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THE PORTAL

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President: Terry R. Head
General Manager:
Belvian W. Carrington, Sr.
Manager of Administrative Services:
Shirley U. Jagdeo
Membership/Circulation Manager:
Jean Mathis
Layout/Design:
Joyce McDowell

PRESIDENT'S MESSAGE

Global Corporate Citizens: Beyond the Bottom Line



**By Terry R. Head
HHGFAA President**

In this issue of *The Portal* we are proud to highlight a number of our members who we believe epitomize the ideal of global corporate citizens.

While there is no single commonly accepted definition of corporate citizenship, it generally refers to business decisionmaking linked to ethical values, compliance with legal requirements, and respect for people, communities, and the environment. Companies that are true global corporate citizens see corporate citizenship as more than a collection of individual practices or occasional gestures, or initiatives motivated by marketing, public relations or other bottom line-driven benefits.

In my role as HHGFAA President, I am honored to represent an ever-growing number of member companies around the global that truly recognize the meaning and value of being a global corporate citizen. Over the past few decades, many of our members engaged in the removal and relocation industry have been increasingly involved in and, in many cases, even instrumental in establishing, charitable or corporate community involvement programs.

Corporate community involvement refers to a wide range of actions taken by companies to maximize the impact of their contributions — whether donated money, time, products, services, influence, management knowledge, or other resources — on the communities in which they operate. When strategically designed and implemented, these programs and initiatives not only bring value to recipients, but also enhance the reputation of companies, their brand names, products, and values in local communities where they have significant interests as well as around the world.

Many companies also recognize the opportunity, as well as the necessity, of bringing private sector resources to bear on particular social problems or community needs in light of the shrinking role or limited resources of the local government. This is especially true in many of the developing Third World countries in which many of our members are either based or do business.

Whatever their motivations or reasons, altruistic or otherwise, for lending assistance where it's needed — to promote the company's image, build customer goodwill and loyalty, encourage employee involvement, or elevate morale — we should all be proud and appreciative of the leadership our members exhibit as admirable global corporate citizens.

How does your company or enterprise measure up as a global corporate citizen? ■

Get the Most Bang For Your Advertising Buck!

Place Your Ad in the HHGFAA 2001 Annual Membership Directory

The HHGFAA Annual Membership Directory is *the* must-have resource constantly used by over 1,800 HHGFAA members throughout the world, all year long. There's no better way to target your business partners around the globe than by advertising in the Directory, the most comprehensive such listing in the industry.

Placing your ad in the Annual Directory is good business sense and a sound investment of your marketing resources. But don't wait — space is very limited (ads are confined to tab dividers and the covers), and time is running out fast.

For rates for available spaces and to learn more about how you can get the greatest possible bang for your advertising buck, contact Bel Carrington at HHGFAA by phone (703-684-3780) or e-mail (hgfaa@aol.com). But by all means do so today!

COMING SOON:

Your 2001 HHGFAA Annual Membership Directory Update Form

Directory Update Forms were recently mailed to every HHGFAA member. Over 1,800 of your fellow HHGFAA members worldwide use the directory every day, so it's essential that your contact information is up to date and accurate.

Make it easy for others to reach you: When your form arrives, be sure to complete it and fax or mail it to HHGFAA promptly, before it gets buried under other items on your desk. Remember: This directory is published only once a year, so you want the information in it to be accurate.

If you have not received your update form by May 1, and the information on your company that appeared in last year's directory has changed, contact HHGFAA right away to ensure that your listing will be correct.

COMMUNITY INVOLVEMENT

Doing Good: How HHGFAA Members Make a Difference

A Special

PORTAL

Focus

No country is immune to natural disasters, diseases, or hunger. From hurricanes, earthquakes, and volcano eruptions, to cancer, to grinding poverty, there is plenty of woe and suffering to go around. It's good to know that our industry has risen to the occasion time and time again when people, causes, and communities need help.

Floods and the other symptoms of a restless planet — whether in the U.S. Midwest, Central America, or Mozambique — have time and again galvanized HHGFAA members into action. Logistical support in transporting food, medical supplies, and basic human needs to survivors is generously provided. Needy souls in Texas are nourished thanks to a food bank supported by a local mover. Further south, in Mexico City, the lives of cancer-stricken children are made brighter through the generosity of company employees who make it possible for them to stay in a special home with their parents during long and difficult treatment. Across the Atlantic, marathons are run, bicycles are raced, and walks are walked, all in the name of fighting disease or supporting a cause.

Movers have always been engaged in the “people” business. They, perhaps more than many other professional sectors, see up close and personal every day how human lives are affected by change, even positive change. So perhaps it's only natural that they are stirred into action to relieve suffering wherever they see it.

But no matter how many individual lives are touched by the helping hands offered by HHGFAA members, aiding those in distress has a much broader ripple effect because it serves to make a company a more integral part of its community. Generosity knows no bounds — indeed, it often reaches across borders, continents, and oceans. And, while altruism in its purest form is often at work when movers come to the aid of their local and global communities, it doesn't hurt to raise a company's profile either. Few moving companies and forwarders offer aid merely to achieve a public relations coup, though that's sometimes a welcome side effect. Still, when all is said and done — as the contributors to this Special Focus will attest — you can't beat the good feeling that comes from coming to the aid of those in need. ■

COMMUNITY INVOLVEMENT

Air Sea Moving Haifa, Israel

A.S.M has recognized the importance of assistance to community and its benefits to society through its work with The Israeli Society for Autistic Children. The company started working with this organization two years ago when it was asked to perform a large volume inland transport. This request was transferred to A.S.M.'s general manager, Yossi Ben Rubi, who decided to handle the job free of charge. It was the beginning of a long relationship with the organization and the Autistic community in Israel.

A.S.M. also works closely with other charity organizations, providing free transportation of extra boxes for any unwanted toys or clothing, or other saleable goods; these collections are made on behalf of charitable organizations to help the needy around the world.

A.S.M. has publicized its work with the community via press releases and especially by devoting a remarkable portion of its catalog to this activity. "We have found that many customers are deeply impressed by our activity and are inspired to contribute their unwanted things to the needy," says A.S.M.'s Hedva Orenstain.

A.S.M. employees are enthusiastic about this activity, noting that even though this work is done free of charge, the satisfaction from helping one's community is far more rewarding.

"Practically speaking," says Orenstain, "the booming high-tech industry in Israel was so interested in our charity work that we were awarded a few contracts due to this community activity. One CEO told me: 'I was practically forced by the human resources department to award you our contract just because of your extra care to the community.'"

Albert Moving and Storage Wichita Falls, Texas

By Debi Smith/Special Projects

For over a decade, Albert Moving and Storage of Wichita Falls, Texas, has embraced any opportunity to serve our surrounding community. A sense of responsibility to provide accessible resources and a very strong commitment to the local community have led to long-lasting partnerships with other assistance groups such as the Salvation Army, the Wichita Falls Food Bank, the United Way, the North Texas Rehabilitation Center, and the Toys for Tots Program.

Annually the Food Bank conducts a food drive in preparation for winter restocking of shelves. Businesses and organizations gather in competition to create the "Can-Do Train," building sculptures from thousands of cans of food at the Sikes Center Mall. This generates a team spirit within the community that further serves the needs of the hungry within our city. Albert Moving and Storage volunteers to transport all donated items to the Food Bank for this event and, as needed, throughout the year.

In our partnership with the Salvation Army, we offer our services throughout the year to transport items to the needy or to support disaster relief efforts. We place a trailer van at their disposal for the month of December to store items and host the Toys for Tots program. In time for Christmas, we provide manning and delivery for this massive toy distribution program. Likewise, the Rehabilitation Center secures the majority of its funds through annual auctions so that no one is turned away for services. Albert Moving and Storage makes a commitment to assist in the transportation of donated items to the auction area.

We have also served as a Pacesetter company for the United Way campaign, always exceeding our goal and leading the way among middle-sized companies. In keeping with our mentoring and

leadership philosophy, several employees have served as committee members to ensure the annual program's success. In terms of logistics, we additionally provide storage and handling resources for the annual United Way rally.

Company President Bobby Albert first became involved in community efforts through his network and association with local businesses, church leadership, and rotary. An avid bicyclist, Albert rides while staff volunteers host a rest stop along the Hotter'n Hell One Hundred route. In this, the nation's largest bicycle race, nearly 10,000 riders from around the world compete to finish 100 miles in the 100-plus-degree heat of August.

Albert Moving and Storage employees have also served as bell ringers for the Salvation Army's donation drive, provided a moving truck to an elementary school for Career Day, and embarked on an Adopt-A-Family program. Each Christmas, we contact an elementary school or Child Protective Services to see if there are any candidates. We select a family and from their wish list, provide toys, gifts, Christmas dinner, and pantry items to make their Christmas memorable. Thanks to the overwhelming generosity of our staff, this past year we were also able to provide items to the local Faith Mission and a Christian Center.

By reaching out to others, we create a reputation that spreads goodwill and returns benefits to us. Our company has a volunteer spirit and generous heart; our employees not only enthusiastically support our efforts, but provide ideas and focus for them. Their personal involvement is small, averaging perhaps an hour a month per employee, but the rewards, for them as well as for the community, are many.

The saying, "You cannot light another's path without shining brilliance on your own," is very apt. The spirit that drives Albert Moving and Storage as a company naturally reflects in our involvement with the Wichita Falls community. Much like spirit, the benefits may be intangible, but we see them in the increased pro-activeness of our staff and our enhanced business consciousness.

Allied Arthur Pierre Strassen, Luxembourg

By Stéphan Compain

Involved in community causes has always been a priority for us, and 4 years ago we found a good way to get involved in something important when the last U.S. Marine Guards left the American Embassy in Luxembourg.

The U.S. Army's 23rd Combat Equipment Company, the American Women's Club of Luxembourg, the American Chamber of Commerce, and Allied Arthur Pierre decided to get together to keep the spirit of "Toys for Tots."

Since then, each year we have ensured that the orphans, children with cancer, refugees, and other underprivileged children in Luxembourg received a special gift to enjoy during the Christmas season.

This year, the Toys for Tots campaign began with more than 20 decorated trees displaying actual wishes of more than 300 needy children. The "Wish Trees" along with drop boxes, were displayed in various locations around Luxembourg, including international and local companies, to allow the community to feel more in touch with children.

Traditionally, the campaign has culminated with a fundraising Christmas party hosted in our warehouse, attended by 400 people, and all our employees make a great effort to decorate it like a Christmas palace.

The response has been overwhelming. This year individuals and corporations donated over 300 toys, which were delivered to the different centers by our crews with the help of the U.S. Army in time for Christmas.

Everyone benefits. At our company, it helps to build team spirit: packers, drivers, salesmen, administrative personnel, and managers work closely together and learn more about each other.

American Vanpac Carriers, Inc.

Martinez, California

American Vanpac Carriers, Inc. has always done some kind of local community support efforts in its 48-year history. Vanpac employees always dig deep into their wallets to help out with an individual employee's pet project throughout the year, such as March of Dimes, American Cancer Society Daffodil Days, the Diabetes Walk-a-Thon, and especially the Special Olympics Program.

It was in 1996 that Vanpac first decided to get involved with one community project that could involve the whole office from start to finish. Contra Costa County, where the company is located, conducts a program called "Adopt A Family" during the Christmas holiday season. "We can sign up and have the Agency assign to us whichever family is next on their list," explains company President Tom Olson, "or we can specify that we are interested in a particular type and size of family (i.e., single parent with two small children, or family with handicapped child). While the family that we are 'adopting' for the season remains anonymous to us, the Adopt A Family agency does provide a comprehensive family profile, giving first names, ages, sex of the family members, and a brief description written by the head of that family regarding their special needs and interests."

Vanpac employees then donate money to a general fund for this project. Vanpac pledges to match the end dollar amount, thereby doubling the whole effort. Once the donation drive is completed, a volunteer group from the office plays Santa's helpers by dividing up the shopping chores and going out and buying gifts for each member of the family according to their needs and wishes. The company's conference room literally fills up with clothing, toys, and practical gifts for the home.

"Over the past years," says Olson, "the dollar amount collected for this project has grown to the point that we could afford to do two separate acts of charity for our adopted family. The money donated by the employees is sufficient to buy all the gift items for the family. The portion matched by Vanpac is then converted to gift certificates at our local grocery store chain so our special family can buy all the food they need for the Christmas season as well.

"Our gift donations are dropped off at the agency's distribution center, where their volunteers ensure that all the gifts are delivered to the families prior to Christmas. Each year, we know that our money, time and efforts are going to make one deserving family's Christmas a very special one."

Vanpac as a company does not get any recognition for doing this. The employee involvement is strictly voluntary, yet is usually 100 percent. They spend their own time during the busy holiday seasons to shop, wrap, and deliver these gifts. For at least a week, lunch breaks are spent together in the conference room, sorting, wrapping, tagging and boxing all the gifts prior to the delivery deadline.

"We have evolved to the point in this annual project that the Vanpac staff prefers to select a single-parent family with two or more young children," says Olson. "They get a lot of satisfaction in the knowledge that they have helped a struggling family to enjoy one Christmas that they never would have had otherwise. Our staff has honestly said that they have as much fun, if not more, shopping for our 'adopted' family than they do for their own!

"American Vanpac Carriers, Inc. is proud that it has a staff of unselfish and caring employees," Olson adds. "It helps us all to be more giving and involved with our community."

Arven Freight Forwarding, Inc.

Woodbridge, VA

Arven Freight Forwarding, Inc., is involved both nationally and internationally in community efforts to help the less fortunate of the world. The company has used its storage and forwarding capabilities to ensure delivery of food, clothing, medical supplies, books, computers, and other desperately needed items to schools and orphanages in the United States and Africa.

Arven became involved two years ago, when it was informed about the needs of an organization called Partnership for Applied Technology Training (PATT) in Burke, Va., for storing and shipping humanitarian relief items to individuals and schools in Africa and the United States. Arven immediately began offering storage, packing, crating, and shipping services. In April and November 1999, books,

clothing, computers, and medical and school supplies were sent to Liberia for distribution to schools and orphanages in that country. More recently, in January 2000, Arven support PATT efforts to send another shipment of humanitarian relief goods to Liberia. The goods and materials donated by U.S. citizens are having a positive impact in Liberia. These efforts thus far have contributed an estimated \$600,000 in goods and materials to help the Liberian children in the aftermath of a brutal and bloody civil war in that country.

In the United States, assistance has gone to Holy Ghost School in Louisiana, Piney Woods School in Mississippi, and St. Peter Claver School in Tampa, Fla. Over the past year each of these schools was provided two shipments consisting of books, computers, school supplies, pencils, notebooks, and textbooks. Arven transported these items donated by schools, churches, institutions, and concerned citizens in Virginia, Connecticut, Utah, and other parts of the country.

