



Pan American International Movers Association

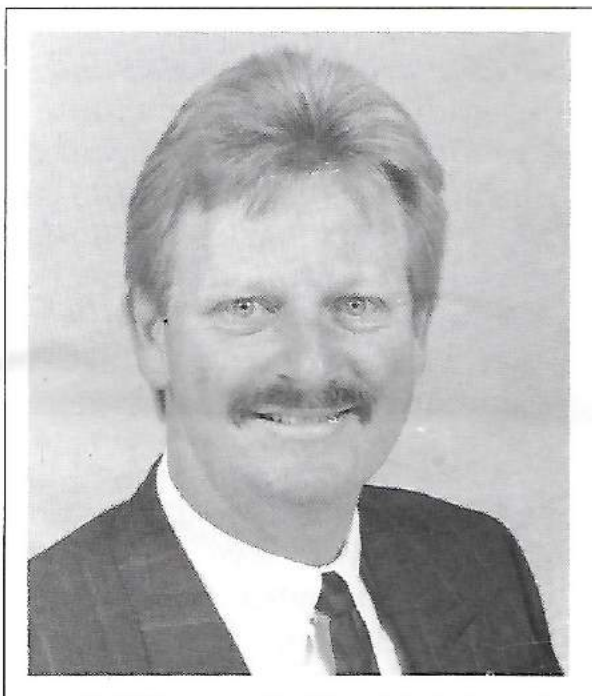
Report

WINTER 1998

E-mail: paima@sinfo.net

PROGRESS THROUGH ENHANCEMENT OF THE INTERNATIONAL MOVING INDUSTRY

President's Letter



Wayne "Chip" Withers - President

As I reflect on my three years of presidency of PAIMA, I think back to the times when we had an antiquated computer system, over \$20,000 of uncollected bad debts, an annual deficit of over \$10,000 and a decreasing membership.

Today, due to the leadership of a committed Board of Directors, the assistance from many who have had leadership position in the past, and very high quality PAIMA members, we are enjoying financial success and growth in membership. We are embarking on technological advances unparalleled in our industry, we have a fresh new look with a new PAIMA logo, we are in the inception stages of an earth friendly recycling program and are growing at a rate of close to 10% a year.

Special thanks to each and everyone, and I thank you for the privilege of leading this organization over the next year.

*Sincerely,
Wayne E. Withers, Jr. (Chip)
President*

PAIMA ALWAYS ON THE MOVE NOW TAKING CREDIT CARDS

ALWAYS HAVING ON MIND A BETTER SERVICE FOR OUR PAIMA MEMBERS, OUR ASSOCIATION IS ALREADY ACCEPTING VISA, MASTERCARD AND DINERS CLUB IN PAYMENT FOR ANNUAL DUES, CONVENTION FEES, ADVERTISEMENTS IN THE PAIMA BULLETIN AND ROSTER, SEMINARS AND ANY OTHER SERVICE WE CAN OFFER OUR MEMBERSHIP. WE WOULD BE VERY GRATEFUL IF AT THE TIME OF MAKING ANY OF THESE PAYMENTS, YOU ENSURE YOURSELF OF SUPPLYING ALL THE INFORMATION REQUIRED IN THE FORM WE WILL BE SENDING TO YOU BY MAIL, AND THAT YOUR SIGNATURE IS SIGNED ON THE DESIGNATED LINE.

PAIMA'S CONVENTION AT LAKE TAHOE

The 12 th PAIMA conventrion was held at the beautiful Lake Tahoe with the assistance of numerous members, to be exact, we had 105 participants. Several members reported earlier than expected, to name a few, Jack Laffer and his assistant, Patricia Santoro of Traslada Venezuela, Macarena Sanchez Ortuzar from Transhuara Chile, Mauricio Ortiz from Apa Costa Rica, and many others arrived two days ahead of time. In the first day at the hotel, it was organized a tour to the famous lake, it was satisfactory to everyone.

The folowing day, Saturday, the registration started at the lobby of the Hyat Hotel with Patricia Santoro and Nair Vitelli helping the PAIMA Manager, Abe Cohn, also in delivering the cowboy hats and bandanas donated by Travel Guard to every registrant.

