

**1999-2000  
EXECUTIVE COMMITTEE**

**PRESIDENT**

Terry R. Head

**CHAIRMAN**

Heino Preissler  
Air Van Lines Int'l Inc.

**VICE CHAIRMAN**

Jeffrey F. Coleman  
Covan International, Inc.

**MEMBERS AT LARGE**

Jackie Agner  
Patriot International Forwarding,  
Inc.

Rick W. Nordquist  
Rainier Overseas Inc.

Tom L. Olsen  
American Vanpac Carriers, Inc.

Thomas W. Weimer  
North American Van Lines, Inc.

**AMMB REPRESENTATIVE**

Donald L. Collins  
The Viking Corporation

**ASSOCIATE MEMBERS'  
REPRESENTATIVE AT LARGE**

Karen L. Randle  
The Guardian Moving &  
Storage Co., Inc.

**GENERAL COUNSEL**

Alan F. Wohlstetter  
Denning & Wohlstetter

**ASSOCIATE MEMBERS  
MANAGEMENT BOARD**

Donald L. Collins  
The Viking Corporation

Karen L. Randle  
The Guardian Moving &  
Storage Co., Inc.

Douglas Finke  
Sterling International Inc.

William Gross  
Premiere International

Art Heath  
American Movers

Robin Hood  
Arrowpak International

Brij Mithal  
B.M. International (P) Ltd.

Marc Smet  
Gosselin World Wide Moving NV

Gunther Tesch  
Tamex, S.A.

Cliff Williamson  
Transpack Argentina, S.R.L.



# THE PORTAL

**VOLUME XXXIII**

**CONTAINER 1**

**JANUARY/FEBRUARY 2000**

## TABLE OF CONTENTS

### FEATURES

With Appreciation: Gary Winstead .....	3
PROFILES OF AN INDUSTRY: The Middle East and Southwest Asia .....	4
HHGFAA Committees: 1999-2000 .....	17
Maritime/Ocean Shipping .....	21
<i>OSRA: Just the Beginning? • New Marad Report Issued • CSX, Maersk-SeaLand Deal •</i>	
<i>Crowley Sells South America Services • Maritime Lawyers Push for Treaty</i>	
ESSAY: The View from the Other Side of the Desk / <i>Stephen J. Eschbacher</i> .....	26
DoD/MTMC News .....	27
<i>FSMP Pre-Solicitation conference • A New Course for the Panama Canal • MTMC HQ to Move •</i>	
<i>MTmC Sales the Seas with U.S.-Flag Vessels</i>	
Small Business Briefs .....	33
<i>Associations Are a Strong Resource for SBA Efforts • Ergonomic Rules Forge Ahead</i>	
THE VIEW FROM THE HILL .....	35
<i>Military Under-Resourced, Overextended / Rep. Floyd D. Spence</i>	
The Port of Philadelphia and Camden .....	37
A Y2K Roundup .....	54
2000 <i>Portal</i> Readership Survey .....	55

### COMMENTARY

President's Message / <i>Terry R. Head</i> .....	2
"Future Focus"	
Washington Update / <i>Jim Wise, The PACE Companies</i> .....	49
"Government Affairs: An Overview of 2000"	

### DEPARTMENTS

Industry News .....	39	Websites to See .....	56
Welcome New Members .....	44	Advertisers' Index .....	58
Requests for Associate Membership .....	46	Industry Calendar .....	59
Price List for Selected HHGFAA Publications .....	47	Portal Advertising .....	60

THE PORTAL is published bimonthly by the Household Goods Forwarders Association of America, Inc. (HHGFAA), 2320 Mill Road, Suite 102, Alexandria, VA 22314. Phone: (703) 684-3780; fax: (703) 684-3784. E-mail: hhgfaa@aol.com. Web site: www.HHGFAA.org. Send subscriptions, advertising and editorial material, and changes of address to: Household Goods Forwarders Association of America, Inc. (HHGFAA), 2320 Mill Rd., Suite 102, Alexandria, VA 22314.

*President:* Terry R. Head

*Business Manager:* Belvian W. Carrington, Sr.

*Membership/Circulation Manager:* Shirley U. Jagdeo

*Layout/Design:* Joyce McDowell



---

## PRESIDENT'S MESSAGE

By Terry R. Head  
HHGFAA President

---

## Future Focus

If you are reading this President's Message, you can congratulate yourself for making it into the new millennium. Judging by reports here in the United States and those I have received from around the world, the Y2K bug didn't bite too many companies. I guess that all the hoopla and frenzy focused on Y2K was at a tad overstated, and perhaps to some degree unfounded. On the other hand, all the attention relative to Y2K did cause much of the world to focus heavily on computer systems, both hardware and software. We will probably never really know what benefits were derived from those efforts or whether the financial investments made were justified. If anything, those efforts have positioned much of the industry to realize future benefits in the coming "Internet Revolution."

Having just completed a meeting with the HHGFAA Executive Committee, which spent considerable time identifying the concerns and future needs of the membership, I'd like to share with you an idea of what will be the "future focus" of the Association in this first issue of *The Portal* in 2000.

Rest assured that HHGFAA will continue to actively represent the interests of our industry, not only here in Washington, D.C., but whenever and wherever possible. Surely our role will continue to expand as the predominant industry trade association representing virtually every aspect of moving, relocations, and the international shipping of household and personal effects. You can also be certain that, through our Annual Meeting, we will continue to provide the very best in networking and business development opportunities.

The Executive Committee is keenly aware that the Association can not be all things to all people. We have limited staff and financial resources. Recognizing these realities, the Committee has authorized me to move ahead with several programs. Some will be new initiatives, others are not, but for whatever reason have never been fully implemented. I hope you will lend your support to—and benefit from—these programs.

By this time everyone should have some knowledge of the HHGFAA-affiliated "International Shippers' Association (ISA)." ISA has been launched to take advantage of the combined global buying power of our membership. This effort is aimed at achieving competitive rates and higher levels of service from ocean carriers and steamship conferences. This is an ongoing effort you will hear more about in the coming weeks.

Over the course of this year we will move forward with the development and implementation of a "Receivables Protection Plan." If there is one common need expressed by our members, it is that they be provided better tools to determine the creditworthiness of their trading partners. Further, should those partners fail to make good on financial commitments, our members need a mechanism that affords some way of avoiding a total financial writeoff.

In the near future, HHGFAA will develop relationships with training and auditing entities to facilitate the attainment of "certification" under the International Standards Organization (ISO). We do not intend to develop another association-specific certification program, such as the "RIM" or "FAIM" programs. However, recognizing that all certification programs ultimately are tied to ISO, we will move to educate our members on the ISO certification process and, perhaps more important, through combined efforts reduce the cost of achieving that higher level of certification recognized by virtually all of our industry's customers.

Last, but certainly not least, I am excited to announce that the Association is establishing an auxiliary organization to be known as the "Young Professionals" (or, for short, the "YP-35s"). It will be open to all HHGFAA member employees of who are 35 years and under, and actively employed within the industry. This initiative began when I was approached at the 1999 Annual Meeting by several of our younger members. They wondered if there was a way that they might contribute to the Association and at the same time benefit from the knowledge of the long-term members. I have already appointed a Special Ad Hoc Committee to oversee the development and implementation of this new body. You can expect to hear more about the "Young Professionals" in the coming months, and I anticipate the first assembly of the group taking place at our meeting in Anchorage in October.

I know I can count on your support and enthusiasm for these new programs. Only through the expansion of our value-added programs and the development of new leaders can we expect the continued success and growth of the Association. ■

## With Appreciation

HHGFAA is indebted to Gary Winstead for his dedication and many contributions to our organization, particularly through his service on the Government and Congressional Affairs Committee. He was first elected to the Association's Executive Committee in 1997.

Winstead is President of American Heritage International Forwarding, Inc., which he founded in 1993. AHIF is an international freight forwarding firm in Wilmington, N.C.

Although he is no longer a member of the Executive Committee, Winstead has agreed to remain on the Government and Congressional Affairs Committee.

## WATCH YOUR MAIL!

HHGFAA soon will begin preparations on the 2000 Annual Membership Directory. You will receive a Directory Update Form to be completed and returned to the Association.

It is especially important for you to respond if there have been any changes in your contact information: address, phone number, fax, e-mail, etc. If your update form contains incorrect information and you don't send us a correction, your colleagues and business partners may have trouble contacting you.

So please—don't set the form aside to complete later. You are urged to take a few moments as soon as you receive it to check the information and return the form to HHGFAA right away.

P.S.— Incidentally, advertising in the Directory ensures that others will see your name every time they open the book. For information about advertising opportunities in the Annual Membership Directory, contact Bel Carrington by phone at (703) 684-3780, fax (703) 684-3784, or e-mail ([hhgfaa@aol.com](mailto:hhgfaa@aol.com)).

---

# THE MIDDLE EAST AND SOUTHWEST ASIA

---

## A SPECIAL **PORTAL** FOCUS

---

### Profiles of an Industry

#### The Middle East: A Brief Overview

*By A.J. George, Freight International*

**T**he Middle East is a vast expanse bordering Iran and the Red Sea coast. Even before the invention of modern transport facilities and the discovery of oil brought vast changes to the region, the Middle East was important for its “silk routes” and “spice routes” that ran from East to West. Trade and commerce flourished for centuries, encouraging social interaction and benefiting the population in the region as a whole.

During that time, cultivation of date palms, fishing, and the rearing of camels and goats constituted virtually the only indigenous sources of food. Essentials like flour, rice, coffee, and other goods were imported from the Indian subcontinent and the east African coast through the bartering of pearls. Pearl diving in the Gulf waters was the only industry that sustained the area for centuries, but it was overshadowed by oil at the beginning of the 20th century.

The Sheikdoms of Abu Dhabi, Dubai, Sharjah, Ajman, Umm Al Quwain, Ras Al Khaimah, and Fujairah were dotted along the northern tip of the Arabian Peninsula, collectively known from the latter part of the 19th century by various descriptive names such as trucial sheikdoms, trucial coasts, trucial Oman, the pirate coast, and later trucial states. (“Trucial” derives from the word “truce,” and refers to the treaties between each of the sheikdoms and Great Britain.)

Change, when it finally came, occurred at a breathtaking pace. For a quarter-century after oil was discovered, the sheikdoms have altered beyond recognition. Small settlements have grown into large modern towns. New international airports and seaports have sprung up in almost all of the sheikdoms.

When the British withdrew as the protectors of trucial states, the sheikhs (rulers) of the seven Emirates situated on the Gulf Coast had to consider the practicality of administering themselves and decided to join forces. In 1971, they formed a federation, the United Arab Emirates (UAE). UAE followed an open-door policy regarding trade, and has benefited from steady growth. The policy of economic diversification is backed by a political commitment to provide an attractive and congenial environment where both nationals and foreign workers can live and work.

## EGYPT

### Express International Company

Established in 1970 by President George G. Nazzal, **Express International Company (EIC)** is known in Egypt and throughout the Middle East for its dedication to quality service. EIC is and has always been committed to serving its clients with care and compassion, and is well known for the tailor-made services it offers to all its customers. The company's services do not apply only to household goods, but extend to a multitude of sectors such as diplomatic services, cultural events, fairs and exhibitions, and environmental as well as industrial projects.

Express International has 160 employees ranging from multilingual office staff to packers, drivers, carpenters, and electricians, all of whom are highly trained in their respective fields. With branch offices at all the main ports of Egypt, Cairo International Airport, Alexandria, Port Said, and Suez, EIC is unique in providing all services in-house; subcontracting is not necessary.

To cope with the increasing demands of the new century, EIC is upgrading and enlarging its facilities. A new warehouse, currently under construction, will be equipped with climate control in order to safely store perishable goods. In addition, a self-storage area has been created with 24-hour access for clients. The head office is being relocated to the same area, where a top-of-the-line network communication system will be installed.

Express International recently purchased a Bocker furniture elevator (Ladderlift) with extendable aluminum rails, furniture carriage, furniture platform, and mechanical remote control. The new Ladderlift can reach 26 meters—up to 8 floors high—and can carry up to 300 kg., allowing even a piano to be moved through outside windows/patio.

Express International was recently certified by FAIM (FIDI Accredited International Mover), and was also ISO 9002 certified in 1994. EIC looks forward to a busy year of planning and preparation for the FIDI 2002 Congress scheduled for April 21-25, 2002, in Cairo.

#### **Express International Company**

60, Tahrir St., P.O. Box 339-11511

Dokki, Cairo, Egypt

Phone: (202) 3360139, 3373015

Fax: 3498817

E-mail: [nazzal@link.com.eg](mailto:nazzal@link.com.eg)

Website: <http://www.expressintl.com.eg>

## ISRAEL

### A. Univers Transit Ltd.

**A. Univers Transit Ltd.** was founded in the late 1980s by Jacques Rebibo, who was the managing director of one of the biggest forwarding companies in Israel. The company's main office and warehouse are located at the entrance of one of the biggest ports in the Middle East. Ashdod is very well situated for the handling of all imports and exports arriving by road, air, and sea.

Initially, A. Univers Transit Ltd. Specialized in the clearance, handling, and delivery of household goods and personal effects for new immigrants arriving in Israel and later on offered a full range of overseas and domestic relocations.

In 1995, Rebibo's son, Alain, joined the company, bringing new vitality and drive. He became one of the owners and developed several new services. Today the company offers a large and unique range of services with its own staff and equipment, and has become one of the foremost companies of its kind in Israel.

Among the services the company provides:

- Customs clearance
- Freight forwarding
- Packing and crating
- Delivery of goods
- Storage and warehousing
- Door-to-door removals
- Logistics services
- Import and export services
- All-risk insurance coverage
- Household and commercial handling
- Air, road, and sea shipments
- Sensitive shipments
- Distribution
- Representation worldwide

#### **A. Univers Transit Ltd.**

P.O.Box 4052  
 Hahadarim St. No. 2, Industrial Zone  
 Ashdod 77140, Israel  
 Phone: +972 8 8563 145 • Fax: +972 8 8563 387  
 E-mail: [aunivers@netvision.net.il](mailto:aunivers@netvision.net.il)

---

### **Gamma Shipping Inc.**

**Gamma Shipping Inc.**, part of Omega Shipping USA Group, is an international moving company with roots going years back in New York, Los Angeles, and Miami. Gamma Shipping provides comprehensive, worldwide door-to-door service, including:

- Pre-shipment free estimate at the customer's site, with no obligation whatsoever.
- Professional packing of household goods, arts, and antiques with first-class packing material and highly trained crews.
- All-risk door-to-door insurance.
- Storage in protective crates, short and long term.
- Complete destination services, including customs clearance, delivery to residence, and removal of debris.

Further details about services offered by Gamma, general price information, customs regulations, and other topics are available at Gamma Shipping's Website.

#### **Gamma Shipping (Israel), Inc.**

Ezra Aviani, President  
 10 Hidekel St., P.O. Box 44  
 Yavne 70600, Israel  
 Phone: 972-8-943-9733 • Fax: 972-8-943-9639  
 E-mail: [info@gamma-shipping.co.il](mailto:info@gamma-shipping.co.il)  
 Website: [gamma-shipping.co.il](http://gamma-shipping.co.il)

---

### **Globus**

**Globus** is one of Israel's leading international packing, shipping, and moving companies. Established in 1986, the company is owned and managed by the Levy family, who brought to the business years of experience.

The company is organized into four main service divisions: high-tech, household goods, industrial, art and exhibitions. In each area, Globus offers full door-to-door service, from consultation, planning of packing, specialized packing materials, and packing at the

customer's site or at its own modern facilities, through air and sea shipping, customs handling, land transportation and delivery to the customer's designated destination.

Globus's modern, new, privately owned headquarters building in Yavney Industrial Park is fully computerized to enable tracking and monitoring of all shipments. Over 3,000 sq.m. of warehousing space, protected by a state-of-the-art security system, is available to customers in Israel.

The company's moving operations are supported by a fleet of dozens of vehicles, including vans, flatbed trucks, pickups, and cranes, as well as offices in major Israeli ports: Haifa, Ashdod, and Ben Gurion Airport. Globus ensures safe, reliable, on-time pickup and delivery of every shipment.

With nearly 100 employees, Globus is positioned to deliver the highest level of professional personalized service. A New York branch provides packing and delivery services throughout the United States. In addition, Globus has agreements with carefully selected agents all over the world, enabling its customers to receive top quality services at every location.

**Globus International Packing,  
Shipping, & Moving Ltd.**

7 Gan Raveh Ave. I.P. Gan Raveh

P.O. Box 230

Yavneh 81101, Israel

Phone: 972-8-9428525 • Fax: 972-8-9428526

E-mail: [globusps@internet-zahav.net](mailto:globusps@internet-zahav.net)

Website: [www.globus-intr.co.il](http://www.globus-intr.co.il)

---

**Vayer L.A.**

The **Vayer Group**, headquartered near the pier Customs house in Tel Aviv, Israel, comprises five companies structured to provide specialized services in every sector: packing and shipping of personal effects; art and antique packing and shipping for museums in Israel and worldwide; haulage and moving of industrial plants and heavy machinery.

The Vayer Group is a team of over 140 professionals, sharing the same door-to-door dedication to service. The company prides itself on the timely, efficient, courteous service provided by the staff, from the office to the carpenters who custom-build packaging to protect precious goods.

Vayer applies advanced technology to deliver top service. Its fully computerized network of operations links up to customs authorities and all areas of operations, enabling a real-time response in every situation. Software specially designed for the company's needs keeps clients fully informed every step of the way.

The company's extensive bonded warehouse system, spanning over 40,000 square feet, is equipped with electronic scales, sophisticated equipment, and high-security installations. Long-term container storage is available.

More than 40 company-owned trucks and cranes and in-house carpentry shops afford the capability to undertake giant projects where heavy machinery gets the same expert handling as highly sensitive electronic instruments.

In addition to working with Israel's leading artists and museums, the Vayer Group also serves the diplomatic community, government departments, major public companies, and the private sector. The Group is ISO 9002 certified.

**Vayer Group Ltd.**

64 Gaza St.

Tel Aviv-Jaffa 68181, Israel

Phone: 972-3-681-0273/5

Fax: 972-3-682-8210

E-mail: [vayer@netvision.net.il](mailto:vayer@netvision.net.il)

Website: [www.vayer.co.il](http://www.vayer.co.il)

## LEBANON

### Beirut Express

Now four decades old, **Beirut Express** has been providing continuous and consistent quality services in a variety of sectors: travel and tourism, local and international removal and relocation of household goods and personal effects, international freight forwarding, project forwarding, and fairs and exhibitions handling.

The company operates worldwide through a network of associate companies and accredited agents. Its staff enjoys a reputation for professionalism and responsiveness to the individual needs of its customers, and for providing cost-effective and comprehensive logistic support services throughout Lebanon and worldwide.

Beirut Express has a multilingual staff fluent in Arabic, English, French, German, Spanish, Italian, and Armenian. Its services include:

- Air freight: inbound consolidation services worldwide; export air freight services worldwide.
- Ocean freight: inbound/outbound services worldwide.
- Project cargo forwarding: site-to-site handling; project logistic support; heavy lift and oversize cargo specialists.
- Fairs and exhibitions: expertise in providing timely and safe transport of exhibits to and from fairs; up-to-date knowledge of the different customs regulations and requirements related to exhibition goods and logistics management support.
- Removals and relocations: residential and corporate moves, both domestically and internationally, using top-of-the-line wrapping and packing materials. Storage-in-transit services in Beirut Express's own 13,000-sq.ft. covered, secure warehouse and 100,000 sq.ft. of open space. The company's removal management system is fully automated to set up, monitor, and prepare documentation, to manage crew and equipment, and to track shipments.

#### Beirut Express

P.O. Box 11-3274, Sourati Street  
Chartouni Bldg.  
Beirut, Lebanon

Phone: 961-1-341400/1/2/3/4/6

Fax: 961-1-341405 • 350622

E-mail: [removals@beirutexpress.com](mailto:removals@beirutexpress.com)

Website: [www.beirutexpress.com](http://www.beirutexpress.com)

### O.D. Debbas & Sons

Founded in Beirut by O.D. Debbas in 1892 as a modest purchasing office to serve the needs of people emigrating to the New World, **O.D. Debbas & Sons** has evolved into an organization handling all services related to travel, freight, and insurance in the Middle East and throughout the world.

During the '60s and '70s oil boom in the region, the firm handled most of the major companies' needs, from moving employees, their families and furniture to and from Lebanon, to booking tickets and flight reservations. Debbas also supplied oil companies with spare parts and machinery through its 600 sq.m. of private warehouses in the Beirut Port Free Zone.

