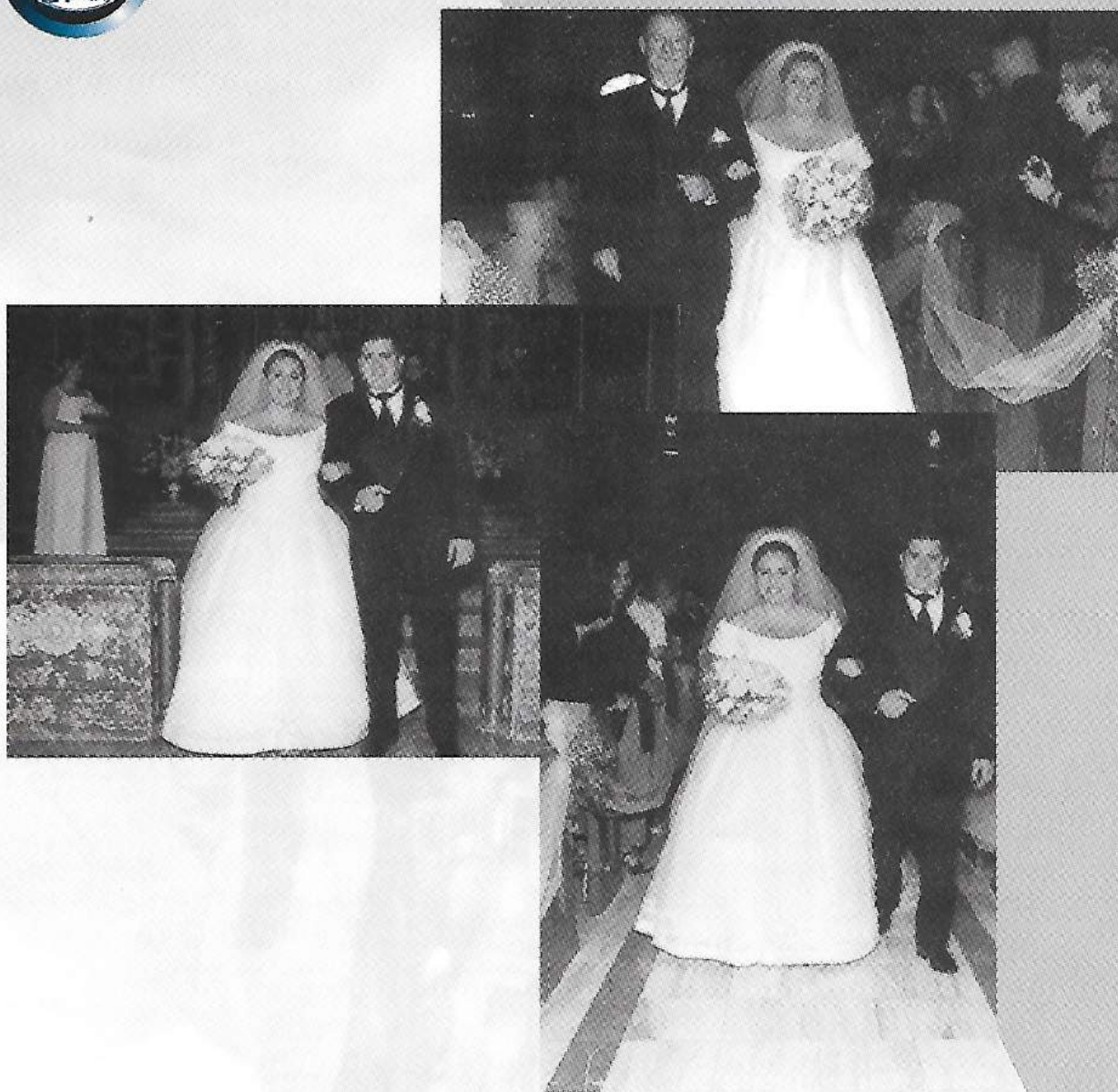
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Pauley - Scalia