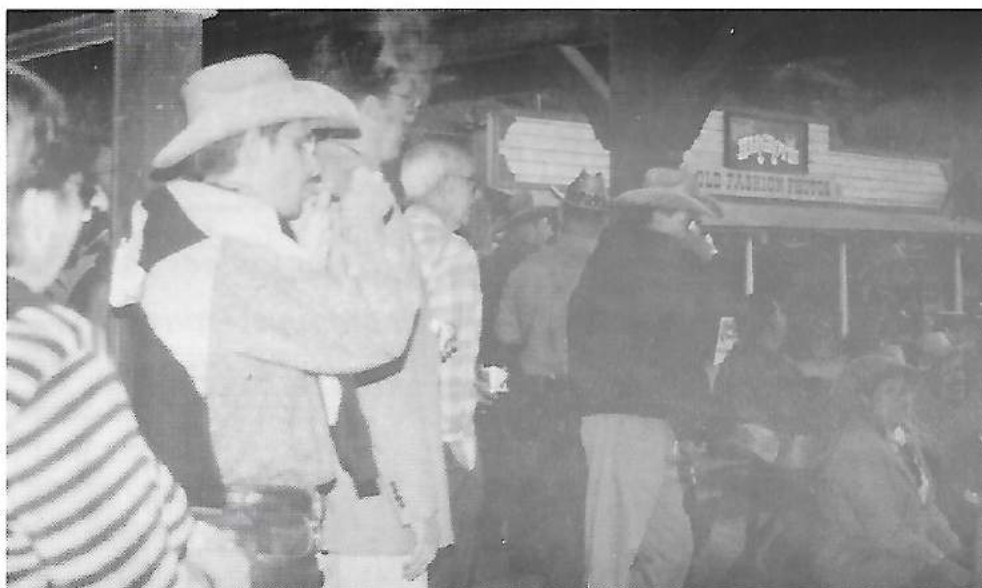
At evening we had a very nice social get together at the Bonanza Ranch that you've probaly seen on the famous tv series. First we had a guided tour of the entire ranch, later a cocktail and a gunfight between two cowboys. Follwing this event, we proceeded to have a delicious dinner, immediatel we had a show with the can-can girls and demostration from a gun fighther. The following pictures will give you an idea of the Ponderosa Ranch.

The next morning we had breakfast sponsored by PAIMA members from California, immediately, we proceeded to have the general assembly, many points were discussed. One was to authorize the

Panama office to obtain the credit card system. The president, Wayne Withers, informed the membership, that the association has eliminated all bad debts and that we increased our membership by 15%. Juan Peralta acted as a moderator of a panel of speakers on subjects related to the moving industry and immedately proceeded to introduce the first speaker, Chip Withers, who spoke about the hospitality industry, which is the forwarding of hotels around the world, next speaker was Greg Cain from Kora Transortation, who spoke of advantages of storage of records of different corporations.

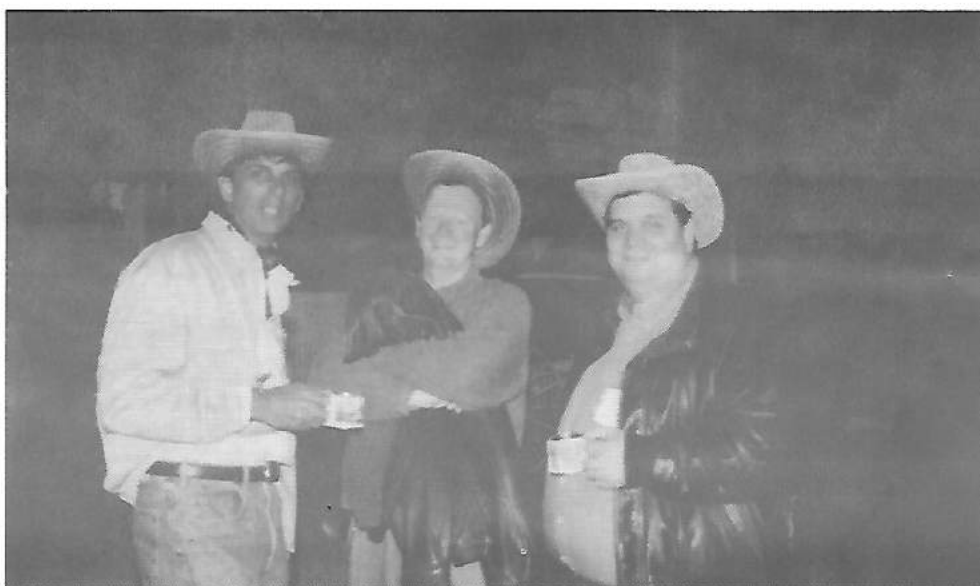
Next speaker, Nair Vitelli, spoke about the importation bussiness in Brazil, next and last Jack Laffer, with a very interesting subject about the use of crane and hoisting services for his business, also he mentioned that he has an additional revenue on the renting of the equipment.