During the war in Lebanon, O.D. Debbas & Sons maintained full service to its loyal customers even under the most critical and dangerous circumstances. Thanks to its survival skills and faith in its employees and country, Debbas made it through the war. Today, the

company is helping many families and companies who are returning to Lebanon.

In 1993, the firm built its new offices in the heart of Beirut. With 450 sq.m. in office space and 3,500 sq.m. of warehouse capacity, O.D. Debbas & Sons provides long- and short-term storage, and the warehouses are equipped with the state-of-the-art equipment.

Services offered include packing, storage, purchasing, and customs processing; and efficient relocations of office furniture and equipment, as well as household goods forwarded by land, sea, or air.

The company has a well-trained and experienced staff, some with over 25 years' experience with Debbas. All services are performed by its own employees and trucks.

**O.D. Debbas & Sons**  
 530 Corniche du Fleuve Blvd.  
 Ashrafieh, Beirut, Lebanon  
 Phone: 961-1-585253/4  
 Fax: 961-1-587135 / 585255  
 E-mail: [debbasons@attmail.com](mailto:debbasons@attmail.com)

## OMAN

### Circle Freight International

Established in 1982, **Circle, Muscat**, maintains a leading position in the removals field in the Sultanate of Oman serving the petroleum industry as well as government, diplomatic, and private clients.

Circle Freight International is ISO-9002 certified, an IATA cargo agent, and a member of HHGFAA and FIDI. The company has an eight-vehicle fleet. Its head office is located the MB Petroleum Compound; Circle also has an Azaiba Airport office (Seeb International Airport) with a 12,000 sq.ft. warehouse, including 2,000 sq.ft. of air-conditioned storage with a loading ramp, electronic scales, and forklift.

Circle, Muscat, also offers a full menu of clearing and forwarding services. Key staff: William Beuthin, General Manager; Mervyn Peck, Operations Manager; Amin Ahmed, Traffic Manager; Kalainesan, Finance Manager.

**Circle Freight International**  
 P.O. Box 77, Central Post Office  
 Postal Code 111  
 Muscat, Sultanate of Oman  
 Phone (Head Office): 595417, 595418 • Fax: 595380  
 Telex: 5632  
 Phone (Airport Office): 510381, 510333 • Fax: 510495  
 E-mail: [mkt@circle-muscat.com](mailto:mkt@circle-muscat.com)  
 Website: [www.circle-muscat.com](http://www.circle-muscat.com)

## UNITED ARAB EMIRATES

### Freight International

**Freight International** opened in the United Arab Emirates in 1975, as a branch of Houston-based Behring International. When the parent went into liquidation in 1984, the Dubai Branch Manager, A.J. George, and the two local sponsors, Fadhel Mazrooei and Atiq Obaid Belhelli, decided to continue the business after changing the name to Freight International. The Packing Division was started in 1979 and the Abu Dhabi branch office was opened in 1980. The airport office was shifted to Dubai Cargo Village in 1991. Five years later, Central Operations was moved to the brand-new warehouse facility in the company-owned location inside the new industrial area in Dubai. That facility features both air-conditioned and normal covered storage areas with a large open yard for storage and staging. The Dubai office is still in the same place, serving as the company's headquarters and located in the heart of the city, near the Dubai World Trade Center.

Thanks to a loyal workforce numbering 67, and a large customer base, the company has thrived. Freight International is involved primarily in corporate moving and provides high-quality service expected by discerning clients. It is IATA, FIATA, and TIACA approved and is a member of HHGFAA, FIDI, OMNI, BAR, LACMA, AMSA, and the American Business Council.

Freight International provides full origin and destination services. In addition to having its own carpentry shop manned by professional carpenters, the company has its own fleet of 25 trucks and handling equipment such as forklifts and other lifting tackles, enabling the use of its own transport system for deliveries and collection without subcontracting out.

Freight International handles restricted and dangerous goods in accordance with IATA regulations.

#### Freight International

P.O. Box 11745

Dubai, United Arab Emirates

Phone (Dubai): (9714) 3430060 • Fax: (9714) 3430075

Phone (Abu Dhabi): (9712) 322372 • Fax: (9712) 349602

E-mail: [removal@emirates.net.ae](mailto:removal@emirates.net.ae)

Website: [www.freightinternational.com](http://www.freightinternational.com)

### Leader Freight Forwarders

**Leader Freight Forwarders**, an innovative and fast-growing company in Dubai, is a name that has become synonymous with services that are highly professional, personalized, and exceed competitors' performance. The company gives customers a head start on settling in unfamiliar places.

Leader Pack, a division of Leader Freight Forwarders, is exclusively in the business of relocation and moving of household goods and personal effects, internationally and to virtually any part of the globe.

Eliminating risk and ensuring peace of mind are foremost at Leader Pack. The company is managed by specialists hired after careful screening. Packing crew undergo an extensive in-house structured training program to ensure its packing and freighting services meet international standards. The crew are factory trained and have long-term experience in the moving industry. All employees are committed to the philosophy of excellence.

The packing materials used are well researched and provide superior protection and safety to customers' prized possessions.

Leader Pack's customers—corporate and multinational companies as well as expatriates—are demanding. "We prefer it that way," says company president Ahay Bhalla, "since it draws out the best in us. Our corporate relocation services have been developed, tested, refined, and enhanced to offer

**HHGFAA: Working to Protect Industry and Small Business**

our customers the simplicity in relocation assistance that they are seeking.”

Total professionalism and a keen desire to offer optimum service have boosted Leader Pack’s image and customers’ confidence and loyalty. Leader Pack is here to stay.

### **Leader Freight Forwarders**

Worldwide Movers

P.O. Box 16327

Dubai, U.A.E.

Phone: 00971 (4) 2693822 / 5314212

Fax: 00971 (6) 5314896

E-mail: [leaderpack@emirates.net.ae](mailto:leaderpack@emirates.net.ae)

## **BANGLADESH**

### **JVK Naga Movers (Bangladesh) Ltd.**

**The JVK Group** (whose head office is in Thailand and who have regional offices in Vietnam, Laos, Cambodia, and Myanmar, as well as a customer service center in the United States) opened a branch operation in Dhaka, Bangladesh, in 1998.

JVK believes that customer service and quality packing are vital for the successful growth of the business in Bangladesh. JVK’s Assistant Manager, James Aguilar, has over 20 years’ operational experience in the Middle East. He is also the main Packing Supervisor, in the house on each and every packing job, to ensure that packing standards are maintained. Sales & Marketing Manager Antony Sutton is the customer’s point of contact for all aspects of the move and is also responsible for the development of new business. The Branch Manager, Paul Sutton, is also responsible for JVK operations in Myanmar and Laos.

To ensure that packing standards are maintained, only quality imported packing materials are used—never used materials. As Bangladesh is subject to heavy monsoon rains care must be taken to minimize the risk of rain or humidity damage; plenty of silica is used, as well as fully waterproofed and silicon-sealed liftvans.

JVK operates from an office location in the heart of the expatriate residential area of Dhaka. They also have a 14,000-sq.ft. warehouse close to the airport, complete with forklift, raised floors (flooding is a perennial problem in Bangladesh), and undercover loading bays. A smaller warehouse is also located in Chittagong, the main port of Bangladesh. Limited temperature-controlled storage space is available at the JVK office.

JVK’s main customer base are U.S. and European oil companies operating in Bangladesh, as well as foreign embassies, the United Nations, and other foreign companies. JVK has attained a high profile among the expatriate community and through its support of selected charities in Bangladesh helps to alleviate some of hardship present throughout the country.

### **JVK Naga Movers (Bangladesh) Ltd.**

House 30, Road 20,

Banani Model Town,

Dhaka 1213, Bangladesh.

Tel: (880) 2 9882749

Fax: (880) 2 9882749

E-mail: [bangladesh@jvkmovers.com](mailto:bangladesh@jvkmovers.com)

Website: [www.jvkmovers.com](http://www.jvkmovers.com)

## INDIA

### 21st Century Relocations

**21st Century Relocations**, one of the leading Indian relocations companies, is dedicated to providing complete relocation services, including packing, moving, shipping, customs clearance of household goods and personal effects, home search, a rental and purchase program, and assistance in finding office space for expatriates and companies.

The company ensures that each aspect of packing is done right. Its packers have been highly trained to pack each item carefully using the right materials to provide a safe and scratch-free delivery at destination. LCL and high-value FCL shipments are generally crated prior to shipping. Special crating is done for pianos, fine art, crystals, chandeliers, and other high-value items. These custom-made crates, built by expert carpenters, can then be loaded into one of 21st Century's own liftvans.

The company's own in-house customs clearance license (in the name of Thakker & Sons Movers Pvt. Ltd.) offers the flexibility and the ability to expedite customs clearance.

Over the years 21st Century has established partnerships with movers offering the highest quality services on their respective turfs.

The company's 24-hour manned security and walled compounds make its warehouses as safe as they can get. Storage facilities are available for loose loads, empty storage vaults and even its own 20-foot containers for secure and weatherproof storage.

Dogs, cats, and other domestic pets require special attention, and 21st Century has professional pet handlers who are animal lovers as well. They attend to the documentation and the special modes of carriage prescribed for pets.

The company also makes available:

- a Home Rental Search Program to familiarize clients with the area's residential options;
- a Pre-Assignment Program, to provide the executive with a good overview of the realities of life in India before a final decision to move is made;
- a consultant experienced both in relocating executives into India and in ensuring their children have access to schooling that best suits the family's requirements;
- a Cultural Program to guide the relocating executive and his or her family through the differences between the previous country and India;
- spouse employment assistance, and similar services;
- assistance with work and resident permits, foreign car registration, banking formalities, etc.; and
- departure services (lease termination, utility disconnection, etc.).

#### 21st Century Relocations

26 Kumtha Street, 1st Floor, Shipping House  
Fort, Mumbai 400001, India

Phone: 91-22-2693231, 2693232 • Fax: 91-22-2693233

E-mail: [relocations@vsnl.com](mailto:relocations@vsnl.com)

Website: [www.21stcenturyrelocations.com](http://www.21stcenturyrelocations.com)

### Packways India

**Packways India** is a Bombay-based packing, moving, and storage company founded by Ramesh Ohri in 1974. From a small operation, the firm has evolved into what it is today: a reliable and customer-oriented company. Although its practices have changed to keep pace with the times and its customers' needs, Packways India's philosophy continues to reflect the founder's goal: to provide quick and superior quality relocation services to its customers.

Packways India is a family-owned business now managed by the founder's sons: Rajesh Ohri, who heads the international department, and Rakesh Ohri, who runs the domestic activities. Both are supported by a team of well-trained staff and an expert labor crew.

Packways India performs local, interstate and international moves, corporate or residential, by land, sea, and air. The company's packing unit and warehouse are backed by transportation capabilities and an excellent network of agents all over India to meet any customer's needs. The company's extremely competitive rates do not compromise on its commitment to total customer satisfaction.

Available services include professional packing, shipping, local deliveries, warehousing, insurance, export packing and crating, long-distance moving, full origin and destination services, and international moving.

#### **Packways India**

4-C, Laxmi Industrial Estate • New Link Road, Andheri (W)

Mumbai-400053, India

Tel: 6361368 • 6310901 • 6338448 • 6313243

Fax: 91-22-6313174 • 91-22-631-6751

E-mail: [packways@bom4.vsnl.net.in](mailto:packways@bom4.vsnl.net.in)

## **KAZAKHSTAN**

### **Globalink**

**Globalink** has been a pioneer in the moving and freight forwarding industry in the newly independent republics of the former Soviet Union. With only 30 employees in 1993, Globalink had a clear vision for the future of moving and freight forwarding in the region and the international market. Quality service and strategic planning have helped position it as a market leader. Today, Globalink has some 150 dedicated employees in eight republics working from its offices in Almaty, Ashgabad, Astana, Aktau, Atyrau, Baku, Bishkek, Dushanbe, Tashkent, Tbilisi, and Yerevanm.

Under the Globalink Group banner, Global Intermodal, in the Benelux region and Germany, offers a full range of transport, brokerage, and carriage services to the former Soviet republics. The Global Group has partnered with carriers and operators ranging from railways and trucking companies to air charter operators. Its comprehensive service portfolio includes:

- Worldwide moving and relocation services.
- Air freight and air chartering services (acting as agents for major airlines in Europe and the CIS)
- Sea freight services (from all major ports of the world to the Black Sea ports of Poti, Novorissk, Odessa, and Bandar Abbas) and further distribution in the CIS region
- Intermodal transport (from all major European origins to over 350 destinations in the former USSR)
- Weekly LTL/groupage services (from all major European origins to over 30 major destinations in the former Soviet Union)
- Customs brokerage services
- Domestic distribution (Globalink efficiently forwards consignments anywhere in the region)
- Warehousing (normal and bonded, at all the locations noted above)
- Project logistics (complete supply chain management and project cargo services, including transportation of oversized and heavy industrial equipment)

For information on how the Globalink team can assist you with competitive and first-class creative moving, relocation and freight forwarding services, contact Siddique Khan, Managing Director.

#### **Globalink**

90 Adi Sharipov St.

480059 Almaty, Republic of Kazakhstan

Phone: 7 3272 588880

Fax: 7 3272 588885

E-mail: [gblink@asdc.kz](mailto:gblink@asdc.kz)

Website: [www.globalink.kz](http://www.globalink.kz)

## PAKISTAN

### Pakistan: A Regional Overview

*By A.G. Qureshi, Homepack Freight International*

The Islamic Republic of Pakistan lies in South Asia, bordered on the north and northwest by Afghanistan, on the northeast by Jammu and Kashmir, on the east and southeast by India, on the south by the Arabian sea, and on the west by Iran. Islamabad is the nation's capital and Karachi is the largest city. The country is divided into four provinces: Punjab, Sindh, Balochistan, and Frontier. The provincial capitals are Lahore, Karachi, Quetta, and Peshawar, respectively.

Pakistan's climate is continental in type but varies widely. The temperature in the mountain region falls below freezing in winter, while in the plains it is between 32°C and 49°C in summer. Rainfall is scarce in most parts, but Punjab receives about 20 inches per year while other regions get about 5 inches annually. The monsoon season is between July and September.

Pakistan is basically an agricultural country, producing wheat, rice, sugar cane, and cotton. Mineral resources include salt, chromite, coal, gypsum, limestone, iron ore, sulphur, clay, graphite, manganese, copper, oil, and natural gas. Manufacturing is on the increase. Important products include processed foods, leather, clothing and footwear, textiles and fabrics, refined petroleum, cement, fertilizers, sugar, cigarettes, bicycles, steel products, chemicals, handicrafts and pottery, carpets, sporting goods, surgical supplies, cutlery, and automobiles.

Among the principal cities of Pakistan, Karachi is the largest port city and industrial and commercial center. Lahore is the second largest industrial center. Faisalabad is a hub of the cotton industry. Other important cities are Hyderabad, Rawalpindi, Multan, and Peshawar. Although Urdu is the national language, Punjabi, Sindhi, Pashto, Saraiki, and Balochi languages are spoken in their respective geographical regions. English is the official language and is widely spoken throughout the urban areas. ■

---

### Homepack Freight Int'l

A. Hashim, the founder of **Homepack Freight Int'l**, has a rich background of freight forwarding, packing and moving of household goods and personal effects, and handling of commercial and project cargo. He entered the industry in 1964, and through hard work rose through the ranks to become General Manager of a pioneering moving company in Pakistan. He left in 1976 and later set up his own moving business in Saudi Arabia. Eventually he returned to Pakistan to establish his own business, Homepack Freight Int'l.

From a modest beginning in Karachi, Homepack now has branches, warehouses, and its own transport at Karachi, Islamabad, Lahore, and Peshawar and is identified in the international market as a leading player in the industry. Homepack's headquarters and warehouse are ideally located in Karachi, near the seaport and the main Custom House and about 65 km. From another major seaport, Bin Qasim.

Homepack's other major office is in the country's capital, Islamabad. It services all diplomatic missions and coordinates Homepack's relations with its associates worldwide.

The Lahore branch office coordinates activities in that city as well as the neighboring industrial cities of Faisalabad, Gujranwalla, Sialkot, Gujrat, and Multan. Yet another Homepack branch is under development at Peshawar. Recently the company launched its first international facility at Houston, Tex.

In an effort to remain on the cutting edge of industry developments, Homepack conducted Pakistan's first-ever moving seminar and workshop on the latest trends in the industry and its management in 1998.

#### Homepack Freight Int'l

23 West Wharf Road • Karachi, Pakistan

Phone: 92 21 2310717 / 18 • 2312245

Fax: 92 21 2310404 • 2310905

E-mail: [hmpk@zooom.net](mailto:hmpk@zooom.net)

Website: [www.homepack.com.pk](http://www.homepack.com.pk)

## United Professional Movers International

At **UPM International**, professionals work on quality. UPM is an exceptional, well-equipped and high-performance company whose mission is to overhaul the removal business to ensure more efficient, professional, safer, faster, and increasingly competitive services and rates with a peace-of-mind guarantee.

Innovation characterizes the way UPM thinks about every stage of the move, from planning to the building of easier-to-handle equipment that is better suited to international transportation. Its effectiveness lies in the UPM network in Pakistan, and its selection of excellent associates and reliable agents throughout the world. UPM International has its own fleet of high-bed trailers, low-beds, and cranes from 10 to 100-ton capacity. With its subsidiary company, Oilfield Equipment & Supplies Inc., UPM is also actively involved in moving oilfield equipment, including drilling rigs, between different locations.

UPM International has extensively diversified its operations, and now covers more areas of affiliated business than any other moving company in Pakistan. Its sister company, Star World Travels, handles the traveling needs of clients in-house. The Pet Department handles live animals, and the Funeral Direction Department provides timely services to embassies, missions, and organizations in sending home the remains of their nationals who have died while in country.

This season, UPM and others were tasked with packing and shipping the effects of the Swiss, Swedish, and Belgian ambassadors (including the Belgian envoy's classic Bentley) back to their respective countries. UPM also handled inbound shipments for the United Nations, including one consisting of 60 units of brand-new Toyota double-cabin pickups on one bill of lading. UPM International also handles equipment for a 25-year-old U.N. program in Afghanistan to remove about 4 million land mines.

### United Professional Movers International

Suite #8, Block 12-C, Jinnah Super Market • Islamabad, Pakistan

Tel: (051) 92-51-2650 612/613/614 • Fax: 92-51-2650 615

E-mail: [Fazla@upm.sdnpk.undp.org](mailto:Fazla@upm.sdnpk.undp.org)

## Vanpac Pakistan

**Vanpac Pakistan** was established in 1981 to cater to the needs of the expatriate and local community for services such as packing, freight forwarding, customs clearance, and by all modes of air, sea and land transportation. There was a need for high-quality service in all fields of operations under one roof, and Vanpac Pakistan responded. Very soon Vanpac's popularity soared, and the company secured a sizeable chunk of the market where excellent customer service was critical. Vanpac's clientele included foreign missions and aid projects, foreign multinationals operating in Pakistan, banks and local customers.

Headquartered in Lahore, the company has branches in Islamabad and Karachi, each with a professional staff with technical knowhow and competence working for its different departments since 1981. Vanpac has a network of partners providing worldwide door-to-door delivery services including packing and freight forwarding of household goods, commercial cargo, paintings, and cars. The company is equipped to facilitate projects and movements of shipments of any size and weight. In addition, Vanpac can expedite customs clearance of all types of goods and their subsequent transportation and deliveries as well as warehousing arrangements.

Door-to-door insurance coverage is available, and the company operates as a custodian for reputable banks such as Citibank and ABN-AMRO Bank. Whatever the service required in Pakistan, it is available through Vanpac.

### Vanpac (Pak) Inc.

P.O. Box 6028 • 8-A Commercial Bldg., Abid Majeed Rd. • Lahore Cantt, Pakistan

Phone: (92) 42-666-7544 • Fax: (92) 42-666-2618 • Telex: 44769 LHAIR PK

E-mail: [rauf@vanpac.edunet.sdnpk.undp.org](mailto:rauf@vanpac.edunet.sdnpk.undp.org)

## Coming Up in *The Portal*

“Profiles of an Industry,” the new *Portal* section focusing on HHGFAA members in specific geographic areas, has received an enthusiastic response from our readers. The thumbnail sketches published in each issue provide an overview of the services your potential business partners can expect.

