2013 Young Movers Conference
MAY 2013

Innovation and Standardization in
International Moving

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IAM – Who are we?

• The **largest international** trade association and advocacy group for household goods forwarders, movers and service providers
• Currently provide the **largest networking opportunity** for business development within the moving industry
• More than 2,300 members in over 170 countries
• Accredited Standards Developer with the American National Standards Institute (ANSI)
Challenges and Opportunities

Challenges
• Climate Change
• Terrorism and Cargo Insecurity

Opportunities
• Rapid Development of New Technologies
• Industry-led Solutions over Government Regulations
Climate Change

EU is leading the way on fighting the causes of Global Warming

• More Stringent Fuel Efficiency Requirements
• Alternative Energy Sources
• Changes in Urban Freight Transport

All of these interventions are costly though!
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Cargo Insecurity

Household Goods Shippers Pose a Unique Risk…

- **Unknown Shippers** – Clients with no previous or established shipping history
- Random combinations of different commodities

...Which Leads to the following:

- Reduction of options to ship air cargo
- More intensive examinations
- Unhappy clients!
Opportunities for Industry

• Rapid Development of Technology
• Promotion of Innovation
• Industry – Led Solutions Through Coordination
• Acceptance of Common Standards

We Can Affect How and What Policies Will Be Implemented in the Future by being Pro-active Today
Case Study: Containerization

**Containerization** is a system of freight transport based on a range of standardized steel intermodal containers.

https://www.youtube.com/embed/IDmLEFDDd-c

- Containerization was an industry-led solution that transformed the world economy.
- Our business would be drastically different without containerization
Benefits of Standardization

- Employing standards can boost business
  - Identifying best practices and making them available to the world.
  - Lower costs by reducing redundancy
  - Demonstrating compliance to standards helps promote your services across borders
  - Standards are designed to streamline processes and trim costs…
  - …This enables you to boost your company’s bottom line.
How To Get Involved in Standards Development?

Existing Standards:
• Determine if there is any value in using a specific standard
• Get involved in the standards review and update process
• Contact your national association to see if they work with the National Standards Body in your country

What to do if there is no Standard available:
• Identify Issues Challenging your Company or the Industry
• Determine if there are possible solutions to this issue
• Enlist the support of industry trade associations in order to strengthen your platform for acceptance
THANK YOU!

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