Recently, Representative Kerkula, a member of the legislature in Liberia, came to Arven Freight Forwarding to express his appreciation for the firm's efforts. He said, "The unselfish contributions of your firm have a positive effect on our country that has nothing. We are most grateful."

Arven is working with PATT on the next shipments to schools, orphanages in the United States, and to other countries abroad. Current initiatives are to provide international humanitarian assistance to Kosovo, Haiti, and Liberia. Concurrently, support will continue for schools in the United States.

The management, staff, and workers at Arven are proud to be proactively involved in these community efforts to help make the world a better place for all.

Crown Relocations: A Culture of Community Involvement

By Rio Longacre

Last year's Charity Day golf tournament, hosted by Nomad Golf New Zealand Incorporated and Crown Relocations, raised over NZD34,000 for a youth suicide prevention organization. The recipient of choice was "Parenting With Confidence," an association whose objective is to communicate with high school students the value of life, the value of family units and the maintenance of self-belief and self-esteem.

Well established in New Zealand, Crown staff play an active role in their community, in particular by supporting local groups that make a difference. Nomad Golf NZ Inc. is such an organization, working to raise funds for numerous charitable causes. "Youth suicide in New Zealand is very high. The organization 'Parenting With Confidence' is heavily involved in trying to reverse this disturbing trend," says Julia Lipman of Crown New Zealand.

And similar stories could be told dozens of times every year, all around the world in every Crown territory. The Crown Group spans six continents, encompassing close to 100 offices in almost 40 countries. With a global network in place, Crown has a privileged position to see the world as a whole. With this privilege, however, comes responsibility. "The Crown Group of companies considers it a responsibility, and indeed and pleasure, to be able to give back to the communities we serve," says Jim Thompson, Crown's chairman and founder.

As a global company, Crown must consider the individual lives, families and communities in the many Crown countries. Indeed, Crown is in a privileged position to have a global view of the varying needs of people around the world. This allows the many branches to identify and support key grassroots charities and non-profit groups. Crown seeks to play an active, important role in the community, both locally and globally.

Crown is a company with a heart which tries to give back to the needy in the many communities it serve. "We can't always give millions but we can give a reasonable amount of money and a lot of our time to help others. We're constantly supporting worthy causes and I want to do more," explains Thompson. From the chairman down, it is Crown's policy to support and encourage community efforts wherever the may be. Though instigated from the top, the vast majority of Crown's community involvement is inspired and coordinated locally by the many Crown branches worldwide. "I am constantly impressed with the effort to help others in need being made our staff in communities around the world," says Thompson. "They realize they are the fortunate ones, and give their time and money to share their good fortune with others."

In Hong Kong, where Crown has been firmly established for three decades, the company plays a pivotal role in the community. Several months ago, a major Hollywood film, "The Family Man," in which

Crown had arranged a product-placement promotion, hit the Hong Kong box offices. Accompanying Jim Thompson to a special Valentine's Day screening were close to 450 Crown supporters, who were presented with roses at the door.

"I was thrilled to have everyone clap when the Crown boxes appeared on the screen," said Thompson. Many roses were left over, however, and Susanne Ogeborg, Crown's Hong Kong-based corporate services manager, with the help of three Crown supporters from the audience, delivered the extra roses to the neighboring Queen Mary's hospital emergency room. "You should have seen the expressions on the faces of the patients...we definitely added some cheer," said Ogeborg.

In Russia, Crown Moscow and London teamed up to support Diema's Dream, an organization that aids disabled Russian orphan children. Together, Crown and Diema's Dream introduced "Dreampacks," a program that delivers backpacks filled with stuffed animals, toys, clothes, books and blankets to needy children. Crown supplied many of its own promotional materials — including baseball caps, puzzles, and stuffed animals — designed for children in families being moved. Crown also shipped the backpacks, and provided the driver for children's outings in Moscow.

For the past six years, Crown Houston (USA) has had an association with the Children's Assessment Center (CAC), an organization that provides a "compassionate and coordinated" approach to the treatment of sexually abused children in the Houston area. Last Christmas Crown donated 200 backpacks filled with toys and goodies, and 10 Crown employees fulfilled the "wish lists" of CAC children. "Our staff were extremely generous in their donations. I am sure there were many happy children on Christmas day," says Brian Stephenson, Corporate Services manager at Crown Houston. Crown Houston also ran a stuffed animal collection drive for the CAC, and participates annually in their Toys for Tots program.

Heading North and East to the UK, it's here that Crown Montrose helps support local charities, most notably cancer care and related causes. On Feb. 9, 2001, a fundraising event was held to support three nominated charities: Aberdeen Royal Infirmary, Macmillan Cancer Care Unit, and Stracathro Hospital. Crown Montrose sponsored the event by way of financial donations along with the participation of Crown staff members, who spent the evening tending the event's cocktail bar. Crown Montrose will also support the Special Olympics UK, to be held later this summer in Scotland, by transporting free of charge sports bags and equipment for the athletes.

In the Netherlands, Crown staff help local charities that provide for the unfortunate in underprivileged countries. Recently they have moved the local offices of organizations that provide care for underdeveloped countries. And they also help ship used school furniture to underdeveloped countries, providing packing, supply material, and container loading assistance, all free of charge. Crown Rotterdam annually advertises in local newspapers to support heart and cancer foundations.

Also supporting cancer research and treatment is Crown Germany. Last October, Ian Johnson of Crown Frankfurt ran the Dublin Marathon, running a collection drive for his participation. Johnson collected \$1,900 from sister Crown offices, which was donated to the Bahrain Cancer Society, an organization selected by Warren Legge, an employee at Crown Bahrain who recently recovered from his own bout with cancer.

And the list goes on and on, in the dozens of offices on six continents: numerous grassroots efforts initiated and coordinated independently by Crown employees worldwide. "Crown's culture of supporting worthy causes in communities throughout the world has filtered through to our entire team," says Thompson. "We don't do this to get business, but instead to be good citizens of the communities that have allowed us to prosper. It's the right thing to do."

Interstate International and Interstate Worldwide Relocation Springfield, Virginia

By Maureen Cameron

In 1943, when Arthur E. Morrissette founded Ace Moving Vans, the precursor to Interstate International, Inc., and Interstate Worldwide Relocation, in Washington, D.C., he knew there was more to relocating a family than just moving tables and chairs. He understood that when a family selected his firm to move them, he was entrusted to transport and safeguard cherished belongings. Today, the entire Interstate team knows that when a customer chooses Interstate to be their mover, we are "moving life's memories."

Just as Morrissette recognized the important role that movers played in the lives of their customers, he also knew that to be truly successful a company needed to actually become a part of its community, and not merely exist within it. Consequently, Interstate was established with the belief that a company must give back to the community that helped to sustain and build the organization. And so, the company that Morrissette began more than 50 years

ago became, and continues to be, just that — an active part of the community.

Interstate's participation in the community is quite diverse and includes events for charitable organizations, membership in civic and business organizations, as well as an active partnership with the public schools. Interstate team members contribute to these organizations on their own, and as ambassadors for Interstate. Interstate routinely assists a variety of community groups needing help with all types of logistic support, including trucks, trailers, cartons, assorted packing material and manpower. And Interstate's green trailers are frequently visible while on loan for use at churches, rummage sales, Christmas tree sales and fruit sales, as well as for storage of donated materials for victims of natural disasters like Hurricanes Hugo and Floyd.

Charitable Organizations

Each year, Interstate participates in a number of activities. For example, Interstate employees annually participate in many of the fundraisers sponsored by the Multiple Sclerosis Society. Eight employees recently cycled for 100 miles in a two-day Bike-a-Thon. Interstate also contributed resources in the form of trucks and trailers to accommodate the transportation and logistical aspects of this event — participants actually even rigged cots and camped out in Interstate trailers after their long days of riding. The MS Walk-a-Thon also regularly benefits from Interstate's participation. In addition to fielding a team to raise sponsors and walk in the event, in past years Interstate has delivered all the resources at rest stops along the walk route to refresh walkers with bottled water.

Interstate has also enjoyed a long-term partnership with Scout groups. The Boy Scouts routinely look to Interstate for help on a variety of projects, including their annual popcorn sale and the "Scouting for Food" service project each fall. Interstate assists the Scouts by providing trucks to collect and store the food contributions that the Scouts assemble, and then Interstate drivers transport the contributions to Washington, D.C. regional food banks.

And each spring the warehouse at Interstate's headquarters in Springfield, Va., becomes a much sweeter place — at least for one day — as the warehouse provides temporary housing to more than 50,000 boxes of assorted flavors of Girl Scout cookies. Interstate team members assist the "cookie moms" (and some dads) throughout the day, while a brigade of mini-vans goes into action — with representatives from each of the local troops picking up their cookies from the warehouse.

Civic Responsibility

On a more local, and a more environmental level, ten years ago Interstate adopted two stretches of road near the corporate headquarters as part of the Commonwealth of Virginia's Adopt-a-Highway program. Several times each year, Interstate team members don orange safety vests and work the roads, picking up trash and helping to make the community a cleaner place to live.

Interstate also recognizes the extraordinary need for partnerships between local schools and businesses, and assumed a leadership role in this arena by encouraging employees to seek out opportunities to actively participate with the Fairfax County Public School system. Interstate team members regularly volunteer with the schools. Our senior managers have been active members of Fairfax County Public School's Business-Industry Council for a number of years. An Interstate employee also chairs the Lake Braddock Pyramid steering committee, a group that brings together members of the local business community and the schools to discuss ways in which the business community can effectively work with and give back to the local public schools. Additionally, Interstate team members volunteer at individual schools in a variety of capacities, including mentoring, classroom volunteering, and reading to classes.

Trucker Buddy

Another school-business initiative, the "Trucker Buddy" program, has proven enormously successful for both Interstate and the schools. The Trucker Buddy program was designed to enhance students' learning through correspondence with an Interstate long-distance driver as he travels across the country.

Interstate driver and Trucker Buddy Kris Edney currently trades postcards with more than 400 students at four elementary schools in the Northern Virginia area. Students in the program develop and refine their writing skills by corresponding with Edney while he is on the road. In addition, they enhance their geography and math skills by mapping the routes Edney takes on his trips, calculating the miles he travels, and learning about the country's various time zones. To kick off the program Edney visited each school, making his big rig available for pictures and giving each student a specially designed Trucker Buddy t-shirt with a picture of his truck on the back. And because this is school, of course, each student was required to complete and turn in all homework before being allowed to tour the truck.

Edney enjoys his role as a Trucker Buddy and the part he is playing in the students' learning. And he is an active participant in the program, even buying books about the different parts of the country he visits and mailing them back to the schools while he is out on the road. The lessons learned from the Trucker Buddy

program are not ones that the students will soon forget; rather, they have become ongoing learning experiences for the students, the teachers, and even Edney. He finds that he has learned more about the various regions of the country he visits as he continues to seek out more information to send back to his “buddies.”

Toys for Tots

Interstate’s most widely anticipated community project of the year kicks off at the start of December as Interstate contributes to the U.S. Marine Corps Reserve Toys for Tots program. For more than 10 years, Interstate has provided substantial transportation and logistical support for this worthwhile effort, including donating a number of trailers to be used as drop-off sites. Carol Dutton of Fairfax County’s Department of Family Services commented, “Interstate has always been fantastic! Children in foster care wouldn’t receive Christmas gifts without them. Interstate acts as a go-between between companies who donate and children and teens in foster care. They’re just terrific.”

Each year, Interstate team members eagerly volunteer to help with the delivery of the collected toys, even heading out on Christmas Eve to help distribute toys to underprivileged families in the Barry Farms community in Southeast D.C. Team members dress festively in elves’ caps to accompany Santa as he delivers toys and holiday gifts to two other D.C.-based organizations: the Lucy Ellen Moten Elementary School, a special needs school located in Southeast D.C., and the Matthews Memorial Baptist Church Child Development Center in Anacostia. Last year, in keeping with the holiday spirit, Interstate also donated 100 new backpacks to the students at the Lucy Ellen Moten School, fostering both the holiday spirit and the school-business partnership.

Interstate team members believe in many of the causes that the company champions; thus their support for these organizations and events comes easily and willingly. Team members also seem to appreciate the buy-in from senior management for the community involvement — they’re just as likely to see the president and senior management participating in a good cause as they are to see one of their peers.

Though Interstate occasionally issues press releases about its participation in worthwhile activities, frequently these efforts happen quietly, behind the scenes. And yet, because of the active role that Interstate has played over the past 50 years, members of the community know that they can turn to Interstate for help. “We care deeply about our community and have always encouraged our employees and fellow businesses to do whatever they can to support those who are in need,” explains Interstate President and CEO Arthur (Buddy) Morrisette, Jr.

Interstate’s foundation was built upon community service. And today, community involvement continues to be an all-inclusive, enthusiastically supported feature of the Interstate organization.

Beirut Cargo Center Beirut, Lebanon

Beirut Cargo Center is a classic case of leadership by example, according to Talal K. Bejjani, quality manager. Josep Harb, BCC’s president and a very religious person, was the driving force behind the company’s involvement in special causes and charities.

Whenever possible, BCC makes a donation to SOS, an association that supports orphanages. Because such contributions are not line items in the BCC annual budget, they are made after the yearly accounts are closed.

Like most of the companies surveyed for this Special Focus issue, BCC does not participate in social programs for business reasons. Indeed, because its contributions are not publicized in any way, they are not generated as a publicity tool.

Some employees participate every May in Red Cross programs, since in Beirut the month is dedicated to that organization.

Biddulphs International

Gauteng, South Africa

Biddulphs International was established more than 70 years ago and over that period of time has been involved in various community projects and outreach. Here are just a few examples:

- **Comrades Marathon.** This is an ultra-long-distance marathon of approximately 85 km. that is run between the cities of Pietermaritzburg and Durban in KwaZulu Natal. Last year nearly 25,000 runners participated. Biddulphs provides all the transport logistics for the event, such as the transportation of roadside and stadium equipment, and on the day of the event, the runners' tog bags between the two cities.

The day of the event is an extremely long one for the staff, as they need to meet at about 2:30 a.m. and the day doesn't finish until after 7 p.m. Despite this, Biddulphs always has enjoyed very enthusiastic participation from its staff, and several have even entered the marathon over the years.

- **Delivery of goods in disaster relief.** After the devastating floods in Mozambique and the Mpumalanga Province in South Africa, Biddulphs was involved in transporting foodstuffs, blankets, tents, and other necessities to the affected areas. This work involved its own challenges, as the company had to ensure that its own vehicles were not caught up in the floods. The goods were consolidated at various of Biddulphs depots, providing a delivery point for charitable organizations.

- **Interest-free housing loans.** Biddulphs' company policy has been to grant interest-free housing loans to the previously disadvantaged group staff members in its employ. With South Africa having high interest rates of up to 25 percent in the last few years, this has provided substantial monetary relief to staff. It has also ensured that they have been able, at least, to acquire a basic home for themselves, which might otherwise have been an unattainable dream.