In the March/April issue, *The Portal* will look at members in Africa. If your company has an office in Africa that is an HHGFAA member in good standing, we welcome your contribution to the Special Focus section. Here is what we’ll need:

- A **short** profile (about 200-250 words maximum) on your company, including how long it has been in business and where it is located. (**NOTE: The office must actually be a main or branch office in Africa in order to be included in this section.**)
- A brief description of services your company offers.
- An overview of your facilities (equipment, warehouses, etc.) and number of employees.
- An indication of what makes your company special—why do customers come to you for service?
- Contact information: Company name, address, phone/fax numbers, Website and e-mail addresses. The Website and e-mail address will be included in the “Websites to See” section of the issue of *The Portal* in which your profile appears.
- Photos (optional). These may be of your facilities, equipment, and/or employees working at their jobs.

All submissions are subject to editing for length and syntax. If you advertise in the magazine, we will make every effort to place your ad near your profile. The deadline for the March/April 2000 issue is **March 20**. You may send text (in PLAIN TEXT or ASCII format only) via e-mail to:

**bcarri7850@aol.com or joycemcd@erols.com**

*We are unable to accept photographs or graphics by e-mail or on disk.* Please send prints, slides, or negatives to:

**Bel Carrington**  
**Household Goods Forwarders Association of America**  
**2320 Mill Road, #102**  
**Alexandria, VA 22314**

Subsequent issues will contain special focus sections as well. Here’s what we have planned in coming months:

**March/April 2000:** Movers in Africa

**May/June 2000:** Movers in Latin America (Mexico, Central America, and South America) and the Caribbean

**July/August 2000:** Movers in the Pacific Part I: Micronesia, Australia, New Zealand, Indonesia, Malaysia, Singapore

**September/October 2000:** Movers in the Pacific Part II: Far East— Japan, China, Korea, Thailand, Vietnam, Hong Kong, Philippines. (**NOTE:** Because several movers in Japan and Korea were profiled in *The Portal* during 1999, only those Japanese and Korean companies not included in that section will be included this time.)

Please keep this schedule in mind and plan to send in your profile for the appropriate issue.

# HHGFAA Committees: 1999-2000

## Executive Committee

### **PRESIDENT**

#### **Terry R. Head**

Household Goods Forwarders Association of  
America, Inc.  
2320 Mill Rd., Suite #102  
Alexandria, VA 22314-4678  
Tel: (703) 684-3780 • Fax: (703) 684-3784  
E-mail: HHGFAA@AOL.COM

### **CHAIRMAN**

#### **Heino Preissler**

Air Van Lines International Inc.  
P.O. Box 3447  
Bellevue, WA 98009  
Tel: (425) 453-5560 • Fax: (425) 453-0892  
Toll Free: (800) 877-1442  
E-mail: avlc@aol.com

### **VICE CHAIRMAN**

#### **Jeffrey F. Coleman**

Covan International, Inc.  
1 Covan Dr.  
Midland City, AL 36350  
Tel: (334) 983-6500 • Fax: (334) 983-3094  
Toll Free: (800) 239-4099

### **MEMBERS AT LARGE**

#### **Jackie Agner**

Patriot International Forwarding Inc.  
P.O. Box 1185  
Kent, WA 98035-1185  
Tel: (425) 251-8418 • Fax: (425) 251-0191

#### **Rick W. Nordquist**

Rainier Overseas Inc.  
P.O. Box 97004  
Bellevue, WA 98009-9704  
Tel: (425) 277-6000 • Toll Free: (800) 426-9928  
Fax: (425) 643-0448  
E-mail: rom@nwlink.com

#### **Tom L. Olsen**

American Vanpac Carriers Inc.  
1340 Arnold Dr., Suite #231  
Martinez, CA 94553-4189  
Tel: (925) 313-0989 • Toll Free: (800) 877-0444  
Fax: (925) 313-0958  
E-mail: tolsen@vanpac.com

#### **Thomas W. Weimer**

North American Van Lines Inc.  
P.O. Box 988  
Fort Wayne, IN 46801-0988  
Tel: (219) 429-2511 • Fax: (219) 429-1771  
Toll Free: (800) 348-3734

### **AMMB REPRESENTATIVE**

#### **Donald L. Collins**

The Viking Corporation  
P.O. Box 1536  
St. Thomas, USVI 00804  
Tel: (340) 776-1536 • Fax: (340) 774-0859

### **ASSOCIATE MEMBERS' REPRESENTATIVE AT LARGE**

#### **Karen L. Randle**

The Guardian Services Group Limited  
1901 Light St.  
Baltimore, MD 21230  
Tel: (410) 674-3700 • Toll Free: (800) 447-6105  
Fax: (410) 674-3900  
E-mail: quadbalto@aol.com

### **GENERAL COUNSEL**

#### **Alan F. Wohlstetter**

Denning & Wohlstetter  
1700 K St., NW., Suite #301  
Washington, DC 20006  
Tel: (202) 833-8884 • Fax: (202) 833-8886

## Commercial Affairs Committee

**Jackie Agner** (Chairwoman)  
Patriot International Forwarding, Inc.  
6626 South 190th St., Suite B-102  
Kent, WA 98032  
Tel: (425) 251-8418 • Fax: (425) 251-0191  
E-mail: jaagner@seanet.com

**Sandra Rowe-Maier**  
Jet Logistics International  
4232 Artesia Blvd.  
Torrance, CA 90504-3100  
Tel: (310) 214-3465 • Fax: (310) 542-1573  
E-mail: Info@JetLogistics.com

**Rebecca Valentine**  
Rainier Overseas International  
9425 35th Ave. NE, Suite D  
Seattle, WA 98115  
Tel: (206) 522-1982 • Fax: (206) 582-7442  
E-mail: Rebecca@Rainieros.com

**Kelly Hembree**  
Cargo Transport Inc.  
18000 International Blvd., South, Suite 400  
Seattle, WA 98188  
Tel: (206) 243-1800 • Fax: (206) 243-1801  
E-mail: Kelli@Jore.com

**Dorothy Timma**  
Gateways International, Inc.  
2030 1st Ave., Suite 200  
Seattle, WA 98121-2112  
Tel: (206) 728-5990 • Fax: (206) 728-7579  
E-mail: DorothyT@the-movers.com

**Theresa Silver**  
Denali International  
18314 80th Place South  
Kent, WA 98032  
Tel: (206) 622-3193 • Fax: (206) 467-1659

**Howard Leff**  
Mark VII International  
12707 North Freeway, Suite 442  
Houston, TX 77060  
Tel: (281) 873-0250 • Fax: (281) 873-6801

**Richard Darmanin**  
Capitol Transportation Inc.  
P.O. Box 363008  
San Juan, PR 00936-3008  
Tel: (787) 792-4949 • Fax: (787) 781-0965

**Brandon Day**  
DayCos Technology Group  
1118 Riverside Blvd.  
P.O. Box 1187  
Norfolk, NE 68702-1187  
Tel: (402) 379-1440 • Fax: (402) 379-3574  
E-mail: bday@daycos.com

---

## Claims Committee

**Tom Olsen** (Chairman)  
American Vanpac Carriers, Inc.  
1340 Arnold Dr., Suite 231  
Martinez, CA 94553  
Tel: (925) 313-0989 x104 • Fax: (925) 313-0958  
Toll Free: (800) 877-9444 x104  
E-mail: tolsen@vanpac.com

**Kevin Spealman**  
National Claims Service Co. Inc.  
1225 Gardner Rd.  
Broadview, IL 60153  
Tel: (708) 345-0550 • Toll Free: (800) 325-6889  
Fax: (708) 345-5218  
E-mail: kevin.spealman@nationalvanlines.com

**John Black**  
National Household Goods Claim Registry  
520 Washington Blvd, #377  
Marina Del Rey, CA 90292  
Tel: (310) 914-4442 • Toll Free: (800) 992-3021  
Fax: (310) 914-4542  
E-mail: john@hhgregistry.com

**Linda Harper**  
Military Claims  
Air Land Forwarders, Inc.  
815 South Main St.  
Jacksonville, FL 32247-0156  
Tel: (904) 390-7100 • Toll Free: (800) 365-5463  
Fax: (904) 390-7136  
E-mail: miliaryclaims@suddath.com

**Leo Lemmens**  
Gosselin World Wide Moving N.V.  
Keesinglaan 28 • 2100 Antwerp, Belgium  
Tel: (011) 32 3 3605538  
Fax: (011) 32 3 3605544

## Government and Congressional Affairs Committee

**Jeff Coleman** (Chairman)  
Covan International, Inc.  
#1 Covan Dr.  
Midland City, AL 36350  
Toll Free: (800) 239-4099  
Tel: (334) 983-6500  
Fax: (334) 983-3094  
E-mail: jeffc@covan.com

**Jeff Bell**  
Senate Forwarding, Inc.  
1822 Debarry Ave  
Orange Park, FL 32067  
Toll Free: (800) 395-6666  
Tel: (904) 278-0708  
Fax: (904) 264-9630  
E-mail: jeffbell@mediaone.net

**Al Castillo**  
Ace International, Inc.  
P.O. Box 17728  
Honolulu, HI 96817  
Tel: (808) 845-9595  
Fax: (808) 847-2856  
E-mail: westpac@gte.net

**Don Goldberg**  
Gridiron Forwarding, Inc.  
P.O. Box 272  
Colonia, NJ 07067  
Tel: (732) 603-8350  
Fax: (732) 603-8415  
E-mail: dgoldberg@greenbriarforwarding.com

**Hans Helders**  
Crystal International, Inc.  
1901 Camino Vida Roble, Suite 206  
Carlsbad, CA 92008  
Toll Free: (800) 307-8900  
Tel: (760) 431-0266  
Fax: (760) 431-0360  
E-mail: han@crystalinternational.com

**Bob Kelly**  
Alumni International, Inc.  
16885 Via Del Campo Ct, Suite 212  
San Diego, CA 92127  
Toll Free: (800) 570-2586  
Tel: (858) 673-9994  
Fax: (858) 570-2586  
E-mail: alumni@inetworld.net

**Janice Mickelson**  
AAA Heartland Express, Inc.  
808 Mohanna Pl.  
Bellevue, NE 68005  
Toll Free: (800) 899-3982  
Tel: (402) 293-0979  
Fax: (402) 293-3087  
E-mail: britjanice@aol.com

**Gary Winstead**  
American Heritage International, Inc.  
P.O. Box 779  
Wilmington, NC 28402  
Toll Free: (800) 365-6022  
Tel: (910) 763-6022  
Fax: (910) 763-6032  
E-mail: ahif@aol.com

## Accessorial Services Committee

**Rick Nordquist** (Chairman)  
Rainier Overseas, Inc.  
P.O. Box 97004  
Bellevue, WA 98009  
Tel: (425) 277-6000 • Toll Free: (800) 426-9928  
Fax: (425) 643-0448  
E-mail: rom@nwlink.com

**Jeffrey J. Bell**  
Senate Forwarding Inc  
P.O. Box 560  
Orange Park, FL 32067  
Tel: (904) 278-0708 • Fax: (904) 264-9630  
Tlx: 6815560 SFINC

**John Day**  
The eXternal Revenue Services  
of the Day Companies  
P.O. Box 1187  
1118 Riverside Blvd  
Norfolk, NE 68702  
Tel: (402) 379-1440 • Fax: (402) 379-3574  
E-mail: tag@daycos.com

**Mark W. Dyer**  
Dyer International Inc.  
P.O. Box 1870  
Pearl City, HI 96782  
Tel: (808) 456-8071 • Toll Free: (800) 932-9955  
Fax: (808) 456-9112  
E-mail: dyerintl@aol.com

**Joel Summer**  
Pacific Moving & Storage Corp.  
1000 Blake Ave.  
Brooklyn, NY 11208  
Tel: (718) 345-8800 • Fax: (718) 495-5032

## Associate Members' Management Board

### ASSOCIATE MEMBERS' REPRESENTATIVE

**Donald L. Collins**  
The Viking Corporation  
P.O. Box 1536  
St. Thomas, U.S. VI 00804  
(340) 776-1536 • Fax: (340) 774-0859

### ASSOCIATE MEMBERS' REPRESENTATIVE AT LARGE

**Karen L. Randle**  
The Guardian Services Group Ltd.  
1901 Light Street  
Baltimore, MD 21230  
Tel: (410) 752-0500 • Toll Free: (800) 245-6775  
Fax: (410) 539-8809  
E-Mail: [guadbalto@aol.com](mailto:guadbalto@aol.com)

### FAR EAST REPRESENTATIVE (Vacant)

### EASTERN US/CANADIAN REPRESENTATIVE

**Douglas Finke**  
Sterling International Inc.  
1200 S. Church Road, Suite #12  
Mt. Laurel, NJ 08054  
Tel: (856) 778-3030 • Fax: (856) 778-3131

### WESTERN US/ALASKA REPRESENTATIVE

**William Gross**  
Premier International  
477 Ninth Ave, Suite #103  
San Mateo, CA 94402  
Tel: (650) 685-0422 • Fax: (650) 685-0926  
Toll Free: (888) 685-0505

### HAWAII & TRUST TERRITORIES OF GUAM AND AMERICAN SAMOA

**Art Heath**  
American Movers  
94-1489 Moaniani St.  
Waipahu, HI 96797  
Tel: (808) 676-6683 • Fax: (808) 676-0666  
Toll Free: (800) 367-5085

### U.K. REPRESENTATIVE

**Robin Hood**  
Arrowpak International  
Sherwood House, Norwood Rd., Brandon  
Suffolk, England IP27 OPB  
Tel: (44) 1842 812 165 • Fax: (44) 1842 813 051  
Tlx: 817053

### MIDDLE EAST/AFRICA REPRESENTATIVE

**Brij Mithal**  
B.M. International (P) Ltd.  
8C/1 WEA Karol Bagh  
New Delhi 110 005, India  
Tel: (91) 11 572 1011 • Fax: (91) 11 575 2843  
Tlx: 3163314 BMIM IN

### NORTHERN EUROPE REPRESENTATIVE

**Marc Smet**  
Gosselin World Wide Moving GmbH  
Monreposstrasse 49  
71634 Ludwigsburg, Germany  
Tel: (49) 7141 380 130  
Fax: (49) 7141 380 132

### CENTRAL/S. AMERICA/CARIBBEAN REPRESENTATIVE

**Cliff Williamson**  
TranspackArgentina, S.R.L.  
Azopardo 1345  
1107 Buenos Aires, Argentina  
Tel: (54) 11 4300 6123  
Fax: (54) 11 4300 4065  
E-Mail: [transpak@ba.net](mailto:transpak@ba.net)

### MEDITERRANEAN REPRESENTATIVE

**Gunther Tesch**  
Tamex, S.A.  
Aluminio 12, 28850 Torrejon de Ardoz  
Madrid, Spain  
Tel: (34) 91 677 5263  
Fax: (34) 91 677 7350  
Tlx: 46440 TAMX



# Maritime/Ocean Shipping

## OSRA: Just the Beginning?

The recently passed Ocean Shipping Reform Act, though fairly modest in practical terms, is nevertheless expected by the European Shippers' Council to have a profound impact on the way the global ocean shipping industry conducts its business.

ESC Secretary General Chris Welch called OSRA "a defining piece of legislation that has raised one-to-one, individual contracts around the world and its influence will be felt well beyond the practical assistance it will give to shippers."

European shippers welcomed OSRA's passage because it brings U.S. arrangements into line with accepted practices in Europe. There, shipper demands for individual contracts have been won through the courts. The ESC had complained that the Trans-Atlantic Conference Agreement (TACA) had forced through rate increases, effectively reneging on previous agreements they had signed with shippers, according to Welch. He added that TACA's refusal to negotiate with shippers individually was "unlawful because it is a fundamental right under European law for two parties to be able to enter into an agreement without a third party standing in their way."

Europeans are taking a "wait and see" stance on OSRA, whose reforms have been modest but which nonetheless has opened the door for more significant changes. Moreover, the Organization for Economic Cooperation and Development (OECD) has questioned the need for the industry's continuing antitrust immunity for price fixing now that OSRA has been passed.

House Judiciary Chairman Henry Hyde (R-IL) has introduced legislation to revoke carriers' antitrust immunity, though even the OECD calls total removal of immunity "unrealistic."

Nevertheless, European shippers hope that the influence of the United States in competition matters will encourage pro-reform efforts in other parts of the world.

—SOURCE: *Traffic World*

## New Marad Report Shows Size, Scope of U.S.-Flag Fleet

A large, diverse fleet of U.S.-flag vessels is contributing to U.S. prosperity while meeting the highest safety and environmental standards, the U.S. Department of Transportation's Maritime Administration (MARAD) has reported.

According to data released by MARAD, the fleet of U.S.-flag vessels actively supporting the nation's commerce includes more than 37,700 cargo and passenger ships, ferries, barges, tugs, towboats and other work vessels.

"All these vessels, whether serving our foreign or domestic trade, support the nation's booming economy and provide jobs for thousands of Americans," said Maritime Administrator Clyde J. Hart Jr. "At the same time, they meet our nation's strict safety and environmental standards."

Speaking before the Washington, D.C., Propeller Club, Hart unveiled a new report that portrays the complexity and capability of the U.S.-flag merchant fleet. It draws upon and presents in a new framework information collected by MARAD, the U.S. Army Corps of Engineers and the U.S. Coast Guard.

In its periodic U.S. Merchant Marine Data Sheet, MARAD has long reported on the number of large, self-propelled, deep-draft ships in the U.S.-flag fleet. The new report, to be issued at least twice a year, includes that information as well as many other vessel types, ranging from large oceangoing barges to riverboats and ferries. It includes only active vessels.

## **Jones Act and U.S.-Flag Fleet Statistics**

Hart predicted that MARAD's recent reorganization will result in better service. The agency has transferred people and functions from the Ship Financial Assistance and Cargo Preference area to its new Associate Administrator for Shipbuilding. "We have put all of our shipbuilding activities in one place," he said.

Since enactment of the National Shipbuilding Initiative in 1993, MARAD has approved 76 Title XI projects, including both vessel construction and shipyard modernization, totaling about \$6 billion.

The main thing companies want from MARAD, he added, is timely, fair and complete review of their project's merits, and these organizational changes should enhance performance and achieve these goals.

Hart stated that the Jones Act remains relevant for America's economic health and for national security health, but critics continue to doubt its necessity and fairness.

Laws requiring the use of U.S.-owned, -built, and -crewed vessels for cargo movement between U.S. ports are critical to the country's maritime readiness, said Hart. He added, "The Jones Act protects U.S. interests and that's ethical enough for me. ... I have no compunction in siding with the prevailing opinion of every president since Woodrow Wilson. What is unethical or inequitable about saving the jobs of 124,000 American men and women who work hard and pay taxes?"

"Seven out of eight American shipboard jobs are found in the domestic fleet. Ask critics whose *they* propose to cut."

He noted that American productivity and competition increased under the Jones Act, thanks to new products, efficiencies, and technologies, as well as just-in-time, door-to-door services.

Regarding competition, Hart said, a proven tool to cut costs, improve service, and increase business longterm is consolidation. "Customers are balking at excess paperwork, added insurance costs, and inflexible delivery schedules, opting for user-friendly, affordable companies," he added.

The recent Maersk/Sea-Land merger, which gives this company 250 container ships, 24 terminals, and 500,000 containers, amounts to "a lot of choice," said Hart. In addition, vessel sharing agreements have become increasingly popular because they allow containership operators to increase vessel usage and reduce per-shipment cost.

Shipowners are flagging out to open registries, thereby cutting labor costs and taxes, he said, citing international ownership of Sea-Land, APL, and Lykes. "These are still U.S.-flag ships and jobs. Americans crew these vessels and they pay taxes. These ships are ready to sail into harm's way when U.S. interests are threatened."

Many feel that the fierce competition for markets is due to America's maritime structural tax disincentives. Legislation now pending in Congress seeks to address means to alleviate the heavy tax burden on the U.S.-flag fleet, exempt merchant mariners from paying certain income taxes, and examine the consequences of tax law on shipping.

Hart called the Marine Transportation System report released last September "the blueprint we need to build the MTS America needs." He acknowledged that "funding ultimately must be addressed. That means coordinating and leveraging Federal funding, defining MTS funding options, forecasting demands, and exploring new sources."

The report contains fleet information as of Jan. 1, 1999. It is available at <http://www.marad.dot.gov/>. MARAD expects shortly to publish data as of July 1, 1999.

---

## **CSX Completes Maersk/Sea-Land Transaction**

CSX Corporation has announced the closing of the sale of its Sea-Land Service international liner business to Maersk Line, a leading Danish container-shipping company, for about \$800 million.

A CSX executive said the transaction “allows us to focus our attention on our core rail business and provides an excellent new home for our global container-shipping company.”