We have been thinking that a the next PAIMA convention to be celebrated in Miami from the 25 to the 28th of September, we will be offering a cruise, this will be decided on our next board meeting of march 14th. The cruise will be of 3 nights and 4 days, included transfer from the airport to the boat, this will be a great saving for the members, since they won't have to pay the 2 hotel nights they usually do, children can participate folsmall fee. We will be returning on monday september 28th, we understand that HHG will start early registration on the 29th.



Aview of the concurrence at the Bonanza event.

Part of the board of directors having fun, Mauricio Ortiz, treasurer, Wayne Withers, president and Ramon Sierra, secretary.



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Jack Laffer and wife, Avi Ganon and wife, from Vayer group, Israel.



Carlos Barrandeguy and the Can-Can girls.



A view of bonanza town with our vice-president, Joe Pauley, Diane Petrowsky and Monica Pauley, having a toast.



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NEW BUSINESS FOR THE MEMBERS

PAIMA is always looking for ways to serve our membership and help with business opportunities and ideas that can demonstrate how we increase your company revenues by diversifying while using the infrastructure already in place in your respective companies.

Your board of directors was very pleased to bring to you during the Lake Tahoe convention a presentation that, in my humble opinion was extremely valuable to all the participants as it offered the experience of four of your members that have diversified and have found it very rewarding to their companies.

This presentation could not have been possible without the unselfish cooperation of the participants: Mr. Chip Withers of Withers Transfer & Storage, Miami, Florida and your current President: of PAIMA, Greg Cain of Kora Transportation, Panama, Ms. Nair Vitelli of Transworld, Brazil and Mr. Jack Laffer of the Vayer Group, Israel.

On behalf of the Board and all our membership I would like to publicly recognize their work and express our thanks for a job well done. Thank you colleagues!

Chip opened up this presentation by sharing his success in the hotel services for Moving and set-up. Without question, Mr. Withers is an authority in this field and expanded our minds to recognize the many opportunities that this field present to all of us. I am sure that many of the participants found his presentation refreshing and will be able to apply it for benefit of their enterprises. Thanks Chip!

Chip was followed by Greg Cain who spoke about Records Storage. Greg's experience on the subject and his success on this part of the transportation business storage in Panama once again opened up our minds to the opportunities that exist outside the household goods industry. Remember,

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we all have, more or less the infrastructure to expand or business. Thank you Greg for sharing success!

Ms. Nair Vitelli was our next presenter and informed us about the importance of getting involved in the General Cargo business, its intricacies including proper documentation and the ability to work with letters of credit. It reminded all of us how profitable general cargo can be if handled properly. The opportunity for consolidations will translate into added revenue and profits for all our concern. Well done, Nair!

Our last but certainly not least participant was Mr. Jack Laffer an icon of the industry and highly respected individual. His presentation about the many possibilities in the heavy lifting, special handling of machinery and bulky and heavy commodities

was followed with great interest by all attendees. Jack has found such success in this part of the business than in fact now lease equipment to other parties at a profit of course! Thanks, Jack.

I am sure we all agree that this type of presentation adds value and meaning to all our meetings. Your Board is always looking for ways to bring the best of the industry to you with the realization that all our businesses need to move forward and keep up with the times and demands of our customers.

Once again, our sincere thanks to our panel and we are looking forward to bring you another exciting presentation in our next convention.

written by : Juan Peralta

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Radioactive cargoes not most dangerous

A worldwide wave of adverse reactions promoted by the Greenpeace organization occurs each time a shipment of radioactive material is about the transit the Panama Canal.

The campaign against the transportation of radioactive material is easily promoted by environmentalist, academics who have knowledge of the risk involved, and even communities who have experienced disasters resulting from radiation, such as those in Japan and Chernobyl.

The Bulletin recognizes the legitimate right of Greenpeace and other environmentalist organizations to oppose the international transportation of radioactive material. We believe, however, that it is important and timely to point out some factors related to the transportation of dangerous cargoes.

In the first place, nearly a third of seaborne cargo, including cargo transiting the Panama Canal, is considered dangerous under the standards of the international Maritime Organization (IMO). The cargo qualifying as radioactive including cylinders returned empty ranks seventh in a scale of nine where the most dangerous type of cargo is given number one.