THE ABOVE PICTURE SHOWS THE BEAUTIFUL MACARENA (DAUGHTER OF OUR PRESIDENT JOSEPH PAULEY) GETTING MARRIED TO SALVATORE SCALIA, 18th MARCH, AT THE CHURCH LITTLE FLOWER, CORAL GABLES, FLORIDA. THERE WAS A RECEPTION FOR 150 PERSONS AT THE WOMAN'S CLUB OF CORAL GABLES. THE FOLLOWING DAY MACA AND SAL LEFT FOR THEIR HONEYMOON ON A CRUISE OF THE CARIBBEAN ISLANDS.

THE CEREMONY WAS ATTENDED BY RELATIVES AND FRIENDS FROM DIFFERENT COUNTRIES SUCH AS CHILE, URUGUAY, PUERTO RICO, ETC.



AMSA & PAIMA Hold Joint Seminar

The American Moving and Storage Association and the Pan-American International Movers Association held its first joint International Training Seminar in Miami, Fla., on February 29 and March 1. The two-day seminar was built around the Registered International Mover Program.

Originally designed as a self-study course, a special in-class training manual was created to allow the students to more quickly absorb the RIM manual's contents. Even though the time allocated for in-class study and subsequent testing was only 2 days, the students, for most of whom English was a second language, did very well. With an overall passing rate of 89%, the seminar and class were an overwhelming success.

The seminar was arranged by Joseph Pauley of TUMI International in Miami, who is also the current president of PAIMA. Mr. Pauley sees International Certification Programs as an invaluable tool to improving the overall quality and service of international moving/relocation companies.

The class was made up mostly of South American company representatives and included starting in the front row from the left: Ruth Banderas, Raquel Castañon, Roberto Martinez, Ana Verdayes, Amanda Williamson, Alicia Flores, Monica Silva, Abdel Cohn, Carlos Aquino. In the back row are: Boris Populoh, Joseph Pauley, George O'Masta, Ramon Sierra, Henry Lewis, Marcelo Inglesini, Oscar Pichardo, Marina Diaz, Victor Paredes Wong, Juan Gonzales, Alex Beltran.

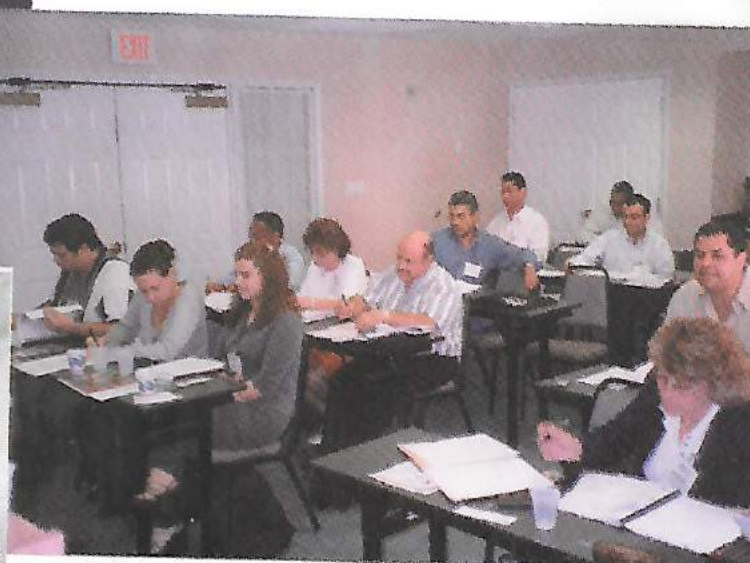
AMSA would like to congratulate the participants on their success in completing the individual certification portion of the Registered International Mover Program. Over the next few months, the participating companies will schedule on-site inspections for verification of RIM Program standards. If you or your company would like more information on the Registered International Mover Program, please contact Boris A. Populoh at (703) 706-4986 or via e-mail at: bpopuloh@moving.org.