Apart from fleeting glimpses of Biddulphs banners during the screening on national television of the marathon runners arriving in the stadium, the company has never really publicized its involvement in community work and charities. Fortunately, Biddulphs employees have always enthusiastically supported any efforts, as they also see the need to be involved in helping the community as a whole.

Gil Stauffer

Madrid, Spain

The Castellana-Intercontinental Hotel, one of the most classic and traditional of Madrid, has donated the present furniture of its 300 rooms, currently undergoing renovation, to UNICEF.

Gil Stauffer, which has ample experience with projects of such magnitude, will work with UNICEF in the removal of the furniture, its storage and care in Gil Stauffer warehouses in San Fernando de Henares, from which the items will later be taken to be sold.

The transportation will be undertaken in three stages, the first of which took place in January and involved the furniture from 100 rooms for sale in March 2001. All of the pieces of furniture are suitable for use, and this represents an excellent chance for interested buyers to acquire them at very reasonable prices.

All monies from the sale will be turned over directly to UNICEF.

Meanwhile, Gil Stauffer continues its collaboration in aid projects elsewhere. One recent example has involved economic assistance to the Aid Community of San Pablo, which has undertaken the construction of wells and dams in Turkana (Kenya) to provide a permanent water supply to the nomadic population, and thus facilitate development of the area.

But on occasion it is employees of Gil Stauffer themselves who bring about the shipment of aid. This was the case with Adam Skrudlik, an employee in the Barcelona branch, who before the recent earthquake in Central America had begun an awareness-raising campaign among employees and other businesses to encourage them to make personal donations toward relief efforts.

Covan World-Wide Moving

Midland City, Alabama

By Tony Bridges

Covan World-Wide Moving, Inc., is actively involved in numerous national and local charitable organizations. One of the largest and most popular philanthropic projects in which Covan is involved each year is the United Way. Covan employees are encouraged to make charitable contributions to the organization through payroll deductions or one-time contributions. United Way volunteers raised \$3.77 billion in the 1999-2000 campaign, which was used for human services ranging from disaster relief, emergency food and shelter, and crisis intervention to day care, physical rehabilitation, and youth development. This was a 5.4 percent (\$190 million) increase over the amount raised in the 1998-1999 campaign. The 2000-2001 campaign is underway, and Covan is doing its part to see that this terrific organization meets and exceeds its goals.

The annual March of Dimes WalkAmerica event has become a favorite among Covan employees. This year marks Covan's third year of participation in WalkAmerica. Our goal is to recruit 50 to 100 employees and family members and raise over \$1,000. This year's event takes place on Saturday, April 21. Each year, participating WalkAmerica teams have special T-shirts designed for their team incorporating their company logo with the March of Dimes message. Covan has raised over \$500 this year on T-shirt sales alone. This year, Covan is also donating a flatbed trailer to be used as a stage during the event. Since its inception in 1970, WalkAmerica has raised more than \$1 billion to help give babies a fighting chance.

Covan was recently contacted by the American Red Cross concerning the possibility of a company blood drive at Covan Headquarters. We conducted an in-house survey to gauge the interest, and are pleased to report that on April 5 Covan scheduled its first-ever blood drive. Giving blood can be a scary experience to some people, so an added incentive was that all donors would be allowed to wear jeans on that day.

When not at work, you can almost always find Covan employees on stage. The SouthEast Alabama Community Theatre (SEACT), of which Covan is a Corporate Sponsor, produces three or four plays a year. Covan Executive Vice President John Coleman is on the board of directors. John has produced and acted in several SEACT plays, as has his brother, Jeff Coleman, our international executive vice president, who recently played the leading role in "The Sound of Music." Several other Covan employees have acted in or helped produce SEACT plays over the years. SEACT also sponsors a children's theatre camp in the summer for up-and-coming thespians.

Since 1999, Covan has been rewarding the sons and daughters of Covan employees with the Virginia M. Coleman Memorial Scholarship to help aid with their tuition cost. To date, Covan has provided over \$12,000 in scholarship funds to sons and daughters of Covan employees and Covan Prime Agents who meet certain requirements.

In March, Covan also came to the aid of residents of Wichita, Kans., which was coping with the aftermath of a devastating tornado. Covan donated free storage for possessions and the manpower to get them to the warehouse.

National Van Lines

Broadview, Illinois

By Patrick C. Johnson, Executive Vice President

National Van Lines has been actively committed to its local community and social causes for many years. We feel that the two go hand-in-hand, and that we cannot be a good citizen if we don't participate in the life of our community.

Our involvement has centered around Chicagoland school systems. One initiative has been participation in the "Lend a Shoulder Day," sponsored by the Chicago Archdiocese. Under this program, corporate sponsors like National Van Lines provide assistance and leadership in order to maintain a financially viable inner city Catholic school system.

In connection with the last "Lend a Shoulder Day," Maureen Beal, Chairman and CEO of National Van Lines, visited St. Andrews School, had lunch with staff members, helped grade papers, visited classrooms to read to students, and watched special student presentations. The evening ended with a reception at the home of the Archbishop of Chicago, Francis Cardinal George.

In another local community program, National Van Lines and its employees "adopted" children from an inner city public school of Chicago, Prescott Elementary School. National Van Lines and its employees delivered Christmas presents to the school's students. Prescott Elementary is a participant in the Chicago Public School System's "Scholars Program," providing mentoring to students to increase reading and math skills and to teach them foreign languages.

We have also been involved with social causes, one of which pertains to health issues. National Van Lines has been an active participant in the American Heart Association's "American Heart Walk" in the Chicagoland area. In the 2000 Walk last September, National was the second highest fund raiser in the area.

Another concern has been respect for our environment. National Van Lines has been a principal sponsor of the renowned artist Wyland and his Wyland Foundation. We support his efforts to raise awareness of the need to protect our precious ocean environment and the marvelous creatures that inhabit it. National has been a corporate sponsor of the Wyland Whaling Walls Tour since the early 1990s. Under this program, Wyland hand-painted original giant-sized murals on the sides of buildings, creating a striking sight. The trailer transporting Wyland's equipment has also been painted by Wyland, depicting a pod of humpback whales in their ocean environment.

As part of our activities, National donated the "Wyland Trailer" to serve as a mobile classroom for the Wyland Ocean Challenge of America, a massive educational campaign that blended science and art to foster an appreciation of our oceans among children. The back doors of the trailer are covered by a colorful pictorial collage of children's artwork.

National's involvement in community and social causes was not designed to be a money-making effort. It is advertised in the local communities, but we have not sought nationwide promotional advantages. These certainly are not money-making endeavors. We have been blessed with a successful company, staffed by caring employees. If we are going to be a good citizen of our local community, we have to give back to it. While we cannot measure the returns, we know that they are there.

Ocean Air International

Islamabad, Pakistan

Ocean Air International recently provided logistical support in delivering relief goods to Iraq. Ocean Air International is the first company handling such a humanitarian shipment from Pakistan.

The operation involved receiving, sorting, and carefully packing the goods. This presented challenges for the operations manager and crew, who were tasked with preparing the shipment of vital supplies, medical equipment, and instruments. The items were needed to save the lives of several people desperately needing help, and their timely arrival at Saddam Airport was a tribute to the hard work of Ocean Air employees.

Just Add Water and Willpower

Dedication, sportsmanship, and courage are the watchwords in any water skiing event. However, when you add to this the determination and willpower to overcome a physical disability you begin to understand what makes water skiing for the disabled so awe-inspiring.

HHGFAA President Terry Head has turned his love for boats and water sports into a nationally recognized event for the physically challenged. For the past ten years he and a dedicated group of volunteers, supported by a group called Nation's Capital Handicapped Sports, have organized and operated a series of water-ski clinics for individuals with a variety of physical limitations.

Among the "stand-up" participants are amputees, persons who have recovered from polio, head injuries, or strokes, skiers with cerebral palsy, blind skiers, and deaf skiers, as well as people with developmental disabilities. Participants in the "sit-down" program may include persons with spina bifida or muscular sclerosis, paraplegics and quadriplegics.

The sport entails the use of a fleet of specialized competition ski boats with "quick-release" mechanisms that allow the observer in the boat to release the rope in the event of a fall. Special customized sit-down skis, of varying widths and maneuverability, are used for wheelchair-bound participants or those with limited upper or lower body strength.

Several volunteers assist each skier. There is a boat driver and at least one observer and/or "release man," as well as up to three chasers or "jumpers" who follow the pulling boat/skier in another boat or personal watercraft. The jumpers' job is to get into the water to assist the disabled skier in the event of a fall or when a deepwater restart is needed. The real heroes are the "draggers" who actually drag along in the water behind the sit-down skier to add balance until the skier is able to control the ski on his own. "We always talk the rookie volunteers into being draggers," Terry explains, "at least until they figure out how much it takes out of your body."

A good number of the volunteers are trained physical therapists and people from the local Fire and Rescue Service. A few of them have a family member or friend with a disability. Many others just want to be part of something that brings considerable joy and self-confidence to individuals who appreciate the opportunity to participate in a sport in which they would otherwise be excluded.

Physically challenged athletes find water skiing intensely rewarding, as it is one of the very few adventure sports in which they can participate and hold their own with able-bodied athletes. Participants are no longer prohibited from enjoying an exciting and fun-filled activity. Guides for the blind become redundant. Cumbersome artificial limbs and wheelchairs are discarded on the beach.

The event has been covered by the local media, including The Washington Post, and even CNN ran a nationally viewed story a couple of years ago. But Terry says that's not why he and his fellow volunteers put so much time and effort into the program. "It started out with just a couple boats, a few of my friends and a desire to do something that made a difference in someone's life. As long as just one skier continues to show up on the beach, my crew and I will be there." ■

Sonigo International Ltd. Moving & Packing

Israel

By David Sonigo, General Manager

Sonigo International Ltd. is regarded as one of Israel's leading international shipping and moving companies. Since its establishment, Sonigo has earned an unmatched reputation in Israel and abroad for providing high quality, reliable comprehensive door-to-door service.

We realize, however, that business is only one side of the coin, and that involvement in community affairs is not only a necessity in our present world but also a way to better understand the communities we serve. To this end, the company concentrates its community activities in the two areas that greatly interest the Israeli public: national service and the assimilation of new immigrants.

National service has become an important part of the life of every Israeli citizen. Most Israelis serve a three-year term in the armed forces. However, some who do not serve in the military are directed to serving the community, the elderly as well as the young. In this area, we support the young men and women who perform public service tasks by providing them means of transport for their daily efforts as well as financial assistance before and

during national holidays. Our employees find this a challenge that provides them not only with personal satisfaction but also a sense of mission.

The second area in which we are involved relates to national efforts to assimilate new immigrants who arrive from the former Soviet Union and Ethiopia. Over the last 10 years, Israel has welcomed well over 500,000 new immigrants, but assimilating such a great number of people cannot be carried out by the government alone.

Our company regards such assimilation as Israel's main objective for the future, and therefore has devoted a great deal of time to facilitate their absorption in their new homeland. To this end, we have initiated the collection of household effects and distributed them among the families who have settled nearby. Our staff has played an important role in this long and difficult process, which is ongoing.

Although both of these activities require much effort, our staff members have found it highly rewarding and have shown an interest in devoting their personal time toward their successful completion. All of them are well aware of the outstanding needs of our community, and it is characteristic of the spirit of the Israeli people to help their neighbors.

The work we do is not publicized because we do not undertake this important work to earn recognition for it. However, despite the fact that Sonigo employees work quietly and with dedication on these very worthwhile activities, their achievements are much appreciated by community leaders as well as other members of our society who have come to know us through these contacts.

We believe that a company can survive within a society and serve its clients only as long as it contributes and gives back to that society. In order to reach its goals, a company must be in a position to understand that mutual respect will create a win-win situation for everyone.

Security Storage Company

Washington, DC

By Alison McLaughlin

Founded in 1890, Security Storage Company has a long, distinguished history that includes an active involvement in the community. In the 1920s we provided office space, at no charge, to the Community Chest at our location on 15th Street NW in Washington, D.C. Our past president, Phillip Gore, was a founding director of the Health & Welfare Council of DC, the predecessor of today's United Way of the National Capital Area.

Today, we are active in many organizations, including Rotary Club, Kiwanis International, The First Tee, The United Way of the National Capital Region, Youth Outreach Foundation Golf Classic, Harden and Weaver Annual Golf Tournament for Children's Hospital, Larry Brown Lupus Golf & Tennis Classic, "Jeans Day" to support breast cancer research, Everybody Wins, Ivymount School Silent Auction, Australian Youth Orchestra, Boys and Girls Club, Smithsonian Craft Show, Ambassador's Ball, and the MS Walk-a-Thon and Bike-a-Thon. The level of participation varies from the Board of Directors of Rotary to reading books to needy children at Everybody Wins. We have provided trucks and crews to these organizations and sent employees to participate in walkathons and golf tournaments.

Our involvement in the community has been a positive experience. It allows us to give back to our community and gives our firm exposure to potential clients. We don't publicize our involvement directly through press releases, rather more discreetly as a listed sponsor. In addition, having an employee on the board of an organization is also a good way to expose the company to future business. Several of the organizations in which we participate correlate directly to our client base. Our involvement greatly enhances the relationship that we have with our accounts.

Community involvement has been quite successful in building morale within the company. Upcoming events are announced and participation is encouraged. We have been a "Gold" level sponsor of United Way for several years and have had close to 100 percent participation from our employees. We also were the recipient of the Business Legend Award from the Association of the Oldest Inhabitants of the District of Columbia for 1999.

Overall, active community involvement is a good thing for everyone. It gives the company a good name in the community while it opens up business opportunities and improves morale within the office. We have found it to be a successful component of our corporate culture for over 110 years.

Universal Transport S.A. De C.V.

Mexico City, Mexico

For the last 8 years, Universal Transport has been providing logistical support in transporting and delivering donations of clothing, furniture foods and medicines for the “Casa de la Amistad,” a refuge for families of children battling cancer. For the company’s employees, there have been great spiritual rewards in helping the less fortunate.

While the laws in Mexico provide for special tax deductions for this type of assistance, the company has never claimed them. Rather, management and Universal Transport personnel enthusiastically support these efforts because it gives them great satisfaction.

Every 6 months the company’s staff are invited to the Casa de la Amistad residence for lunch, when the employees are informed of new developments. Later, they enjoy an evening with the small children from the country’s most needy social strata who come to Mexico City to receive radiation or chemotherapy at local cancer hospitals. While receiving treatment the children and their families may live at the facility’s “casa de niños” with an adult parent free of charge.

By taking part in this important program and giving to their community, says company Director Jorge A. Roig, Universal Transport employees reap many benefits for their efforts, not least of which are a share of moral awareness and satisfaction. ■

Wridgways The Worldwide Movers

Victoria, Australia

By Des Sutton

The recent devastation and political turmoil in East Timor has left its people without food, clothing, and in many cases, without a home.