CSX’s railroad operations will account for more than 80 percent of total revenues and earnings. CSX retains two former Sea-Land Service businesses: CSX Lines, which provides container shipping to and from Alaska, Hawaii, Puerto Rico, and Guam; and CSX World Terminals, which operates terminal businesses in Hong Kong, China, Australia, Europe, and the Dominican Republic. Annual revenues for the two companies total about \$1 billion.

More information about CSX is available at <http://www.csx.com>.

---

### **Crowley Sells South America Services to Hamburg Sud**

Crowley Maritime Corporation has successfully concluded the sale of its South America liner services to Hamburg Sud. Crowley’s business activities in Puerto Rico, the Caribbean, Central America, Mexico, the Dominican Republic, Jamaica, Colombia and Venezuela are now officially being operated under the name Crowley Liner Services, Inc.

All other South America services previously owned by Crowley are now officially under the control of Hamburg Sud, which is operating the services under the name Crowley American Transport.

Crowley Liner Services’ Puerto Rico/Caribbean division, managed by Senior Vice President and General Manager John Douglass, is providing service between Canada, the United States and Puerto Rico, Antigua, Anguilla, the Bahamas, Barbados, Montserrat, Nevis, Saba, St. Barts, St. Croix, St. Eustatius, St. John, St. Kitts, St. Lucia, St. Maarten, St. Thomas, St. Vincent, Tortola, Trinidad and Virgin Gorda. Crowley Liner Services’ Latin America division, managed by Senior Vice President and General Manager Rinus Schepen, is providing service between the United States and Costa Rica, the Dominican Republic, El Salvador, Guatemala, Honduras, Jamaica, Mexico, Nicaragua, Panama, Colombia and Venezuela.

The Puerto Rico/Caribbean and Latin America business units both have their own sales, marketing, customer service and booking & rates teams. Each also manages its own operations, and pricing, yield management and financial analysis functions.

---

### **New Tanker Pool Formed**

A. P. Moller, Euronav, Frontline, Overseas Shipholding Group, Inc., Osprey Maritime, and Reederei “Nord” Klaus E. Oldendorff have agreed to establish “Tankers International LLC” to pool their Very Large Crude Carrier (VLCC) Fleets.

The company plans to commence operations upon receipt of required regulatory approvals that are expected by Feb. 15.

Tankers will manage a fleet of exclusively modern VLCCs numbering initially 38 vessels. Ultimately the fleet is expected to exceed 50 vessels by 2002.

Tankers will offer its customers “one stop shopping” for high-quality VLCC tonnage.

Soren Skou, Vice President of A. P. Moller, is to be appointed Chairman of the Board of Tankers International LLC, which will comprise representatives of the participating companies involved.

Chartering negotiations will be conducted through London with a chartering representative in New York and Tokyo. E. Michael Steimler, currently President of Euronav, will be appointed CEO of Tankers London.

## Maritime Lawyers Push for Transport Treaty

The *Journal of Commerce* reports that a federation of international maritime lawyers wants to resolve conflicts among legal regimes governing liability for goods lost or damaged at sea using a new approach.

Comite Maritime International, an Antwerp-based council of 53 national maritime law associations, is proposing a wide-ranging international convention on transport issues, which would include uniform liability rules, among many other chapters.

For example, a broader treaty might encompass uniform rules for bills of lading and seaway bills, definitions on the relation of transport documents to Incoterms (a set of rules defining the relations of buyers and sellers of traded goods), and specifications of rights and duties of financing entities.

An international transport convention would define the rights and obligations of carriers, shippers, consignees and intermediate holders of bills of lading, in a way that applies uniformly across the globe, provided enough nations adopt it.

The council, whose members also include ship owners, charterers, and marine insurers, will present its proposal in July to the United Nations Commission on International Trade Law (UNCITRAL), which, if it agrees with this approach, can then call for international negotiations that may lead to a treaty.

The CMI's approach follows long efforts to resolve the issue by dealing strictly with liability regimes. There are currently eight such maritime regimes, foremost among them the 1924 Hague Rules as amended by the Visby Protocols, and themore recent Hamburg Rules.

Some 60 countries are parties to the unamended Hague Convention, with 17 of them embracing the Hague-Visby version; another 18 have embraced Hague-Visby as amended by another international agreement.

The Hamburg Rulesare followed in over 20 countries. The United States has adopted none of the treaties.

---

## APPOINTMENTS

Bruce Dombrowski, counsel to Federal Maritime Commission Chairman Harold Creel Jr. since January 1997, has been named Managing Director of the agency. He replaces Edward Walsh, who recently retired.



Viking Freight Inc., a subsidiary of FDX Corp., has named two regional operations directors and one administrative operations director.

Steve Adkins is regional operations director for Viking's southern territory, which encompasses Southern California, Arizona, New Mexico, and the Las Vegas and El Paso, Texas areas.

Daren Van Wagenen, who formerly served as service center manager for Viking's Whittier, Calif., facility, was named regional operations director for Viking's northern territory, which covers Oregon, Washington, Idaho, Colorado, and Utah.

At Viking's corporate headquarters, Roger Cooper, formerly director of rates and customer billing assurance, was named director of operations planning and engineering.



APL Logistics, the Oakland-based provider of global supply-chain services, announced

the appointment of Marianne McDonald, former director of worldwide logistics for apparel maker and marketer Liz Claiborne, Inc., as vice president of retail marketing and sales. McDonald will be responsible for developing and marketing “unlimited supply-chain solutions” for retailers.

### Comprehensive Study of America’s Maritime History Launched

The American Maritime History Project, Inc., an ambitious effort to record, preserve and communicate the 400-year story of America’s rich seafaring history, was formally launched recently at the U.S. Merchant Marine Academy.

Dr. Alex Roland, the project’s editor, described plans for the first phase to the project’s board of directors and advisory committee. Dr. Roland, a professor and former chairman of the Duke University History Department, is a specialist in military history and previously served as historian for NASA. He introduced four other scholars who will contribute chapters to the initial, summary volume of a planned comprehensive history of American maritime activity from 1600 to 2000. Later, there will be additional volumes focusing on particular periods within that span.

In addition to publishing the volumes describing and analyzing American maritime activity in the context of each period of American history, the project will also prepare more specialized supporting volumes and materials, including materials for school children.

The project is based at the U.S. Merchant Marine Academy at Kings Point, which, as one of the five U.S. service academies, trains officers who serve on commercial vessels, as well as in the Navy, Marines, Coast Guard, and other services.

### France Pushes for Tighter Rules

France says it will unveil new maritime security measures in February and vowed to push for stricter shipping regulations when Paris assumes the EU presidency later this year. Some 400 km (250 miles) of coastline were polluted and an estimated 300,000 sea birds killed or injured after the tanker *Erika* broke in two off France’s Atlantic coast last month, spilling thousands of tonnes of fuel oil.

### India Gujarat Ports Set to Double Cargo

*By Naveen Thukral*

Ports in India’s western state of Gujarat are expected to nearly double their cargo handling to about 42 million tonnes in 1999/2000 (April-March), according to P.N. Roy Choudhury, managing director of Gujarat Maritime Board (GMB).

The major commodities handled at these ports are cement, coal, naphtha, chemicals, steel, foodgrains and edible oils.

“New projects have started operations and the existing ports have done well after modernization. I see the cargo (handled) at our ports almost doubling in the current financial year,” said Choudhury.

In 1998/99, about 22.07 million tonnes of cargo was shipped through 10 state-owned and two private ports in Gujarat. These figures exclude cargo handled at India’s busiest port Kandla, which is also located in Gujarat, but falls under the control of the federal government. Kandla handled over 40 million tonnes of cargo in 1998/99.

Choudhury said over 15 million tonnes was likely to pass through Sikka port, close to Jamnagar, where Reliance Petroleum Ltd. has set up a refinery.

“We are taking steps to modernize ports by setting up new terminals, warehouses and mechanised loaders,” he added.

## ESSAY

### The View from the Other Side of the Desk

*By Stephen J. Eschbacher*

**H**aving spent 22 years on the agency side of the moving and storage industry, it was with a mixture of anticipation and trepidation that I assumed my new position as President of Household Movers Services. I wondered how I would weather the transition from the “user” side of the desk to the “provider” side.

Six months into my new endeavor, I can confidently report that the journey has been amazingly smooth. Having completed my first round of conventions and sales trips, I have gathered some interesting observations about how movers behave as customers:

- Movers will give you an opportunity to present your service. As a mover, I found that rejection was almost a given when soliciting appointments with prospective shippers or accounts. Movers, however, will grant you an appointment if they understand the value of your service.
- Movers are inquisitive about your methods of service delivery. They ask pertinent questions about specific customer service and operations topics. The dreaded “P word”—price—is not their overriding concern during a sales call.
- Movers stress their expectation of clear, accurate communication. They expect it to happen without their asking for it; that is, they presume this feature is a mandatory component of the service—not a feature.

In summary, the view from the other side of the desk has been great. I am appreciative of the courtesies and opportunities extended to me by the moving and storage personnel of the industry. I remain optimistic about my ability to transition myself successfully into this new position. ■

*Stephen J. Eschbacher is President of Household Movers Services in Ridgewood, NJ. The company's Website is at [www.hmsusa.com](http://www.hmsusa.com).*

### THE PORTAL

**Why keep a good thing to yourself?  
You're reading the premier journal of  
the moving and forwarding industry.  
Chances are, it contains information  
others in your company need to know.  
So by all means, pass it on!**

# DOD/MTMC NEWS

## FSMP Pre-Solicitation Conference

Feb. 16, 2000, has been selected as the date for the Full Service Moving Project Pre-Solicitation Conference. The FSMP Pre-Solicitation Conference will be held at the Crystal Gateway Marriott in Arlington, Va., which is accessible by Metrorail.

Details regarding the Pre-Solicitation Conference location have been posted to the FSMP Website, which can be accessed through HHGFAA's site ([www.hhgfaa.org](http://www.hhgfaa.org)).



A final draft FSMP solicitation is scheduled to be released for industry review prior to the conference.

As this issue of *The Portal* went to press, DoD responses to industry comments and questions related to the FSMP Transportation Service Agreement also were to be posted to the FSMP Website.

## MTMC Reshapes for Competitive Advantage

The Military Traffic Management Command will reshape in coming months to more closely resemble the private enterprise transportation organizations it uses to move Department of Defense passengers and cargoes worldwide.

The future organization will be smaller, faster and more efficient in its work, said Maj. Gen. Kenneth Privratsky, commander. The economies of operation should provide reduced freight rates for MTMC's Department of Defense customers, he added. Automation and commercial software will allow some work processes to be centralized and others streamlined or eliminated. It is expected the changes will create work force reductions in the command's 2,800 employee authorizations.

Col. Clark Hall, chief of staff, is charged with developing the plan. Assisting MTMC develop it is the Logistics Management Institute, of McLean, Va. The reshaping will include the twin dimensions of centralization of some work processes at headquarters and staff standardization at the command's 25 worldwide port units, such as those at Naha, Okinawa; Seattle, Wash.; Livorno, Italy; and Bahrain, Southwest Asia. Some work processes may shift to the Deployment Support Command, as MTMC's operations element.

An implementation plan will be developed within the next 60-90 days to centralize MTMC's Resources Management and Personnel & Logistics functions under the Falls Church, Va., headquarters. These functions currently exist at MTMC's subordinate headquarters and ports. Actual implementation of the changes is planned to take place during fiscal year 2001.

An evaluation group will review the staffing of MTMC's battalions. The future shape of MTMC is unknown but it will be smaller in size and its operating functions will resemble commercial transportation firms. Voluntary moves, voluntary separations and retraining will be used to the maximum extent possible.

## A New Course for the Panama Canal

*By James Vincent Carroll*

Ninety years ago, the United States built the Panama Canal by combining innovative engineering strategies with state-of-the-art technology. Now, upon the Canal's transfer to the Republic of Panama on Dec. 31, 1999, a prototype GPS (Global Positioning System) navigational system enables safer and more efficient operations—thanks to the technical know-how of an engineering team assigned to the Department of Transportation's Volpe National Transportation Systems Center in Cambridge, Mass.

The Canal remains vital to international commerce and U.S. national-security affairs. Some 13,000 oceangoing vessels use the Canal every year. Even in today's "information age," livelihoods around the globe depend on the oceanic movement of sugar, steel, oil, and ores. Fortunes rest on the time it takes for goods to move from one part of the world to another.

While transits through the Panama Canal save considerable time and fuel, navigating this narrow waterway also presents many challenges. Canal navigation is such a complex affair that all vessels transiting the Canal (even U.S. Navy warships) are directed by a Canal pilot who is responsible for the vessel's movements until the transit is completed.

As pilots direct ships past landslides, around corners, and over submerged rocks, they navigate by a system of buoys and land-based markers. Relying primarily on visual cues and experience, a pilot aligns the ship within the channel and recognizes when to adjust ship heading or speed. Unfortunately, when rain or fog obscures visual navigation aids, a pilot may be unable to determine if the ship is on course, drifting perilously close to the bank, or heading into the path of an oncoming vessel. Today, dredges are regularly at work, clearing the channel of rocks and mud. Floods are tamed by two dams, but the daily downpours can reduce visibility to barely the width of a vessel. The real danger of the fog that develops almost every night is the thoroughness with which it obscures navigation aids.

Canal pilots have a new piloting tool: a CTAN (Communications, Traffic Management, and Navigation) system. This new system, developed for the PCC (Panama Canal Commission) by Volpe National Transportation Systems Center staff in the Center for Navigation, makes the Canal safer and more efficient by using satellite data to create a real-time display that shows the location of every vessel within the Canal. This gives Canal pilots and traffic managers an entirely new all-weather perspective from which to view the complex choreography of 50,000-ton vessels slipping into narrow locks and passing one another around tight corners.

The U.S. construction effort used technology in unique and innovative ways to make construction of the Canal possible. One by one, U.S. engineers solved the major challenges that had thwarted earlier French efforts. They instituted a massive mosquito eradication and sanitation program to protect laborers from malaria and yellow fever; they used a flexible system of movable railroad tracks and one-sided boxcars to ferry away excavated material and dump it quickly; and, rather than dig a sea-level canal, they built a dam and three huge locks to lift vessels up to the level of a new man-made lake.

Since its inauguration in 1914, more than 700,000 vessels have used the Canal. In accordance with the Panama Canal Treaty of 1977, the U.S. Canal Zone was disestablished in September 1979. Full responsibility for the Canal's administration, operation, and maintenance shifted to Panama when ownership was transferred on Dec. 31, 1999. A related Neutrality Treaty guarantees that the Canal shall remain open, safe, neutral, and accessible to vessels of all nations. Treaty provisions stipulate that the United States has the right to "expeditious transit" through the Canal in times of conflict. It also reserves the right for the United States or Panama to intervene militarily should it be necessary to reopen the canal or restore its operations. Recognizing the Canal's role as a key link in the world's economy, the PCC continuously seeks ways to make the Canal more efficient and

safer. As the volume of ship traffic hovers near Canal capacity, better scheduling and traffic control are key elements of the proposed improvements. Canal traffic is so consistently near or over capacity that even slight complications can cause expensive delays. Canal authorities recently installed closed-circuit-television cameras at strategic vistas along the Canal in order to monitor traffic, but these cameras are limited in their usefulness, and their imagery is not helpful to Canal pilots on board ships.

In 1995, the PCC requested Volpe's Center for Navigation, a known leader in the development of radio-navigation systems, to design a satellite-based system that would track the location of transiting vessels and PCC tugs, launches, and dredges. The Center had already proven its ability with a similar system it developed for the St. Lawrence Seaway Development Corporation. That system utilized GPS navigation satellites to determine vessel location, which was transmitted to a shore-based control center and then rebroadcast to all participating vessels.

The new system utilizes two DGPS (differential GPS) reference stations that can pinpoint a ship's location in the Canal to within three meters. A high level of collaboration between the Volpe Center, PCC engineers, and Canal pilots was nurtured and maintained throughout the design and development of the navigation project. The system can predict the meeting point between two vessels, enabling pilots to modify their ship's speed and adjust the meeting point to a more desirable location. A coordinated system composed of more than 150 mobile units—about half installed on PCC tugs, launches, and dredges—enables communication with six shore-based stations and a master communications center, providing for redundant coverage of the entire Canal.

In August 1998, the new navigational system proved its worth by preventing a potentially serious accident. A 740-foot-long bulk carrier in Gatun Lake, transiting north from the Pacific, lost rudder control just as a heavy rainstorm developed. The vessel grounded crosswise in the channel. Meanwhile, a 600-foot car carrier traveling south was not aware of the situation just around the bend. However, both pilots used their CTAN units to avoid what they later said would have been a certain collision had CTAN equipment not been on board. The CTAN system, while addressing today's navigational requirements, also was designed for adaptability, flexibility, and utility in the future.

Throughout the Canal's history, great minds have turned their attention to the challenges of the day; the confluence of innovation and technology has yielded remarkable results. The Canal's modern DGPS navigational system has reinvented the experience of navigating a vessel through the Canal, resulting in a new Panama Canal—one that is designed to serve the world's maritime transportation and commercial needs efficiently and safely well into the 21st century.

*Dr. James Vincent Carroll, a senior engineer at the U.S. Department of Transportation's Volpe National Transportation Systems Center, is the project-team engineer responsible for the design, development, and installation of a modern GPS navigation system at the Panama Canal.*

## U.S. Military Era Ends

Nearly nine decades of continuous U.S. military presence in Panama ended last July 30, when the U.S. Army furled its colors at Fort Clayton, Panama. U.S. Southern Command headquarters moved from Panama to Miami in 1998. From that time, U.S. military forces prepared their bases and installations for the formal turnover on Dec. 31, 1999.

In recent months, concerns over possible Communist Chinese influence over the Canal's operations have been raised in a number of quarters. When it was made known that the Hutchison-Whampoa company—a Hong Kong-based firm with reported ties to the Chinese military—had secured a long-term lease to operate key Canal port facilities, Senate Majority Leader Trent Lott (R-MS) wrote Secretary of Defense William S. Cohen regarding the possible threats to U.S. security. Lott also called on the Senate Armed Services Committee to assess the matter during its hearings this autumn. “The Panama Canal is essential to the American economy and national security,” Lott said. “That is why I have asked the U.S. Senate to fully investigate the possibility of Chinese Communist influence in the Canal Zone, as U.S. presence diminishes in accordance with a 22-year-old treaty.”

The White House discounted the allegations during a 12 August press briefing, saying a review had concluded U.S. interests will be protected and guaranteed. The Department of Defense also did not consider the Hutchison-Whampoa business arrangement to be a security issue affecting the United States.

In addition to the Carter-Torrijos treaty signed in 1977, the Treaty Concerning the Permanent Neutrality and Operation of the Panama Canal (Neutrality Treaty) stipulates that the Canal will remain open during times of peace and war, and guarantees that the United States has the right to “expeditious transit” through the Canal in times of conflict. Also, the U.S. instrument to this treaty reserves the right for the United States or Panama to “take such steps as each deems necessary”—including the use of military force—should there be a need to reopen the Canal or restore its operations.

Robert A. Pastor, the National Security Council's director for Latin American Affairs during the Carter administration, advocated that the United States should take more active steps to help Panama succeed in managing Canal operations. He urged President Clinton to instruct the State and Defense Departments to reach agreements with Panama on how the United States would support Panama's defense of the Canal. “We retain the right to defend it unilaterally under extreme circumstances,” Pastor wrote, “but the spirit of the treaties demands that we assist, not displace, Panama.”

### METAL SECURITY SEALS FOR SALE

#### Members

300 - 9,000	.08 each
9,300 or more	.07 each

#### Non-Members

300 - 9,000	.12 each
9,300 or more	.10 each

**All orders should be faxed to Bel  
Carrington  
at (703) 684-3784.**

## MTMC HQ Prepares for Move

After over three decades as a Washington-area landmark, the Military Traffic Management Command's headquarters is relocating from Falls Church, Va., to nearby Alexandria, Va.

MTMC will begin moving to the Hoffman II Building, 200 Stovall St., on March 24.

MTMC had been in Falls Church since 1965.

The move represents multiple benefits for both the organization and MTMC employees, said Bob Hardiman, move coordinator. "Following the move, MTMC will be transformed in environment, work space, automation applications and access to mass transit," he said.

The big challenge will be to successfully relocate and at the same time instantly and seamlessly transition the work of MTMC's offices and functions.

The move, which is part of a Department of Defense effort to reduce the total amount of leased space in the Greater Washington area, will present MTMC headquarters employees with many advantages:

- New employee computer work stations in a modern office environment.
- Functional office designs that correspond to the MTMC organization.
- Location by Metro's Eisenhower Station on the Yellow Line.
- Employee parking available for all and interstate highway access.
- Workout facilities and locker rooms.