On the third day we had a course on sales conducted by Dr. Marthenia "TINA" Dupree. It was very interesting.

The seminar was a great experience and kept all the participants actively engaged. This certification is useful for our industry. After the seminar all PAIMA attendees enjoyed a dinner at the Chili's Restaurant. The group had a lot of fun.







1. A VIEW OF THE RIM SEMINAR CLASS.
2. ANOTHER VIEW OF THE CLASS.
3. PAIMA MEMBERS AT THE CHILI'S RESTAURANT ENJOYING THE RECEPTION GIVEN BY PAIMA.
4. ANOTHER GROUP OF PAIMA MEMBERS GATHERED AT THE CHILI'S RESTAURANT.
5. FROM LEFT TO RIGHT:
MR. BORIS POPULOH OF AMSA, MR. ABDEL COHN (PAIMA MANAGER),
MRS. RUTH BANDERA, MANUEL ALVAREZ AND MR. ROBERTO MARTINEZ,
DIFFERENT MANAGERS OF LA ROSA DEL MONTE EXPRESS.
6. ANOTHER GROUP OF PAIMA MEMBERS GATHERED AT THE CHILI'S RESTAURANT.
7. MR. GEORGE O'MASTA OF BALBOA INT'L, MRS. MONICA SILVA OF PROGEX,
MRS. RAQUEL CASTAÑON OF TRANSP. TRES BANDERAS, SA DE C.V.,
AND MR. ABDEL COHN (PAIMA MANAGER) HAVING A LUNCH.
8. A VIEW OF THE HIGH-SPEED CATAMARAN FOR THE TOUR TO SEE THE GLACIER.
9. AN INSIDE VIEW OF THE CATAMARAN.

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If you do not have any other activity, we suggest the following current events in Anchorage, Alaska.

Sept. 29
7-9 p.m.

The Chocolate Affair Fund Raiser
BP Exploration Atrium 900 East Benson Blvd.
Tel: 907-563-1115

Sept. 1-30
9 a.m. - 6 p.m.
daily

"Science Under Sail: Russia's Great Voyages to America"
Anchorage Museum of History & Art
Tel: 907-343-4326

Sept. 29 - Oct. 1
Various Times

Alaska Winter Recreation & Travel Show
Sullivan Arena
Tel: 907-562-9911

ANCHORAGE ACTIVITIES:

- **Favorite Scenic Walks**

The Municipality of Anchorage boasts an award-winning trail system, with 180 miles/288 km of walking, hiking, biking, roller blading and running trails. In winter, these transform into cross-country skiing, dog mushing and ski-joring trails. Several of the city's trails are interpreted, offering fascinating information about the history and natural wonders of the surrounding landscape.

- **Downtown Walking Tour**

A lively and informative hour-long sightseeing tour of Alaska's largest city! Relax while our Alaskan Guide shows you where and how Alaskans live, the Alaska Railroad, Lake Hood (the largest and busiest floatplane base in the world), mysterious Earthquake Park, Cook Inlet (where our tides are second largest in the world), Anchorage Museum of History and Art, our famous fragrant flowers, great shopping areas, and favorite dining restaurants. While waiting for the next Trolley tour, try shopping in the gift shops located downtown, in the heart of our City. Alaska Guestours, Inc.©
Phone: (907) 276-5603

- **Tony Knowles Coastal Trail**

This paved 11-mile (17.6 km) trail stretches along the city's scenic coastline from downtown, past Westchester Lagoon and several parks to Kincaid Park (home of its own network of 48 km unpaved, wooded trails). Views include the spectacular panorama of Cook Inlet punctuated by three different mountain ranges. Mount McKinley, two active volcanoes and the Chugach Mountains are all visible from the trail - as are many birds and waterfowl plus an occasional pod of Beluga whales. In winter, the Coastal Trail is popular with both cross-country skiers and moose.

- **Earthquake Park**

This newly renovated interpretive park commemorates the 1964 Good Friday Earthquake - the most powerful tremor ever recorded in North America. Located on the Coastal Trail, a short 1/4-mile (.4 km) walk from the nearby parking lot.



