

Progress through Enhancement of the International Moving Industry

Winter Edition, 2001 / 2002



<http://www.paima.com>
E-Mail: paima@sinfo.net

PAIMA

Report



President's Letter



Mauricio Ortíz
President - PAIMA

Dear Members:

Thanks to all members that did attend our convention in Las Vegas. I hope that the effort made to see old friends and make new ones will enhance your business relationships, especially needed in these times. For those who did not attend, our Board of Directors and Manager will look forward to seeing you next year in a location that will be chosen by the majority of you. The possible locations and other suggestions for our next convention will be sent via e-mail from our Panama office. Your feedback will be appreciated. We will do our best to please your needs.

In the short term, I invite you to participate in the next RIM seminar that will be held at the AMSA convention in Orlando, Fla, March 13th, 2002. Mr. Boris Populoh and our ex-President, Mr. Joe Pauley, will be coordinating this activity. For further information, contact our manager Mr. Abdel Cohn at:

paima@sinfo.net

Our next Board of Directors meeting will be

held also in Orlando, Fla, March 12th, 2002, one day before the seminar. For those who arrive early for the seminar, the Paima Board of Directors and myself will be available March 12 in order to discuss any issues that you consider of importance. PAIMA will also have a booth at AMSA Convention. This will be our point of gathering. Hope to see many of you there.

In the mid term, our board member, Mr. Diego Aguirre of Mercovan, Argentina, is working on a proposal for "Paima Payments Guarantee" that will be presented for your review and vote. If you have any suggestions to make on this important subject, please feel free to contact Mr. Aguirre at:

diego@mercovan.com.ar

Other good news coming from our good friends from the south is that Mr. Cliff Williamson of Transpack Argentina is finishing his book on Best Ecological Practices for the Moving Industry. Anyone interested in becoming a sponsor of the book,

please contact Mr. Williamson at:

cliff@transpack.com.ar

Next year a new PAIMA Board of Directors including the presidency will be elected during our convention. For those interested in becoming the future leaders of this growing organization with community identity, please contact our Panama Office at:

paima@sinfo.net

I am sure that many of you have the profile needed to accomplish the tasks required by the membership.

My duties as President have been made easier due to the fact that on my side I have a great group of self-giving friends: Raquel, Ramon, George, Cliff, Diego, Leonidas, Gail, Zohaila, and, our Manager and founder, Mr. Abdel Cohn.

The B.O.D looks forward to continuing to work for the well-being of PAIMA and its membership, until our term finishes in October 2002, as we have done during the past with honesty, capacity and dedication.

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PAIMA

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PAIMA

Progress through Enhancement of the International Moving Industry



PAIMA's 2001

Convention at Las Vegas, Nevada.

PAIMA's Annual Convention was held at the Hotel Paris, and some of the affairs were held at the Bally's Hotel in Las Vegas, Nevada, this past October 6th and 7th, 2001. Both hotels are connected with a beautiful passageway and are located on the Las Vegas boulevard, "The Strip." As you know, Las Vegas is called "The Entertainment Capital of the World." Las Vegas offers many forms of entertainment and recreation. The biggest games in town are casino and slots machines. This convention was a memorable experience for PAIMA members.

Around 130 members, representing countries from all over the world, attended the convention in spite of the dramatic events in New York and Washington. The Board of Directors were very happy with the turnout, and, in fact, it was better than the Anchorage Convention. On the first evening we had an early registration. The next day we had the

General Assembly. After the roll call and introduction of members and guests, President Mauricio Ortiz started the Assembly. The guest speakers were: Mr. George Sikora of Transport Management Int'l Ltd. who spoke about the "New Technology and Leadership via Technology to our Industry," Mr. Gustavo Higuera of Prudential who spoke about "The Advantages of Relocation," and Mr. Joe Pauley of Tumi Int'l Movers, PAIMA ex-President and now our Director of Training, who spoke about "Quality Control and RIM Certification." At the end of the conference, Mr. Joe Pauley presented an award to Mrs. Leticia Moreno of Moreno Int'l for her perfect score obtained at the last RIM Seminar held in Miami, Florida.

In the afternoon after lunch, the PAIMA office submitted its report and the improvements realized during the past fiscal year. Next, Mr. Ramon Sierra, PAIMA Vice-President, accompanied by Mrs. Raquel Castañon,

Treasurer of PAIMA, delivered the Tonnage awards. Following the Tonnage award presentation, Mrs. Sandra Rowe delivered PAIMA's Juan Peralta Ecology Award to Transpack Ltda of Colombia. This is the first time that a member of PAIMA has won this award. That is why we want to encourage more PAIMA members to be involved in recycling programs.

On the evening of the 6th of October, we had a cocktail reception at the Skyview Salon which is located at the 26th floor of Bally's Hotel. The view of the city was amazing. All the participants were welcome to enjoy the open bar, delectable buffet and carving station. A trio band playing jazz music kept all the enthusiastic participants enjoying the reception and having a good time.

The next day we toured Hoover Dam and the Grand Canyon. Hoover Dam is a tremendous construction that provides electricity to the

city and is located 2 hours from Las Vegas, and the Grand Canyon is a beautiful place, where nature is well represented in all of its aspects. Standing at the border of its rocks, you can feel a magic. There is an Indian reservation where all the participants enjoyed a delicious barbecue buffet and saw delicate Indian crafts like bracelets, earrings, rings, etc. made by hand and with special and beautiful rocks. We also made a stop at Eagle

Point. It's important to mention that these Indians live in their typical houses, and in spite of technology, they keep intact their customs and language. This tour was certainly an unforgettable experience.