In all, the new building will have 800 computer stations for the command's military and civilian work force, and an additional 375 workstations for contractor personnel.

The command will have a total of 165,000-square feet of space in Hoffman II—a 10 percent increase over the Falls Church offices. The added space also will allow headquarters employees now in Arlington, Va., to centralize in the new building by this Labor Day.

The move also allows the command to support the Clean Air Act by providing a monthly commuter subsidy for those who use public transportation.

MTMC will share the Hoffman II Building with several other organizations. The largest of these is the U.S. Total Army Personnel Command.

---

## Business Practices to Bring Efficiencies to MTMC

In remarks on Jan. 20 at a meeting of the Washington Chapter of the National Defense Transportation Association, MTMC Commander Maj. Gen. Kenneth L. Privratsky said he seeks to use business efficiencies and economies to make MTMC more effective in the marketplace.

"The future Military Traffic Management Command as an organization will be smaller and flatter," he said. "As a command, it will be more flexible and more focused. As a professional, it will be a smarter partner.

"I want industry to be part of my solutions," said Privratsky. The planned changes will center on centralization of functions, development of standardized organizational structures, and working more efficiently.

In the actual cost of MTMC's \$900 million a year operation, Privratsky said he expects savings this year of \$45 million. "That's 5 percent of the budget without impacting one person," he said. "My vision is one team. One fight. In many locations—with no one stepping on anyone."

## MTMC Sails the Seas with U.S.-Flag Vessels

For its worldwide maritime shipments, the Military Traffic Management Command uses American-flagged ships whenever possible. The idea is to keep a strong reservoir of American Merchant Marine ships and sailors available. Cargo preference laws are intended to support a viable and responsive fleet of U.S.- flag vessels in both peace and wartime.

The nation's cargo preference laws date from the Cargo Preference Act of 1904 and require military cargoes to move on United States ships. Subsequently, the Jones Act was passed in 1920. It requires that all cargo carried on domestic routes and between the lower 48 states and Hawaii, Alaska, Guam and Puerto Rico, also be moved on United States-built and manned ships.

"Maintaining a strong U.S. flag maritime industry is an essential element of this nation's rapid force projection strategy," said MTMC Commander Maj. Gen. Kenneth L. Privratsky, whose command moved 9.6 million measurement tons in fiscal year 1999. "MTMC's policy is to use U.S. flag vessels in accordance with the Voluntary Intermodal Sealift Agreement priorities to move Department of Defense cargo whenever and wherever possible."

MTMC's renewed emphasis on cargo preference cargoes is a result of industry concerns. MTMC's solicitations and cargo preference metrics are posted on the Web. The agreement with industry guarantees DoD business in exchange for a percentage of a private carrier's capacity in the event of a contingency.

Monitoring compliance with cargo preference laws is a major duty for personnel of the Joint Traffic Management Office, who say that occasionally paying more for U.S. flag services is a necessary tradeoff to ensure capacity.

About 7 percent of MTMC's container cargo goes on foreign flag ships. Nearly all of that cargo is for ports and routes that are not part of American liner service.

A representative American flag ship firm is New York-based Farrell Lines, which is operating five American flag ships. Farrell is currently the only U.S.-flag container carrier with only U.S.-flag ships, and MTMC business has been a big part of the firm's work for many years, as it handles everything from live munitions to commissary supplies. Every Farrell shipload has some MTMC cargo aboard.

Unit moves for MTMC are also important, such as in the Mediterranean. At one time, MTMC was not moving units with liner services. But thanks to trust and communication with MTMC built over the years, the shipping company will start positioning equipment before all details are in place. The Jones Act does not apply to Farrell because the firm is engaged in overseas shipping and not domestic trade. ■

# SMALL BUSINESS BRIEFS

## Associations Are a Strong Resource for Our Efforts

*By Jere W. Glover*

*Chief Counsel for Advocacy, Small Business Administration*

I've never been under the illusion that change comes about because of a single person, one organization, or a solitary action. Instead, change—especially in the area of public policy—is a result of swelling efforts and incremental progress. In many instances, the Office of Advocacy's progress is augmented by trade associations and other non-profit groups like the Household Goods Forwarders Association (HHGFAA) that advocate for small businesses.



Trade associations like HHGFAA and other non-profit small business organizations are often the most aggressive advocates for small business. We couldn't do our job without their network of small business members. We meet regularly with over 200 trade association executives to brief them on the Office of Advocacy's efforts, small business economic research, and the regulatory agenda. Trade associations identify business owners to work with us, provide vital information on their industries, and join us at the table in Washington to bolster small businesses' representation before the federal government.

Before becoming Chief Counsel for Advocacy, I spent many years involved in trade associations, such as the Small Business Legislative Council, National Small Business United, the National Association for the Self-employed, Service Station Dealers of America, the Alliance for Affordable Health Care, and the National Council for Industrial Innovation. These experiences, and the relationships that grew out of them, have been invaluable to me in my current position in public service.

Because of my previous experience, I have been able to tap into the tremendous resource we have in the trade association community. My staff benefits because associations can quickly find businesses willing to give company tours, explain complex processes, describe the economics of an industry, and provide input into rulemakings. More importantly, we have helped bridge the relationship between small businesses and federal agencies. For instance, we facilitated a very successful discussion between the bus industry associations and the Department of Transportation on a 1998 proposal for bus services for the disabled.

Recently, the Office of Advocacy asked several trade associations to help in an unprecedented way. In a pilot project, Advocacy researchers tapped the membership directories of two major trade associations, the Software Publishers Association and the American Electronics Association. Information was used from these associations' membership rosters to calculate the contribution to employment growth made by small firms in the high-tech industry.

The contributions of small firms can, in this way, be documented in a more timely fashion than would be possible using conventional government data. This is particularly true for high-tech industries that are represented by these two trade associations.

The economic statistics published by the Office of Advocacy often include data on specific industries' growth or contributions, which are useful for trade associations. In addition, we issue an annual request for proposals for contracted research on small business. I always encourage the research foundations that are affiliated with trade associations to submit proposals for funding by the Office of Advocacy.

The Office of Advocacy, while a very independent and strong voice for small business, values the rewarding relationship with associations. These relationships help us make real progress for small business. ■

**HHGFAA: Working to Protect Industry and Small Business**

## Ergonomics Rules Forge Ahead

The new ergonomics standard announced last year by the Occupational Safety and Health Administration (OSHA) has significant impact on the trucking industry, which since 1992 had succeeded in blocking OSHA's attempts to publish a rule.

On Nov. 22, OSHA unveiled its controversial ergonomics program standard, which it expects to prevent 300,000 workplace injuries and save \$9 billion in workers' compensation and other costs related to repetitive injuries every year.

The standard applies to manufacturing and manual handling jobs, including commercial truck driving, which often involves loading and unloading of freight. The ergonomics rule would also be triggered when any employee reports a covered musculoskeletal disorder (such as neck or back pain) that could be caused by heavy lifting, awkward postures, or exposure to vibration—all common in truck driving.

The American Trucking Associations says compliance with the new standard will cost \$6.5 billion for the trucking industry alone—all “without guaranteeing the prevention of a single injury,” according to ATA President Walter B. McCormick Jr. Meanwhile, organized labor charged that the standard doesn't go far enough to prevent workplace injuries.

Under the OSHA proposal, employers with manual handling jobs must put into place a “basic” ergonomics program for those jobs, which would involve:

- Assigning someone to be responsible for ergonomics at the business.
- Providing information to employees on the risk of injuries in their jobs.
- Setting up a system for employees to report symptoms of a work-related condition.

Once the standard is triggered by a reportable injury, however, employers must establish a “full” ergonomics program with significantly more requirements. Employees who experience a repetitive stress injury would have to be a prompt response, evaluation, and follow-up by a health care professional if necessary.

Alternatively, if a company can correct a hazard within 90 days and confirm that the fix works, it will not need to implement the full ergonomics program. Businesses already having an effective program in place would be “grandfathered” into the program's compliance requirements.

Trucking still has a chance to weigh in on the standard's final form before the written comments deadline of Feb. 1. Informal public hearings are scheduled to begin on Feb. 22.

—SOURCE: *Transport Topics*




---

## THE VIEW FROM THE HILL

---

### Military Under-resourced, Overextended

*By Rep. Floyd D. Spence*

In recent years, many in Congress have become increasingly concerned by the declining readiness of the United States military. Indeed, it has become abundantly clear that the combination of more than a decade of reduced defense resources and increased commitments around the world has resulted in a diminished quality of military life and a severe degradation in the readiness of units to train for and execute their primary combat missions. Furthermore, declining research and development budgets and delayed modernization of equipment have eroded the technological advantages enjoyed by U.S. forces on the battlefield.

In the past year alone, the challenges confronting the U.S. armed forces were put into stark relief by the combined effects of an ongoing peace-keeping mission in Bosnia, a war in the former Yugoslav republic of Kosovo, a persistent air campaign over Iraq, and a deteriorating situation in the Indonesian province of East Timor. While each of these conflicts has consumed some portion of U.S. military resources, the consequences for military readiness of America's involvement in the war in Kosovo were particularly striking. As the U.S. commitment to Operation Allied Force in Kosovo grew during the summer of 1999, the Air Force was taxed at a level unseen since the Persian Gulf War. At the peak of the operation, the number of U.S. aircraft involved in Allied Force reached or exceeded the levels anticipated for a major theater war under current military strategy. That the Kosovo air campaign so stretched the Air Force has once again raised important, and as yet unanswered, questions as to whether the U.S. military is capable of meeting its worldwide commitments.

From substantial gaps in the regional deployment of aircraft carriers to shortages of cruise missiles and other precision munitions to strains on the fleets of specialized electronic warfare and tanker aircraft, and even to stresses on the conventional fighter and attack force, Operation Allied Force exposed the extent to which today's U.S. military is under-resourced and overextended. While the effects of the air war over Kosovo surprised some, for many others they added weight to the growing body of evidence that the U.S. military is slipping beyond the limits of "doing more with less." Not only are the strains on military personnel, training and equipment serious, they in part cause, and are always accompanied by, an increased level of risk that may someday be tragically measured by greater loss of American lives in combat.

To help address some of the most critical shortfalls facing the military services, Congress increased President Clinton's defense budget by more than \$44 billion over the past five years. Unfortunately, serious mismatches still exist between the requirements being imposed on the military services and the resources being budgeted to pay for them. In fact, the nation's military leaders testified last month that there remain almost \$9 billion in critical quality of life, readiness and modernization shortfalls in fiscal 2000 alone — and this does not take into account the billions of dollars not yet requested by the President to pay for currently unbudgeted peacekeeping operations in Kosovo this fiscal year. As important as Congress's efforts have been over the past five years, it has not been enough to fully restore the viability and readiness of our Armed Forces in the face of shortfalls they confront on a daily basis. Fixing the problem requires long-term solutions. In order to sustain such long-term solutions, we must address some fundamental questions.

We must first understand the threats the country will face, build a strategy to meet those future threats, and then design and budget for the force necessary to execute this strategy at the lowest possible level of risk. At all costs, this effort must avoid the mistakes made by the current administration when it twice implemented a "budget-driven" approach to analyzing and articulating national security requirements—evident in the 1993 Bottom Up Review and the 1997 Quadrennial Defense Review. Toward this end, the work of the Congressionally mandated United States Commission on National Security/

21st Century, headed by former Sens. Gary Hart (D-Colo.) and Warren Rudman (R-N.H.), will be important. The Hart-Rudman Commission has already begun to examine the threats facing the United States in the coming century and to formulate options and recommendations for policy-makers to consider.

Despite what seems to be a compelling need for such a review, some continue to question whether the commission is necessary in what they believe to be a “safer” post-Cold War world. While there is a tendency for many Americans to assume that the end of the Cold War resulted in a more stable world and the certainty of a more secure future for America, the reality of the last decade undermines this assumption. Although the demise of the Soviet Union and the end of the ideological confrontation that divided East from West for decades has reduced at least some of the traditional threats this nation confronts, other threats to U.S. security and national interests have remained, and new challenges have emerged. In many respects, the world today is a more unstable and dangerous place than it was just 25 years ago, and it may well be an even more dangerous and unpredictable place 25 years from now.

The Hart-Rudman Commission’s first report in September noted the potential for an increasingly dangerous world and warned that the United States’ geographic position between two vast oceans was no longer a guarantee of stability. As a result, “America will become increasingly vulnerable to hostile attack on our homeland, and our military superiority will not entirely protect us.” Even more troubling is the commission’s contention that over the next quarter-century, “Americans will likely die on American soil, possibly in large numbers.” Faced with these potential problems, the administration is apparently once again considering scaling back our nation’s military requirements in order to ensure that they are more consistent with constrained budgets. One recent report indicated that draft changes to the national security strategy being considered by the National Security Council are throwbacks to then-Secretary of Defense Les Aspin’s 1993 proposed “Win-Hold-Win” strategy — a proposal intended to rationalize deeper-than-anticipated defense spending cuts, and one that met overwhelming bipartisan and international rejection.

Military strategy has a bottom line, and it is risk — risk in terms of national interests, and, on a more human level, risk to the men and women whom we ask to go into harm’s way every day. In my opinion, the risk is already too high today, and it continues to grow. The American people must be made to understand the challenges of providing adequately for national security, as well as the risks of not doing so.

Contrary to popular belief, preserving the peace and protecting national interests has become harder, not easier, since the end of the Cold War. If the United States wishes to remain a secure and global power well into the 21st century, we cannot afford complacency in the face of growing threats to our interests. Revitalizing the U.S. military is imperative, but it will take an aggressive and sustained effort in the years ahead to develop a national will to do so. It is an end to which all Americans should commit. ■

*Congressman Floyd D. Spence (R-S.C.) is the Chairman of the House Armed Services Committee.*

## The Port of Philadelphia and Camden

**T**he Port of Philadelphia and Camden (PPC) is a newly created division of the Delaware River Port Authority, empowered to provide promotional and strategic planning assistance to the region's maritime facilities. Additionally, the Port of Philadelphia and Camden is responsible for regional export development and has a network of international representatives.

Located on the upper Delaware River, the Port's facilities include more than 40 private and public facilities capable of servicing bulk, breakbulk and containerized cargoes. Additionally, the Port operates a cruise passenger terminal at the former site of the Philadelphia Naval Base and AmeriPort, the region's intermodal transfer facility.

The Port has dedicated facilities capable of handling forest products, cocoa beans, automobiles and refrigerated cargoes. Recognition of the importance and economic impact of the Port region has led to continued investments in new terminal facilities, expansion and cargo handling equipment to the benefit of shippers worldwide.

### Looking to the Future

The Port of Philadelphia and Camden is at the heart of one of the most vibrant and important commercial, industrial and maritime complexes on the North American continent. For over 300 years it has served this region and the nation as an important gateway of commerce and trade. Now, as the 21st century approaches, it is poised to grow and meet the challenges of a new and ever-more competitive global marketplace.

### Specialized Cargo Handling

Situated on the Delaware River with easy access to the Atlantic Ocean, the Port of Philadelphia and Camden specializes in the handling of a variety of international cargoes.

One of the busiest ports on the U.S. Atlantic Coast, the Port's diverse capabilities bring over 3,000 ships to load and offload there each year. For example, it is a modern intermodal transfer facility with regular service to and from the U.S. and Canada by three national class-one railroads and direct rail and highway access to all terminal facilities.

### Fact Sheet

The Port of Philadelphia and Camden has:

- a total of over 20,000 linear feet of berthing space;
- over a dozen state-of-the-art container cranes with a sustained capacity of over 30 container moves per hour, as well as a Kocks heavy-lift gantry crane with an unsurpassed lift capacity of 375 tons;
- a modern intermodal transfer facility adjacent to our largest marine terminal;
- regular service to and from the U.S. and Canada by three national class-one railroads;
- direct rail and highway access to all terminal facilities;
- over 21 million feet of refrigerated and temperature controlled storage; and
- over 3,600,000 square feet of dry, covered on-terminal storage, including a newly-built 212,000 square foot warehouse designed especially for forest products.

The Port of Philadelphia and Camden has an excellent reputation for servicing many cargoes that require specialized handling, including meat, fruit, steel, and forest products such as paper and pulp.

### Growth in Breakbulk Cargoes

Final tonnage figures for 1996 showed dramatic growth in the handling of several port cargoes, especially breakbulk cargoes steel and fruit. Some 6,097,053 short tons of cargo were handled by PPC facilities in 1996. Steel cargoes were up over 46 percent compared to 1995 levels; fruit was up over 30 percent compared to the year before; and cocoa handling was up well over 100 percent.

Within 1,000 miles of the port are over 160,000,000 consumers: 65 percent of the United States' and 67 percent of Canada's. In addition, over 60 percent of all U.S. businesses and 78 percent of all Canadian

businesses are located within this same geographical area.

### **Immediate Access to Major Truck Routes**

All PPC terminal facilities are located immediately adjacent to major truck routes. Expressways and limited-access highways lead to the west, north, south and Canada. Its trucking services surpass those of most ports. Over 125 port-oriented trucking companies are available to shippers, operating a total of 15,000 trucks and offering specialized knowledge in cargo handling.

The port regularly meets a sustained demand for 1,500 refrigerated trucks per week. Within 1,000 miles of the port are over 160,000,000 consumers: 65 percent of the United States' and 67 percent of Canada's. In addition, over 60 percent of all U.S. businesses and 78 percent of all Canadian businesses are located within this same geographical area.

Major investment in terminal facility improvements: New recognition of the importance and economic impact of the unified Port of Philadelphia and Camden, by the states of Pennsylvania and New Jersey, has led to a special focus and heavy investment in our maritime facilities.

In recent years, over \$100 million has been invested in new terminal facilities, expansion, renovations and equipment. For example, 1996 saw the completion of a \$60 million project to enlarge and expand Pennsylvania's tunnels and rail clearances, which now allows higher and wider cargoes to move across PPC's facilities, and, more importantly, has resulted in regular double-stack rail service being a feature at our AmeriPort Intermodal Facility.

Although this port reveres its history, its sights are firmly fixed on a future of limitless possibilities. The people of the Port of Philadelphia and Camden are committed to the highest standards of customer service. ■

## **The Port of Philadelphia and Camden**

Phone: (856) 968-2287

### **About Foreign-Trade Zones**

A Foreign-Trade Zone (FTZ) is a duty-free, quota-free, secured area in a designated customs "port of entry", actually considered outside U.S. Customs territory. Within a zone, foreign goods can be brought into the United States without formal customs entry for warehousing, assembly, manufacture, display, destruction or other processing. Duty payments can either be deferred, reduced or perhaps eliminated when an FTZ is utilized. Uses and benefits of a FTZ include the following:

1. Importing and storing goods duty free for an indefinite period
2. Processing imported goods reduces duties
3. Importing merchandise subject to quota or high rate of duty for eventual re-export
4. Defective goods and waste materials can be destroyed or re-exported without paying duties
5. Goods in excess of a quota can be held until the next quota period

# Industry News Industry News

## APPOINTMENTS

Eastern Seaboard Packaging (ESP) has announced the promotion of two key employees.

**Larry Hudnall**, former Operations Manager of the ESP Georgia distribution center, has been named Director of Purchasing for ESP Corporate. **Harry Brzezinski**, formerly Sales Manager, has been promoted to General Manager in the ESP Georgia distribution center.



**Ian Nicolson** has been named Managing Director, Sterling International Movers, effective March 2000. He will be responsible for managing all aspects of Sterling's activities including serving International Movers London, Sterling International Movers Paris, and Sterling International Relocation.

Nicolson is well known and respected within the industry, having been employed by North American Van Lines for more than 26 years. His tenure there consisted of several top-level international management assignments, working in Africa and the UK as well as the United States. He was General Manager International, Executive Vice President Logistics, and most recently Chief Operating Officer for North American.

With the appointment of Nicolson, Peter N. Carter will assume a more strategic role as Chairman of Sterling International Group and its subsidiaries, principally concentrating on future growth opportunities. The company also announced that Joe Serrumer joined Sterling in November 1999 as Financial Controller for all three companies.



The Suddath Companies recently announced three promotions at Air Land Forwarders.

**Randy Groger** has been named Vice President and General Manager of Air Land International Relocations, with overall responsibility for the international military program. He brings over 30 years of transportation management experience to his new position, including 15 years in the household goods industry. Groger succeeds Mike Richardson, who recently retired, and will oversee five operating divisions (including Suddath Container Services, international household goods relocation, and the Hunter Air Force Base contract), the Military Claims Department, the domestic containerization program and the international reengineering program.

