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PAIMA Report

Panama's Canopy Tower

*Trip to the desert lands of
Southern Africa*

PAIMA at AMSA

*Beautiful view of "The Admiral Fell Inn"
Baltimore, Maryland next PAIMA
Convention October 22 nd , 23 rd, 1999.*



Joseph W. Pauley
President

President's Letter

The Board of Directors meeting was held in Mexico City on February 6, 1999. It was a very long (9:00 a.m. to 5:00 p.m.) meeting with very positive results.

The most important points were to conduct a study of the feasibility of moving the Panama office to Miami and to change the by-laws at the upcoming convention in Baltimore that would require all new applicants to be certified.

This could be either ISO-9002 or FAIM (FIDI) or RIM (AMSA). The result would be an association that any of our clients could be guaranteed to receive service of the highest quality.

We are inviting ISO, FIDI and AMSA to explain their programs at the next convention to include requirements, cost, time, etc.

The proposal allows all present members a time frame in which to comply.

My principal reason for putting forth this information in this editorial is to ask all of you to support this proposal and by-law change.

Upon my election I asked you what do you want the association to become.

I think this route can be the road to make us become one of the most respected members of our industry. Please consider this idea, and if you have any questions, feel free to get in touch.

Joseph W. Pauley
President

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Pan American International Movers Association

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Opening of
new facilities of
INTERMUD



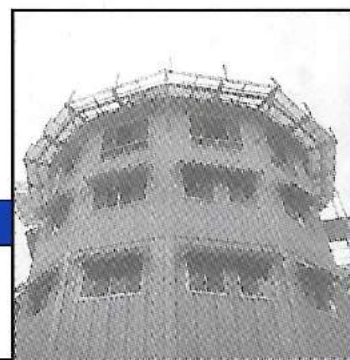
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Reliable and
others help keep Allied Int'l
on top.



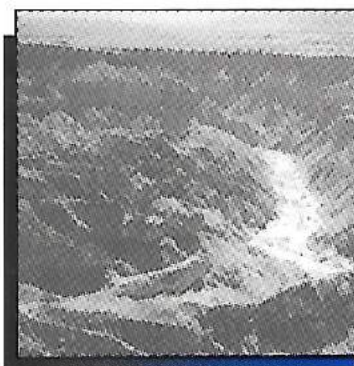
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Panama's Canopy Tower



6

Trip to the desert lands of
Southern Africa.



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Fast News
Van der Ent Verhuizingen b.v.



Opening of new facilities of **INTERMUD** (Guatemala)



On March 12th INTERMUD invited 500 customers, members of the diplomatic corps, and friends to its opening of the new premises, which have been built during the second half of 1998.

The new facilities consist of 3 warehouses totalling 3000 m2. The offices and all the new facilities have been in use since January 4th, 1999.

During the speech of the president of INTERMUD, Aldo Heinmann, the goals earned during the last years were remembered, and the modern systems of communication, administration and computerization were introduced.

The opening started at 7 p.m. and the last customer and friends left at midnight after having spent a nice evening which concluded with music by the famous mariachis.

INTERMUD has started the storage in transit of the HHG in the new warehouse with at the moment 25 x 20 owned containers, which will be increased up to approximate 60 x 20'.

The containers can be stored with a new forklift up to a 3rd level, which gives an additional capacity of the storage area.

Also FILE STORAGE, which is under the roof of INTERMUD was welcomed and appreciated by our visitors. Already a couple of banks and important local customers are using this system.



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Reliable and Others Help Keep Allied Int'l On Top

Inside allied is taking a closer look at Allied International and a few of the many agencies that have helped this division close out 1998 as another stellar, record-breaking year.

Like the agency he works for, McInerney is no stranger to Allied's awards ceremonies, having received this award a total of four times, three times consecutively.

If you didn't know, Allied International holds the number one position in global relocation - and that's not by accident. In fact, Allied International has maintained its stronghold as the #1 provider of moving services world-wide since its inception in 1967.

Much of the credit for the company's success year after year goes, of course, to its network of agents who have made a commitment in time, money, and resources to add international relocation to their business mix. And several of those agents were recognized at Allied's convention last November for outstanding sales and service in the international market.