PAIMA also sponsored a booth at the HHGFAA Convention. A beautiful backwall display at the stand promoted membership and the meeting of company representatives

interested in belonging to PAIMA. This booth was approved by the Board of Directors to help members keep in touch and to show the trajectory of our Association in this industry.

The next 2002 PAIMA Convention is going to be held in Orlando, Florida. Please do not miss it. It's going to be even better.

All participants enjoyed another successful PAIMA Convention as reflected in the following snapshots:



A view of the General Assembly.



Another view of the General Assembly.



Cliff Williamson, Vocal of PAIMA, welcoming all the participants at the General Assembly.



From the left to right: Sid Vallaydam of Australia Van Lines; Mauricio Ortiz, PAIMA President; Carlos Barrandeguy of Intermove Uruguay; and Vito Vallaydam of Australia Van Lines.

A group of PAIMA members gathering at the entrance of the General Assembly.



From left to right: Dieter Krumdiek of Express Transports of Perú with Anne Lise & Rainer Brakebush of OTB Overseas Transport GMBH of Germany.



A view of the luncheon at the Salon Versailles I & II at the Paris Hotel.



Another view of the luncheon.



Some board and PAIMA members at the luncheon having a nice conversation.



Another group of PAIMA members enjoying the delicious luncheon.



Mr. Bernardo Willianson of La Higienica, Uruguay, receiving the award for biggest improvement during the last period.



Mrs. Karin Knappstein and Joel Doglioni of Transpack Ltda. of Colombia receiving the award for the South American Region.



Mrs. Raquel Castañón delivering the award for the Overall winner and the award for the North American Region to Mrs. Sandy Rowe M. and Phil Maier of Jet Forwarding, Inc.



Mr. Ramon Sierra, PAIMA Vice-President, announcing the winners of the Tonnage Award 2000 - 2001 and Mrs. Raquel Castañón, PAIMA Treasurer, delivering the awards for the Asia-Africa Region to Michael Sob of Asian Tigers KC Dat (S) (PTD) Ltd.



Mrs. Raquel Castañón delivering the award for the Mexico-Central America Region to Mr. Anthony Rodríguez of García Trucking Services, Inc. of Puerto Rico.



From left to right: Monica and Joe Pauley of Tumi Int'l Movers and Gloria Agudelo of Intrapack of Colombia enjoying the cocktail reception given by PAIMA at the Skyview Salon at Bally's Hotel.



Mrs. Ana Lucia Davila of Panatlantic del Ecuador and Mr. Alexandre Azevedo de Souza of Transquadros Mudancas of Brazil having a nice conversation.



From left to right: Mrs. Cora Cohn, Elsa Chavez of Traslada - Venezuela, and Mr. Abdel Cohn, Manager of PAIMA.



A group of PAIMA members enjoying the barbecue buffet at the Indian Reservation.



Some members at Eagle point at the Grand Canyon.



A group from La Rosa del Monte at Eagle Point.



Photo of the backwall display at PAIMA booth at the HHGFAA.

The next 2002 PAIMA Convention is going to be held in Orlando, Florida. Please do not miss it. It's going to be better yet.

IMPORTANT NOTICE

RIM SEMINAR - Sponsored by PAIMA Especially for all PAIMA Members.

Date: March 13th, 2002 • **Time:** 8:00 a.m. - 5:00 p.m.
Place: Opryland Hotel - Orlando, Florida, 6000 Osceola
Parkway, Kissimmee, Florida 34746

Tel: 407-586-0000 • **Fax:** 407-586-1999
<http://www.oprylandflorida.com>
Please contact hotel directly for reservations.

*For further information, please contact PAIMA office at:
tel. (507) 229-679, tel/fax: (507) 261-5839,
or e-mail: paima@sinfo.net, Ctc: Mr. Abdel Cohn.*



Willis boosts Property Risk capacity for sabotage and terrorism

Willis Group Holdings (NYSE: WSH) today announces the creation of electronic trading capacity for sabotage and terrorism for property risks worldwide. This facility is in response to a pressing need for capacity in this major marketplace.

US \$200m of capacity has been secured from Hiscox and other Lloyd's syndicates and will be traded electronically through the e-trading team of the Willis Global Property & Casualty division.

The principal objective of this facility is to enable specialist markets to provide cover to property risks from terrorism and sabotage. However, it can also be extended to provide coverage for strikes, riots and civil commotion, which some general property

underwriters increasingly are excluding.

The facility's electronic capabilities enable very fast turnaround. This provides a significant advantage when securing quotes and finalizing placements in light of the general congestion in the market currently.

Tom Bartleet, head of the e-trading team says, "We are very excited about this new initiative as we have been piloting a general e-trading platform for 12 months now and are confident that the electronic trading solution will provide capacity in almost real time. This facility responds to a major need for capacity in the marketplace today."

Willis Group Holdings is a leading global insurance broker, developing and delivering professional insurance, reinsurance, risk

management, financial and human resource consulting and actuarial services to corporations, public entities and institutions around the world. With over 300 offices in more than 100 countries, its global team of 13,000 associates serves over 50,000 clients in 160 countries. Willis has particular expertise in serving the needs of clients in such major industries as construction, aerospace, marine and energy. In June 2001 the Group returned to public ownership and is listed on the New York Stock Exchange (symbol: WSH).

Additional information on Willis may be found on its web site www.willis.com.

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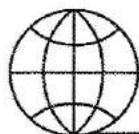
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- Fidelity & Marine Int'l Insurance Brokers.
- T.G. Int'l Insurance Brokerage, Inc.
- P.M. Packers & Movers (Pvt) Ltd.

The above PAIMA members sponsored the 17th PAIMA Convention activities held in Las Vegas, Nevada, USA and also donated some giveaways delivered at the General Assembly.