Pan American International Movers Association



Pan American International Movers Association

REGISTRATION FORM

PAN AMERICAN INTERNATIONAL MOVERS ASSOCIATION

28th-29th September 2000 - Anchorage Marriott - Downtown, Alaska

(Please complete and return to the P.A.I.M.A. office as soon as possible.)

Company Name: _____

Address: _____

First Registrant: _____ First name on badge: _____ Nick name: _____

Additional Registrant: _____ First name on badge: _____ Nick name: _____

US\$ 300.00 x = \$	(First participant)
US\$ 225.00 x 1 = \$	(Another participant)
US\$ 25.00 x = \$	(After Sept. 1)
(Registration Fee will be increase US\$ 25.00 for each registration.)	
TOTAL US\$	(Please make check or money order payable to P.A.I.M.A. against an American Bank, otherwise it will be returned.)
(Other Alternative: Use -VISA, Master Card or Diners.)	
Note: Bank Transfer will not be acceptable.	

Please remember all car reservations, hotel accommodations and ground transfers are for your account. Please make your Hotel Reservations direct, and be sure to mention Paima: Tel. (907) 279-8000 • Fax: (907) 279-8005

Anchorage Marriott Downtown Attention: Susan Mueller or Reservation Dept.

Please contact the P.A.I.M.A. office or Mauricio Ortiz (506) 222-9082 fax (506) 233-0517 e-mail: apawwm@sol.racsa.co.cr

SPECIAL REQUESTS

If you need assistance in any of the following areas, please check below, and we will contact you with further information.

- Baby sitting service for Friday evening.
- Special diet needs (vegetarian meals).
- Special medical needs.
- Local area information.
- Additional travel information.

We are looking forward to seeing all of you at this year's P.A.I.M.A. Annual Convention.



THE BEST OF PEOPLE IN THE WORST OF TIMES

IN THE INTERNATIONAL MOVING (REMOVAL) BUSINESS, WE REALLY DO DEAL WITH THE VERY BEST OF THE PEOPLE.

OVER THE YEARS I HAVE MOVED MISS UNIVERSE (CECILIA BOLOCCO), FAMOUS SINGERS (OLGA TAÑON), SPORTS FIGURES, AMBASSADORS, PRESIDENTS OF BANKS AND IN GENERAL THOSE THAT WOULD HAVE TO BE CONSIDERED THE CREME DE LA CREME. OBVIOUSLY A LOT HAS TO DO WITH THE FACT THAT THE MAJOR CORPORATIONS SEND THE BRIGHTEST AND BEST OF THEIR EXECUTIVES TO REPRESENT THE COMPANY OR COUNTRY.

SO HOW COME THAT SOMETIMES WE END UP WITH SUCH A DIFFICULT SITUATION OR CLIENT, ESPECIALLY TAKING INTO CONSIDERATION THE POSITION OR IMPORTANCE OF OUR CLIENTS?

THE ANSWER, OF COURSE, IS THAT MOVING IS STRESSFUL AND NOT A NORMAL EVERYDAY EVENT FOR MOST PEOPLE.

WHAT CAN WE DO TO REMEDY THIS SITUATION? SOMEHOW WE NEED TO GET TO KNOW OUR CUSTOMER THROUGH SOME OTHER SCENARIO ASIDE FROM WHEN THEY ARE MOVING. THIS WAY WE WOULD BE ABLE TO JUDGE THE SITUATION AND DO BETTER IN MOVING THEM.

HOWEVER I WANT TO POINT OUT THAT EVEN WITH ALL THE STRESS THAT I ENCOUNTER WITH OUR CUSTOMER, I WOULDN'T CHANGE MY JOB AND ALL THE FASCINATING PEOPLE THAT WE GET TO MEET FOR ANYTHING IN THE WORLD.

JOSEPH W. PAULEY
TUMI INTERNATIONAL MOVERS. INC.