Rotary International approached Wridgways for assistance, and without hesitation we offered to supply cartons, containers, trucks, and drivers to collect food and clothing that had been donated for shipment to Dili, East Timor.

In a number of families, at least one or two members of the household had been murdered by the militia, and children were left homeless without anyone to look after them. The Salesian Sisters in Balicle, Dili, coped unbelievably well throughout the devastation. They continued to offer a safe haven and food, even when their shelter was already overflowing with people whose homes had been burned to the ground and food was very scarce.

The Australian people donated food and clothing, and Wridgways coordinated the packing and transportation of these shipments in conjunction with the Royal Australian Navy and Royal Australian Air Force to reach East Timor safely. Afterward, we received this letter from the Salesian Sisters in Dili:

“Dear Friends,

From the bottom of our hearts, through this simple letter, we the Salesian Sisters in Balide, Dili, would like to express our deep gratitude for your kindness and generosity.

Thank you for so many things that we have received.

May God bless you and your families.

Thanks a million.

In Christ,

Sister Carmen Rosa, FMA

Wridgways employees were proud to be involved in this small way to help the people who had been directly affected by the dreadful events in East Timor. At this writing, the country has returned to some normalcy, but it is still politically very unstable. ■

YP-35

“Leadership Through Innovation”

• An Organization within the HHGFAA for Young Professionals 35 Years of Age and Under •

Let's face it: Community involvement is a challenge. It's not easy to find the time to volunteer, and at our stage of life financial philanthropy is not always an option. A good rule of involvement to remember is that giving time is more important than just giving money. Personal commitment matters more than corporate involvement and action, as always, counts for more than mere words.

As part of the YP-35 community, we can focus on computer-based community involvement, things that we can do from our offices that affect us locally, nationally, and worldwide. Here is a quick and easy suggestion:

Worldhungersite.com — Bookmark this site and commit to visiting it daily. It has links to the following websites: Rain Forest Site, Breast Cancer Site, Kids AIDS Site, Child's Survival Site, and Landmine Site. By simply clicking one button, you can donate food, time, medicine, and support. Corporate sponsors pay for the donations; all you have to do is click on the donation buttons. It's absolutely free, and the issues affect us all.

YP-35 Membership

Miguel Alcaraz / Spedimpex-Bolliger S.A.
Torbjorn Andreasson / NFB Transport Systems
Jessica Atchley / Cartwright int'l Van Lines
Daniel Bagguley / Allfreight International Removals
Craig A. Bailey / Executive Insurance
Andreas Bauer Kuehner / A. Kuehner & Sohn
Eric Beuthin / Worldwide Movers Uganda
George Cooper / Southern Winds International
Lynne Davies / AMJ Campbell International
Chris Duello / United Van Lines Inc.
Heather Engel / Lincoln Moving & Storage Co.
Kristina Florio / Relo Alaska
Stephan Geurts Jr. / Gosselin World Wide
Michael Gilbert / Southern Winds International
Mark Greene / Arpin International Group
Jay Hansen / Denali Transportation
Timothy P. Helenthal / National Van Lines, Inc.
Anthony Heszberger / Interdean FKT
Carissa Hicks / Southern Winds International
Jennifer L. Hindmarch / Star International Movers
Zhang Jun / Rex Service Co. Ltd.
Mathijs Keukelaar / Gebr Van Den Eijnden Eindhoven
Anders Kubulnieks / NFB Transport Systems AB
Eric Klunder / Global Transportation Systems
Yukio Kuwahara / Kuwahara Limited
Raymond Laursen / Allied Movers Limited

Michael Liquori / Dependable Auto Shippers
Simon Long / Arrowdene Moving & Storage
Heike Mock / Cargo Partner GmbH
Tina Montgomery / United Van Lines Inc.
Mark Muss / Interdean FKT
Marco Muzio / Alpha international
Malcolm McCulloch / Gateways International
Phaedra Nevitt / TG International Insurance
Alexandra Noyalet / Worldwide Movers Uganda
Davide Occhicone / FOS International
Macarena L. Pauley-Scalia / Tumi Int'l Movers Inc.
Carrie Pickett / United Van Lines Inc.
Manny Rojas / LTV International Removals
Onkar Sharma / Eagle Shipping Services
Victoria Simonuk / IWM - Intelorg Worldwide Movers
Susan Staszewski / National Van lines
L. Edward Strathmann, Jr. / United Van Lines Inc.
K. Cengiz Sumerman / Sumerman Int'l Transportation
Jim Thompson / Denali Transportation
Monika Ruth Von Winckler / Navtrans Internationale
Jochen Weinberg / OTB Overseas Transport GmbH
J. Mark Westbrook / Sentinel Int'l Forwarding Inc.
Christina M. Wickman / Wickman Worldwide Services
Michael L. Woodham / Covan International Inc.
Cedric Zibi / Neer Service

**We look forward to seeing you in the YP-35 Section of the
HHGFAA 2001 Membership Directory and on the YP-35 Website.
Together, we are making history!**

HHGFAA's 39th Annual Meeting: The Countdown Begins!



Paris-Las Vegas: HHGFAA's 2001 Annual Meeting Headquarters.

You might call this year's Annual Meeting headquarters "Virtual Paris."

Based on both turn-of-the-century and modern motifs of the "City of Lights," the Paris-Las Vegas, a Hilton casino resort, features a broad selection of French-inspired delights for the Las Vegas traveler and resident. High quality rooms, food, beverage, and service are the focal points. You can choose from 13 separate food outlets, bars, and lounges, including a Parisian-style outdoor café on the Las Vegas Strip.

The resort's signature attraction is its 50-story replica of the Eiffel Tower, where visitors can dine in the Eiffel Tower gourmet restaurant-bar on the mezzanine level or travel up the elevator to the top floor and enjoy the view of the Las Vegas Valley.

The design of Paris-Las Vegas incorporates art nouveau sculptures and French impressionist paintings, along with replicas of many other Parisian landmarks, including the Arc de Triomphe, Paris Opera House, Parc Monceau, and rue de la Paix. The hotel's shopping area is designed to resemble a Parisian street scene.

The hotel-casino offers 2,914 guest rooms, including 300 suites, an 85,000-sq.ft. casino with 100 table games, a race and sports book, and more than 2,400 gaming machines. There is 130,000 sq.ft. of convention area, more than 31,000 sq.ft. of retail space, and a 25,000-sq.ft. Health Spa.

Paris-Las Vegas is centrally located on the Las Vegas Strip between Flamingo Road and Tropicana Avenue, within a block of Bellagio, MGM Grand, New-York-New-York, Monte Carlo, Caesars Palace, Mirage Resorts, and the Flamingo Hilton.

Watch your mail for more information and an Annual Meeting registration packet, which will be mailed in June or early July. Meanwhile, hold these dates on your calendar: **October 8-10, 2001**. See you there! ■

HHGFAA has negotiated a special rate of \$163.00 for a single or double room. The Paris-Las Vegas is now accepting advance reservations by telephone only. Call (702) 946-7000 or (888) 266-5687 to reserve your room.

HHGFAA Annual Meetings: A Year-by-Year Comparison

Year	No. of Attendees	Location	Year	No. of Attendees	Location
1962	33	Redondo Beach, CA	1982	784	New Orleans, LA
1963	33	Washington, DC	1983	871	Coronado, CA
1964	43	Washington, DC	1984	644	Maui, HI
1965	52	Washington, DC	1985	652	Nassau, Bahamas
1966	56	Washington, DC	1986	706	Seattle, WA
1967	159	Frankfurt, Germany	1987	829	Orlando, FL
1968	164	Honolulu, HI	1988	972	San Antonio, TX
1969	111	Washington, DC	1989	971	Colorado Springs, CO
1970	223	Palm Springs, CA	1990	921	Dorado Beach, PR
1971	194	San Juan, PR	1991	1,078	Coronado, CA
1972	301	New Orleans, LA	1992	1,321	New Orleans, LA
1973	307	Seattle, WA	1993	1,335	Nashville, TN
1974	335	Washington, DC	1994	1,461	San Francisco, CA
1975	546	Las Vegas, NV	1995	1,255	Honolulu, HI
1976	428	Atlanta, GA	1996	1,560	Orlando, FL
1977	519	San Francisco, CA	1997	1,635	Reno, NV
1978	318	Orlando, FL	1998	1,670	Miami Beach, FL
1979	438	Phoenix, AZ	1999	1,679	Washington, DC
1980	557	Houston, TX	2000	1,429	Anchorage, Alaska
1981	645	Reno, NV	2001		Las Vegas, Nevada

MARITIME/OCEAN SHIPPING

Mineta Eyes 'Sea-21'

Transportation Secretary Norman Mineta wants to replace maritime infrastructure funding from the harbor maintenance tax with unspecified features of "Sea-21," a package that will be modeled on TEA-21 and AIR-21 but has yet to take shape.

Addressing the Association of American Port Authorities, Mineta stressed the importance of maritime transportation to the economy, predicted he would select his choice for maritime administrator by April 10, and voiced concern over the effect on port and waterway dredging that could result from a 14 percent cut in the budget of the Army Corps of Engineers.

Mineta said one of his top priorities is to expand transportation capacities in all modes. He said DOT is examining whether to propose a facility user fee to fund port and waterway maintenance.

The Supreme Court ruled the harbor maintenance tax export fee unconstitutional in 1998. The Clinton Administration proposed a harbor services user fee in 1999 to collect almost \$1 billion annually for a new harbor services fund. The fund would have paid the federal share of Army Corps of Engineers channel and port dredging at coastal and Great Lakes harbors and for the U.S. portion of the St. Lawrence Seaway. But opposition from the AAPA and others in the maritime industry and questions from the National Industrial Transportation League killed that plan.

Mineta said closing the gap between demand for transportation and transportation capacity is the central challenge facing the entire transportation system.

— Clayton Boyce, *TrafficWorld*

Crowley Gets Cuba Permit

For years, Crowley Maritime Corp. has been interested in serving Cuba, which sits amid the company's Caribbean and Central American liner services. Now, Crowley Liner Services, a subsidiary of Crowley Liner Maritime, has become the first carrier to receive U.S. government authorization to carry licensed food and medicine between the United States and Cuba.

The carrier hopes to begin services in April, but that will depend on whether potential customers can obtain licenses to ship the goods. Crowley is expected to use Jacksonville and Port Everglades as the U.S. ports for the service to Havana.

The authorization came from the Treasury Department's Office of Foreign Assets Control. A U.S. law enacted last year permits the shipments of agricultural products to Cuba for the first time in 40 years. It also provided for the continuation and partial expansion of health-care shipments. The goods carried by Crowley are expected to be primarily agricultural goods such as poultry and dairy products.

— SOURCE: *JoC Week*

CSX, Maersk in Arbitration

CSX Corp. and A.P. Moller-Maersk are disputing financial issues in the wake of Maersk's absorption of Sea-Land's international services into Maersk Sealand. CSX, which owned Sea-Land (and still owns CSX Lines), revealed the disputes in its annual report to the Securities and Exchange Commission. Europe Container Terminals, whose Rotterdam terminal was used by Sea-Land, is claiming \$180 million for breach of contract by Maersk Sealand, which now calls at the adjacent Delta terminal. CSX also said it and Maersk are in arbitration over a \$60 million "post-closing adjustment" that includes the cost to terminate various contractual obligations. CSX said it received cash proceeds of \$751 million from the Sea-Land sale, "net of purchase price adjustments and cash balances conveyed to Maersk at closing."

— SOURCE: *JoC Week*

Title XI Gets Bipartisan Support

Congressional friends of the U.S. shipbuilding industry are defending the Maritime Administration's Title XI program, which provides government guarantees of ship mortgages issued by private lenders. The Bush Administration has proposed cancellation of further funding of Title XI. Ten lawmakers — six Republicans and four Democrats — signed a letter calling for continued Title XI funding. The representatives were Duncan Hunter and Randy Cunningham (R-CA); Gene Taylor and Ronnie Shows (D-MS); Charles Pickering (R-MI); Jo Ann Davis and Ed Schrock (R-VA); James Maloney (D-CT); Tom Allen (D-ME); and Walter Jones Jr. (R-NC). — *SOURCE: JoC Week*

Container Traffic Up at Le Havre

The Port of Le Havre increased throughput last year by 5.6 percent to 68 million tons, including 13.8 million tons of containerized freight, an increase of 7.5 percent.

According to Europe's fourth-largest port authority, Le Havre's volume increased 52 percent since 1995, and growth will continue this year with the signing of two major agreements.

Mediterranean Shipping Co. recently agreed to make the port a platform for international transshipments. MSC expects to generate 500,000 container movements a year through Le Havre by 2004.

In addition, CAT, the logistics subsidiary of French carmaker Renault SA, has decided to use the port for new vehicle exports between Northern Europe and Spain. CAT's decision to shift transport to shortsea shipping rather than trucking is expected to boost volume by 150,000 cars a year moving through Le Havre, an increase of 35 percent. — *SOURCE: John Parker, TrafficWorld*

In Brief ...

The Bush Administration's proposal to transfer oversight of the Maritime Security Program from the **Maritime Administration** to the **Defense Department** may be doomed. Supporters of Marad have begun mobilizing forces on Capitol Hill to defeat the proposal, which if approved would put the program of subsidies for U.S.-flag carriers in danger of not being renewed, they contend. DoD's **U.S. Transportation Command** is said to be lukewarm about taking over the program.



Ship lines are tallying losses from a North Atlantic winter storm in early March. More than 90 containers on a **Cho Yang** vessel were swept overboard by the storm. Most of the lost or damaged containers belonged to Cho Yang's vessel-sharing partners, **Hanjin Shipping** and **Senator Line**.



Columbus Lines said it would change its terminal calls at West Coast ports at the end of March, due to a vessel-sharing arrangement with other carriers in the Australia-New Zealand trade. Columbus vessels in Los Angeles, Oakland, and Seattle will call at **APL Ltd.** terminals operated by **Eagle Marine Services**. Columbus had called at the **Stevedoring Services of America** terminal in Los Angeles and Pier 80 in San Francisco. The port call at Seattle will be a new one for Columbus. It will also begin service to Terminal 6 in Portland, Ore., and Fraser Surrey Docks in Vancouver, B.C.



After several false starts, Malaysia appears to be serious about creating a national port authority this year to oversee up to nine ports. The country's transport minister said the proposed **Malaysian Port Commission** would make all decisions related to infrastructure and port development, and that existing port authorities may be absorbed into the commission.



Lykes Lines has applied to join the **Trans-Atlantic Conference Agreement**, as the company wants to be able to discuss market conditions with TACA members, including members of the **Grand Alliance**. Lykes is in a space-sharing agreement with the Grand Alliance but is not a member of the consortium. TACA members are **Atlantic Container Line**, **P&O Nedlloyd**, **NYK Line**, **OOCL**, **Hapag-Lloyd**, **Maersk Sealand**, and **Mediterranean Shipping**.