Low Countries Interested in Doing Business with

PANAMA

A commercial mission from the Low Countries, made up of specialized businessmen from the maritime, transport and technological sectors, recently visited Panama to see investment opportunities first hand.

The delegation, that stayed various days in the country collecting information

on important business sectors, said that Panama has high potential in port movements that is of particular interest to Low Country businessmen.

They said that this was because the Port of Rotterdam, considered to be the biggest in the world, has a policy of constantly informing its users about what is taking place in other main ports in the world.

The Dutch businessman, Chris Buijink, who presided over the delegation, said that

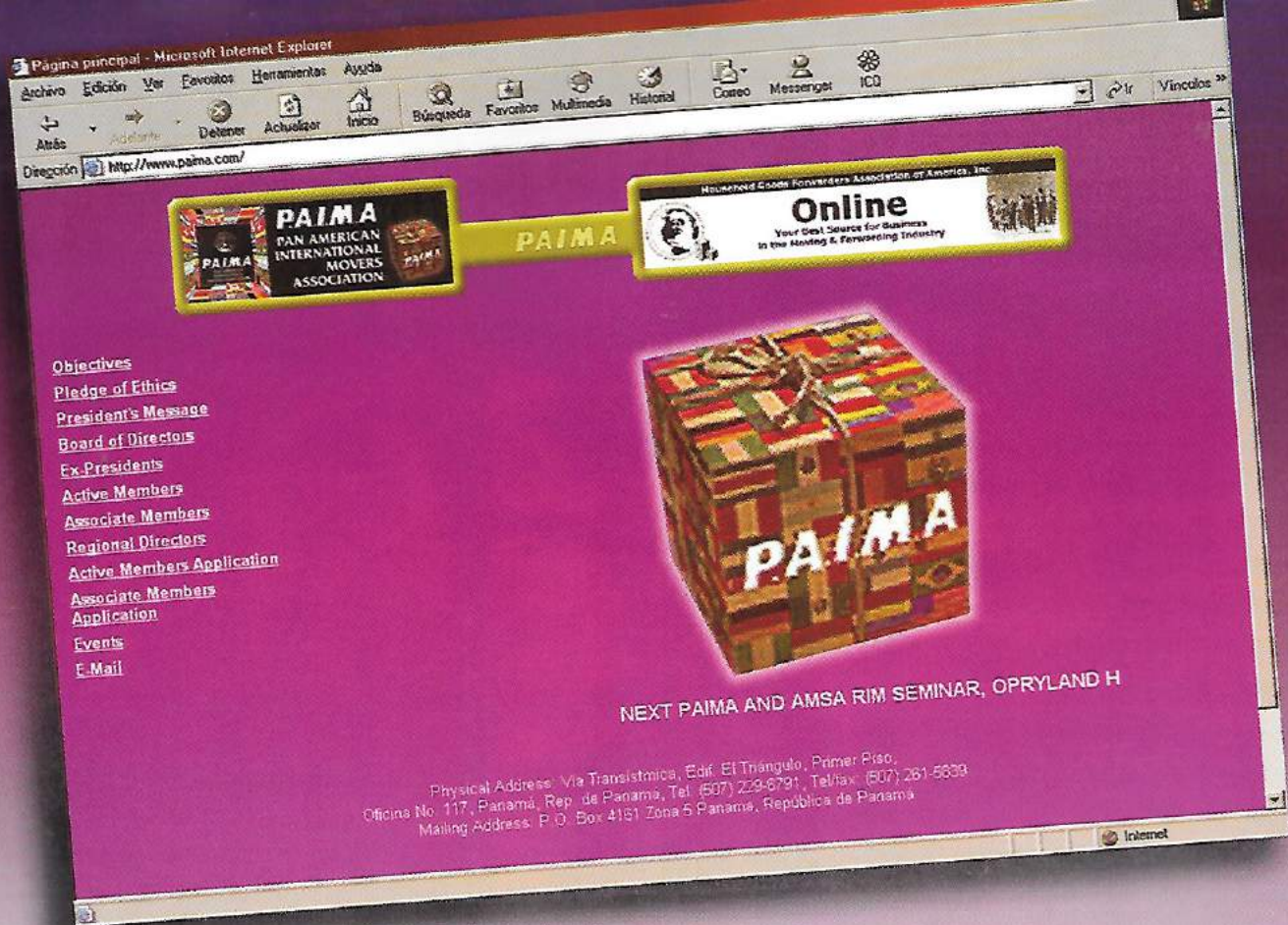
they support regional cooperation integration, and, that as well as Panama, they were visiting Costa Rica, El Salvador and Guatemala.

The Vice-minister of Foreign Commerce, Temistocles Rosas, said that he was very pleased with the visit of the Low Country delegation which has the port of point for goods heading to other European ports.

Panama is at the point of development in which the installation of the Multimodal Transport Center of the Americas is very attractive to users of the main ports of the world.

The delegation left Panama without signing any commercial agreements, but it set certain priorities that the delegation promised to make known among European businessmen.





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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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A RIM Seminar Invitation

The Pan American International Movers' Association (PAIMA) invites you to participate at its next RIM Seminar to be held at the Opryland Hotel in Orlando, Florida, on the 13th of March, 2002, at the AMSA Convention.

The cost for all participants at the RIM Seminar will be US\$300.00. For those interested, please complete the following form, and fax it to PAIMA: (507) 261-5839. If you want to attend the AMSA Convention, the registration fee for international members is US\$200.00 for the first representative and US\$490.00 for any additional participant.