In other words, international organization who are experts on this issue rank radioactive cargo as less dangerous than gasoline,

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bottled gas, explosives and other materials. It is important to indicate that radioactive cargo includes not only nuclear waste but industrial and medical items, such as the cobalt pump utilized in treating cancer.

The standards on the transportation of radioactive material are stricter than ever due in large part to the international pressure exerted by organizations such as Greenpeace. The requirements are so stiff, not only in the design of ships, but in the packaging of the cargo, that a spillage is extremely unlikely, if not impossible, particularly in calm waters such as those of the Panama Canal.

The Panama Canal is, therefore, considered one of the safest routes in the world. apart from that, the waterway operates under a Neutrality Treaty which prohibits denying passage to any ship complying with international standards and the waterway's own navigational rules. To do that would mean a violation of the treaty and would set a dangerous precedent.

This Bulletin does not intend to take sides on the issue of the transportation of radioactive material. But we should all be aware that there is more risk involved in the transportation of other cargoes and this does not mean that the Panama Canal should deny passage to all types of dangerous goods. That should be understood by the international community, particularly Panama, which is called upon to manage the Canal with absolute responsibility, honoring the agreements that control use the waterway.



Abdel Cohn, Carlos Barrandeguy, Alejandro Rojo, Patricia Santoro and Maria Victoria Sancho, finishing the wonderful dinner at Bonanza Ranch



Raquel Castañon from transportes Tres Banderas, Mexico, having a gunfight with a cowboy.



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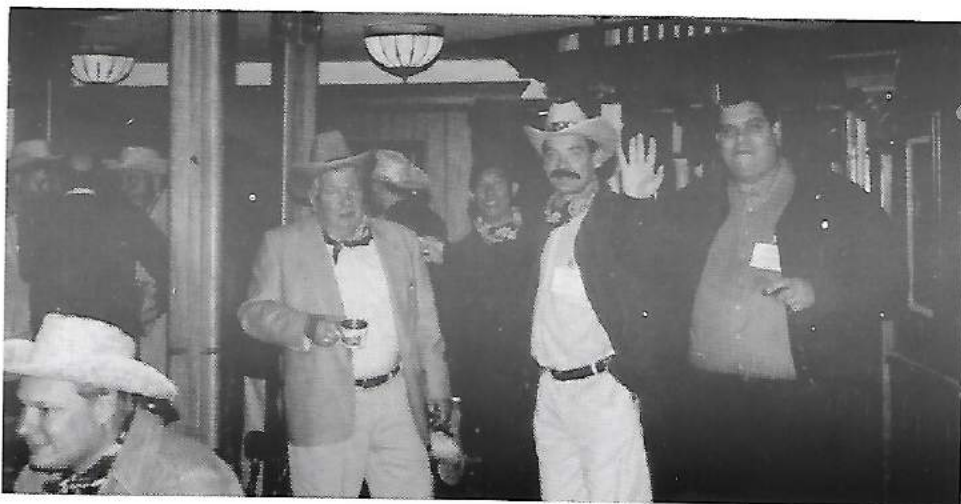
NEW SALES MANAGER & TRAFFIC MANAGER AT TUMI INTERNATIONAL MOVERS, INC.

Monica Pauley, President of Tumi International Movers, Inc. has recently named Jackeline Alers Batista as the new Sales Manager, Jackeline will be responsible for expanding Tumi International's corporate clients. Mrs. Batista has worked prior at Ryder Move Management, Inc. In the international relocation division and was an International Relocation Consultant with Belmann North American Co. Inc. Prior to her working in the international relation and moving fields, she had been employed by Zulair Cargo Services Corp. a general sales agent for various cargo airlines, where she held the position of U. S. Sales Manager. While she worked there, she was appointed the Sales Manager of Eastern Airlines for all of Latin America. She carries vast prior experience in the general commodities arena as well as in household goods moving.

Ana Verdayes has rejoined Tumi International Movers, Inc. In the position of Traffic Manager. Mr. Verdayes is well recognized throughout the industry and has proven to be a very hard working and knowledgeable individual in her field.

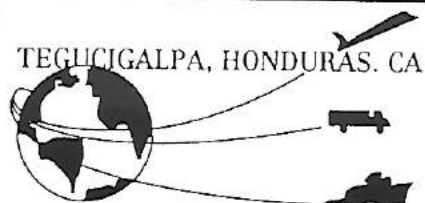


Wonder what they were gossiping



Having a good time at the Bonanza Ranch, from left to right: from Tamex, Gunther Tesch, from Transpack Colombia, Joel Doglioni, and from Monarch International, Ramon Sierra

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AMERICAN INTERNATIONAL'S

American International's business is focused on moving corporate employees and their families internationally. Based in Petersburg, Pa., with offices in Ridgely, Conn., Huntington Beach, Calif., and Houston, Texas, and affiliations around the world, the company is dedicated to setting the standard in the international moving industry. Founded in 1981, all of AI's offices have received ISO 9002 Certification, a worldwide recognition of quality. For more information about American International, visit its new location on the Web at <http://www.aimove.com>.