One of those agents was Reliable Van & Storage of Elizabeth, New Jersey. A perennial leader within the Allied International system, Reliable was honored as Top International Booker for 1997/98. In addition to posting international shipment revenues totaling more than \$8 million, Reliable also was inducted into Allied's newly-created "Millennium Club" for being the first agent to ever book more than 1,000 international shipments in a single year.

"Reliable has ranked as our number one agent in the international arena for more years than most of us can remember," said Mikes Fergus, Allied's CEO and president. And That's not an overstatement.

According to Pat Toscano, Reliable's president, Allied's relationship with them began some 30 years ago when Frank Borta was vice president of the division. "We made a deal with Allied many years ago that still holds true today," Toscano said. "Our relationship is built on trust, and the rates and services have all been good. Working with Allied has been like a dream come true for me." In addition, Reliable's Tom McInerney was singled out as Allied's International Salesperson of the Year.

Allied International also presented two "President's Awards" in recognition of two agents - one from North America and one from the rest of the world - for their "exceptional support of the Allied International system, their commitment to growth in the international marketplace, and their unsurpassed professionalism and industry expertise."

The President's Award for North America was presented to Daryl Flood, who, during the past year, underscored his support for the Allied International system by opening Partner Agent operations in two Key markets - Dallas and Fort Worth.

The President's Award Rest of the World went to a NFB Transport Systems of Sweden, which, like the Flood organization, signed on last year as an exclusive Allied International agent. In addition, NFB was honored as the system's top growth leader for all of Europe in 1997 / 98.

Last but certainly not least, Allied International - San Francisco, walked away with two key distinctions in the international arena. For posting an increase of more than \$2 million and doubling its performance over the previous year, Allied Int'l - San Francisco was recognized as the company's most- Improved International Booking agent. And for "consistently demonstrating the combined qualities of service excellence, customer satisfaction, and respected leadership," the company was honored as Allied International's agent of the Year.

"It's always a pleasure," Fergus noted, "to recognize and honor people whose hard work and dedication to customer satisfaction continue to strengthen Allied International's hold on its number one position in global relocation."



The above picture was taken at Mexico City when the last Board meeting was held. The Board visited the operation of our member Transportes Tres Banderas. Together with Raquel Castañón is our President Joseph Pauley and George O'Masta owner of Balboa International of Panama.

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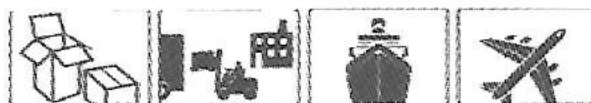
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Panama's Canopy Tower

Wake up to a tropical dawn chorus of Motmots, Fruitcrows and Toucans. Your bedroom is at the same level as the treetops, no more than 40 feet from the birds, because it is in the Canopy Tower, in the heart of Panama's Soberania National Park. Blue Contigas and Green Shrike - Vireos, birds normally glimpsed high in the tops of trees are seen here at eye level, and all you have to do is get out of bed and look out the window. Walk up a flight of stairs to the dining room, grab a cup of coffee and some rolls, then settle down at a table next to the window for some serious birding.

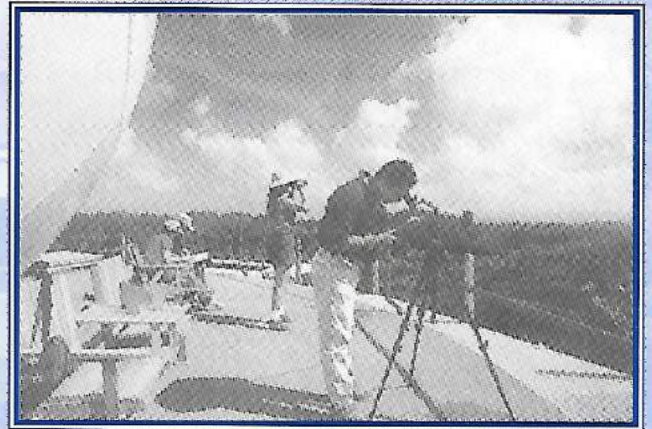


Keep your field guide open in the table in front of you next to the toast and orange juice. The window is wide open, with no screen to spoil the wonderful views you have. You are not craning your neck for a fleeting far-away view while your feet ache after a long pre-dawn hike. This is the best tropical birding you can have, and you should experience it at least once in your life. Don't worry if you are a new to birding, this is a great place to start. There are hundreds of species that can be seen right from your window, most of them clearly illustrated in one of the finest bird guides for any country in Latin America. The Canopy Tower is also a great place for those with a general interest in exploring the tropical forest. Giant, iridescent Morpho Butterflies flash their blue wings at you as you ride up the twisting road up to the Tower. Howler Monkeys startle you with a sudden roar overhead. Each shrub, tree and flowers seems to be different from the last, reflecting the extraordinary diversity of the tropics. So, come to the Canopy Tower. You can visit us for a morning or, better yet, spend a few nights with us. We are sure you will enjoy your stay.