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Follow the Sun

AMSA's Management Conference & Trade Show
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"Meeting Schedule"

Wednesday, March 13, 2002

- 8:00 - 5:00 Optional PEG Workshop
9:00 - 3:00 Education Program (1)
Registered International Mover (RIM) Workshop
8:00 - 5:00 Education Program (2)
Disney Management Workshop

Thursday, March 14, 2002

- 8:00 - 5:00 Optional PEG Workshop
8:00 - 5:00 Education Program (3)
Claims Seminar
10:00 - 5:00 Tour - Kennedy Space Center
Noon - 1:30 Exhibitor Luncheon Meeting
1:30 - 5:00 Exhibitor Move-In
1:30 - 5:00 Outside Truck Exhibit Move-In
6:30 - 7:30 Earlybird Cocktail Reception

Friday, March 15, 2002

- 8:00 - 5:00 Exhibit Open
8:00 - 9:00 Breakfast with the Exhibitors
8:30 - 10:30 Education Program (4)
Ten Steps to Improving Profitability
9:00 - 5:00 Optional Tour - Winter Park Arts Festival and Scenic Boat Tour
10:45 - 12:15 Education Program (5)
Marketing Strategies
10:45 - 12:15 Education Program (6)
Benchmarking
12:15 - 1:30 Exhibit Hall Luncheon
3:30 - 5:30 AMSA Safety Committee Meeting
4:00 - 5:00 American Moving and Storage Technical Foundation Meeting
7:30 - 9:30 Chairman's Reception

Saturday, March 16, 2002

- 7:30 - 8:30 Breakfast with the Exhibitors
8:30 - 11:00 Opening General Session

Saturday, March 16, 2002 (cont)

- 11:00 - 11:30 Exhibit Hall Break
11:15 - 1:00 AMSA Board of Directors Meeting
11:30 - 1:00 Education Session (7)
Your Fast Track to Increased Profits
11:30 - 1:00 Education Program (8)
Internet
12:45 - 1:30 Exhibit Hall Luncheon
1:45 - 6:00 Optional Tours - Winter Park Arts
6:30 - 10:00 Disney Sports Complex
Baseball Game and Cookout

Sunday, March 17, 2002

- 8:00 - 9:00 Breakfast with the Exhibitors
9:00 - 11:00 Second General Session
11:00 - 11:30 Exhibit Hall Break
11:15 - 12:45 HGCBC Meeting
11:15 - 12:45 Education Session (5)
Marketing Strategies
11:15 - 12:45 Education Session (8)
Internet
12:45 - 2:30 Lunch with the Exhibitors
- Silent Auction
2:30 - 5:00 Exhibit Teardown
6:30 - 8:00 International Meeting & Reception
Afternoon and Evening Free
7:00 - 10:00 Super Driver Dinner

Monday, March 18, 2002

- 8:30 - 10:45 Closing General Session & Awards
Breakfast
11:00 - 12:30 Educational Session (7)
Your Fast Track to Increased Profits
11:00 - 12:30 Educational Session (9)
Technology
11:00 - 5:00 AMSA Golf Tournament
12:30 - 5:00 Optional Tours
6:30 - 11:00 President's Reception

For Registration Information and Forms, Please Contact: **Boris A. Populoh**
E-mail: bpopuloh@moving.org • Phone: (703) 706-4986 • Fax: (703) 683-7410
1611 Duke Street - Alexandria, VA 22314