**Scott Kelly** will now assume full responsibility for the Suddath Domestic Military Group as its new Vice President. He also will oversee the management of Agency Development and E-Z Way Relocation Systems. He has over 15 years of industry experience, most recently as Vice President of Business Development for the Air Land group.

Also, **Debbie Woodall** has been named Director of International Operations. She also will supervise the company's total quality assurance program, registration procedures, liftvan control, and the one-time-only program, in addition to her involvement with international rate development and shipment cost analysis.



**HHGFAA: Working to Protect Industry and Small Business**

Königsmann Speditionen GMBH has announced several appointments in its Internationale Transport-Organization (ITO) branches:

**Horst-Dieter Lange** is Managing Director of ITO Neumann and v. Zastrow in Hamburg, succeeding **Michael W. Neumann**, who now becomes General manager Corporate Sales and Agents Relations at the ITO Headquarters in Bremen. **Svenja Poelk** will be responsible for international operations inbound/outbound at the Hamburg facilities.

**Florian Otto**, who worked in ITO's El Paso branch, has been named Branch Manager for ITO Berlin. The office just opened on Oct. 1, 1999, and offers a full range of services within the international moving market. For more information, contact:

ITO Berlin  
Tempelhofer Damm 227-235  
12099 Berlin, Germany  
Phone: 030-76008017 • Fax: 030-76008018  
E-mail: [Berlin@ito-movers.de](mailto:Berlin@ito-movers.de)

## EXPANSIONS

### Grospro International Expands to Nice

Jean Luc Haddad, President of Grospro International Movers, recently announced the purchase of Compagnie Générale in Nice, France. Ten years ago he bought Grospro International in Paris and in 1997 opened the Lyon office.

Haddad noted that Compagnie Générale has been a respected player in the industry since 1881. "This acquisition allows us to cover the South of France with a branch office in Toulouse."

Michele Fourcade, who has been International Manager at Grospro for 15 years, will be temporarily running the Nice office as General Manager. After about 6 months, new management will be in place.

"All of Compagnie Générale's employees are staying on and looking forward to expanding in the area with a fully operational office, including all aspects of origin/destination services," she said. Fourcade will be assisted by Dominique Rognone, sales executive, who has worked at Compagnie Générale for the past 7 years.

Nice, the fourth largest city in France, has a population in the Nice-Cote d'Azur area of about 1.6 million and attracts people from around the world and is known as the French Riviera. Large businesses and banking centers in Monte Carlo, an advanced aeronautics industry, the thriving port of Marseilles, and the region's growing reputation as the "French Silicon Valley" make the new Grospro enterprise strategically placed to serve its customers' needs.

### AE Nationwide Opens Training Facility

AE Nationwide/Worldwide, a leader in providing origin and destination specialized services for the moving and relocation industry, has unveiled a state-of-the-art training facility at its corporate headquarters in Mahwah, N.J. The site is a self-contained, 4,050-sq.ft. building the company says provides its "nationwide network of technicians the most sophisticated high-tech center in the industry."

The initial comprehensive training session allows the technicians hands-on experience with the basic, as well as state-of-the-art appliances, surround-sound stereo components, satellite dishes, home gym/exercise centers, grandfather clocks, pool tables, waterbeds, shanks, crating, and much more. The 20-foot ceilings allow technicians true height experience in taking down and putting up a six-foot crystal chandelier. The site has its own backyard, where trainees work on various types of outdoor furniture and fixtures. AE will conduct all future Quarterly Safety and Refresher sessions at this facility.

The building is equipped with a lecture-style classroom that allows formal whiteboard instructions from manufacturers' representatives and customer relations specialists.

For more information, contact AE Nationwide/Worldwide at 1-800-631-7174.

---

### **Ladies' Driving Challenge Raises £25,000 for Cancer Charity**

At the Ladies' Driving Challenge in north London on Oct. 17, Marie Curie Cancer Care offered women the chance to satisfy their driving ambitions. Vehicles from milk floats to fire engines were driven around RAF Northolt, and the day raised a whopping £25,000.

Three Transeuro Worldwide Movers vehicles took part in the event. The money raised will be used to fund the Marie Curie nurses, who provide nursing care to terminally ill people and their families in the comfort of their own homes. This service is provided 24 hours a day, every day of the year, completely free of charge.

---

## **HONORS/AWARDS AND ANNIVERSARIES**

### **PAIMA Presents Juan Peralta Ecology Award**

On Oct. 25, 1999, at the HHGFAA Annual Meeting in Washington, D.C, Ward Van Lines of Santiago, Chile, was honored with the first annual award for ecologically responsible behavior. The award is the first of its kind in the moving industry, given to the company most deserving as determined by a PAIMA Executive Committee. Membership in PAIMA (the Pan American International Movers' Association) is not a requirement.

The award was developed in response to an effort by the PAIMA Board to acknowledge and encourage good ecological policy. The Board believes this is an issue of growing importance, and deserves attention. The award will be given each year to the moving company that shows commitment, coherence, and innovation in areas of recycling, ecological economy, and reducing impact on the earth's natural resources.

The name of Juan Peralta—a well-known and much-loved member of the international moving industry who passed away in 1998—further distinguishes the award. Present at the ceremonies were his surviving family members, including wife Rosemary and her three children, Giselle, Janet, and Michael.

The selection of Ward Van Lines was based on the its well-established and highly integrated ecological policies. Ward has special areas as well as equipment resources for recycling of boxes, paper, and cardboard. What cannot be reused for local services or discounted services is shredded for fragile fill material. Wooden crates and liftvans are also reconditioned and reused. The remaining unusable materials are donated to charities for crafts or firewood. Ward's promotion of ecology also encompasses proper maintenance of vehicles to prohibit emissions. All green policies are well advertised in poster form around the company to encourage cooperation among the staff.

To be eligible for the year 2000 Juan Peralta Ecology Award, you must either apply or be nominated by another company. The process is open to any moving company that performs international moves. Application forms can be obtained from any PAIMA member, or by contacting PAIMA Headquarters at P.O. Box 4161, Panama 5, Republic of Panama. E-mail: [paima@sinfo.net](mailto:paima@sinfo.net). Website: [www.paima.com](http://www.paima.com) Telephone 507-261-5839.

---

### **Crown Wins Two Major Business Awards**

The Crown Worldwide Group (Crown Pacific in the USA) has received two business awards for Innovation in Service and for International Business, respectively. Both prizes were presented in December 1999.

The HKCSI Award for Services recognizes companies that "provide service of good value," and 104 busi-

nesses were reviewed in five categories: Innovation; Productivity; Customer Service; Tourism Services; and Export Marketing. Crown was recognized for Innovation. The judges cited the company for its "Crownrelo.com," an Internet-based system allowing companies to manage expatriate relocation activities through a single registration, tracking, and information resource," as well as its Crown University training program.

The DHL/SCMP HK Business Awards are awarded for "business excellence and outstanding entrepreneurship." Crown was selected as the winner in the International Award category.

### **G.I. Trucking Co. Celebrates 18 Years of Service to Hawaii**

G.I. Trucking Co. began land and sea shipping services to Hawaii 18 years ago, representing one milestone in a long series of strategic expansion moves that the company has made in its 50-year history.

"We have been pleased by our ability to provide quality transportation services from throughout our service territory to the Hawaiian Islands," noted company President Bill Reid. "Our employees have been able to provide rapid and consistent delivery from the mainland to the rapidly expanding marketplace in the 50th state."

G.I. Trucking offers regular delivery services from communities in its 16-state operations network to Hawaii. Schedules provide twice-weekly shipments on container vessels to Honolulu, with delivery to such destinations as Maui, Kauai, Hilo, and Kona.

Each week, G.I. Trucking Co. ships four to six containers, or about 2,100 tons of freight annually to Hawaii, according to Clyde Tsukimura, the firm's manager in Honolulu.

Freight shipments with Hawaiian destinations are transported through G.I. Trucking's regional or transcontinental service schedules to Southern California and the Port of Los Angeles. From there, goods make the passage from California to Hawaii in five days.

At the Honolulu terminal/service center, about 30 employees receive and forward the shipments to their ultimate destinations.

G.I. Trucking provides direct less-than-truckload (LTL) services to 16 Western and Midwestern states from 76 terminals, as well as transportation services to all other U.S. states and 10 Canadian provinces through its Ex-pressLINK North American services network.

---

### **New Year News!**

ATW Overseas Moving Limited in Hamilton, Ontario, Canada, recently announced that it has procured the contract with the Cayman Islands Government to handle all of their moves from Canada and the United States.

---

### **Household Movers Services Conducts Annual Conference**

Household Movers Services of Ridgewood, N.J., recently held its annual Technical Conference in Williamsburg, Va. Over 100 people attended the three-day meeting, including all HMS office staff, as well as technicians from throughout the United States.

The program included sessions to review safety procedures, customer service directives, and hands-on training. Technical topics addressed satellite dishes, appliances, and fitness equipment.

A special seminar was held by HMS General Manager Jim Brown, to demonstrate the correct wiring and placement of the components in a surround-sound system. This is quickly becoming one of the most commonly handled appliances for Household Movers Services. "The best part of this conference," said Brown, was the opportunity work in small groups, using a live system, to



demonstrate the clarity and power of a surround-sound system after it has been professionally installed.”

A third-party service company, HMS has worked with van lines, movers, and relocation companies throughout the United States since its inception in 1984.

## **IN MEMORIAM**

### **Tom O'Reilly**

Tom O'Reilly, President of Hassett Air Express, and partner in Hassett Moving & Storage Co., Elmhurst, Ill., passed away in October. He was 48.

Mr. O'Reilly began working with Hassett during his college vacations and was hired as Operations Manager upon his graduation. In the mid 1970s he persuaded his boss to devote resources to the air freight business, accurately predicting that it would become a booming industry.

In 1980, Mr. O'Reilly and three partners purchased Hassett and soon created an offshoot called Hassett Air Express, which today has branches in 12 cities nationwide.

Mr. O'Reilly was involved with the New York-based Institute for Student Achievement, a program that assists students at high risk of dropping out of high school. The company has established a scholarship in his honor.

# Welcome New Members



## Heino Preissler

Vice President  
Air Van Lines  
International Inc.  
HHGFAA Chairman

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.

## Associate Members

### Mr. John Gurrieri

**American Steamship Agency Corporation**  
300 Knickerbocker Road, 2nd Floor  
Cresskill, NJ 07626  
Tel: (201) 567-1600  
Fax: (201) 567-1200  
E-Mail: AMSTEAMSH@AOL.COM  
No of Years in Business: 16  
Sponsors: I.M.S. Inc., Int'l Moving Service, VA  
International Sea & Air Shipping Corp, NJ

### Mr. Seon-Ki Kim

**Asia Pacific Express Co., Ltd. (APEC KOREA)**  
3F Wonsung Bldg, 1658-23  
Seocho 1-Dong, Seocho-GU  
Seoul 137-071, Korea  
Tel: (82) 2 3473 5911  
Fax: (82) 2 3473 5917  
E-Mail: apec@thrunet.com  
No of Years in Business: 5  
Sponsors: Ashoka International, India  
Green Van International Co., Ltd, Taiwan

### Mr. Peter Allen Farmerey

**Biddulphs Removals + Storage SA (PTY) LTD**  
15 Vuurslag Avenue  
Spartan Ext 111, Gauteng, South Africa  
Tel: (27) 11 974 6630 • Fax: (27) 11 974 1746  
E-Mail: biddulphs@biddulphs.co.za  
No of Years in Business: 72  
Sponsors: Movements Int'l Movers, Australia  
Suburban Moving & Storage Co., IL

### Mr. Ole Fosmark & Kenneth Prause

**Bryde & Soinner A/S**  
Meterbuen 20-22  
DK-2740 Skovlunde/Copenhagen, Denmark  
Tel: (45) 44 35 20 00 • Fax: (45) 44 53 22 19  
E-Mail: byde@bryde-as.dk  
No of Years in Business: 43  
Sponsors: Putters Int'l, Belgium  
City Moving & Storage Ltd, England

### Mr. Eli P. Navon

**Classic International, Inc.**  
1674 Broadway, Suite 802, New York, NY 10019  
Tel: (212) 265-7555 • Fax: (212) 265-2480  
E-Mail: Eli@ClassicInternational.com  
No of Years in Business: 3  
Sponsors: Troy Container Line, Ltd, NJ  
Prime Transport, NY

### Mr. Yessai Armen Nikoyan

**CLC LTD Co.**  
375010 P.O. Box 64  
Erebuni 3, Suite 22  
Yerevan, Armenia  
Tel: (374) 1 40 92 78 • Fax: (374) 39 06 184  
E-Mail: clc@arminco.com  
Sponsors: Paxton Int'l, VA  
Big Apple Customs Brokers, NY

### Mr. David C. Todd

**D. Todd Removals, Storage & Shipping**  
Mills Road, Chilton Ind. Estate  
Sudbury, Suffolk CO10 2XX UK, England  
Tel: (44) 0 1787 377489  
Fax: (44) 0 1787 880597  
E-Mail: todds@ultramail.co.uk  
No of Years in Business: 20  
Sponsors: NovaTrans Systems AB, Sweden  
A/S Star International Moving & Storage, Norway

### Mr. William Martin

**Daly Movers, Inc.**  
1130 West Trenton, Orange, CA 92867  
Tel: (714) 538-2831 • Fax: (714) 639-5615  
Toll Free: (800) 395-8863  
No of Years in Business: 20  
Sponsors: AALCO Forwarding, Inc., KS  
Arpin Int'l Group, RI

### Mr. Frederic Traore

**Demenagements Internationaux Saint Michel/Mali**  
P. O. Box E3 843 • Bamako-Mali  
Tel: (223) 20 23 15 • Fax: (223) 20 23 14  
E-Mail: dism@mirinet.net.gn  
No of Years in Business: 14

### Mr. Arnaldo Torrissi

**DI. OR. S.R.L. (Traslochi Internazionali)**  
Via E. Torricelli, 11  
00016 Monterotondo Scalo (Roma), Italy  
Tel: (39) 069 008 5138 • Fax: (39) 069 060 290  
E-Mail: diorsl@uni.net  
No of Years in Business: 3  
Sponsors: Reliable Van & Storage Co., Inc., NJ  
Express International Company, Egypt



**Mr. Carl Cock-Johnsen**  
**Gebr. Hertling GmbH & Co.**  
 Sophie-Charlotten-Str.15  
 D-14059 Berlin, Germany  
 Tel: (49) 30 320 90 30 • Fax: (49) 30 320 90 338  
 No of Years in Business: 134  
 Sponsors: Suddath International, FL  
 Security Storage Company, DC

**Mr. Alasdair Bush**  
**Gerard Removers**  
 Unit 13C, Anniesland Village Business Park  
 Netherton Road, Glasgow G13 1EU, Scotland, UK  
 Tel: (44) 141 954 3939 • Fax: (44) 141 954 5290  
 No of Years in Business: 20  
 Sponsors: Chipman International, CA  
 Morgan Removals, Ireland

**Mr. S. Ramachandran**  
**Globe Packers**  
 No. 853/A, 5th Cross, 5th Main  
 Indiranagar 1st Stage  
 Bangalore, 560075, Karnataka, India  
 Tel: (91) 80 529 7790 • Fax: (91) 80 529 9177  
 E-Mail: globepackers@vsnl.com  
 No of Years in Business: 34  
 Sponsors: TG Int'l Insurance Brokerage Inc., CA  
 Helu-Trans (S) Pte Ltd., Singapore

**Mr. Peter Schnider**  
**Henri Harsch HH AG**  
 Im Vorderasp 4 - 8154 Oberglatt  
 Zurich, Switzerland  
 Tel: (41) 1 851 5100 • Fax: (41) 1 851 5105  
 E-Mail: peter.schnider@harsch.ch  
 No of Years in Business: 1

**Sr. Carlos Legar**  
**Intertrafik S.R.L.**  
 Enrique Martinez 1973 C.P. 11800  
 Montevideo, Uruguay  
 Tel: (598) 2 208 7382 • Fax: (598) 2 208 5304  
 E-Mail: tafik@adinet.com.uy  
 No of Years in Business: 24  
 Sponsors: Mercovan Argentina, Argentina  
 Riosur Co., Uruguay

**Mr. Evgenij Roldugin**  
**KLK Viksna LTD**  
 Braslas Street 20,  
 Riga, LV-1035, Latvia  
 Tel: (371) 7 040 513 • Fax: (371) 7 040 542  
 No of Years in Business: 4  
 Sponsors: KLG Estonia Ltd., Estonia  
 Nurminen Prima Oy, Finland

**Mr. Pilar Garcia-Carretero**  
**LA Toledana, S.L.**  
 C/Hermosilla, 106, 28009 Madrid - Spain  
 Tel: (34) 91 444 90 30 • Fax: (34) 91 402 46 88  
 E-Mail: toledana@ctv.es  
 No of Years in Business: 56  
 Sponsors: Transportes Internacionales Ferris,  
 Spain  
 INSA International Shipping & Storage, Ecuador

**Mr. Pietro Coniglio**  
**M.S.L. (Mediterranean Shipping & Logistics)**  
 Via Benedetto Croce 26, 00142 Rome, Italy  
 Tel: (39) 06 5422 4862 • Fax: (39) 06 5408 949  
 E-Mail: marello.arpino@globamar.it  
 No of Years in Business: 1  
 Sponsors: Atlas Van Lines International, WA  
 American Red Ball International, Inc., WA

**Mr. Johnnie Chen**  
**Orient Pacific International/Beijing**  
 Flat D. 17/F. House #1  
 Shi Li Bao, Chao Yang Road  
 Chao Yang Area • Beijing 100025 China  
 Tel: (8610) 6556 5346 • Fax: (8610) 6556 6143  
 E-Mail: bopisc@Public.fhnet.cn.nt  
 No of Years in Business: 2

**Mr. Mi-Hwa Kang**  
**Orient Shipping Co., Ltd**  
 16th Floor, Sung-Ji Bldg.  
 538 Dohwa-Dong, Mapo-KU, Seoul, Korea  
 Tel: (82) 2 716 9500 • Fax: (82) 2 716 6636  
 E-Mail: mhkang@orientship.co.kr  
 No of Years in Business: 7  
 Sponsors: Transpack International Co., Ltd, Korea  
 Sea Road Trans Corporation, Korea

**Mr. Francis Sandwidi**  
**Packinter**  
 Ougadougou 01BP  
 5302 Ouagadougou 01, Burkina Faso  
 Tel: (226) 36 09 26 • Fax: (226) 36 09 27  
 E-Mail: packi@fasonet.br  
 No of Years in Business: 16  
 Sponsors: Demenagements Sans Frontiere, France  
 DISM, Mali

**Mr. Rudolf Stangl**  
**Rudolf Stangl Ges.m.b.H.**  
 A-1100 Wein  
 Kudlichgasse 25, Austria  
 Tel: (43) 1 604 3115 • Fax: (43) 1 602 1090  
 E-Mail: rstangl@cso.net  
 No of Years in Business: 80  
 Sponsors: Carl Hartmann GmbH & Co., Germany  
 Sobalak, Austria

**Mr. Pat Hennessey**  
**Select Services & Supplies Corp.**  
 970 New Brunswick Ave, Bldg L  
 Rahway, NJ 07065  
 Tel: (732) 815-1700 • Fax: (732) 815-1664  
 E-Mail: SELECTSSC@AOL.COM  
 No of Years in Business: 1  
 Sponsors: Bolliger International Movers, CT  
 Transportation Services International, Inc., NJ

**Mr. Hans Linden or Mr. Marcus Antin**  
**Texab Transport & Express AB**  
 P.O. Box 5076, 131 05 Nacka, Sweden  
 Tel: (46) 8 714 5490 • Fax: (46) 8 702 2504  
 No of Years in Business: 12  
 Sponsors: GLC Flytt AB, Sweden  
 Cadogan Tate Worldwide Moving, England

## Welcome New Members

*continued*

**Mr. Steve Kang**  
**Trans Worldwide**  
 Suite 201, 176-6 Nokbun-Dong  
 Eunpyung-Ku, Seoul 122-020 Korea  
 Tel: (82) 2 389 8411 • Fax: (82) 2 386 9701  
 E-Mail: transworld@netsgo.com  
 No of Years in Business: 1  
 Sponsors: PT. Anekatrans Persada, Indonesia  
 Davidson Forwarding Company, MD