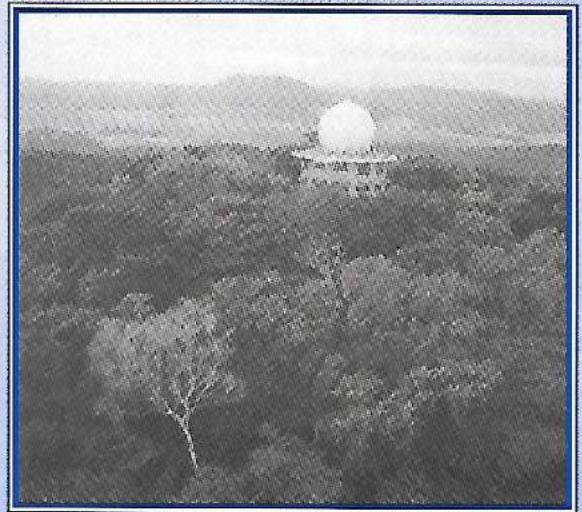
Panama has some of the most easily accessed forests anywhere in the tropics. The Cannopy Tower is located on top of Semaphore Hill, in a well preserved semideciduous tall forest in the heart of Soberania National Park. It is at an altitude of 900 feet above sea level, and from its roof you can see the Pacific entrance to the Panama Canal and the skyline of Panama City, just 30 minutes away.

Its privileged position makes ideal as a base from which to start exploring the forests of central Panama, as well as the Canal and other historical attractions. At the base of the road up Semaphore Hills is Plantation Road, a good, easy graded dirt road where you can walk through more than three miles of mature forest. A ten minute drive takes you to the gate of the famous Pipeline Road which runs for 11 miles through wetter forests in the heart of Soberania National Park.

The Canopy Tower has five levels that offer different views of the forest around it. The flat roof is a great place to watch the canopy, as well as the Panama Canal and, in the distance, the skyline of the city. The top floor, covered by a 30 feet high geotangent dome (a variation of Bucky Fuller's famous geodesic dome), is used as the main dining area, and is completely surrounded by panoramic windows.



The floor below houses six two-person bedrooms with large windows and a full bathroom with hot-water showers each. Below the rooms, a mezzanine with more windows adds viewing opportunities of the lower levels of the forest canopy. Finally, the ground floor will house exhibits about the environment and the surrounding forest and the animals that live in it.



TRIP TO THE DESERT LANDS OF

SOUTHERN AFRICA

Life in Johannesburg can be quite hectic and at the end of January Anne & I decided to head off to the desert country many Kilometers to the north- west of South Africa. We also wanted to visit the "Thirst Lands" of Namibia. We reckoned (and we were right) that it would be the exact opposite to life in this huge metropolis and that it would be a very much needed anti-stress Kit.

We headed off in our trusted 4x 4 to the Kalahari Gemsbok National Park which is around 600 Kms. to the North - West of the South Africa on the border of Botswana. Over 300 Kms. of the journey is on gravel roads. The park is a semi arid desert area of almost 1,000,000 hectares (36,000 square Kilometers) of which part is in South Africa and part in Botswana. There are no Customs posts and many of the roads straddle the border which is simply demarcated by white painted stones. We had read that the Kalahari park was made up of sand dunes and stunted bush, but nothing could prepare you for the dramatic desolate & haunting place that it is. As we approached we could see the Dunes, some white and some red from Iron Oxide, but even beside the approach road some small communities were still scratching out a meagre living trying to farm in this dry and waterless place.



We checked into the first rest camp to be told that we had to be very careful of using the toilets at the picnic sites as the day before two lions had spent the morning resting there in the shade!

The park surrounds two ancient dried up riverbeds, the Auob or "bitter" and the Nossob or "treacherous" and the game is concentrated on and around these dry beds where they can scratch for the minerals that they need to exist. There are a numbers of "windmill waterholes" pumping from many meters below the ground. Strangely many of the animals prefer the bitter water from the Auob river bed to the sweeter water of the Nossob.