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Legal Representative

• Jean Claude Bessudo - *President*

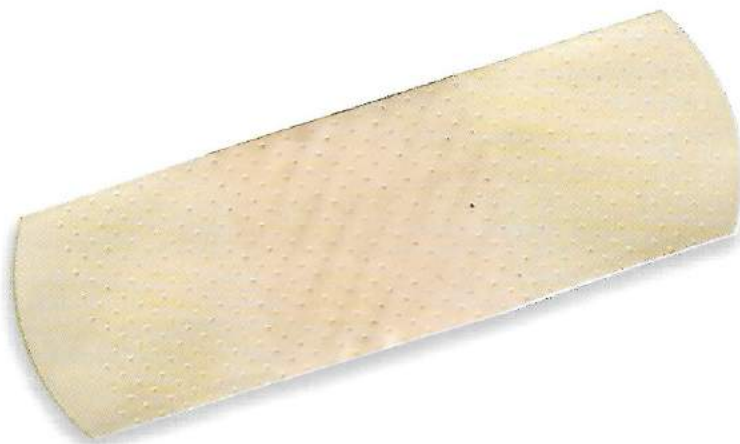
• Alvaro Galeando Varela

General Manager

Tonnage Report Code No. 159



Pan American International Movers Association



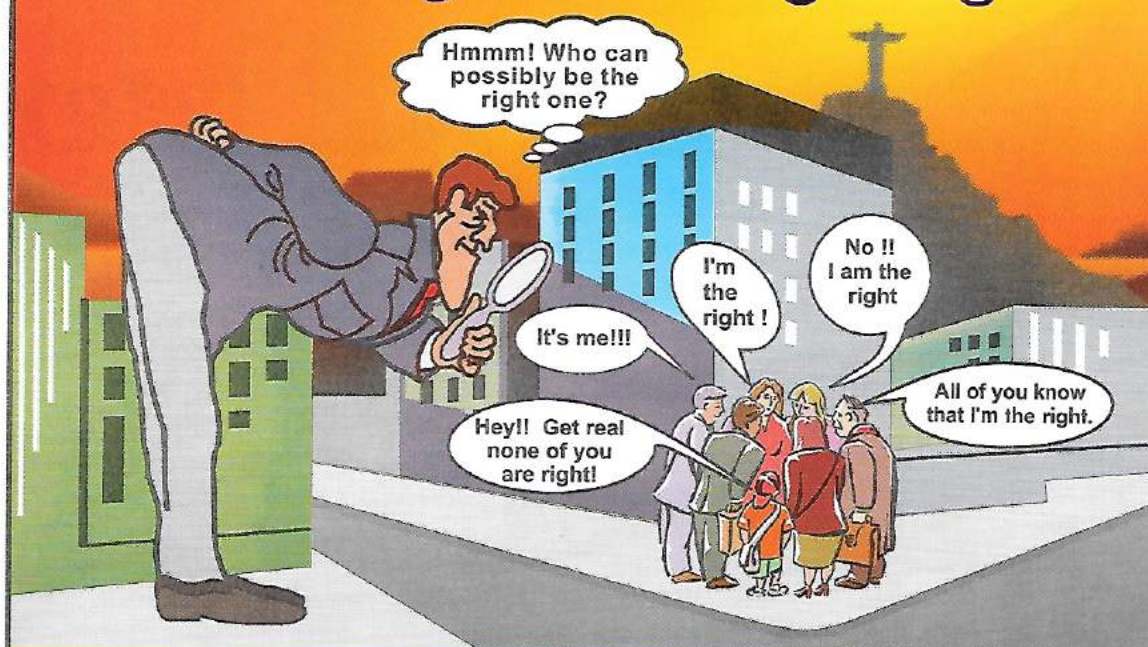
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Atlas Van Lines International Names New General Manager

Seattle's Atlas World Group has promoted Peter Helgeson to Vice President and General Manager for Atlas Van Lines International. Helgeson brings extensive industry experience to his new position. Formerly Vice President of International Sales and Rates, Helgeson has been with Atlas Van Lines International for 4 years and has over 25 years experience in the international relocation industry. "I look forward to the opportunities and challenges that lie ahead and to be a part of an aggressive

management team here at Atlas World Group," Helgeson responded. "Peter's integrity and expertise are highly respected in the global community of agents," says Dave Hope, President of Red Ball International, an Atlas partner company. "This will be a natural transition for him and positive for Atlas International customers."

A prominent international household goods forwarder, based in Seattle, Atlas Van Lines International, provides door to door relocation

services to corporate, government and military personnel, private individuals and families, and non-profit organizations worldwide. Atlas International was established in 1956 in Evansville, Indiana, and relocated to Seattle in 1997.

Atlas Van Lines International
9750 3rd Avenue NE, Suite 200
Seattle, Washington 98115, USA

Jet Forwarding Inc.: *Pioneers of Yesterday and Today*

"Drive to a residence, pack and load crates. Drive to the warehouse to band, stamp, mark, and weigh the shipment. Drive to the nearest railroad, and load the crates into boxcars and..." This is one longtime employee's memory of how business was done back in 1958, when Jet Forwarding was founded by Henry A. Pontes. Then, as now, Jet's guiding principle was customer service, building a relationship on trust over a long period of time.

Jet has been an industry leader since its inception. A founding member of HHGFAA, Jet has always recognized the benefits of strategic alliances, high quality standards of service, and shared visions for the future. When the government first began its ITGBL program, Jet's representatives flew all over the world to identify local moving companies who could be future agents. They trained the management in proper packing and shipping and established the methodology to ensure superior customer service. In many instances, Jet opened offices in these countries to expedite the movement of goods and guarantee standards of quality.

Throughout the years, Jet had international military and commercial operations in Panama, Japan, Germany, Thailand, and Guantanamo Bay, Cuba. Jet also operated a port agency and a flatbed fleet in the United States. The company developed and manufactured its own wooden Type II and fiberglass containers and was instrumental in developing a military transportation service, which is now called Code T.

Jet's military division possesses the entrepreneurial spirit to remain highly competitive in both the household goods and unaccompanied baggage markets. It has incorporated complete insurance packages and high value security programs which have dramatically reduced loss and damage claims.

Over the years, Jet has been chosen by the U.S. government to perform in some of the most



demanding relocation projects, including evacuations of military bases in the Philippines, Panama, and Cuba and the drawdown of U.S. military personnel in Europe following the collapse of the Berlin Wall. Jet maintains its flexibility to successfully manage fast growth and contraction in accordance with the fluctuation of business cycles.

Jet reinstated its Commercial Division several years ago, offering to commercial customers logistical alternatives and transportation solutions in the international and domestic marketplace. As commerce expands interactively around the globe, Jet Logistics is there with complete moving packages to provide door-to-door service for household goods and general cargo requiring customized handling.

Jet Forwarding's leadership team reflects a depth of experience. President and CEO Sandra Rowe Maier has been with the company since 1979. She also has provided vision and direction on the HHGFAA board for six years, as vice chairman of the Association and chairman of several committees. She actively participates in interfacing with Congress on the impact of pending legislation and promoted the importance of commercial activity within the Association, working to bring commercial standards into governmental programs to enhance service to the military.

David Rowe joined Jet Forwarding as vice president in 1985. He has been involved in all

aspects of the business, and, under his leadership, Jet has become a front-runner in the utilization of state-of-the-art technology to efficiently track shipments and store documentation. This system enables the implementation of the "paperless office."

All documents relating to the company's business are scanned into the system and from that point onward they are accessed electronically. The document imaging system serves as electronic in/out baskets for moving documents around the relevant department for processing and enables document transfer and access via the Internet. Mr. Rowe has also been involved with the many special projects Jet has undertaken over the years, contributing his creative expertise to improvements, solutions, and innovative approaches.

Jack Buss has been in all aspects of the industry for over 35 years and has been with Jet Forwarding since 1979. His expertise has been derived from managing van line operations, local moving and storage agencies, and freight forwarding operations. He maintains a hands-on relationship with Jet's customers and agency network.