The **International Longshore and Warehouse Union's** caucus rejected a request for an early start to negotiations on a new contract for dock workers at West Coast ports. The request by **Pacific Maritime Association** President **Joseph Miniace** had been rebuffed earlier by ILWU President **James Spinosa**. PAA wants to expedite the introduction of technology to improve productivity at marine terminals; ILWU said it doesn't want to be rushed into negotiations before it has researched the issues. The current contract expires July 1, 2002.

MILITARY/GOVERNMENT UPDATE

MTMC Moving Toward Greater Efficiency

The Military Traffic Management Command will be making a fundamental change in its organizational structure to improve efficiencies, said Maj. Gen. Kenneth L. Privratsky, MTMC commander, at a March 15 meeting of the Washington Chapter of the National Defense Transportation Association.

Instead of headquarters structures in both Alexandria, Va., and Fort Eustis, Va., the command is reorganizing toward a single structure, said Privratsky. "We need to push the staffs together. We can no longer work that way."

MTMC's headquarters is located in Alexandria; its Deployment Support Command, which exercises command and control over ports in the continental United States, Alaska, and Puerto Rico, is located at Fort Eustis. In the new organization forming up, there will be a single headquarters, exercising control over the organization's 24 water ports and 2,200 employees. This will increase efficiency and eliminate as many as 200 positions — mostly from the Alexandria headquarters. The command's operations center will be centralized at Fort Eustis. The workload of all other headquarters staff will be centralized in Alexandria.

The Deployment Support Command was formed in 1998 at Fort Eustis. It centralized some of the functions that had been performed at the Military Ocean Terminal Bayonne and the Oakland Army Terminal, sites of MTMC Eastern Area and MTMC Western Area, respectively. Both ports were closed in September 1999 following the 1995 Base Realignment & Closure Commission.

A second area of major reinvention will be in MTMC's automation systems. The Logistics Management Institute in McLean, Va., is currently reviewing commercial off-the-shelf software for MTMC to determine whether some may be substituted for existing systems. Six major MTMC automation systems are under review: Integrated Booking System, Global Freight Management, Worldwide Port System, Transportation Operational Personal Property Standard System, Asset Management System, and Group Operational Passenger System.

Privratsky pointed to a number of major accomplishments during his 18-month tenure as commander. They include:

- 5 percent cost saving in fiscal year 2000 and a 2.5 percent cost saving projected for the current fiscal year.
- Accomplishing the command's mission with 300 fewer positions than authorized.
- Cutting 10 days off the average time required to ship repair parts and supplies to Europe. The current standard of 40 days will be cut to 30 days within one year, he predicted.
- Standardized structures for MTMC's battalions and groups worldwide.

Humanitarian Aid Shipment Moves Are Typical MTMC Actions

The humanitarian requests pour into the computers of the MTMC's One-Time-Only Team. In the last 14 months, the team has received 156 requests for the shipment of humanitarian aid around the world.

"Knowing this is going out to people in need, we try to process these requests as soon as possible," said Claude Dolberry, a member of the team in the International Customer Service Division.

Among the cargoes: a field hospital and construction equipment to earthquake victims in El Salvador, school and medical supplies to assorted countries in Africa, and surplus military equipment to Ecuador and Nicaragua.

"I track every one of these issues," said Dolberry. "I watch them from the date they are booked in the Integrated Booking System until they are delivered to consignee." To facilitate the movements, Dolberry sends out a weekly report on the status of each shipment via e-mail to various transportation offices.

Shipments to Africa are some of the most challenging, he said. "Sometimes you have conflicts or such natural disasters as floods. If that occurs, your humanitarian cargoes may be delayed."

Right now, some humanitarian shipments to Romania are stalled because of a change in local customs requirements. "It is an added workload for me — we have to figure out what to do to move the cargo."

The One-Time-Only Team is led by Fran Staunton. "Watching the news about earthquakes, floods and other calamities throughout the world always grabs your attention," said Staunton. "But actually becoming a



MTMC's One-Time-Only team: Fran Staunton (front), Claude Dolberry (left), Linda Hardaway, Roy Warner, and Evelyn Barbour.

part of the efforts to give some relief to the people of these misfortunate nations has always been a rewarding feeling.”

Humanitarian shipments are moving every day, she said, although most people aren't aware of them. Other members of the team include Evelyn Barbour, Linda Hardaway, and Roy Warner.

Anchorage, Alaska: Volunteer Special Olympics Stint Renews Soul and Spirit

By John Randt

Command Affairs Officer, Military Traffic Management Command

There is an intangible spirit and benefit of being a volunteer. I was reminded of this feeling the other day when interviewing Laive Poska, national director of Special Olympics Estonia. Several of her athletes had just finished a 3-kilometer cross-country skiing event. At the end of the race Urmas Simus and Airet Lohu had collapsed in momentary exhaustion in the snow beyond the finish line.

Volunteers rushed over with blankets. With the agility of their youthful bodies, the two were soon up and drinking fluids in a warm-up tent. They had given the 2001 Special Olympics Winter World Games • Anchorage everything they had. Fellow athletes, coaches, parents, and volunteers had cheered them on. Snow was falling. Gray clouds hung low over the hills of Kincaid Park, on the southwestern edge of Anchorage.

Poska took it all in. “The Special Olympics program tries to help people,” she said. “It helps everyone involved to be a better person.” That pretty much said it all.

Taking personal leave and working as an unpaid volunteer at the Special Olympics was a watershed event for me. The entire experience certainly showed that the human body and spirit craves more compensation from work than just pay and benefits. One takes so much out of life — it was nice to put the business world's frantic e-mail, cell phones and pagers away for a moment and give back.

The opportunity for me came from Maj. Gen. Kenneth L. Privratsky, MTMC commander, who, as a permanent resident of Anchorage, was proud of the opportunity to display the wonderful Alaskan city to the world. “You might consider being a volunteer,” Privratsky challenged me. “You've got some skills they might be able to use.”

I accepted the challenge — one of the best decisions I have made. A day later an e-mail arrived from Kathy Day, media center coordinator for the Special Olympics. “We would love to have you,” said the message.



Urmaz Simus collapses in the snow moments after finishing 3-kilometer race.



Dr. Ashraf Marei (left), Iman About Fotouh Eltarabut El-Egtimaiey and Hanan Mohamed Tathkief Fikry enjoy thrill of victory on snow.



Laive Poska, national director of Special Olympics Estonia, says the competition benefits everyone — athletes, coaches, parents and volunteers.

four members of Maria Varava's figure skating team and three members of the alpine skiing team are orphans from a school where she is a physical fitness instructor. This was Varava's first trip outside of Kazakhstan. "We love these children so much we sometimes think we are neglecting our own children," she said.

I filed my stories at the Anchorage Hilton Hotel, where we had our media center. One day I took a phone call from a local television station and a reporter asked me if I knew of any particularly good stories. "You just have to go out there," I told them. "The stories are everywhere."

A postscript: As I prepared to go back home, the delegation from El Salvador asked me to come over to get a photograph when their entire floor hockey team would be together. I got the photograph, and then watched the competition for a moment. In some hectic play between El Salvador and Germany, a German player knocked over a Salvadoran player. As the latter got up, the German reached out his hand and shook hands in friendship, care and compassion, even as the play continued around them. I had never seen that in competitive sports.

Special Olympics, and volunteering, really does make you a better person.

Twin Hurricanes Trigger Huge MTMC Relief Effort To Central America, Caribbean

A million measurement tons of cargo pass through the hands of the Military Traffic Management Command each month. While much of it is contingency and training cargoes, other portions are for humanitarian relief.

Of all the humanitarian aid delivered by MTMC in recent years, the largest amount has been to Caribbean and Central American countries devastated by hurricanes Georges and Mitch in late 1998. Hurricane Georges caused heavy damage to Puerto Rico and nearby Caribbean islands. But the devastation caused by the hurricanes — particularly Mitch — was colossal.

On the weather radar, Mitch was an enigma. Rather than passing on, or going ashore on a mainland

and breaking up, Hurricane Mitch suddenly went stationary over the Central American countries of Nicaragua, Guatemala, Honduras and El Salvador. The heavens opened, and infrastructure such as roads and bridges were washed away. Meanwhile, rain-saturated hillsides gave way. Huge mudslides caused heavy losses to life and property.

Hurricane Mitch left 2,260 dead and nearly 1 million people homeless. Initial relief supplies were brought in by the Air Mobility Command. However, it was soon obvious that a relief sustainment mission of considerable magnitude extending for many months would be necessary. That's when the Deployment Support Command ports of Beaumont, Texas, and Sunny Point, N.C., were pressed into action. Shipments by the 596th Transportation Group, Beaumont, and the 597th Transportation Group, Sunny Point, in 1999 would comprise the largest United States humanitarian relief mission to Central America in history.

The job was immense. MTMC synchronized rail, ship and barge transportation to deliver heavy equipment, tools and supplies for military units providing relief in the 250,000-square-mile area.

"It is good to know that we are helping people," said Kyle Lee, a 596th transportation assistant, now in his 10th year of MTMC work. "It is good to know that we have the ability to help people. It was super to see all the parts come together." Team Beaumont came together to synchronize the movements.

Mostly, said Lee, the Beaumont support involved sending road construction equipment from southeastern United States U.S. Army Reserve units via Beaumont. "We often saw the tug 'Mr. Nick' towing different barges to and from Central American and Caribbean countries."

Initial relief efforts involved 12 ships and barges which delivered almost 500,000-square feet of cargo totaling more than 100,000 measurement tons. In many Central American ports, deployment support teams personally assisted in the discharge of more than 2,000 pieces of construction equipment and supplies. At the peak of the relief efforts, almost 5,000 DoD service members were working in support of the relief efforts.

To maintain the momentum of reconstruction, U.S. Army Reserve construction units were rotated through the devastated region. The missions of the Reservists was to conduct training missions that coupled with disaster relief and nation building. Relief equipment and support went to El Salvador, Guatemala and Nicaragua in Central America. The relief also went to Caribbean countries, including the Dominican Republic, Bahamas, St. Kitts, Dominica, and Haiti. The Reservists left a lasting legacy of rebuilt roads and public buildings and medical care.

MTMC supported additional Army Reserve missions to the devastated areas in 2000.

An eyewitness to the havoc left by the hurricanes was Maj. David Cintron, formerly the executive officer, 832nd Transportation Battalion, Fort Buchanan, Puerto Rico, who saw the destruction firsthand. He led deployment support teams to several of the stricken areas.

"It was a good feeling to help those who the hurricanes left homeless," said Cintron. "Yet, at the same time, it was depressing to realize the tremendous human toll taken. When we arrived, people were desperate — most were living in the streets. The lucky ones had fashioned pup tents out of bits of plastic; the not so lucky had no shelter whatsoever."

To support the humanitarian efforts, deployment support teams worked in numerous ports, including Wilmington, N.C.; Morehead City, N.C.; Port Hueneme, Calif.; Mobile, Ala.; Howland Hook, N.Y.; Jacksonville, Fla.; Savannah, Ga.; Puerto Santo Tomas de Castilla and Puerto Quetzal, Guatemala; St. Christopher, St. Kitts and Nevis; Santo Domingo, Dominican Republic; Roseau, Dominica; Roosevelt Roads, Puerto Rico; Corinto, Nicaragua; Acajulta, El Salvador; Balboa, Panama; and Puerto Cortes and Puerto Castilla, Honduras.

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Aviation News

Airlines to Cooperate On Cargo Sales

Air France Cargo and Delta Air Lines customers soon could find a new sales representative calling on them. The Justice Department has approved an export sales joint venture that allows each carrier to market cargo capacity on the other's aircraft.

The joint venture, to take effect later this year, will establish a single point of contact for shipment of air freight from the U.S. to more than 40 international destinations. The new company, equally owned by Delta and Air France, will be based in Atlanta, with regional offices in New York, Chicago, and Los Angeles.

The carriers said the venture would offer customers "the benefits of a combined sales force, a centralized reservation and service center, a comprehensive route network, and a common product line." Delta and Air France are partners in the SkyTeam alliance, which also includes Korean Air and Aeromexico.

Forwarders have expressed concern that the deal could affect their relationships with the carriers. Despite advances in automation and the prospects for booking freight over the Internet, the air cargo industry is still largely a people business. Forwarders will give their business to the sales representative who builds a relationship based on trust by doing such things as calling customers to assure them that shipments are flown as booked during bad weather.

"It definitely could affect the situation," said Rich Johnson, gateway manager for Emery Worldwide at Kennedy Airport in New York. He said, though, that he couldn't assess the Delta-Air France deal until he sees how the carriers put the joint ventures to work.

— SOURCE: William Armbruster,
writing in *JoC Week*

TRUCKING NEWS

AWG to Sell American Red Ball Transit

Indianapolis-based American Red Ball Transit Co., founded in 1919, will be sold by Atlas World Group, Evansville, Ind., which has owned the company since 1996. The sale was expected to close by March 31.

Partners Katrina Blackwell, Brad Beal, and David Combs will purchase American Red Ball Transit and its subsidiaries. AWG is parent of Atlas Van Lines, the nation's fourth-largest van line. AWG will retain ownership of Red Ball Corp. and its other units, including American Red Ball International.

AWG Chairman Michael L. Shaffer said the decision to sell the van line was "based on its prospects as a primarily military and COD carrier and on our cultural differences."

Blackwell has more than 30 years' moving experience, including 25 with American Red Ball. She will continue as company president. Beal, a 20-year industry veteran, will be chief operating officer. Combs, who has been with the company for more than 20 years, will be responsible for all financial and administrative functions.

American Red Ball Transit, the nation's 12th-largest household goods carrier, has over 250 agents in the country.

New Guide Available

The Department of Transportation's Bureau of Transportation Statistics has issued a new edition of its *Pocket Guide to Transportation*. It shows a 225 percent increase in the number of miles traveled by trucks over the past 29 years; passenger car travel has risen only by 71 percent from 1970 to 1999.

The booklet contains a wealth of useful data, and it's free from BTS at (202) 366-DATA (press 1). Or write to Product Orders, BTS, U.S. DOT, 3430, 400 7th St. SW, Washington, DC 20590.



INDUSTRY NEWS

APPOINTMENTS

Mark Brandon has been named General Manager at Four Winds Taiwan, effective October 2000. He succeeds Peter Karlsson, who has left the organization.



Ocean Air International, headquartered in Islamabad, Pakistan, has named **Muhammed Arif Malik** chief manager, operations and international removals. Prior to joining Ocean Air International in 1990 as manager of exports/imports, Malik started his career as assistant manager with Allied Express International Islamabad in 1986.

In 1994, Malik completed the office management and record course through the establishment division, Government of Pakistan. In 1995 he was named a fellow in the Young Executive Development Program sponsored by the American Moving &

Storage Association. After completing the course in the United States, he returned to Pakistan and completed the basic tariff courses of IATA cargo handling in 1997.