Another view of Bonanza Town, wonder what Juan Peralta is doing to Diane Petrowski?



Regional Director, Macarena Sanchez, delivering the tonnage award for the South American Region to Joel Doglioni from Transpack Colombia

Bruce Cutillo joins K C Dat (S) Pte. Ltd.



K C Dat Singapore is pleased to announce that Bruce Cutillo has recently joined the company as Director of Sales and Marketing. Bruce has been in Asia for over eight years - previously with Transpo International in Thailand and Vietnam, and most recently with Santa Fe in Beijing, China. His wife Joy, will join him in Singapore.

Bruce is originally from Kalamazoo, Michigan, USA and has been in the transportation industry since graduating university. He started his career in project freight forwarding in Houston, Texas, including a stint in Saudi Arabia. Bruce also worked in the airline industry with Continental Airline prior to coming to Asia in 1989. Bruce's broad experience in the transport industry and in Asia will fit well with K C Dat's wide scope of services.

Please join us in welcoming Bruce to K C Dat.



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Bryan Putt, General
Manager, American
International,
Joan Rivers impersonator,
"A Night with the Stars"

"CAN WE TALK" - ABOUT THE ERC CONFERENCE

PITTSBURGH, PA., USA, December 9, 1997 - American International (AI) recently hosted "A Night with the Stars" during the 1997 Employee Relocation Conference (ERC) in Los Angeles, California. While

the evening featured a star impersonator, posing as world famous comedienne Joan Rivers, pictured with AI General Manager Bryan Putt, the real stars of the evening were American International's customer and guest.

Festivities took place at the exquisite Mapleton Mansion, a replica of the Belle Epoch of Europe. Guest dined on a delicious array of Pacific cuisine and were entertained with music, magic, a fortune teller and even a candy maker.

American International focus on moving corporate employees and their families internationally. Based in the United States in Pittsburgh, Pennsylvania, with offices in California, Texas and Connecticut, and affiliations around the world, the company is dedicated to setting the standard in the international moving industry. For more information about AI, visit its new location on the Wwb at [Http://www.aimove.com](http://www.aimove.com).

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The future belongs to Latin America

Encouraged by the interest of President Bill Clinton to promote the integration of America by "Fast track," shipping interest are looking at the future of Latin America with optimism, a recent issue of *Seatrade Review* reports.

This special interest in Latin America, *Seatrade* adds, should have increased now that the Asian tigers face serious economic problems. This crisis shared by Hong Kong (now under the dominion of China), South Korea and Japan in a greater or lesser degree has turned the eyes of investors to other economies less affected by the Asian crisis.

Another factor that has contributed to the interest of shipping in the Latin America region is the prevalent tendency to end the "excessive state control and lack of investment that has stifled trade in the past."

According *Seatrade*, the operators have a hopeful eye on the current effort of President Clinton to be granted "Fast track" authority to negotiate trade agreements with individual countries, in effect extending NAFTA further south.

The publication adds that operators have decided not to wait. "Instead they are more impressed with efforts underway

to free the ports from their present inefficiencies and attract investment to provide modern facilities."

A key issue in the process has been the recent privatization of the container terminal at the port of Santos, Brazil. "Because of Brazil's status as the giant of trade in South America, improvements at its largest container port are regarded as a key to the future of the entire trade" in the region.

The concession was awarded to a consortium headed by *Multiterminais Alfandegados do Brasil Ltda.*, affiliated to the aggressive Brazilian shipping group *Transroll Navegacao*. The concessionaire proposed payment of US\$252 million for the concession and its goal is to achieve annual growth of 20-25 percent in the handling of containerized cargo in the next four years.

Presently the cost of moving a container in the important Santos terminal is US\$500, not including waiting time at the port. "The goal is to bring that down to US\$150 by investing in cranes and other improvements, the report adds.

Maritime experts have termed the 80's as a lost decade for Latin America. In 1980 the volume of containerized cargo traffic in Latin America was similar to that of southeast Asia. Since then traffic of that type of cargo in Latin America has remained the same, while that of the Asian subcontinent has duplicated.