Ron Wilkinson has spent more than 37 years in the freight industry. He was in the Marine Corps for 23 years when he started loading rail and progressed to director of quality control in the Joint Personal Property Shipping Office. After retiring, he was a manager for a freight forwarder, a moving and storage company, and an off-shore moving company. He now serves as customer service director for Jet Forwarding.

Jet Forwarding provides strong leadership and vision with over a century of combined experience in freight forwarding.

Sound judgement, stability, and capability with a laser focus on customer service make the company an industry leader that will continue to be a true pioneer into the future.



Pan American International Movers Association

The Juan Peralta Ecology Award 2002

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, 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.

6 Send this form plus any supportive photos or documentation, no later than August 31, 2002, to any one the following:

- PAIMA headquarters (Attn: Abdel Cohn) - paima@sinfo.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

PAIMA Corrections, Updates, and Reinstatements:

MUDANZAS INTERNATIONAL - Honduras
Physical address: Edificio Internacional, Blvd. Suyapa, Kilometro 6, Frente a UNAH
Mailing address: P.O. BOX U-8868, Tegucigalpa, Honduras
Telephones: (504) 239-1901/1902/1903
Fax: (504) 232-4286

GLOBAL INTERNATIONAL, INC. - REINSTATEMENT
Physical address: 450-3 Esna Park Drive, Markham (Toronto) Ontario L3R4 1H5, Canada
Telephone: (905) 475-1990
Fax: (905) 475-9542
Telex: 06966693 EXEC INTL
e-mail: sales@globalintlcanada.com / info@globalintlcanada.com
web: www.globalintlcanada.com
CTC: Jim Petrakos - Patrizia Salvalagio
TONNAGE REPORT CODE No. 9

WORLD PACK INTERNATIONAL VAN LINES
Physical address: Cl. Preciados, 29-4° D - 28013 Madrid, Spain
Telephone: + 34 902 200 338
Fax: + 34 915 214 371
e-mail address:
General Information: info@aworldpack.com
Director / Rate requests, Mr. Hector Jimenez: hector@aworldpack.com
Traffic Dept., Ms. Amparo Quevedo: amparo@aworldpack.com
The e-mail: world-pack@nauta.es, will be operational until 31 December.

INTERNATIONAL MUDANCERA MEXICANA, S.A. de C.V.
Calle 34, No. 72, Colonia Olivar del Conde, México D.F.
Telephones: (52) 5423 1710/ 1656/ 1658/ 1659
Fax: (52) 5602 3193
e-mail: moving50@hotmail.com, movingmex@hotmail.com
CTC: José Gerardo Rojo López.
TONAGE REPORT CODE No. 120.

Please note that, as of Nov. 17, telephone area codes in Mexican telephone system have changed. Please note that as of this date, for all faxes and calls, you must dial:
Mexico-city: +52 55 + 8-digit phone/fax number
Puebla: +52 222 + 7-digit phone/fax number
Monterrey: +52 81 + 8-digit phone/fax number
Guadalajara: +52 33+8 digit phone/fax number
and then the 7 or 8 digit number that you have currently been using.

DAVIDSON FORWARDING COMPANY
Physical address: 6600 Frankford Ave. Baltimore, MD 21206, U.S.A.
Larry J. Doolen
E-Mail: ldoolen@davidsonforwarding.com

TRANSWORLD MUDANCAS NACIONAIS & INTERNACIONAIS
Rio de Janeiro, Brasil
Telephones: (21) 2441-4040 or 2431-1440
Fax: (21) 2441-5635 or 2431-1585



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Moving Tips

Packing Materials

Use only strong, corrugated cartons with covers. We can supply you with specially made cartons, for everything from mattresses to clothing and mirrors. The added protection of mover-provided cartons may avoid damage that results from the use of poor-quality packing materials.

Your alternative is to collect boxes discarded by your *grocery or liquor store. Save old newspapers for use in packing, but remember that ink may rub off and stain clothing or other items.

***WARNING:** Insect eggs and insects such as roaches can travel in food boxes. Keep this in mind when getting boxes from food stores.

Here's a list a packing supplies that will come in handy:

- Plastic bags and labels for easy identification.
- Foam peanuts, styrofoam pellets or "popcorn."
- Tissue or craft paper for delicate packing jobs.
- Corrugated paper rolls for figurines and fragile items.
- Gummed tape (1 1/2 to 2 inches wide) and/or strong twine for sealing cartons.
- Markers and labels for identifying contents of cartons.
- Notebook and pencil for carton identification log.
- Scissors and/or sharp knife.

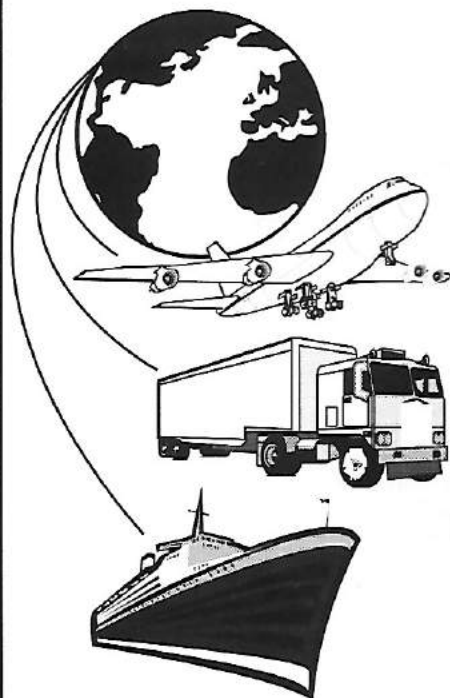
Packing Pointers

Before actually packing-up, you need to have a game plan. For example:

- Pack one room at a time. This will help you when it comes time to unpack.
- Pack a couple of cartons a day, starting well ahead of the move.
- Mark all boxes, designating room and box number. Make a carton identification.
- Log to show the number of boxes packed per room and the total number of cartons packed.
- It's a good idea to leave space in your log for a special comments section to note carton conditions or location of high value goods.
- Notify your mover of any high value items.
- Be sure to have plenty of "filling" material available.
- Be sure that the bottoms of all cartons are secured and will hold the weight of the contents.
- Packing tape or gummed tape is better than masking tape.
- Pack heavier items toward the bottom of the box and lighter items toward the top.
- Try to keep a per-box weight of 50 pounds or less; it makes moving a lot easier.
- A general rule to remember on carton size is: the heavier the item, the smaller the carton.