Having spent over a decade in the removals industry, Malik, as chief manager, operations and international removals at Ocean Air International, deals with almost all the foreign associates, missions, organizations, national, international, and multinational companies in Pakistan.



Christopher Hood was recently promoted to operations manager for the GSA (Government Services Administration) Division of Arpin International Group, Inc. The GSA Division relocates families' household goods worldwide for all non-military government agencies.

Hood joined Arpin International Group in 1997, working in the Alaska division. His responsibilities included relocating shipments of household goods for all military, commercial, and GSA customers in and out of Alaska. As operations manager, he will handle the complete day-to-day management of all operations in GSA, as well as the financial management of the Alaska division.



Liz Hennessey has been named general manager, European Region, at The MI Group, headquartered in Ontario, Canada.

Hennessey entered the relocation industry in 1986, and within 6 years established and managed the international arm of a U.S. domestic relocation company, which she led toward achieving an ISO quality certification.

In 1998, she became manager and senior relocation consultant of the European Region of the MI Group, where she worked with the Group's Expatriate Assignment Management Services. She manages the wide array of MI Group's Service Provider Partners in over 100 countries. She eventually became the first president of the newly formed European Relocation Association.

In October 2000, The MI Group established a service team in its UK office to provide real-time relocation support services to its North American branches and customers. Hennessey now manages that office.



AE Nationwide/Worldwide Service of Mahwah, NJ, recently announced that **Ken Greene** has joined the company as senior vice president of marketing. Greene's primary focus will be expanding sales and identifying and penetrating new market opportunities. A Certified Moving Consultant for over 20 years, he has over 23 years of moving and storage experience



**A look at the people
and events shaping
HHGFAA member
companies.**

in the specialized service industry, having started his career at Neptune World Wide Moving. He subsequently held several positions in the New York metro area, most recently with County Vanlines of Yonkers, NY.



Also at AE Nationwide/Worldwide, **Brenda Comito** was recently designated a Certified Claims Analyst by the American Moving and Storage Association. Comito, who has extensive moving industry experience, has assumed the position of claims coordinator for the Quality Repair and Inspection division of AE Nationwide/Worldwide. In her new position, she has responsibility for all aspects of QRI's daily operations.



After four years with Wheaton World Wide Moving, **Rex Swing** has been promoted to director of military services and industry affairs.



North American Van Lines, Inc., and Global Van Lines, Inc., have announced the appointment of **Dan Robertson** as vice president and general manager over the two transportation companies. Robertson, a 30-year veteran of North American, recently served as vice president of business development for Allied Worldwide's domestic household good brands. Prior to this, he led the integration program, coordinated the operational transition of Global Van Lines to Fort Wayne, Ind., and served in executive positions within North American's Relocation Services Division and High Value Products Division.



Also at North American, the Relocation Services Division has named **Kennis Jarvis** as vice president of customer relationship management (CRM), a northAmerican business strategy designed to help agent families retain and develop existing customers and acquire new ones. The strategy is applied through new customer-focused internal business processes, new sales development tools, and new product development.

Jarvis served as the Western Area vice president in the Relocation Services Division, and has experience in sales and operations for both the International and Logistics Divisions of North American.



Global Van Lines Network has named **Terry Britain** as brand manager and **Martin Schulz** as the company's director of sales. Britain is responsible for increasing Global brand awareness and market share through added agency agreements and contracts within the northAmerican Van Lines and Allied Worldwide agency network. He most recently assisted in the operational transition process as Global agency service manager. He joined Global in 1965, and served as the company's executive vice president of administration and before that as vice president of transportation accounting.

Schulz is responsible for all sales-related activity within the Global Van Lines system, with his primary focus being to solidify and increase the Global brand in both the private transferee and national account arenas. He has more than 30 years of transportation industry experience, including sales and sales management at both the agency and van line levels.

MOVING ON ...

Sherman Samalin, after more than 30 successful years in the international moving business as an owner and operator of several facilities, has left Transcon International. He has started a new career as an independent specialist in relocation services for local and international moving companies. Based in Manhattan, he is conducting in-home surveys and supervising overseas moves and is available as a consultant in all aspects of international moving of household goods and fine arts. He can be reached at Samalinas@aol.com, or by phone at (212) 787-8883.

UTS Terminates Partnership with North American Int'l

Dutch-based UTS Europe Holding BV and North American Van Lines Inc. will be parting company due to the merger by owners Clayton, Dubilier and Rice Inc. of Allied Van Lines with northAmerican Van Lines (NAVL).

Since the acquisition of Allied by CD&R, completed in 1999, there have been meetings between UTS and the new Allied Worldwide organization (AWW) to come up with a strategy for a constructive continuation of the business relationship that has been in existence since 1992.

AWW was keen to develop the NAVL brand with UTS while expanding its Allied branded network in direct competition. The sale of their UTS shareholding was deemed nonnegotiable and their preferred option was to purchase UTS outright.

At a UTS board meeting of in May 2000 it was decided to oppose the Allied proposals and seek the shareholders' support for the decision. At an EGM (Extraordinary General Meeting) in Holland in July 2000, the

European shareholders voted overwhelmingly to reject Allied and support the Board's decision to expel their 40 percent shareholder.

AWW decided to contest this action under the Dutch law that applied and the matter was referred to the Netherlands Arbitration Institute for a ruling. It was recently confirmed by the arbitration panel that NAVL actually joined a organization competing with UTS by its acquisition of Allied, and thus must sell its shares back to UTS at the 1992 contractually agreed price. There is no right of appeal against this decision, which is binding on both parties.

This now leaves UTS free to negotiate with new partners in the United States, and a formal announcement can be expected to follow soon.

EXPANSIONS

Crown Opens Istanbul Office

On Feb. 6, the Crown Group announced the opening of Crown Relocations' new Istanbul office, increasing the company's European presence to 23 cities, while cementing its place in the greater Mediterranean region. The new office follows Crown's January acquisition of Transbeynak International Movers, a European-owned and managed company.

Crown Relocations Turkey will be listed as Crown Uluslararası Tasimacilik Ve Dis.

"Founded in the early eighties, Transbeynak has since built solid relationships with important European, American and Middle Eastern clients, benefiting from Turkey's strategic location at the crossroads of several regions," said Simon Slond, Crown Turkey's general manager.

Transbeynak has specialized in moves for the Turkish corporate market, providing a personalized, unique service to their customers. The majority of the branch's shipments are to and from the United States, even though Crown has significant dealings with countries in Europe and the Middle East.

Primary destinations for export from Istanbul include London, Paris, Seattle, Argentina, Milan, Munich and Lebanon.

Slond called Turkey a "best kept secret — an interesting, exciting place to live and do business in. Leading foreign executives regard Turkey as an ideal place to invest in, with its high economic growth (about 7 percent), fast-growing stock exchange, up-and-coming high-tech industry and young, hospitable population of 65 million. We are happy to be here, and look forward to future successes in this dynamic market."

Slond said Crown is the only company in Turkey to offer to offer a full range of relocation services, including everything from orientation tours, to home and school search services, to international and domestic removals and settling-in services.

Crown's website is www.crownrelo.com.

Grospiron Int'l Marks Milestones

On Dec. 7, Grospiron International celebrated its 10th anniversary under the current ownership and 160 years of history. To mark the occasion, more than 200 corporate guests from the Paris, Lyon, and Nice offices met at the Pavillon d'Armenonville, one of Paris most famous venues, to enjoy a lively party.

During the evening among caricaturists, fortunetellers, and musicians, a raffle drawing was held and several valuable gifts from famous French luxury goods companies were given. The most fabulous prize was two air tickets to New York.

Grospiron President Jean-Luc Haddad explained during his speech what the company has successfully completed in its first 10 years, with its activity focused on the international corporate market, the opening of a branch office in Lyon, acquisition of Compagnie Generale in Nice, and the launching of its Japanese division. Grospiron looks forward to the next decade and beyond.

Haddad thanked Grospiron's customers for their loyalty and expressed his great appreciation to his staff for their hard work and to agents worldwide for their support.

HONORS AND AWARDS

Triad International of Brookfield, Conn., has been honored as North American International's Most-Improved Booker and Agent of the Year. The van line's domestic division also recognized Triad as Most-Improved Booker and First Time Million Dollar Booker.

The International Agent of the Year award is based on shipment count, revenue, development of the international marketplace, outstanding support of the North American International system, and a dedication to quality and customer service. In addition to providing training and support on the international front, Triad has been expanding its interstate business. By applying its international expertise to interstate relocations, Triad has achieved business growth of more than 80 percent during the past fiscal year.



UK-based **Robinsons International** recently attained FAIMISO, the most prestigious quality accreditation in the international moving industry. Robinsons was one of the first international moving companies in the United Kingdom to achieve ISO 9002 certification nearly 10 years ago.



First Gulf Bank, Dubai presented **Crown Records Management [CRM] Dubai** the "Best Suppliers Award" for the year 2000. Accepting the award on behalf of CRM, the business records management service division of the global Crown Group, was Fabrizio Stanig, general manager of the company's Dubai office.

"Crown Records Management was recognized based on the excellent service we have provided First Gulf Bank since we began working with them," said Stanig. "First Gulf Bank is one of our most important records management clients in the UAE. This award is fantastic news and a real boost to our records management effort in the country and region."

First Gulf Bank's awards ceremony was held in Abu Dhabi, UAE, on March 17. First Gulf Bank's general manager, Abdulhamid M. Saeed, said the bank's decision to use Crown Records Management was based exclusively on a set of business service criteria.

"Crown Records Management has been steadily building its presence in the Middle East markets as a reliable manager of corporate and government data. This award will significantly increase the awareness of our records management capabilities to our clients," said Jim Thompson, Crown's Chairman.



Interstate Van Lines van operator **Kristopher K. Edney** received the industry's top driver award at the American Moving & Storage Association conference in Tucson, Ariz., on March 31. Edney was named AMSA Super Van Operator of the Year for 2001, which is presented annually to only five individuals nationwide.

Directmoving, AGS Group Announce Partnership

Directmoving, the first worldwide relocation portal, has announced a new partnership with AGS Group for its moving and storage section.

The AGS Group of Companies, the largest French moving organization in the world with 67 branches in 42 countries, will be one of the preferred suppliers to the 200,000-plus visitors who come to the Directmoving.com website each month.

Remi Debbas, CEO of Directmoving, said, "We are continually expanding our network of partners to ensure easy access of services for our visitors. Over its 25 years of operations, AGS Group has established itself as a market leader in its field, and a natural choice as a partner for Directmoving."



New Staff, New Initiatives At Crown in India

Crown Relocations India has announced the arrival of several key staff members, and the launching of new operations initiatives at the New Delhi branch.

“In the two years since its inception, Crown New Delhi has seen exciting times and strong growth,” said E.S. Chandramouli, country manager, Crown India. “Using this strong base, I am pleased to announce the new team, new structure and new initiatives, ushering in a new era of decentralized decision making for Crown India, and resulting in better and more efficient communication and services.”

Rita Kaul was named branch and relocation services manager, and **Vinod Thomas** was named divisional services manager, relocations, at Crown New Delhi.

Kaul has over three decades of experience in sales and operations management in the hospitality and relocation industries. Thomas began his career with Crown at Crown Bangalore, and was instrumental in shaping the branch into a profitable, quality relocation service provider. He will be supported at Crown New Delhi by a team of corporate and residential sales executives. Crown has also strengthened its operations team with the addition of well-trained staff in both operations and customer services.

Crown New Delhi is a full-service relocation provider, offering its expertise to corporate and individual clients in the Northern India region. In addition to the shipping of household goods, its capabilities include domestic and international relocation services, home and school search services, storage and insurance, warehousing and records management.

Foot-and-Mouth Spreads

France has reported its first case of foot-and-mouth disease. The highly contagious disease that affects hooved animals such as sheep, pigs, cattle, and goats has been running rampant in Britain, leading to the slaughter of tens of thousands of animals. Now it has been discovered on a farm in northern France, according to a report confirmed by the French agriculture department.

Six cattle on the farm had the disease; the entire herd of 114 animals was destroyed to stop it from spreading, and police have set up roadblocks in a two-mile radius of the farm. This represents the first case of foot-and-mouth reported on the European continent.

The spread of foot-and-mouth from the British Isles to the mainland substantially increases the potential economic impact of the outbreak. Belgium immediately banned imports of meat from France; in Holland, a total ban on the transport of cattle, pigs, and sheep was instituted.

The U.S. Department of Agriculture has now imposed a temporary ban on the importation of animals and animal products from the European Union, extending a ban that previously had applied only to the U.K. The United States has been free of FMD since 1929, and USDA is sending a team of experts to Europe to monitor and assist in containment efforts.

Reportedly a U.S. port quarantined farm tractors imported from Britain to test them for the disease, which can survive in dirt lodged in tire treads and be spread by vehicles.

In addition, governments in Europe and North America have introduced strict controls on travel and transport that affect the movement of freight and people in affected areas, particularly between Britain and the rest of Western Europe. Trucks must be sprayed with disinfectant, for example, before entering France after crossing the English Channel from Britain.

— SOURCE: John Parker, *TrafficWorld*

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On behalf of the Household Goods Forwarders Association of America, Inc., I want to extend a warm welcome to those who are new to our organization.

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E-Mail: dave@truenorth.cc
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a.b.c. Ricard F.L.
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E-Mail: ricardfl@mail.datanet.hu
No of Years in Business: 10

Mrs. Alena Blahutova
Cargo Partner SR
Kopcianska 92
SK - 852 03 Bratislava
Tel: (421) 7 68242 200 • Fax: (421) 7 68242 123
E-Mail: blahutova@cargo-partner.com
No of Years in Business: 8

Mr. Haji Mohd Yaseen
Dawood Worldwide Moving Services Co. Ltd.
No. 29/31, 54th Street
Pazundaung Township • Yangon, Myanmar
Tel: (95) 1 293 045 • Fax: (95) 1 291 804
E-Mail: dawoodmovers@mptmail.net.mm
No of Years in Business: 12
Sponsors: Orient Express Forwarding Pte Ltd, Singapore
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Mr. Des Allum
First World Move Management
Division of Logistics International, Inc.
770 S. Brea Blvd, Suite 208
Brea, CA 92821
Tel: (714) 257-9864 • Toll Free: (888) 536-3030
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Fox Group (Moving & Storage) Ltd.
Block C Millrace Lane
Stourbridge DY8 1YL, England
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E-Mail: international@fox-moving.com
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Sponsors: NZ Van Lines, New Zealand
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Mr. Francis Rodriques
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Periyar Road, T. Nagar, Chennai
Tamil Nadu 600 001, India
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E-Mail: intlmov@freightsystems.com

Mr. Bernard Ratignier
IMS snc (International Moving Service)
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Ms. Alycia Cerini
Intersect Systems International
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Sponsors: ACE Relocation Systems, Inc., CA
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E-Mail: bcr@indo.net.id
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E-Mail: seal.ytr@fmail.vnn.vn
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E-Mail: martin@marlogcargo.com
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WASHINGTON UPDATE

Carrier Antitrust Measure Revived

A new bill to ban ocean carriers' immunity from antitrust laws was filed in the House of Representatives. The bill is identical to the Free Market Antitrust Immunity Reform (FAIR) Act (H.R. 3138) sponsored in the 106th Congress by Congressman Henry Hyde (R-IL). The FAIR bill died in committee when Congress adjourned in December. The current bill is being sponsored by Congressman Jim Sensenbrenner, Jr. (R-WI), Hyde's successor as chair of the House Judiciary Committee.