On our first full day we saw a pride of 10 lions drinking at a waterhole. One male and nine females ! Some Life !... and they were only about 10 meters from the car. We saw lots of game and the bird life is terrific with an incredible amount of Eagles & hawks . We also spotted a couple of pairs of Giant eagle owls.



There were many Gemsbok (or Oryx) with their Sword like horns and herds of Springbok antelope which leap high into the air when they are disturbed.

The roads are terrible and on the same day we that we saw the lions we managed to shred a tyre. It was the fastest tyre change ever, believe me It is a very unforgiving place and the animals are often really bold because they are so hungry. When we had a barbecue we always had uninvited guests such as a Cape Fox or some Jackals. Their timing was perfect. They arrived when you were setting the fire, disappeared and returned just when you were taking off the last piece of meat from the grid.

They nights were really hot although we experienced an incredible electrical storm one night. There is no air conditioning and the power is switched off at 10 o'clock at night, The only way to sleep was to have a cold shower in your T shirt and lie on a towel on your bed. That Keeps you cool for a couple of hours or so. The temperature is often in the high thirties or low forties and so you have to drink plenty of liquid. Personally I found beer the best!

On the second last day of our trip to the Kalahari we drove up to the border at the most remote part of South Africa... Unions End. This a very quiet road and we never saw one other vehicle the whole day.

There is no border crossing there, just fences going off in all directions. We had breakfast at the picnic site, (after carefully checking the toilets !) .

It was only after breakfast that Anne pointed out the very fresh lion paw prints, just about 10 meters from where we were eating. We packed up and left quite quickly after that.

There is a great deal of game visible in the Park and we saw Cheetah, plenty of solitary lions and leopard, all at very close range. Leopards are mainly nocturnal, but we sighted this one just after noon, when the sun was at its highest and it was staring at a lion just on the other side of a waterhole.

We finished our really enjoyable 6 night stay there and decided to head for Namibia already beginning to feel distressed.

After the town of Keetmanshoop, where we had relaxing stop-over in our air conditioned room we headed off across the stone desert towards the Sossusvlei sand dunes.

That night we stayed at a farm just past the stone desert and at our regular barbecue a friendly warthog turned up. It turned out that it was a pet at the farms as were two Meercats and Zebra!



We spent the following days touring the area, drinking in the amazing scenery and driving the unbelievable mountain passes.

Then we went on to the Sand Dunes of Sossusvlei where we stayed in an Arabian type tented camp.

From the camp it is 60 Kms on a dreadful road to the Dunes and another 10 or so on a 4 x 4 track. You have to go at sunrise because that is when these world famous dunes are at their best. The shadows are so distinct and the colours of the dunes changing from pinks through to lilac and red. The shapes of the dunes also change with the wind and it is a humbling experience to see these huge dunes towering above you. Some of them are 300 meters in height.

Anne sat in the shade of a huge Camel Thorn tree and I set off to climb the west dune. It is about 200 meters high, but in the soft sand it took me about 45 minutes to get to the top. Fortunately it was around 9 o'clock in the morning and the temperature was just in the low thirties. I had been warned to take a water bottle which was just as well as your body temperature increases very quickly. The view from the top was stunning with massive dunes rolling off in every direction.

After the dunes we headed south to - wards the Fish River Canyon which is next in size to the Grand Canyon. The road was stunning and was virtually desert. The population of Namibia is only 2 people per square Kilometer! The farms along the road are around 10,000 hectares each and are only capable of breeding Ostriches because of the very dry conditions. Also there are no rivers in the country running throughout the year. They only run briefly after a rainstorm. Petrol is often pumped by hand and the filling stations are many hundreds of Kilometers apart. No credit cards here, or newspapers.

As we reached the Canyon quite late at night we checked into a nearby lodge where we stayed in small cabins built into the hillside. In the morning we could see what a beautiful desert area we were in. This was a real stone desert and we spent our time going desert walks and horse riding through the Namib desert. There we saw some small antelopes called Klipspringers which have rubberized hooves enabling them to leap from rock to rock. There were also Zebra Gemsbok (Oryx) duiker and a number of various types of small antelope. I really don't know how they live there, as only 14 millimeters of rain fell there last year. You also have to wear boots when walking because of the many snakes and scorpions.