**Mr. Ugur Cimen**  
**Turkuvaz International Movers/Transportation  
 Company Limited**  
 Hosdere Caddesi Fuar Sokak 4/2  
 Yukari Ayranci, Ankara, Turkey  
 Tel: (90) 312 442 19 60  
 Fax: (90) 312 442 19 63  
 E-Mail: turkuvaz@tr-net.net.tr  
 No of Years in Business: 3.5  
 Sponsors: Int'l Movers Limited, The Netherlands  
 Cham Cargo Services, Syria

## Requests for Associate Membership

*Per Article IV, Section 1 of the By-Laws, which states, "Notice of every application for Associate Membership shall be given to each Active and Associate Member, who shall have thirty (30) days from date of such notice to submit evidence that the applicant is not creditworthy," the following companies have submitted their applications for membership:*

### Associate Member Requests

**Mr. Kelly Moran**  
**A-Mrazek Moving Systems**  
 545 Leffingwell Ave.  
 Kirkwood, MO 63122  
 Tel: (314) 822-4200 • Fax: (314) 822-8297  
 E-mail: mrazek@stlnet.com  
 No of Years in Business: 96  
 Sponsors: Crystal Forwarding, Inc., CA  
 Inter Trans Insurance Service, Inc., CA

**Mr. Michael Skoglund**  
**Art Moving International AB**  
 Tegelbruksvagen 17-19  
 126 34 Hagersten, Sweden  
 Tel: (46) 8 685 6860 • Fax: (46) 8 685 6840  
 E-Mail: michael.skoglund@artmoving.se  
 No of Years in Business: 1  
 Sponsors: Paxton Van Lines, Inc., NC  
 Gebr. van den Berg Verhuizingen BV, The Netherlands

**Mr. Esmeria S. Roca de Osorio**  
**Asuncion Vanpack S.R.L.**  
 Colon 846 entre Humaita y Pirabebuy  
 Asuncion, Paraguay  
 Tel: (595) 21 494 967 • Fax: (595) 21 494 969  
 E-mail: asupack@pla.nd.py  
 No. of Years in Business: 10  
 Sponsors: Transquadros Mudancas E Transportes  
 Ltda., Brazil  
 Confianca Mudancas E. Transportes Ltda., Brazil

**Mr. Dirk Beißner**  
**Ernst Beißner GmbH & Co. KG,**  
**International Removal Forwarder**  
 Bultstr. 9, 30159 Hannover, Germany  
 Tel: (49) 511 81 50 81 • Fax: (49) 511 85 51 32  
 Toll Free: (800) 81 50 81 0  
 E-Mail: BeissnerD@aol.com  
 No of Years in Business: 100  
 Sponsors: Crown Worldwide Movers, England  
 Gosselin World Wide Moving N.V., Germany

**Mr. Arturo J. Pena**  
**Pacific Crating and Shipping, L.L.C.**  
 1088 Revere Ave.  
 San Francisco, CA 94124  
 Tel: (415) 882-1449 • Fax: (415) 882-1809  
 E-mail: pcsrateship@worldnet.att.net  
 No. of Years in Business: 20  
 Sponsors: VIP Transport, Inc., CA  
 Compas International Movers, Belgium

**Mr. Oyvind Gundersen**  
**Stavanger Flyttebyra A/S Bybud-Service**  
 Dusavikvn. 21, N-4007  
 Stavanger, Norway  
 Tel: (47) 51 53 04 75  
 Fax: (47) 51 52 49 07  
 No of Years in Business: 60  
 Sponsors: Mathisen Transport AS, Norway  
 UTS Europe BV, The Netherlands

**Mr. Mahmoud Jalajel**  
**Yusuf Ahmed Alghanim & Sons W.L.L.**  
**Alghanim Freight**  
 P.O. Box 223  
 13003 Safat, Kuwait  
 Tel: (965) 476 3666  
 Fax: (965) 476 2710  
 Sponsors: Nazha Freight Service, Syria  
 Express International Company, Egypt

## Price List for Selected HHGFAA Publications and Miscellaneous Items

TITLE	CONUS MEMBERS	OVERSEAS MEMBERS
Commercial Shipping Guide	\$ 10.00	\$ 20.00
Laminated Damage & Repair Guides	12.00	12.00
DOD Regulation 4500.34R (PPTMR)	30.00	50.00
Defense Transportation Regulations Part IV	40.00	55.00
HHGFAA Freight Forwarders Tariff #4	15.00	
HHGFAA Membership Directory	20.00	35.00
Rate Solicitation I-11	35.00	50.00
Rate Solicitation I-12	35.00	50.00
How Congress Works: A Layman's Guide to Understanding Congress	10.00	
Active Members Mailing Labels	15.00	20.00
U.S. Associate Members Mailing Labels	20.00	25.00
Overseas Associate Members Mailing Labels	40.00	50.00
Training Video: Packing & Loading Military Shipments	20.00	50.00
Training Video: Packing & Loading Commercial Steamship Containers	20.00	50.00

### ORDER FORM

Name \_\_\_\_\_

Company \_\_\_\_\_

Mailing Address \_\_\_\_\_

Phone (     ) \_\_\_\_\_ Fax (     ) \_\_\_\_\_

Enclosed is my check for \$ \_\_\_\_\_. Please send the following publications:

Publication	Cost
_____	\$ _____
_____	\$ _____

Please charge my  Visa  MasterCard # \_\_\_\_\_

Name on card: \_\_\_\_\_ Exp. date \_\_\_\_\_

Signature \_\_\_\_\_

*All orders must be accompanied by check/money order payable to HHGFAA or credit card information. Mail with this form to:*

**HHGFAA • 2320 Mill Rd., Suite 102 • Alexandria, VA 22314.**  
**OR, fax with credit card information to (703) 684-3784**

## Link Up with HHGFAA

You can now link your home page with the HHGFAA Website ([www.hhgfaa.org](http://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*

# Washington Update

by Jim Wise  
The PACE Companies



## Government Affairs: An Overview of 2000

As the House and Senate reconvene for the second session of the 106th Congress, there are a handful of issues that could have direct effects on our industry. We are developing a proactive strategy to address all of them.

This Congressional session does not appear to offer the potential for broad sweeping changes in major policy areas. Not only is 2000 an election year, but it probably is the most important election in a decade. In addition to the Presidential election, the outcome of all the state contests becomes especially critical due to the reapportionment implications. Reapportionment is the process by which the state legislatures redraw the district boundaries for all state and Congressional districts for the next decade. The ability for creative mapmakers to draw Democratic or Republican districts is in direct proportion to their control of their respective state legislative bodies. Congress becomes vitally interested in helping elect local officials who will influence the drawing of those maps.

The national party conventions will also take place this summer (Republicans in Philadelphia and the Democrats in Los Angeles). Combined with the desire of all members of the House and one-third of the Senate to spend as much time as possible in their districts campaigning, it does not appear that this session of Congress will be productive. Everything will be accelerated, and most major issues will languish.

Moreover, control of the House may be in doubt for next year. In that chamber, to date 22 Republican Members and six Democrats have announced their retirements. At this point, most analysts believe that the Democrats stand a better chance of claiming control of the House.

The Senate, by contrast, offers a different perspective. Few analysts believe that there will be significant changes in the overall ratio between Democrats and Republicans in the Senate, where Republicans currently enjoy a 10-seat margin. Democratic seats in Virginia, New York, Nebraska, and Nevada may be in jeopardy, as might Republican seats in Florida, Pennsylvania, Minnesota, Michigan, Montana, Delaware, and Washington. No one believes that the potential swing is enough to tilt the balance back to the Democrats.

### Now in the Works

#### Full Service Moving Program

The mega-bundled Full Service Moving Program (FSMP) is an expansion of the Hunter Army Airfield test. DoD plans to initiate the FSMP in the National Capital Region (17,000 moves), Georgia (26,000 moves), and North Dakota (2,000 moves) with participation by all the military services.

Industry has attempted to meet with DoD to resolve the onerous aspects of the proposal that will put our members out of business. These efforts were greatly encouraged by the House Armed Services Committee during hearings on the re-engineering efforts last year. While we have

achieved some agreement on aspects of the program, there remains significant disagreement between DoD's Office of Transportation Policy and industry. Among the issues that remain in conflict are:

- Contract status;
- Who will distribute tonnage and what methodology will be used to distribute the tonnage;
- Direct claims settlement between the moving company and the customer; and
- Tonnage distribution based on regional capabilities.

We are concerned that, if allowed to proceed, FSMP will relegate small and medium-size companies in our industry to third- and fourth-tier subcontractors at best. No single small or medium-size business could win a bid as a prime contractor because of the structure of the contract and the need for an enormous amount of capital investment. The transportation agreements being proposed for the movement aspect of the program holds little guarantee or promise. Most small and medium-size transportation and forwarding companies would be put out of the government procurement business. We believe that the FSMP program, as it is being proposed by DoD, will benefit only large van lines and relocation broker companies.

### **SBA Size Determinations Proposed Rule Changes**

SBA established a deadline last September for comments to its proposed rulemaking for a recalculation of the size standards for small businesses. The SBA originally suggested that the standards for firms within SIC 4731 (which includes household goods freight forwarders, ocean freight forwarders, and customs brokers) would be reduced from the current \$18.5 million to \$5 million.

HHGFAA's concern was based principally on SBA's determination that pass-through funds received by forwarders and custom brokers for payment to carriers or other third parties would be excluded from the income calculation.

While we apparently won the latest round in the determination of size standards when SBA agreed to adopt the \$18.5 million figure for our SIC code, we remain concerned that the SBA will attempt another rule change in the year 2000.

### **SBA's New Proposed Classification System**

Last October, the SBA issued new proposed rules to create a more precise industrial classification system to serve as the basis for the agency's widely used small business size standards. The new system, known as the North American Industry Classification System (NAICS), reflects recent business development trends by listing a greater number of advanced technology and service industries than the current Standard Industrial Classification (SIC), which has been in use since the 1930s. The NAICS classification system now is used to compile business and trade statistics in the United States, Canada, and Mexico.

The proposed rule seeks adoption of the NAICS-based size standards on Oct. 1, 2000. As part of the switchover, SBA plans to use the guidelines outlined in the rule to convert standards based on the SIC system to those for the NAICS system. Through this process, SBA intends to retain, to the extent practical, the small business status of firms currently eligible for federal small business programs.

We must ensure that conversion of these SIC codes is done correctly and without any attempts to divert our members' codes into those that could include other activities not covered by the same small business size standards. Such inadvertent modifications could have a negative impact on the ability of some of our members to continue to be considered small business for government contracting purposes.

### **Carriage of Goods by Sea Act (COGSA)**

The Senate Surface Transportation & Merchant Marine Subcommittee will most likely consider the COGSA Reform Act. The Act, which dates back to 1936, establishes liability limitations for "tackle to tackle" ocean freight shipments. The Maritime Law Association of the United States has been working since 1992 on legislation to revise COGSA.

A year ago, proponents predicted that the legislation would breeze through Congress in the

first half of the 106th Congress. But no legislation was seriously considered because the proposal stalled amid squabbling between U.S. and foreign interests. The draft bill will reflect an elaborate deal between ocean carriers and large shippers and would adopt the higher liability limits of the so-called Hague-Visby rules.

The bill apparently would reduce the defenses that carriers can use to avoid liability, and cover door-to-door intermodal movements instead of only port-to-port transportation. It would also nullify the Supreme Court's 1995 "Sky Reefer" decision, which permitted cargo disputes to be litigated or arbitrated outside the United States. The European Commission (EC) has opposed the COGSA revision, saying the United States should wait until a global cargo-liability regime is developed, rather than act unilaterally.

Support from U.S. maritime interests for COGSA revision hasn't been unanimous. Carriers have objected to elimination of carriers' traditional "errors of navigation" defense, and stevedores complain that they'd be subject to additional liability. The COGSA proposal would propose new liability limitations (either \$2.75 per kilogram or \$927 per package, whichever is higher) with extended liability limitations to inland movements. Since most ocean carriers offer intermodal services that include rail and truck carriage under the combined bills of lading, they could be exempt from liability but through the confidential service agreements allowed under the Ocean Shipping Reform Act (OSRA).

NVOCCs are not allowed to make service contracts under OSRA. The most pernicious aspect of this proposal is the creation of a new "performing carrier," essentially subcontractors, co-loaders, freight forwarders, co-loaders, and warehouses. The effect of this proposed language would be to hold the actual carrier exempt from liability while making the "performing carrier" subject to increased levels of liability.

Obviously, we must work hard to defeat or heavily amend this proposal. It has the backing of the American Maritime Law Association, which obviously enjoys the ear of the Senate Transportation Committee.

### **SBA Government Contracting Reform**

There is a proposal under consideration by the Administration to "squeeze" Government Contracting (GC) into the district office (DO) structure. Such a move is contrary to the intent of Congress and will effectively end GC's ability to operate as a national program. The effectiveness and strength of the GC programs is the ability to use the existing resources interchangeably and to focus on local, regional or national procurement issues affecting the small business community. The current organizational structure maximizes the procurement services available for the small business community.

Many in Congress have concerns about the impact that such a consolidation would have on small business government contracting opportunities. A study by the SBA Office of Inspector General identified a multitude of reasons why placing GC into the DO's would be extremely harmful to small businesses. Most important, it would leave small businesses without effective advocacy in the area of government contracting.

As there is one set of GC programs, there is presently a continuity of purpose. If the GC programs are dispersed, they will lose their national focus. This will hamper the ability to protect small business interests leading to loss of small business contracting opportunities and increased bundling.

We must work closely with the SBA Office of Advocacy and Congressional supporters to defeat this proposal.

### **FAIR Legislation**

The Free Market Antitrust Immunity Reform Act of 1999 (FAIR Act) was introduced by Rep. Henry Hyde (R-IL), Chairman, House Judiciary Committee, on Oct. 25. The proposal would eliminate the long-standing antitrust immunity that ocean shipping companies have enjoyed since 1916. Under that immunity, steamship companies have been able to jointly fix rates that apply to the transporting of goods into and out of the United States.

Traditionally, steamship companies have set rates in a formal conference that consists of many of the steamship companies operating in a particular geographical trade lane or, as in the case of TAAFLO, covering a particular commodity. Under OSRA, which passed into law last year, the cartels have been replaced by discussion agreements that establish voluntary rates for their members. Discussions agree-

ments are even more egregious than conferences because they include almost all of the ocean carriers in a given trade lane and have historically targeted smaller shippers, NVOCCs, and shippers' associations.

Hyde expects to hold hearings on this legislation early in 2000. We will closely monitor this proposal.

### **Claims**

In our recent visits on the Hill, members of the House Judiciary Committee have inquired about the status of the claims issue that is of great concern to many HHGFAA members. The panel has indicated its interest in learning if the issue has been ameliorated in any of the pilot programs. Alternatively, questions persist regarding whether the issue can be addressed as part of the broader effort to bring about "re-engineering" in all of the household goods programs.

We are exploring with Committee staff the efficacy of holding hearings to address this issue. Several major provisions of a claims reform bill that we brought to the staff's attention last year and are still relevant:

1. 90-day period in which a military member can present a claim to the mover similar to commercial practices;
2. 9-month maximum statute of limitations on claims from military to mover;
3. Direct claims settlement with the military member;
4. Alternative dispute resolution to be used for all disputes, with the service to be paid for by the contractor.

### **Section 805 Proposals for Procurement**

Section 805, as passed in the Senate FY2000 Defense Authorization Act, is very damaging to the small businesses of our industry and others. While we were able to exempt the transportation and relocation industry from the measure, we have been put on notice that the DoD and members of the Committee will try to extend the reach of this section to include our industry in this session of Congress.

Section 805 allows DoD the ability to procure up to \$5 million of a variety of services with just three phone calls. DoD does not have to take competition into consideration, nor does it have to consider small business concerns including set-asides, minority business interests, or bundling issues. Section 805 was inserted into the DoD legislation without hearings, public discussion, or an evaluation of its impact on industries or small businesses.

### **SBA Contract Bundling**

Over the past few months, Rep. Jim Talent (R-Mo.), Chairman of the House Small Business Committee, has held several hearings regarding the growing practice by federal agencies of contract bundling. In virtually all its departments and agencies, the government has initiated an effort over the past few years to consolidate contracts in the name of efficiency. In this age of reinventing government, federal procurement officers have begun consolidating (bundling) traditional small business contracts, thereby preventing smaller companies from participation. The contracts most frequently selected are generally larger and cover several years, thus requiring more equipment, personnel, insurance and bonding, or areas of responsibility.

This effort has squeezed thousands of small businesses out of the procurement marketplace and left others with their contracts slashed drastically. A detailed report on the impact of contract bundling on small businesses prepared for the Small Business Administration says that small businesses are losing market share in the \$180 billion federal procurement industry, and the future looks even more bleak.

Between 1991 and 1995, more than 7,000 small businesses stopped doing business with the government, according to the report. Experts say that's probably because the government has gradually moved to fewer but bigger contracts. Bundling is going on, and small businesses are getting hurt the most. Those in the ship repair, architectural transportation and engineering, and pharmaceutical industries are experiencing the biggest losses because of contract bundling.

At the same time the SBA has finally published the interim contract bundling rules that became effective Dec. 27, 1999. There are several concerns with the proposed rules (e.g., a quantitative methodology to determine cost savings, "substantial benefit," etc.). Congress and the small business community are not happy about the way the OFPP and SBA have watered down the intent of the legislation in the rules. Congress plans to enact stronger language during the FY01 SBA Reauthorization Act due to be completed this year.

We are working closely with Congress and monitoring the development of the SBA Authorization Act and the changes in the Contract Bundling language to ensure adequate protections for the continued participation of small business (especially HHGFAA members) in government contracting. Obviously, we need to closely review the final rules (if timely) for possible application of bid protests for pilot programs such as the FSMP.

Meanwhile, key Congressional leaders have asked for HHGFAA's continued help in developing information to demonstrate the deleterious impact that bundling is having on America's small business and on the federal government's procurement practices. The House Small Business Committee will likely hold further hearings this year on the issue.

### **OSHA Reform**

Amid continuing controversy and Congressional opposition, in November the Occupational Safety and Health Administration (OSHA) published its proposed ergonomics standard. It would require employers in manual handling and manufacturing operations to implement ergonomics programs. The draft rule has several troublesome components. The vagueness of the rule allows it to apply to almost every employer, and to almost every job. It opens employers up to infinite liability for injuries no one can define, and whose cause cannot be pinned down.

Moreover, it would take only one recordable employee complaint to trigger the OSHA rule, which would apply to all employees in a similar position to the employee who complained of an injury.

Finally, under the rule, employers must pay employees needing time off due to an ergonomic injury up to 90 percent pay and 100 percent of their benefits. A worker who is moved to "light duty" work would receive 100 percent pay and benefits. If the state workers compensation is lower than the 90 percent pay and 100 percent benefits, the employer is responsible for the difference.

Three public hearings are planned for comment on the rule, and HHGFAA will most likely offer testimony. Since most HHGFAA members, both commercial and military, use computer equipment and require their employees to perform tasks involving repetitive motion, this rule could have a devastating impact on the industry.

## **THE PORTAL**

**Why keep a good thing  
to yourself?**

**Pass it around!**

## A Y2K Roundup

**B**y now everyone knows that except for a few minor isolated incidents, nothing much happened when the calendar rolled over to the year 2000. Fears that computers would mistake 00 dates as 1900 rather than 2000 spurred an unprecedented, all-out effort by managers, engineers, and other technology professionals to avert potential disasters.

Millions of man-hours and billions of dollars were poured into Y2K repairs, and when it was all over, John A. Koskinen, President Clinton's Y2K czar, declared that "the Millennium Bug has been squashed."

Industries such as banking and other technology dependent sectors breathed a collective sigh of relief when the new year began and nothing significant happened. Was the smooth transition to 2000 was attributable to the mammoth efforts? Or did the angst over a potential Y2K glitch represent a monumental hype, a boon to engineers and consultants hired to fix it? At this point, no one can really say for sure, but Koskinen, pointing to a few minor incidents—such as a small town's assignment of jury duty for January 1900—clearly felt that the successful rollover was due to thorough preparation and attention to potential problems. Just imagine, he said, what might have happened if this work had not been done.

A special White House command center set up to monitor events in every part of the world as each time zone entered the new year had been scheduled for round-the-clock duty for weeks into 2000. But the lack of adverse developments resulted in a cutback of monitoring staff and the hours they would have to spend in their high-tech bunker.