The new proposal would repeal U.S. ship owners' exemption from antitrust laws that was made law in 1916 to protect American ship owners. The exemption was reconfirmed in the 1984 Shipping Act. However, in recent years, the last remaining major, American-owned, global shipping companies have been sold to foreign companies. Thus, supporters of the measure believe that this exemption provides antitrust protection to foreign ship owners at the expense of American consumers.

"What justification could possibly exist for a law that allows foreign ship owners to fix prices at the expense of American consumers? Clearly it's time to repeal this outdated exemption," Sensenbrenner said in a prepared statement. A judiciary committee spokesman said it was too early to comment on the bill's prospects this year. "[Antitrust immunity] existed for a world that no longer does," said press secretary Jeff Lungren. "Mr. Sensenbrenner supports [the bill] as good, competitive legislation that deserves to be heard and move forward."

Groups supporting that legislation included the National Association of Manufacturers, the International Brotherhood of Teamsters, the American Farm Bureau Federation, International Mass Retail Association, and the Coalition for Fair Play in Ocean Shipping.

While the issue isn't new, there is growing Congressional interest in the policies under consideration. For example, after the Ocean Shipping Reform Act (OSRA) was implemented in mid-1999 (affirming ocean carriers' antitrust immunity) that their century-old privilege to discuss rates and other issues free of competition laws would remain highly controversial. It was only six months after OSRA became law that Congressman Hyde introduced his FAIR legislation at the behest of NVOCC's from his suburban Chicago district. The bill went nowhere that may have been an indication of the importance Congress placed then on national shipping policies.

But the issue hasn't gone away. What's changed is the venue; while the debate has been reinvigorated Congress, it's being played out at the Organization for Economic Cooperation and Development (OECD), a Paris-based think tank for industrialized countries. An initiative within the OECD Transport Division is probing — with a clearly skeptical view — the merits of ocean carrier antitrust immunity, which at the moment is the policy of every OECD member state.

"What we are looking at is to what extent antitrust immunity delivers benefits to shippers," said Wolfgang Hubner, head of the OECD Transport Division. "With the rise in confidential rate negotiations and multi-trade lane service contracts, what is the need for common rate setting? All these questions have so far not been discussed at length."

The OECD can only make recommendations, but its pronouncements often figure into national policy debates. In the case of antitrust immunity, a strongly worded statement would bolster shippers' efforts in individual countries to enact reforms. Shipper and carrier interests are therefore taking the initiative seriously.

Last year, for example, as the OECD was preparing to hold its first workshop on liner

By Jim Wise

PACE-CAPSTONE



shipping policy, a furious internal debate erupted in Clinton administration over who should represent the U.S. — the Justice Department, which has long opposed antitrust immunity, or the Transportation Department, which supports it. The Transportation Department won out, but the skirmish may resume this year because the OECD is plan-ning a second workshop in the fall, this one specifically focusing on antitrust immunity.

Recently, the Washington-based World Shipping Council, speaking for the world's container shipping industry, submitted to the OECD a 30-page defense of the current regulatory structure and the central role played by antitrust immunity. The statement de-emphasized common pricing while stressing the importance of antitrust immunity in helping carriers plan future capital investment.

The Council also made a case that the system works, as demonstrated by price and service competition among carriers and between carriers and NVOCCs, ease of entry by carriers, ample capacity and extensive hardware and technology investments. It said a destabilized system would lead to further industry concentration and higher freight rates.

Chris Koch, president of the World Shipping Council, said a theme of the statement is to differentiate liner shipping from other regulated industries, such as telecommunications and energy, which the OECD has looked at as part of a far-reaching assessment of regulatory systems in member states. The liner shipping probe emerged from that initiative. OECD staff will use the comments to produce a report that will become the subject of a workshop later this year.

The debate is exposing tension between member states and the OECD secretariat staff. A number of nations, including the U.S. and Denmark (where the largest liner carrier, Maersk Sealand, is based), have opposed the OECD staff's examination of liner shipping.

The World Shipping Council noted that antitrust immunity is a widely accepted policy that survived recent review in several countries, including the U.S., Australia, the European Union, Japan and South Korea. The OECD has been criticized for pursuing its own deregulatory agenda with no specific directive from member states to look into the liner industry.

"The driving force on this is a zeal to deregulate everything, and anything that smacks of antitrust immunity — get rid of it, and the world will be a better place," said John Graykowski, the former acting maritime administrator who represented the U.S. at the first OECD workshop last May.

Hubner defends the probe as providing debate he sees as lacking in member states. He suggested OSRA was more a political deal forged "at the last minute" than a full-fledged policy debate that exposed all the issues. He noted that the original mid-1990s position of shippers, who were represented by National Industrial Transportation League, was to eliminate antitrust immunity, and that many shipper groups are still calling for its elimination. "We don't believe these examinations have been discussed from the economic point of view, rather (they were discussed) from the political point of view," Hubner said.

"The liner system is working. There is no doubt about that whatsoever. The question is whether there is enough price competition," Huber said. He acknowledged that some countries opposed the OECD probe. But he said that during the workshop last year, "most of the other governments of the OECD were sitting on the fence and didn't know where to jump."

At the same time, Hubner noted the limitations of the probe due to the feelings of OECD governments. He said the only thing that could possibly emerge from the probe would be a staff opinion endorsed by the OECD secretary-general, not an OECD resolution approved by member states themselves. "We are certainly not aiming at an OECD resolution. We would never get it," he said.

Ed Emmett, president of the NIT League, said his organization originally got involved when the OECD produced a paper in the mid-1990s stating that the system should not be changed. "Now they've come full circle, and ironically we find ourselves in the position of saying that what we did in the U.S. is working just fine and should be given time to work," he said. "We're walking this fine line, which is that it's not antitrust immunity that gives me trouble, it's if they use it to set rates.

"But we are very supportive, along with the other shipper groups from around the world, of the OECD taking a look at the way antitrust immunity is used, and the way collective action is taken," Emmett said. "We don't think it hurts to continue to look at that."

House Small Business Committee Under New Chairman Don Manzullo

The House Small Business Committee, reorganized and highly energized under new Chairman, Don Manzullo (R-IL) has announced an ambitious agenda for the 107th Congress. In addition to some of the issues outlined below, Chairman Manzullo has also announced his desire to address the growing issue contract bundling. Among the initial steps that the Committee has taken are:

Taxes — H.R. 1037: The Small Employer Tax Relief Act (SETRA II). Chairman Manzullo, with Ranking Member Nydia Velazquez, introduced SETRA II on March 15. The bill is a bipartisan initiative of small business tax cut priorities and tax simplification measures. H.R. 1037 would complement President Bush's plan to reduce marginal tax rates and to eliminate death taxes across the board. A reduction in the marginal rates will slash the tax burden on millions of small entrepreneurs (sole proprietors, S corporations) now taxed at rates as high as 39.6 percent.

The bill accelerates the health insurance deduction for the self-employed to 100 percent, increases expensing to \$50,000, increases the business meal for all employers from 50 percent to 80 percent, allows small businesses to use simple cash accounting and no inventories, repeals the alternative minimum tax (AMT) on individuals, and increases the AMT exemption for small corporations to \$10 million. SETRA II also reduces payroll taxes on small businesses by repealing the FUTA 0.2 percent surtax. Further, the bill extends the R&E tax credit permanently, and provides a tax credit for small employers who train highly skilled workers long-term to minimize the growing shortage of these valuable employees.

Enhancing the SBA's Office of Advocacy. The House Small Business Committee held its first hearing of the new Congress on March 22 to examine ways of improving and strengthening the SBA Office of Advocacy. As a basis for discussion for the hearing, the committee prepared draft legislation similar to "The Independent Office of Advocacy Act of 2001" (S. 395), a bill introduced in the Senate on February 27 by Small Business Committee Chairman Christopher Bond and Ranking Member John Kerry.

The House draft legislation attempts to establish greater independence of the Office of Advocacy from the SBA by granting the Chief Counsel for Advocacy the authority to carry out responsibilities of the Reg-Flex Act, placing the Ombudsman function under the supervision and control of the Chief Counsel, providing the Chief Counsel with the right to intervene on the record rulemakings and file comments in all regulatory proceedings where federal agencies publish notices requesting comments.

These proposals will help the Office of Advocacy function as a more effective voice for small businesses within the federal government and the private sector.

Small Business Paperwork Relief Act. On March 15, the House passed by a unanimous 418-0 vote the Small Business Paperwork Relief Act, H. R. 327. This bill would provide small businesses with vital information about the burdens of collecting paperwork imposed by federal agencies. Specifically, it would require that the Office of Management and Budget list all information collection requirements applicable to small business and place that data on the Internet. It would create a single point of contact at each agency for small businesses to find out paper-work requirements and establish a task force, including representatives from major regulatory agencies, to study how to streamline reporting requirements for small businesses.

Bush Signs Ergonomics Repeal Measure

President Bush dealt the final blow to the Occupational Safety and Health Administration's controversial ergonomics rules March 20, signing the joint resolutions passed by Congress that overturns the regulations.

Bush, in a White House statement, called the rules a "bureaucratic one-size-fits-all solution to a broad range of employers and workers," but said the ergonomics issues were not yet dead.

"We will pursue a comprehensive approach to ergonomics that addresses the concerns surrounding the ergonomics rule repealed today," Bush said.

Bush's signature was the final step in what counted as a major victory by the trucking industry and other business interests, which claimed the rules were overly burdensome and costly — an estimated \$6.5 billion yearly for trucking alone. ■

WEBSITES TO SEE

Here are a few Websites of interest to HHGFAA members. NOTE: All are preceded by www, and many are linked to the HHGFAA Website.

IMPORTANT NOTE: Websites and e-mail addresses shown on this list include ONLY those for certain government agencies, and companies whose ads appear in *The Portal* or the HHGFAA Annual Directory, who sign up as sponsors for HHGFAA's Annual Meeting, or who are featured in a story in this issue of *The Portal*.

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Atlas Int'l Movers: atlas-movers.nl
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Brazil Worldmover: brazilmover.com
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Crown Relocations: crownrelo.com
Crown Worldwide S.A.: crownworldwide.com
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DeWitt Trans. Services of Guam: dewitt.com.gu
Direct Moving: directmoving.com
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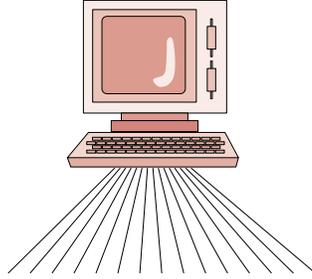
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Selected E-mail Addresses

HHGFAA: hhgfaa@aol.com
A.Alternativa: transp@a-alternativa.com.br
Allied Arthur Pierre Luxembourg: info@alliedap.lu
Anglo Pacific: imports@anglopacific.co.uk
Air Animal: petmover@airanimal.com
APA Worldwide: apawwm@sol.racsaco.cr
Ashoka Int'l: ashokint@ndb.ysnl.net.in
Atlas Int'l Movers: info@atlas-movers.nl
Beirut Cargo Center: tbejjani@bcc.com.lb
Brazil Worldmover: worldmover@brazilmail.com
Corstjens WW Movers: info@corstjens.nl
Covan World Wide Moving: tbridges@covan.com
Crown Relocaitons: rlongacre@crownerels.com
Desbordes Int'l: info@desbordesinternational.com
DeWitt Trans. Svc Guam: ezdewitt@dewitt.com.gu
Direct Moving: kr@directmoving.com
Fidelity & Marine Ins.: info@fidelitymarine.com
Freight Int'l: removal@emirates.net.ae
Freight Systems Co. Ltd. (L.L.C.): albert@net.fslsdxhho.co.ae
Fukuoka Soko Co.: moving@fukuokasoko.com
G.E.P.: gepbox@gep.be
Gateways Int'l: gateways@themovers.com
Gil Stauffer: international@gil-stauffer.com
Interdean Interconex: info@interconex.com
Intermove: move@Intermove.com
Intermud: intermud@guate.net
Intra-Mar Shipping: intramar@colomsat.net.co

J. Calenberg: info@calenberg.com
Jennif Worldwide Movers–Singapore:
jennif@cyberway.com.sg
JVK: thailand@jvkmovers.com
Kotaisan (Jakarta): ktsprima@centrin.net.id
Kotaisan (Surabaya): kotaisanp@sby.centrin.net.id
La Vascongada, S.L.: comercial@vascongada.com
Leader Freight Forwarders/Leader Pack:
leadpack@emirates.net.ae
Magna Int'l Movers: removals@jhb.magna.co.za
Mark VII Int'l: MVIIIntlHou@aol.com
McGimpsey Bros.: removals@mcgimpseys.com
Movements Int'l:
mim.sydney@bigpond.com.au
Mudanzas Trafimar:
sales@mudanzastrafimar.com.mx
Nationwide Relocation Int'l: nrii@deltanet.com
Neer Service: info@neerservice.fr
New Haven Moving Equipment: nhmela@aol.com
Nurminen Prima Oy: Nurminen.Prima@co.inet.fi
Ocean Air Int'l: care@oceanair.isb.sdnpk.org
Pac Global Ins: sfuhrman@pacglobalins.com
PACE–CAPSTONE: jwisepace@aol.com
PAIMA: paima@sinfo.net
Pelichet, S.A.: international@pelichet.ch
Phoenix Transport Services:
phoenix@phoenix-transport.de
P.M. Packers & Movers:
info@packersindia.com
Premier Worldwide: premier@iris.dti.ne.jp
Rex Service Co., Ltd.: rexco@public.tpt.tj.cn
Rhema East China Ltd: rhema@pub.sz.jsinfo.net
Rhema Movers: general@rhemamovers.com.sg
SBA Advocacy Office: advocacy@sba.gov
Sea Bird Services: seabird@commnet.com.eg
SEM Movers: semmover@indosat.net.id
Sino Santa Fe: santafenj.ssf-sha@eac.com.sg
SIT Transportes Intl: sit.mad@sit-spain.com
Sonigo Int'l: moving@sonigo.com
Sterling Int'l: moving@sterling-intl.co.uk
Subalipack: zzaki@pc.jaring.my
T.A. Mudanzas: tamoving@sol.racsa.co.cr
The eXternal Revenue Svce. of The Day
Companies: tag@daycos.com
The Guardian: dvaughn@guardianservices.com
The MI Group: mi.corporate@themigroup.com
The Moving Company:
c.mccall@TheMovingCompany.co.nz
Thomas Johnson & Sons Ltd.:
billcompton@johnsonmovers.com
Transhuara: thuara@entelchile.net
Trans Movers Worldwide: nutrans@centrin.net.id
Transpack Packing & Freight Forwarding Co.:
transpack@isb.comsats.net.pk
Transworld Movers Brazil:
transw@transworldmovers.com.br
TG International: webmaster@tginternational.com
United Prof. Movers: Fazla@upm.sdnpk.undp.org
UTS International: utseurope@uts-europe.nl
Vanpac: rauf@vanpac.edunet.sdnpk.undp.org
Voerman Int'l: mail@voerman.com
Welti-Furrer Ltd: international@welti-furrer.ch
Willis Corroon Trans. Risk Svces: iris@willis.com
Wridgways The Worldwide Movers:
des.sutton@wridgways.com.au

Link Up with HHGFAA



You can now link your home page with the HHGFAA Website (www.hhgfaa.org), enabling you to list your company by region and services provided and to contact other members who have e-mail and Websites. The cost: a nominal fee of \$100 per year.