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American International

AMERICAN INTERNATIONAL RELOCATION SOLUTIONS APPOINTS DIRECTOR, CORPORATE RELOCATION SERVICES

PITTSBURGH, PA, USA - April 7, 2000 - American International (AI), which specializes exclusively in the relocation of corporate employees, their families and household goods internationally, has appointed Joseph A. Smith as Director, Corporate Relocation Services. Formerly president of his own relocation services business in Canada, Mr. Smith, now based in Pittsburgh, brings with him more than 20 years of experience and numerous professional certifications to expand AI's growing international corporate relocation services.

"The move to American International is an opportunity for me to combine my strengths and experiences with AI's highly-motivated team that shares the vision to deliver the highest quality of service within a customer-focused environment," said Smith. "With a 19-year-plus track record, AI is poised to advance its excellent service delivery into expanded areas, and I am extremely excited to be part of moving AI's world-class service abilities into providing more solutions for our customers," he added.

Mr. Smith is responsible for directing AI's international corporate relocation services, from strategic planning, to business concept design, to building service partner alliances, to enhancing AI's already solid quality and customer service levels. He was most recently president of Durand Smith Inc., an independent relocation management and consulting company located in Calgary, Alberta, Canada, since 1991. His earlier positions were in real estate, finance and information systems.

The newly appointed director received a diploma in Risk Management in 1997 from the University of Toronto. He is both a Certified Relocation Professional (CRP), a designation he received in 1995 from the Employee Relocation Council (ERC) located in Washington D.C., and a Certified Risk Manager (CRM), a designation he received in 1997 from the Institute of Risk Management located in Freehold, New Jersey. He also has completed the pre-professional syllabus for the Certified Management Accountant Program. In addition, Mr. Smith has been a member of the ERC since 1992 and an affiliated group, the Center for International Assignment Management, since 1999.

Originally from Port Hope, Ontario, Canada, Mr. Smith is married with four children.

American International's business is focused on relocating corporate employees and their families internationally. The company is based in Pittsburgh, Pa., with offices in Danbury, Conn, Huntington Beach, Calif., and Houston, Texas, and has affiliations around the world. Founded in 1981, American International is dedicated to setting the standard in the international relocation industry. All of its offices have received ISO 9002 certification, a worldwide recognition of quality. For more information, visit the company's Web site at www.aimore.com

Several Changes from Membership on their E-mail Address, Physical Address, and Company Names

Intermovers & Storage SDN. BHD.

Unit B-3, Block B, Lot 44721
Jalan Perusahaan Satu,
Batu Caves Industrial Estate
Batu Caves 68100 Kuala Lumpur, Malaysia.
Note: The Phone, Fax, Email and Website - remain unchanged
Tel: 603- 687 7777 • Fax: 603-687 6767
Email: intermov a tm.net.my
Contact Person: James A. Andrew (Director)

Emerald Movers International - Ireland

New Web Site: www.emerald movers.com
The new site includes:
• Download all the Irish Customs Forms & Explanatory notes you will require for clearance
• Details of all our services.
• Importation of Dogs & Cats - Details & Customs Forms.
• On-Line Inquiry Section

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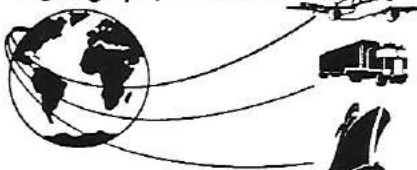
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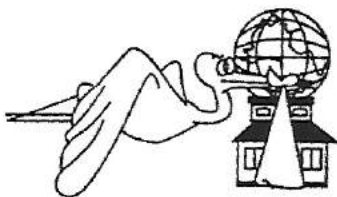
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PACKING - INTERNATIONAL MOVERS