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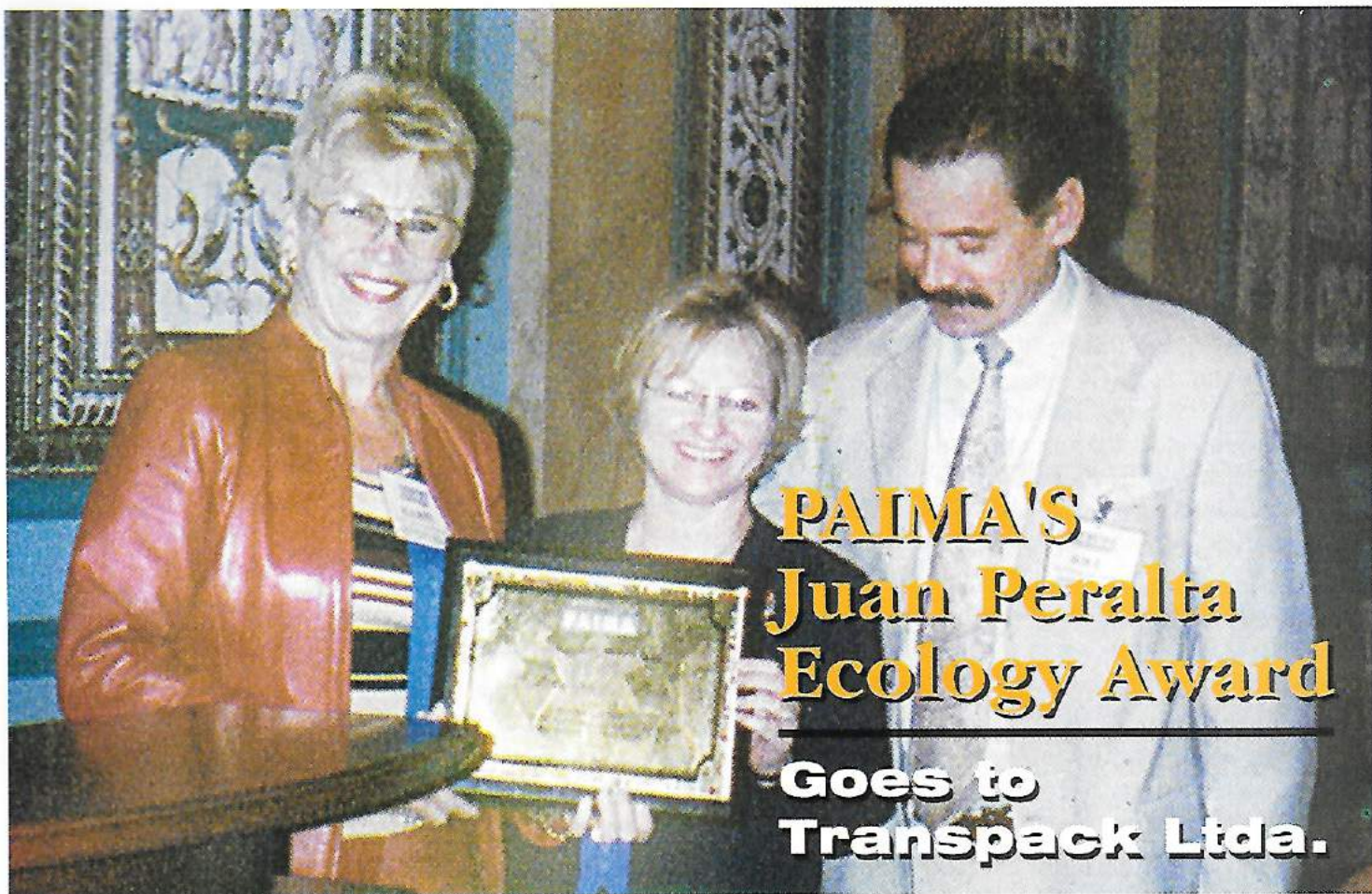
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PAIMA'S Juan Peralta Ecology Award Goes to Transpack Ltda.

By: Cliff Williamson

The 2001 winner of the Juan Peralta Ecology Award was Transpack, LTDA. of Bogota, Colombia. For the first time in the award's three-year history, the winner was a member of the PAIMA organization, enabling the presentation ceremony to take place at the PAIMA Convention in Las Vegas, Nevada. In previous years, the award was announced at the PAIMA Convention but presented at a special ceremony at the HHGFAA Convention a few days later. This year's award was again sponsored by Waste Management Inc. - a well-known provider of waste removal and recycling technologies. Waste Management offered both an attractive plaque as well as a check for \$500 to be used at the discretion of the winner.