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

Household Goods Forwarders Association of America, Inc.

ATTN: Belvian W. Carrington

2320 Mill Road, Suite 102 • Alexandria, VA 22314

OR fax credit card orders

(Visa or MasterCard only) to (703) 684-3784

Name _____

Company Name _____

Address _____

Phone _____ Fax _____

Description of Company (20-word limit) _____

Web Address _____

E-mail Address _____

Payment Type: Check Visa MasterCard

Credit Card No. _____ Exp. Date: _____

Name of Cardholder _____

Signature _____

For more information, call Belvian Carrington at HHGFAA, (703) 684-3780

FORGING STRONG LINKS

At press time, the following HHGFAA member companies are linked to HHGFAA's Website.

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A Lusitana (São Paulo, Brazil)
A & A Cronin Movers (Dublin, Ireland)
A & S Roseth Int'l (Ontario, Canada)
A.M.S. Atlantic Int'l (Dusseldorf, Germany)
A-1 Trans Korea (Seoul, Korea)
Aachener Int'l (Dublin, Ireland)
AGS Brussels (Brussels, Belgium)
AGS Prague (Prague, Czech Rep.)
AGS London (London, England)
AGS Marseille (Marseille, France)
AGS Paris (Gennevilliers, France)
AGS Umzugs Berlin (Berlin, Germany)
AGS Budapest (Budapest, Hungary)
AGS Ivory Coast (Abidjan, Ivory Coast)
AGS Kenya (Nairobi, Kenya)
AGS Morocco (Casablanca, Morocco)
AGS Warsaw (Warsaw, Poland)
AGS Lisbon (Lisbon, Portugal)
AGS Bucharest (Bucharest, Romania)
AGS Madrid (Guadalajara, Spain)
AGS Senegal (Dakar, Senegal)
Ahjin Transportation Co. (Seoul, Korea)
American Movers Inc. (Waipahu, HI)
American President Lines (Washington, DC)
American Red Ball Int'l (Seattle, WA)
American Vanpac Carriers Inc. (Martinez, CA)
Arrowdene Moving and Storage (Norfolk, England)
Arven Freight Forwarding Inc. (Woodbridge, VA)
Ashoka Int'l (New Delhi, India)
Asian Tigers K.C. Dat (S) Pte (Singapore)
Asian Tigers Trans China Int'l (Wanchai, Hong Kong)
Asian Tigers Trans China Int'l (Beijing, China)
Asian Tigers Trans China Int'l (Guangzhou, China)
Asian Tigers Trans China Int'l (Shanghai, China)
Atlas Van Lines Int'l (Seattle, WA)
Australian Vanlines (Pendle Hill, Australia)
B.M. Int'l Pvt. Ltd. (New Delhi, India)
Bishops Move Group (London, UK)
Brytor International (Mississauga, Ont., Canada)
Capitol Transportation Inc. (San Juan, PR)
Chess Moving Australia (Regency Park, S.A., Australia)
Circle Freight Int'l (Muscat, Oman)
Columbia World Wide Movers (Limassol, Cyprus)
Cosmopolitan/M.L. Transportes (Brasilia, Brazil)
Crystal Forwarding (Carlsbad, CA)
Decapack (Santiago, Chile)
Delahaye Blue Ribbon Movers (New York, NY)
Denali Int'l dba Pacific Movers (Anchorage, AK)
Dependable Auto Shippers (Dallas, TX)
Desbordes Int'l S.A. (Paris, France)

DeWitt Moving & Storage (Tamuning, GU)
Dijkshoorn Int'l Movers (Vlaardingen, The Netherlands)
Eagle Shipping Services (London, UK)
East Int'l Freight Forwarders (Cairo, Egypt)
Elliott Int'l (Johannesburg, South Africa)
Euro-USA Shipping Ltd. (Suffolk, UK)
Excargo Services (Houston, TX)
Executive Insurance Services Inc. (Oviedo, FL)
Executive Moving Systems (Woodbridge, VA)
Equixpress C.A. (Caracas, Venezuela)
Excess Int'l Movers (London, UK)
F & N Worldwide Moving (Lincs., UK)
Favia Int'l Transport (Cairo, Egypt)
Fidelity & Marine Inc. (Miami, FL)
Freight Systems Int'l (Cairo, Egypt)
Fukuoka Soko (Fukuoka-Ken, Japan)
Gamma Shipping (Yavne, Israel)
Gateways Int'l Inc. (Settle, WA)
Gezairi Group Cargo (Beirut, Lebanon)
Global Packers & Movers (Islamabad, Pakistan)
Global Silverhawk (Carmel, IN)
Global Worldwide (Naperville, IL)
Grace Int'l Removals (Seven Hills NSW, Australia)
Green Van Int'l Co. (Taipei, Taiwan)
Greenbriar Forwarding (Edison, NJ)
Henri Harsch HH S.A. (Geneva, Switzerland)
HL Van Transport (Bassum, Germany)
Humboldt Int'l (Canton, MA)
Inter-Jet Customhouse Brokers (Jamaica, NY)
Inter Trans Insurance Services Inc. (Irvine, CA)
Inter-Transport SA (Geneva, Switzerland)
Interdean, S.A. (Zurich, Switzerland)
Intermove Limited (Bridgeport, CT)
International Wood Industries Inc. (Sherwood, OR)
Interport Executive Movers (Singapore)
Interstate Int'l Inc. (Springfield, VA)
Intr-Mar Shipping S.A. (Santafe De Bogota, Colombia)
J. Calenberg (Bonn, Germany)
Japan Express Co. (Tokyo, Japan)
Johann Birkart Int'l Spedition (Raunheim, Germany)
Jordanian Coast Cargo & Tourism Services (Amman, Jordan)
Keller AG (Bern, Switzerland)
Keller AG (Basel, Switzerland)
L. Rettenmayer (Wiesbaden, Germany)
L. Rettenmayer Transitarios (Lisbon, Portugal)
M. Dyer & Sons Inc. (Honolulu, HI)
Martin Stephen (Canada) Ltd. (Ont., Canada)
McGimpsey Brothers (Removals) (Ireland)
Mesa Int'l (Grand Junction, CO)
Moreno Int'l (Monterrey, Mexico)
MoveAssist Int'l Ltd. (Hitichin, Herts, England)
Move One (Budapest, Hungary)
Orbit Int'l Forwarders SARL (Beirut, Lebanon)
OTB Overseas Transport GmbH (Achim, Germany)
P.M. Packers & Movers (New Delhi, India)
Pacific Island Movers (Main Facility, Guam)
Panda Transporti s.r.l. (Rome, Italy)
Peter E. Reid Stevedoring Inc. (Pago Pago, American Samoa)
Phoenix Transport (Japan) Ltd. (Yokohama, Japan)

Phoenix Transport Services (Bremerhaven, Germany)
Portan S.A. (Bogota, Colombia)
Prime Movers Int'l (Munich, Germany)
Reliable Van & Storage (Elizabeth, NJ)
Rose International Inc. (Hoboken, NJ)
Rose International (Bremen, Germany)
Rose International Inc. (Berkshire, England)
S.G. Global S.A. (San Jose, Costa Rica)
Sancalsa Int'l Services (Mexico D.F., Mexico)
Santa Fe Transport (Singapore)
Scanvan Kungsholms Express & Spedition (Stockholm, Sweden)
Simorgh Pack Transportation (Tehran, Iran)
S.I.T. Transportes (Madrid, Spain)
Tower Int'l (Bezons, France)
Transpack Ltd. (Zurich, Switzerland)
Transeuro Worldwide Movers (London, UK)
Transcontainer Int'l (Tlalnepantla Edo de Mex., Mexico)
Transworld Int'l Movers (Rio de Janeiro, Brazil)
Treyvaud-Interdean SA (Geneva, Switzerland)
Tri Star Freight Systems (Houston, TX)
TG Int'l Insurance Brokerage Inc. (San Juan Capistrano, CA)
Unipack S.A. (Tehran, Iran)
Universal Cargo SRL (Buenos Aires, Argentina)
Universal Household Fwdg. (Tokyo, Japan)
V. Pack & Move Co. Ltd. (Bangkok, Thailand)
Van Der Ent Kuster Koot Topmovers (Spijkenisse, The Netherlands)
Vanliner Insurance Co. (St. Louis, MO)
Vayer Group Ltd. (Tel Aviv, Israel)
Victory Van International (Sterling, VA)
Voerman Int'l (Leidschendam, The Netherlands)
W. H. Hofmann & Co. AG (Zurich, Switzerland)
Wabash Forwarding (Warrensburg, MO)
Ward Van Lines (Santiago, Chile)
Williams Moving Int'l (Vancouver, B.C., Canada)
World Wide Overseas Moving Service Inc. (B.C., Canada)
Worldmover C&R Ltda. (Rio de Janeiro, Brazil)
Worldwide Movers Tanzania (Dar es Salaam, Tanzania)
Worldwide Movers Uganda (Kampala, Uganda)
Worldwide Movers Kenya (Nairobi, Kenya)
Wridgeways The Worldwide Movers (Ringwood, Vic., Australia)
Ziegler, S.A. (Brussels, Belgium)



Industry Calendar

April 20-21, 2001	Iowa Movers & Warehousemen's Assn. Annual Meeting	Pella, IA
April 9-12, 2001	2001 MTMC Training Symposium	Dallas, TX
April 22-24, 2001	Ohio Movers & Warehousemen's Assn. Annual Meeting	Sharonville, OH
April 24-28, 2001	OMNI Conference	Berlin, Germany
April 26-28, 2001	New Mexico Movers Association Annual Meeting	Las Cruces, NM
April 29-May 3, 2001	FIDI Congress	Brussels, Belgium
May 1-4, 2001	Georgia/South Carolina/Florida Movers Meeting	Savannah, GA
May 2-6, 2001	Bekins Annual Meeting	Stuart, FL
May 4-7, 2001	BAR Conference	Manchester, UK
May 8-12, 2001	CMSA 83rd Annual Convention	Maui, HI
May 11-12, 2001	Kentucky HHGC Annual Convention	Lucas, KY
May 16-19, 2001	WTA/WMC Convention & Trade Show	Blaine, WA
May 17-20, 2001	New York Movers & Warehousemen Meeting	Lake Sagamore, NY
July 15-17, 2001	National Conference of Moving Associations Annual Meeting	Seattle, WA
Sept. 13-16, 2001	Massachusetts Movers Assn. Meeting	Lake George, NY
Sept. 21-23, 2001	Texas Movers Association	Austin, TX
Sept. 23-27, 2001	Maryland T&M Association	Bermuda
Sept. 29-Oct. 3, 2001	56th Annual NDTA Transportation and Logistics Forum & Exposition	Milwaukee, WI
Oct. 6-7, 2001	PAIMA Annual Meeting	Las Vegas, NV
Oct. 8-10, 2001	HHGFAA 39th Annual Meeting	Las Vegas, NV
Oct. 11-13, 2001	Missouri Movers Association Meeting	Osage Beach, MO
Oct. 12-14, 2001	Covan Conference	Panama City Beach, FL
Oct. 15-18, 2001	Paul Arpin Van Lines	Tucson, AZ
Oct. 28-31, 2001	United Van Lines Annual Convention	Phoenix, AZ
Nov. 7-10, 2001	Atlas Van Lines Annual Convention	Phoenix, AZ
Nov. 11-14, 2001	North Carolina Movers Association	High Point, NC
March 3-6, 2001	LACMA Conference	Lima, Peru
April 21-25, 2002	FIDI Congress	Cairo, Egypt
Sept. 29-Oct. 1, 2002	HHGFAA 40th Annual Meeting	Orlando, FL
Oct. 5-9, 2002	57th Annual NDTA Transportation and Logistics Forum & Exposition	Greensboro, NC

Send calendar items to HHGFAA • 2320 Mill Road • Alexandria, VA 22314
Or fax to (703) 684-3784 • E-mail: hhgfaa@aol.com

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IMPORTANT NOTE TO ADVERTISERS

The Portal cannot accept ads or photos submitted via e-mail or on disk. They must be in the form of prints, slides, transparencies, color separations, or camera-ready copy.

Computer printouts of color ads and photos tend to reproduce poorly and thus also are unacceptable. For rates and deadlines, see the box at right.

THE PORTAL

PORTAL Advertising Rates and Dimensions

Full Page \$ 2,550
7-1/2" wide x 10" high

1/2 Page \$ 1,350
• Horizontal format: 7-1/2" wide x 5" high • Vertical format: 3-3/4" wide x 10" high

1/3 Page \$ 950
• Horizontal format: 7-1/2" wide x 3-1/4" high
• Vertical format: 2-1/2" wide x 10" high
• Box format 4-1/2" wide x 5" high

1/4 Page \$ 700
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1/6 Page \$ 425
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• Vertical format: 2-1/4" wide x 3" high

1/8 Page \$ 350
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Prices shown are the **total cost** for one year (six issues). * For 2-color ad (black and burgundy only), add 10%. For 4-color ad (plates must be supplied), add 25%.

Deadlines to receive new artwork:

May/June Issue	May 5, 2001
July/Aug. Issue	July 15, 2001
Sept./Oct. Issue	Sept. 1, 2001
Nov./Dec. Issue	Nov. 1, 2001
Jan./Feb. 2001 Issue	Jan. 2, 2002
March/April Issue	March 10, 2002

For further information about *Portal* display advertising or classified ads, contact Belvian Carrington at HHGFAA:

Phone: (703) 684-3780
Fax: (703) 684-3784
E-mail: bcarr17850@aol.com

*IMPORTANT NOTICE

Films, color separations, or camera-ready artwork is required. HHGFAA does not accept e-mailed or computer-generated files, graphics, or ads on disk at this time.