After that we spent some time at the Canyon, but it was so vast that it was difficult to get a perspective on it. The following day we flew over the canyon in a small plane and saw the Fish River coming down in flood. It was quite a sight. We finished up flying past the lodge at roof height or below. Taking photos with your eyes closed is not a lot of fun !

We then headed back to South Africa where we toured the hinterland of Capetown as well as spending some time at the beautiful beaches



On the way back to Johannesburg we travelled through the Karoo which is a semi desert area. There was a large electrical storm building up and we had to race a dust storm which at one stage was travelling at 140 Kms per hour parallel to the gravel road. As it crossed the road we had to virtually stop as we couldn't even see the headlights of the car. Again the colours of the sky were spectacular and the smell of the first rains for many months was fresh and sweet. Puddles formed all around us very quickly as the large rain drops drummed off the roof of the car. The storm passed after about 10 minutes or so and the puddles and streams disappeared into the dry earth almost immediately. The only sign that the rains had been was the darker colour of the soil, although some of the larger puddles would stay for an hour or so before melting away into the earth.

Just a few days later we were back at the office, but already planning our next trip to the "Thirst Lands"

If you would like to know more about holidays or travelling in South Africa please feel free to contact us.

by Anne & Dave Buchanan



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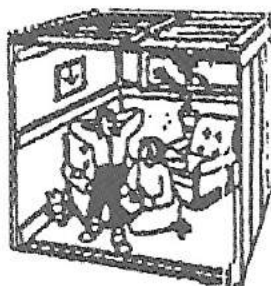
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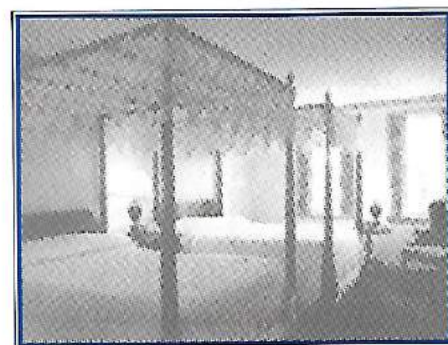
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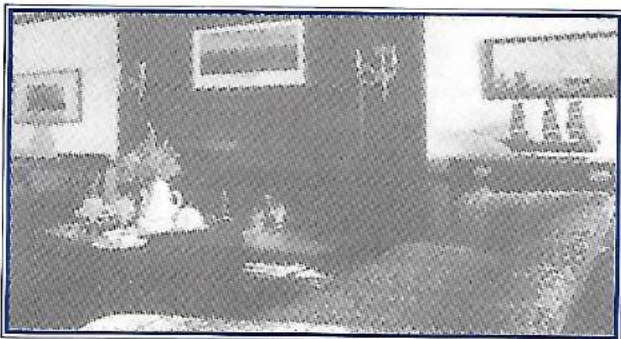
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News Flash

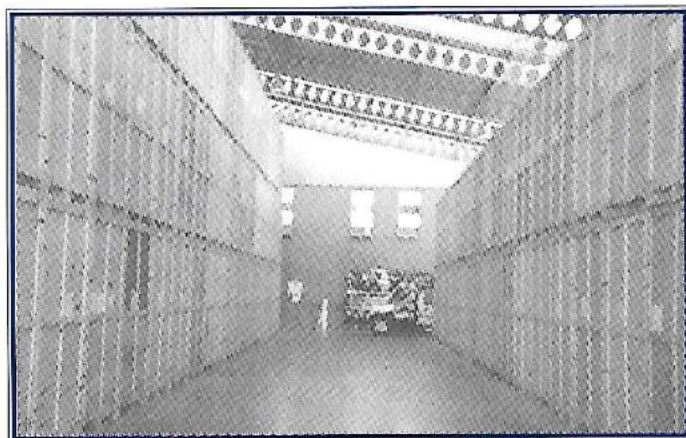
I am delighted to announce that we have opened a new office in Pretoria.

This is under the management of Gerrit Swanepoel and has been established to specifically service the diplomatic corps and further enhance our service to our Pretoria client base.

Over and above this we have re-located our Johannesburg warehouse facility to much larger premises in a business park. This is fully palletized with 24 - hour security and is ideally situated to serve the greater Johannesburg area.

Please continue to address your inquiries and rate requests for Pretoria and Johannesburg to Laura Wegener and her staff in Johannesburg at the above numbers.