The Juan Peralta Ecology Award is dear in the heart of the PAIMA organization. PAIMA is determined to make a difference in the

moving industry's impact on ecology. PAIMA realized that we, as movers, are significant consumers of natural products and have a special obligation to do our best to minimize any negative impact we may have on the environment. The award goes each year to the moving company which can demonstrate responsibility, leadership, and innovation in ecological best practices. To win, a company must either apply or be nominated by another company. The company does not need to be a PAIMA member to win or to nominate a candidate for the award. PAIMA believes the importance of the award supercedes any requirement for association membership.

The name of Juan Peralta is well known within our industry. Juan - in addition to his contributions to the PAIMA organization - was well known and respected in the moving industry. The lending of his name - with the

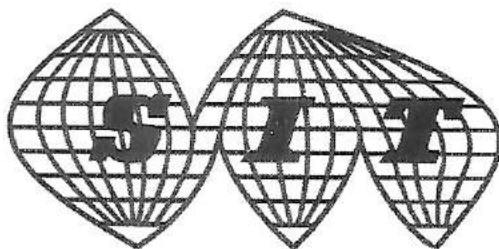
permission of his widow - adds to the dignity and recognition of the award. Juan lives on through this award.

Receiving the award for Transpack, LTDA., were Joel Doglioni and Karen Knappstein. Karen was allowed to share with the membership some of the details of the ecological efforts made by Transpack LTDA. Presenting the award was Sandra Rowe Maier of Jet Forwarding. Present were the other members of the award committee: Mauricio Ortiz of APA Worldwide Movers, Joe Pauley of TUMI International, and Cliff Williamson of Transpack Argentina.

Forms for nomination for the Juan Peralta Ecology Award are available at any time through the PAIMA office. To request forms or information, contact Abe Cohn at 507-229-6791, 507-261-5839 or

e-mail paima@sinfo.net.

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The Port of Singapore has played a critical role in the Republic's transformation into a global trading power. Its strategic geographical location is one of the crucial factors that have made Singapore into the global hub for shipping that it is today. Other contributory factors include a strong and stable government, good infrastructure, a transparent legal system and state-of-the-art telecommunications.

The port's location at the crossroads of the main shipping routes has facilitated the Republic's development into a principal centre for shipping activities in Southeast Asia. It is a focal point for some 400 shipping lines linking Singapore to more than 700 ports in 130 countries worldwide. There are about 1,000 ships in the port at any one time.

These ships can look forward to a variety of services, including cargo handling, warehousing, distribution, bunkering and ship supplies. Where necessary, the port also provides pilots and tugs to ships who may not

be familiar with Singapore's waterways. The Port also provides round the clock security, environmental control and fire-fighting services at its six terminals at Tanjong Pagar, Keppel, Brani, Pasir Panjang, Sembawang and Jurong. These terminals can accommodate all types of vessels - container ships, bulk carriers, cargo freighters, coasters and lighters.

Depending on their cargo, these vessels will either call at the oil terminals run by the petroleum companies or the terminals managed by the PSA Corporation Limited and the Jurong Port. PSA Corporation operates the terminals at Brani, Keppel, Pasir Panjang, Sembawang and Tanjong Pagar, which deal in container and conventional cargo. It also runs the Singapore Cruise Centre, the cruise hub of the Asia Pacific for passenger liners as well as regional and domestic ferries. Jurong Port, which handles conventional and bulk cargo, comes under the purview of the Jurong Town Corporation (JTC). The Port of Singapore is overseen by the Maritime and Port Authority of Singapore (MPA), which acts as the sole regulatory body for the Republic's port and maritime affairs.

A free port with minimal tariff protection, Singapore is well poised to take advantage of the ASEAN Free Trade Area (AFTA) which is expected to come into effect by the year 2003.



TGP (TNT) in automotive logistics joint venture in China

TPG NV, of which TNT is a subsidiary, has announced the signing of a joint venture contract with Shanghai Automotive Industry Corporation Group (SIAC) for automotive logistics in China.

Total registered capital in the joint venture is US\$30-million. TGP and SAIC will own an equal 50% in the joint venture.

Shanghai Automotive Industry Corporation is China's leading automotive company, employing more than 60,000 people in vehicle and parts manufacturing and producing 250,000 automobiles per year, through joint ventures with Volkswagen and General Motors.

The joint venture will provide world-class logistics services to the automotive industry in China by offering state-of-the-art logistics technology, solution design, and implementation.

China is regarded as an important growth market for TPG. The joint venture is expected to become one of the key players in China's logistics industry.

The joint venture, the largest foreign investment to date in the China logistics service industry, is expected to be operational from March 2002. It has an annual turnover of approx. EUR 100- million with over 600 employees. The business of the joint venture will include inbound logistics together with finished vehicle distribution and after-sales part logistics.

"The joint venture with SIAC reinforces our global leader becoming in the automotive logistics business. China is on its way to become one of the most important world markets, and it is key for TPG to have an early presence to understand its needs and requirements. "Our goal is to add the most value to our present and future customers in the region," says Roberto Rossi, Managing Board Member of TPG responsible for its division TNT Logistics.

TPG, with its two brands TNT and Royal PTT Post, is a global provider of mail, express and logistics services. It employs approximately 135,000 people in 58 countries and serves over 200 countries.

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.

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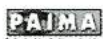
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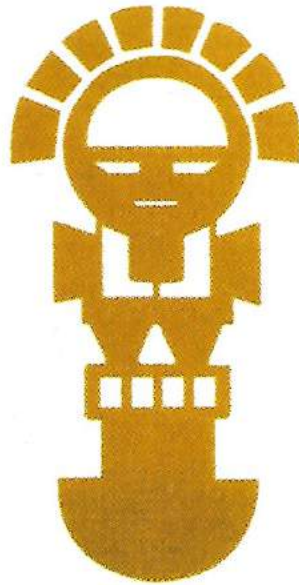


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