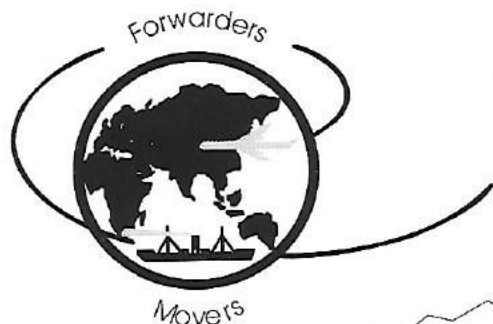


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How to Load Like a Pro

- 1 ▶ Pre-mark all of your boxes. This will ensure that they end up in the right rooms.
 - 2 ▶ Make a floor plan of your new residence. It helps speed the unloading if the mover knows exactly where to place the furniture.
 - 3 ▶ Load boxes first and furniture last. This way a path will be clear when you load (and unload) your furniture.
 - 4 ▶ The key to a successful move is careful planning. These general tips, along with our packing tips, will help ensure that your move goes smoothly.
- Request "Perfect Payment Record" letters from your utility companies in order to avoid paying hundreds of dollars in deposits at your new home.
 - Keep your receipts. Many moving expenses may be tax-deductible. To find out which ones are, consult a tax advisor or call the Internal Revenue Service. Ask for Publication 521: "Tax Information on Moving Expenses."
 - Call ahead and order telephone directories for your new home so they'll be waiting for you. And remember, take along your old phone book. It will come in handy after the move.
 - If you're moving during the school year, you may have to pre-enroll children in their new schools before you actually move. Check with school officials to get their advice.
 - If you're going to need a babysitter on moving day, reserve one beforehand.
 - If you have pets, talk to your veterinarian about what you can do to make the move easier on them.



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It was no ordinary day at TUMI INTERNATIONAL, Miami, FL. The sun came up at 6:30 that morning as usual with employees preparing for a hard day's work at 8:00.

However, on January 12, 2000, the boat of Tori Murden, the first woman and first American to row alone across the Atlantic Ocean, was brought into TUMI's warehouse from Guadeloupe. Joe Pauley, owner of TUMI and avid sailor, was pleased to assist in the final delivery of Murden's 23-foot boat, the American Pearl.

When asked about the honor, Joe said, "This year I fulfilled one of my wildest dreams and sailed around Cape Horn on a 53 ft boat. But in my long career of parachuting and bush pilot adventures, I cannot conceive of the magnitude of rowing across the ocean. We were proud to be even a little part of this event."

TUMI's crew worked diligently as they unloaded the boat, placed it on a trailer and reloaded it into a truck before sending the boat safely onto its final destination, Louisville, KY, Murden's hometown.

Joe added, "We also cannot forget to mention Charlie Kremer of Kremer International and AGS in Guadeloupe, French Windward Islands.

Tori Murden began her journey in the Canary Islands on September 13th and finished 82 days later on December 4th in Guadeloupe. For more information regarding Murden's journey, please check out The Courier-Journal's website at www.courier-journal.com.

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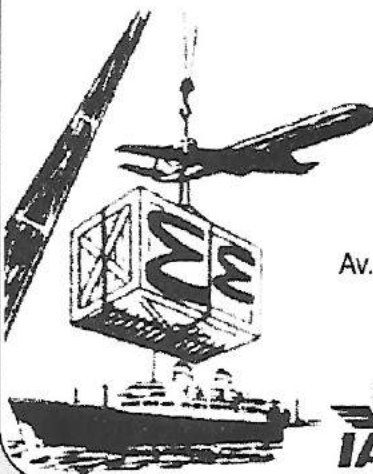
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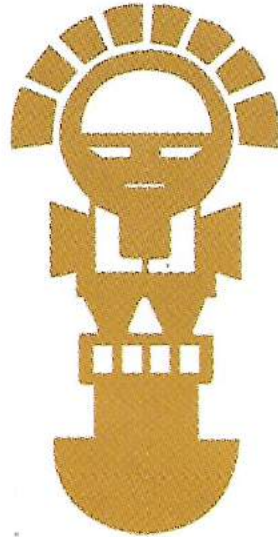
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