Between 1990 and 1996, however, container traffic in Latin America has more than doubled. *Seatrade* reports that a study recently made by *Drewry* is very encouraging.

The study, appropriately titled "South American Shipping: From Crisis and Chaos to Stability and Prosperity," estimates that between 1990 and 1996 exports from the U. S. to South America have increased from 161 thousand TEUs to 636 thousand, while imports have increased from 294 thousand to 484 thousand TEUs.

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PAIMA ON MOURNING

WE HAVE THE VERY SAD DUTY OF INFORMING OUR MEMBERSHIP OF THE DEATH OF TWO OF OUR DIRECTORS: MR. JUAN PERALTA, (FROM GLOBAL SILVERHAWK, FLORIDA) WHO PASSED AWAY ON MARCH 16TH, AND MR. LARRY GLOVER, (FROM GLOBAL INTERNATIONAL, INC., CANADA), ON APRIL 7TH, 1998.

ECHOING OUR PRESIDENT, WAYNE E. WITHERS WORDS, THE PAIMA FAMILY EXTENDS ITS PRAYERS, CONDOLENCES AND SUPPORT TO JUAN AND LARRY'S FAMILIES AT THIS TIME OF SORROW.

PAIMA NEWS

The Board is pleased to inform that there has not been one single claim in the last fiscal year.

Another new is that the Tonnage Report is over 15,000,000 pounds between members, and we expect that by the next Convention, we will be above the 25, 000,000.

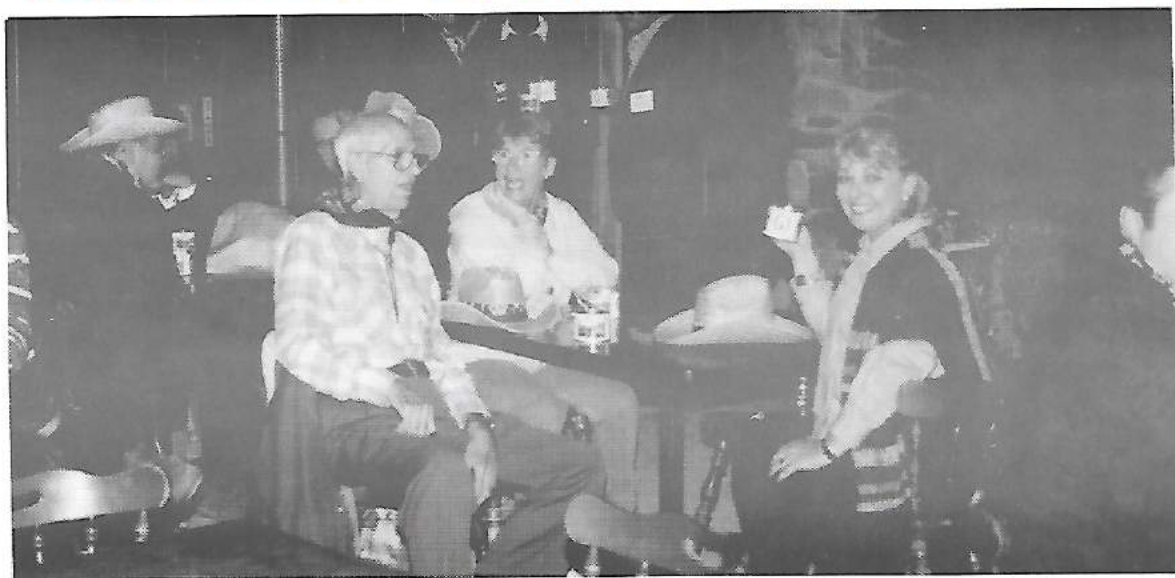
We are happy to inform that the Brazilian government, has demanded from our Brazilian members, a letter stating that they are members of this Association in order to get business from the government.

Also there has been a suggested slate for the next elections, as follows:

Joe Pauley	President
Mauricio Ortiz	Vice-President
Ramon Sierra	Secretary
Jorge Roig	Treasurer
Andres Aquino	Vocal
Cliff Williamson	Vocal

Of the 125 members, 77 have already E-mail addresses, and last, but not least, the Paima financial report is very promising, we have a time deposit, and the PAIMA office has enough to cover this year's expenses.

ANOTHER VIEWS OF THE CONVENTION





En Panamá...

La Pollera

Vestido nacional de Panamá.
El diseño de talco y calado original
es hecho a mano y debido a
su difícil labor, es un
vestido muy costoso.
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