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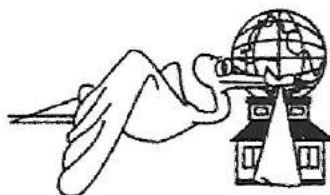
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Atlas Van Lines International

Van der Ent Verhuizingen b.v.

In January 1999 Van der Ent TopMovers opened her new office and her new warehouse for storage in Spijkenisse.

COMPUTERIZED CRANE SYSTEM

The warehouse of the new office has a new computerized crane system. The warehouse is about 20 meters high and has the capacity for placing 330 20-ft-containers. The crane can be programmed in the evening for the containers which they need the next day. The crane will look up the wanted containers at night and will place these in the bufferzone until they will be loaded on the truck.

ENVIRONMENTALLY ECONOMICAL ENERGY

The warehouse of Van der Ent TopMovers has heating pumps which are united to a source installation about 40 meters deep and which are connected to a low temperature system. It saves a lot, for example, to fight the greenhouse effect. The government supports the initiatives which have been taken by Van der Ent TopMovers.

INTERMODAL MOVING

Intermodal Moving means moving that uses different ways of transport, such as the train, boat, etcetera. Van der TopMovers is using her own 20-ft-containers for the Intermodal Moving.

SERVICES

Van der End TopMovers specializes in removals to any part of the world by road, sea or by air. In addition to transporting household effects and furniture from one location to another, customers can choose to delegate some or all of the attendant activities, such as: packing / unpacking and dismantling / assembling, installing and testing of sophisticated equipment. Van der Ent TopMovers also has possibilities for storage, archives storage, packing unusual goods (music instruments etc.) and hires out removals vans and materials.



COMPANY INFORMATION

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Fax.number: (31) 181 617 977
e-mail: enttopmovers@compuserve.com

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Tegucigalpa, Honduras

Phones:

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(504) 239-1903 / Fax: (504) 232-7536

Email:

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E-MAIL: apawww@solracsa.co.cr



**AMERICAN INTERNATIONAL
APPOINTS
MANAGER OF NEW NATIONAL
ACCOUNTS PROGRAM**

PITTSBURG, PA, USA - April 22, 1999

American International (AI), which specializes exclusively in the moving of corporate employees, their families and household goods internationally, has appointed Mark Daniher as National Accounts Manager. Mr. Daniher heads the newly formed National Accounts program, which further strengthens AI's nationwide focus by supporting large multinational organizations in their international relocation programs.

In this new position, Mr. Daniher combines his experience in leading - edge relocation programs with his in -depth understanding of the challenges corporations face with their own international programs. The National Accounts program was created to share AI's solutions, experiences and industry knowledge with clients, as well as account managers in all of AI's regional offices.

Serving as Regional Sales Manager of the Central Regional Office in Pittsburgh since 1997, Mr. Daniher began his career with AI as an Account Manager in 1993. His history with the company started four years earlier, when he called on AI as sales representative for CAST North America Steamship from 1989 to 1993.

A 1989 graduate of Pennsylvania State University with a B.A. in Marketing, Mr. Daniher currently resides in Pittsburgh's South Side.

American International's business is focused on moving corporate employees and their families internationally. The company is based in Pittsburgh, Pa., with offices in Ridgefield, 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 moving 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.aimove.com

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PAIMA AT AMSA

The president of PAIMA, Mr. Joe Pauley, was invited to speak at the International Committee Meeting of the American Moving & Storage Association convention that was held in San Diego, Ca on 21st. - 24th. February 1999.

Mr. Pauley spoke on the impact to the moving industry throughout Latin America during the present economic crisis that some of the South American countries are having.

The meeting was well attended, and a panel was held after the presentation.

While at the AMSA meeting, our president Mr. Joe Pauley was able to visit with the following PAIMA members who also were at the convention.

Fabian Ortiz, APA-COSTA RICA; Oscar & Marina Pichardo, ALPHA INT'L MOVERS - VENEZUELA; Max Llana, ATLANTIC EXPORT INT'L STERLING, VA; Tony Wrogh, GLOBAL SILVERHAWK; Diego Aguirre, MERCOVAN-ARGENTINA; Thomas Schmidt, MEX-PACK, MEXICO CITY; Rafael Moreno, MORENO INT'L, MONTERREY, MEXICO; Cedric Zibi, NEER SERVICE, FRANCE; not to leave out people from the large, U.S.A. VAN LINES although not the international side but, still PAIMA members like ATLAS VAN LINES, ARPIN INT'L, MAYFLOWER & UNITED VAN LINES.

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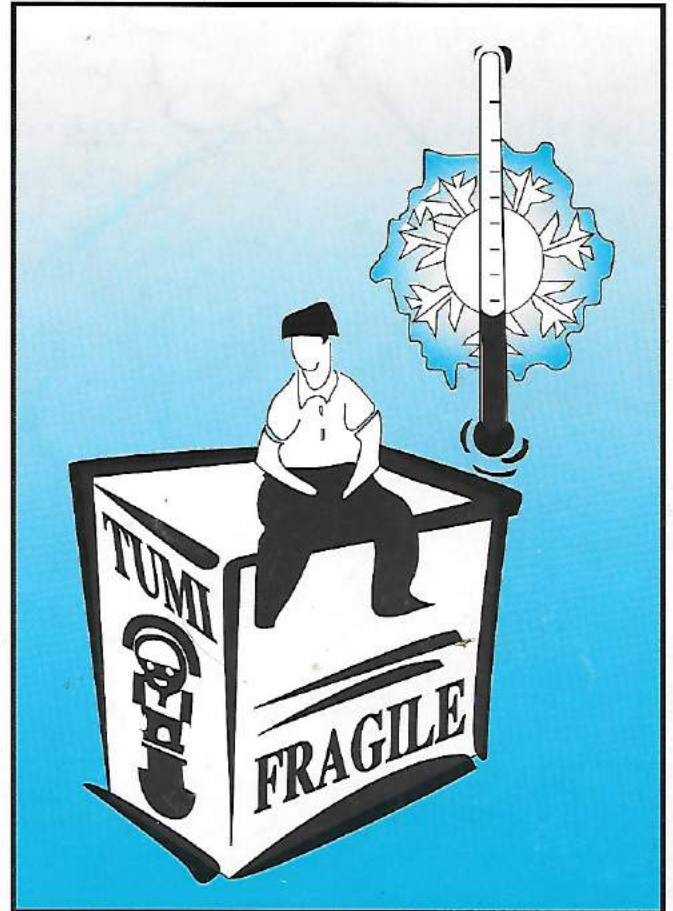
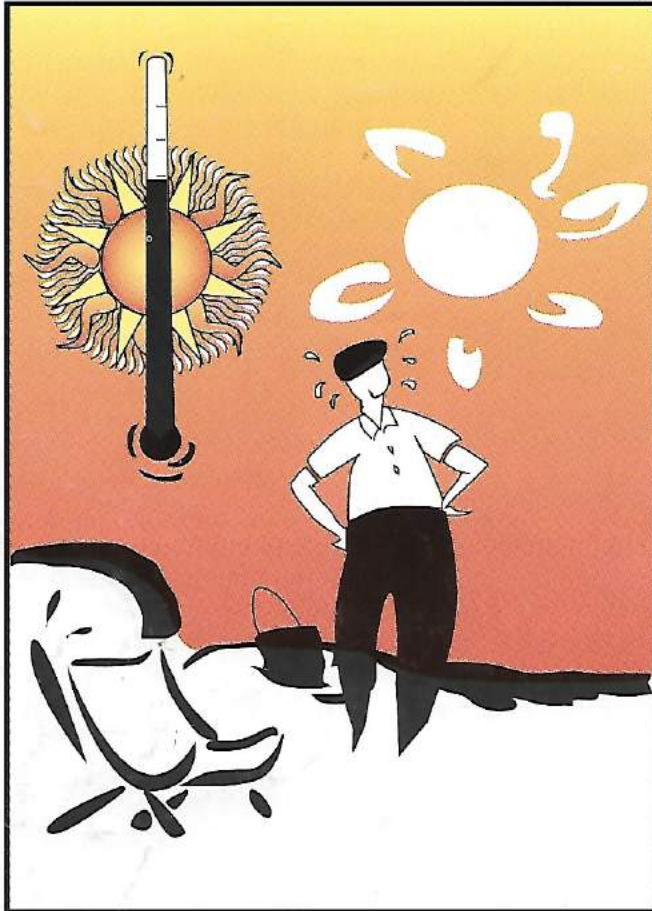
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