The U.S. Department of Transportation invested about \$448 million in addressing the Y2K bug. What problems might have occurred if the Y2K bug had not been squashed? Here's what the government says:

- Safety could have been compromised and services disrupted with a possibly significant impact on the economy. Further, the confidence of the American public in its transportation system would have been eroded.
- A Y2K failure could have affected the transport and accuracy of information on hazardous materials being transported on highways.
- If FAA had not fixed about 150 mission-critical systems in the air traffic control system, the result could have been significant delays within the aviation system. Air traffic controllers could have been forced to spread out air traffic to enhance levels of safety, resulting in delays that would have been unacceptable to the traveling public.
- At Chicago's O'Hare International Airport alone, airfield lights would have malfunctioned, the airport's 911 system would have broken, and some security systems would have failed without the \$9 million investment in Y2K inspections and overhauls.
- Effective response to medical emergencies following injuries suffered in car crashes, heart attacks, etc., could have been compromised.
- The National Driver Register (NDR) may not have functioned properly. The NDR is crucial to an accurate driver registration system and is instrumental in allowing states with such systems to search it for information on potential problem drivers. ■

### Portal Readership Survey

On the following page is this year's Readership Survey. Your participation is welcome and encouraged, because your input enables us to provide an industry magazine you will read and use. Please take a few moments to complete it and return it to HHGFAA by mail or by fax.



# THE PORTAL

## 2000 READERSHIP SURVEY

1. Approximately how much time do you devote to reading each issue of *The Portal*? \_\_\_\_\_

2. How many people read your copy of *The Portal*? \_\_\_\_\_

3. Please rate your interest in the contents of *The Portal* as they pertain to your business by circling the appropriate responses:

Washington Update (legislative developments)	Very Interested	Somewhat Interested	Not Interested
Regulatory Updates	Very Interested	Somewhat Interested	Not Interested
Military/MTMC News (reengineering, etc.)	Very Interested	Somewhat Interested	Not Interested
Small Business Issues	Very Interested	Somewhat Interested	Not Interested
High Technology Developments	Very Interested	Somewhat Interested	Not Interested
Industry News (appointments, awards, etc.)	Very Interested	Somewhat Interested	Not Interested
Maritime / Ocean Shipping	Very Interested	Somewhat Interested	Not Interested
Moving and Storage	Very Interested	Somewhat Interested	Not Interested
Aviation/Air Cargo	Very Interested	Somewhat Interested	Not Interested
Trucking News	Very Interested	Somewhat Interested	Not Interested
HHGFAA meetings, fundraisers, and events	Very Interested	Somewhat Interested	Not Interested
Finance/Economics	Very Interested	Somewhat Interested	Not Interested
Personnel/Employment Issues	Very Interested	Somewhat Interested	Not Interested
New HHGFAA Products and Services	Very Interested	Somewhat Interested	Not Interested
Insurance Articles	Very Interested	Somewhat Interested	Not Interested
“View from the Hill” by Senators/Congressmen	Very Interested	Somewhat Interested	Not Interested
Classified Ads	Very Interested	Somewhat Interested	Not Interested
Industry Calendar	Very Interested	Somewhat Interested	Not Interested
HHGFAA Member Profiles	Very Interested	Somewhat Interested	Not Interested

4. Please check the statement that most accurately reflects your views about the contents of *The Portal*:

I like to read in-depth reports about issues that are important to the industry.

I don't have the time or inclination to read long articles, no matter how relevant they are, and prefer to read short summaries of the pertinent facts.

Other (please explain): \_\_\_\_\_

5. I am most likely to read and use articles related to: \_\_\_\_\_

6. I am least likely to read and use articles related to: \_\_\_\_\_

7. I would rate the quality of content of *The Portal* overall as:  excellent  good  fair

8. I think the size of *The Portal* is generally (check one):  too few pages  too many pages  about right

9. I read *Portal* ads and try to use the services of *Portal* advertisers.  yes  no

10. Please provide any comments you may have as to the contents of *The Portal* and its relevance to you and your business.

\_\_\_\_\_

Your name (optional): \_\_\_\_\_

*Please complete (a Xerox copy is fine) and return by March 15 to:  
HHGFAA • 2320 Mill Road, Suite 102 • Alexandria, VA 22314 • Fax: (703) 684-3784*

**HHGFAA: Working to Protect Industry and Small Business**

# 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.*

HHGFAA: [hhgfaa.org](http://hhgfaa.org)  
 21st Century Relocations: [21stcenturyrelocations.com](http://21stcenturyrelocations.com)  
 A.Alternativa: [a-alternativa.com.br](http://a-alternativa.com.br)  
 Air Animal: [airanimal.com](http://airanimal.com)  
 APA Worldwide Movers and Packers: [cool.co.cr/usr/apa/apa.html](http://cool.co.cr/usr/apa/apa.html)  
 APL Services: [apl.com](http://apl.com)  
 Arab Italian Shipping: [globalsilverhawk.com](http://globalsilverhawk.com)  
 Arrowpak Int'l: [sales@arrowpak.co.uk](mailto:sales@arrowpak.co.uk)  
 Atlas Int'l Movers: [atlas-movers.nl](http://atlas-movers.nl)  
 Beirut Express: [beirutexpress.com](http://beirutexpress.com)  
 Bon-Accord Int'l: [utsbonaccord.co.uk](http://utsbonaccord.co.uk)  
 Brazil Worldmover: [brazilmover.com](http://brazilmover.com)  
 Capitol Trans: [capitoltransportation.com](http://capitoltransportation.com)  
 Circle Freight Int'l: [circle-muscat.com](http://circle-muscat.com)  
 Desbordes International: [desbordesinternational.com](http://desbordesinternational.com)  
 DeWitt Trans. Services of Guam: [dewitt.com.gu](http://dewitt.com.gu)  
 Excess Int'l Movers: [overseasremovals.com](http://overseasremovals.com)  
 Express International Co.: [expressintl.com.eg](http://expressintl.com.eg)  
 Freight Int'l: [freightinternational.com](http://freightinternational.com)  
 Fukuoka Soko Co.: [fukuokasoko.com/moving](http://fukuokasoko.com/moving)  
 Garcia Trucking: [garciatrucking.com](http://garciatrucking.com)  
 Global Packers & Movers: [pakcyber.com/globalpackers](http://pakcyber.com/globalpackers)  
 Globalink: [globalink.kz](http://globalink.kz)  
 Globus Int'l: [globus-intr.co.il](http://globus-intr.co.il)  
 Gosselin Worldwide Moving: [gosselin.be](http://gosselin.be)  
 Hilton Anchorage: [anchorage.hilton.com](http://anchorage.hilton.com)  
 Homepack Freight Int'l: [geocities.com/~hompk](http://geocities.com/~hompk)  
 Household Movers Services: [www.hmsusa.com](http://www.hmsusa.com)  
 Interdean: [interdean.com](http://interdean.com)  
 Intermove: [Intermove.com](http://Intermove.com)  
 International Wood Industries: [inthwoodind.com](http://inthwoodind.com)  
 J. Calenberg: [calenberg.com](http://calenberg.com)  
 JVK Movers: [jvkmovers.com](http://jvkmovers.com)  
 La Vascongada, S.L.: [vascongada.com](http://vascongada.com)  
 Lykes Lines: [lykeslines.com](http://lykeslines.com)  
 Maersk: [maerskline.com](http://maerskline.com)  
 Magna International Movers: [magna.co.za/magna](http://magna.co.za/magna)  
 Mark VII, Inc.: [markvii.com](http://markvii.com)  
 Mudanzas Mundiales: [mudanzasmundiales.com](http://mudanzasmundiales.com)  
 Nationwide Relocation Int'l: [nrii.com](http://nrii.com)  
 NEER Service: [neerservice.com](http://neerservice.com) or [neerservice.fr](http://neerservice.fr)  
 New Haven Moving Equip.: [newhaven-usa.com](http://newhaven-usa.com)  
 Oman Moving & Storage: [oman.ie](http://oman.ie)  
 P.T. Global Removindo: [globalsilverhawk.com](http://globalsilverhawk.com)  
 Pac Global Ins. Brokerage: [pacglobalins.com](http://pacglobalins.com)  
 PAIMA: [paima.com](http://paima.com)  
 Phoenix Transport Services: [phoenix-transport.de](http://phoenix-transport.de)

SBA Gov't Contracting site: [sba.gov.gcmed/regulatory.htm](http://sba.gov.gcmed/regulatory.htm)  
 SCANVAN: [scanvan.com](http://scanvan.com)  
 Sea Bird Services: [seabird.com.eg](http://seabird.com.eg)  
 SIT Transportes Internacionales: [sit-spain.com](http://sit-spain.com)  
 TechMate International: [TechMateIntl.com](http://TechMateIntl.com)  
 The Guardian Services Group: [guardianservices.com](http://guardianservices.com)  
 The Moving Company: [themovingcompany.co.nz](http://themovingcompany.co.nz)  
 Trans Movers Worldwide: [centrin.com/tran/move](http://centrin.com/tran/move)  
 Translink: [translink.co.th](http://translink.co.th)  
 Transpack Packing & Frt. Fwd: [Transpack.com.pk](http://Transpack.com.pk)  
 Transworld Movers Brazil: [transworldmovers.com.br](http://transworldmovers.com.br)  
 Travel Guard: [tginternational.com](http://tginternational.com)  
 Welte-Furrer: [welte-furrer.ch](http://welte-furrer.ch)

## Selected E-mail addresses:

HHGFAA: [hhgfaa@aol.com](mailto:hhgfaa@aol.com)  
 21st Century Relocations: [relocations@vsnl.com](mailto:relocations@vsnl.com)  
 A.Alternativa: [transp@a-alternativa.com.br](mailto:transp@a-alternativa.com.br)  
 A. Univers Transit: [aunivers@netvision.net.il](mailto:aunivers@netvision.net.il)  
 Activa Mudanzas Diplomaticas: [activa@sol.racsa.co.cr](mailto:activa@sol.racsa.co.cr)  
 Air Animal: [petmover@airanimal.com](mailto:petmover@airanimal.com)  
 Anglo Pacific Int'l: [antiques@angloPacific.co.uk](mailto:antiques@angloPacific.co.uk)  
 APA Worldwide Movers and Packers: [apawww@sol.racsa.co.cr](mailto:apawww@sol.racsa.co.cr)  
 Arab-Italian Shipping: [aisco@ncc.moc.kw](mailto:aisco@ncc.moc.kw)  
 Ashoka International: [ashokint@ndb.ysnl.net.in](mailto:ashokint@ndb.ysnl.net.in)  
 Atlas Int'l Movers: [info@atlas-movers.nl](mailto:info@atlas-movers.nl)  
 Beirut Express: [removals@beirutexpress.com](mailto:removals@beirutexpress.com)  
 Bon-Accord Int'l: [imports@uts4408.co.uk](mailto:imports@uts4408.co.uk)  
 Brazil Worldmover: [worldmover@brazilmail.com](mailto:worldmover@brazilmail.com)  
 Circle Freight Int'l: [mkt@circle-muscat.com](mailto:mkt@circle-muscat.com)  
 Claims Adjustment Technology: [lbscatbox@aol.com](mailto:lbscatbox@aol.com)  
 Desbordes Int'l: [info@desbordesinternational.com](mailto:info@desbordesinternational.com)  
 DeWitt Transportation Services of Guam: [ezdewitt@dewitt.com.gu](mailto:ezdewitt@dewitt.com.gu)  
 Excess Int'l: [imports@overseasremovals.com](mailto:imports@overseasremovals.com)  
 Express International Co.: [nazzal@link.com.eg](mailto:nazzal@link.com.eg)  
 Freight Int'l: [removal@emirates.net.ae](mailto:removal@emirates.net.ae)  
 Freight Systems Co. Ltd. (L.L.C.): [albert@net.fsldxbho.co.ae](mailto:albert@net.fsldxbho.co.ae)  
 Froesch (Russia): [froesch1@online.ru](mailto:froesch1@online.ru)  
 Fukuoka Soko Co.: [moving@fukuokasoko.com](mailto:moving@fukuokasoko.com)  
 G.E.P.: [gepbox@compuserve.com](mailto:gepbox@compuserve.com)  
 Gamma Shipping: [aviani@gamma-shipping.co.il](mailto:aviani@gamma-shipping.co.il)  
 Gil Stauffer: [international@gil-stauffer.com](mailto:international@gil-stauffer.com)  
 Global Packers & Movers: [kazmi@global97.sdnpc.undp.org](mailto:kazmi@global97.sdnpc.undp.org)  
 Globalink: [Globalink@asdc.kz](mailto:Globalink@asdc.kz)  
 Globus Int'l: [globusps@internet-zahav.net](mailto:globusps@internet-zahav.net)  
 Homepack Freight Int'l: [hmpk@cyberaccess.com.pk](mailto:hmpk@cyberaccess.com.pk)

Interdean London: *idi@interdea.interdean.co.uk*  
 Intermove: *move@Intermove.com*  
 Intermud: *intermud@guate.net*  
 Interport: *info@interport.comsg*  
 Interstate Int'l: *Intl@invan.com*  
 ITO Berlin: *Berlin@ito-movers.de*  
 J. Calenberg: *info@calenberg.com*  
 Jennif Worldwide Movers-Singapore:  
*jennif@cyberway.com.sg*  
 JVK: *thailand@jvkmovers.com*  
 JVK Naga Movers: *bangladesh@jvkmovers.com*  
 Kotaisan: *ktsprima@centrin.net.id*  
 La Vascongada, S.L.: *comercial@vascongada.com*  
 Leader Freight Forwarders:  
*leadpack@emirates.net.ae*  
 Magna Int'l Movers: *removals@jhb.magna.co.za*  
 Mark VII International: *MVIIIntlHou@aol.com*  
 Movements Int'l: *mim.sydney@onaustralia.com.au*  
 Mudanzas Mundiales, S.A.:  
*info@mudanzasmundiales.com*  
 Nationwide Relocation Int'l: *nrii@deltanet.com*  
 Neer Service: *paulin@neerservice.fr*  
 New Haven Moving Equipment: *nhmela@aol.com*  
 Nurminen Prima Oy: *Nurminen.Prima@co.inet.fi*  
 O.D. Debbas & Sons: *debbasons@attmail.com*  
 Oman Moving & Storage: *admin@oman.ie*  
 Pac Global Ins.Brokerage:  
*sfuhrman@pacglobalins.com*  
 Packways India: *packways@bom4.vsnl.net.in*  
 PAIMA: *paima@sinfo.net*  
 Pelichet, S.A.: *international@pelichet.ch*

Phoenix Transport Services:  
*phoenix@phoenix-transport.de*  
 P.T. Global Removindo: *gsilver@rad.net.id*  
 Rex Service Co., Ltd.: *rexco@public.tpt.tj.cn*  
 SBA Advocacy Office: *advocacy@sba.gov*  
 Sea Bird Services: *seabird@commnet.com.eg*  
 Select Services & Supplies Corp:  
*SelectSSC@aol.com*  
 SEM Movers: *semmove@indosat.net.id*  
 SIT Transportes Internacionales:  
*sit.mad@sit-spain.com*  
 T.A. Mudanzas: *tamoving@sol.racsa.co.cr*  
 The Guardian: *Guadbalto@aol.com*  
 The Moving Company:  
*c.mccall@TheMovingCompany.co.nz*  
 Thomas Johnson & Sons Ltd.  
*billcompton@johnsonmovers.com*  
 Trans Movers Worldwide: *nutrans@centrin.net.id*  
 Translink: *relocation@translink.co.th*  
 Transpack Packing & Freight Forwarding Co.:  
*transpack@isb.comsats.net.pk*  
 Transworld Movers Brazil:  
*transw@transworldmovers.com.br*  
 Travel Guard: *travelguard@worldnet.att.net*  
 United Prof. Movers: *Fazla@upm.sdnpk.undp.org*  
 Vanpac: *rauf@vanpac.edunet.sdnpk.undp.org*  
 Vayer Group Ltd.: *vayer@netvision.net.il*  
 Welte-Furrer Ltd: *international@welte-furrer.ch*  
 Willis Corroon Transportation Risk Services:  
*iris@willis.com*

## BANNER ADS ON HHGFAA'S WEB SITE: A SMART MOVE FOR YOUR BUSINESS

Now, you can get more bang for your advertising buck, thanks to HHGFAA's new Web advertising program.

For a one-time setup fee and a nominal maintenance charge you can have a high-quality advertising vehicle designed for you and placed right on HHGFAA's Web site. There, it will be seen by a targeted audience of potential clients, trading partners, and colleagues throughout the industry.

One-time setup fee:	\$180.00
Monthly maintenance fee:	\$ 45.00

For more information on how you can put this exciting technology to work for you, call HHGFAA at (703) 684-3780 today!

**Another Great HHGFAA Member Benefit!**

## ADVERTISERS' INDEX

A Alterniva .....	34	Maersk .....	31
A. Arnold .....	15	Magna .....	53
Activa Mudanzas Diplomaticas .....	35	Mark VII .....	21
AE Nationwide .....	42	McGimpsey .....	74
AGS .....	62	Milbin .....	45
Air Animal .....	48	Movements International Movers .....	52
Anglo Pacific Int'l .....	37	Mudanzas Mundiales .....	4
APA .....	73	National Relocation Int'l (NRI) .....	5
Arab Italian Shipping Co. ....	43	Nationwide Crating .....	57
Arrowpack .....	52	Neer Service .....	29
Ashoka International .....	72	New Haven .....	50
Atlas Wood Products .....	14	Nurminen Prima OY .....	40
Atlas Worldwide Moving Systems .....	4	Oman .....	46
Bob Lynch .....	30	Pac Global .....	12
Bon-Accord Int'l Removers Ltd. ....	28	Pelichet .....	73
Capitol Trans .....	61	Penbroke Marine Services .....	38
CDS Moving Equipment .....	40	Phoenix Transport Services .....	40
Chess .....	8	P.T. Global Removindo .....	38
Claims Adjustment Technology .....	55	Rex Service Co., Ltd. ....	39
Desbordes .....	60	Rosebrock .....	34
DeWitt Transportation Services .....	4	Saleemson's .....	57
Excess International .....	79	Scanvan .....	80
Freight International .....	2	Sea Bird .....	36
Freight Systems Ltd. ....	7	Select Services & Supplies Corp. ....	9
Fukuoka Soko .....	33	SEM Movers .....	33
Garcia .....	47	SIT Transportes .....	56
GEP .....	36	Sterling .....	70
Gil Stauffer .....	54	Straits Express .....	65
Global Packers & Movers .....	17	T.A. Mudanzas .....	65
Globalink .....	20	TechMate Int'l (LoadMate) .....	19
Gosselin .....	26	TechMate Int'l (SalesMate) .....	18
Hilton Anchorage .....	51	The Euro Group .....	76
Homepack .....	23	The Guardian .....	32
IMS .....	30	The Moving Co. ....	53
Interdean .....	78	Thos. Johnson .....	74
Intermove .....	58	Trans Huara .....	41
Intermud .....	43	Trans Movers .....	74
International Wood Industries .....	5	Translink .....	27
Interport .....	49	Transpack .....	24
J. Calenberg .....	53	Transworld Movers Brazil .....	74
Jacksonville Box .....	37	Travel Guard .....	64
Jennif Worldwide Movers .....	37	United Professional Movers Int'l (UPM) ...	22
JVK .....	17,77	Vanpac .....	25
Kontane .....	26	VIP .....	30
Kotaisan .....	26	Welti-Furrer .....	7
La Rosa del Monte .....	9	Willis Corroon .....	53
La Vascongada, S.L. ....	78	Worldmover/Brazil .....	47
Leader Pack .....	19	Yempac Cargo .....	38

## Industry Calendar

Feb. 13-16, 2000	LACMA Conference	Punta del Este, Uruguay
Feb. 29-March 1, 2000	Military-Industry Meeting	Alexandria, VA
March 6-10, 2000	OMNI Annual Conference/Meeting	Cape Town, South Africa
March 12-16, 2000	FIDI Annual Conference	Sun City, South Africa
April 3-6, 2000	MTMC-HQ Training Symposium & Conference	Atlanta, GA
April 8-14, 2000	FIDI Institute Seminar	New York, NY
April 13-17, 2000	AFDI Conference	Ajaccio, Corsica
May 10-11, 2000	GSA International Products and Services EXPO	San Diego, CA
June 2-5, 2000	BAR Conference	Brighton, UK
August 25-27, 2000	AFRA (Australian Movers) Conference	Freemantle, Australia
Sept. 23-29, 2000	FIDI Sales Management Seminar	Vancouver, B.C., Canada
Sept. 29-30, 2000	15th Annual PAIMA Meeting	Anchorage, AK
Oct. 1-5, 2000	55th Annual NDTA Transportation and Logistics Forum & Exposition	Albuquerque, NM
<b>Oct. 1-3, 2000</b>	<b>HHGFAA 38th Annual Meeting</b>	<b>Anchorage, AK</b>
Nov. 4-10, 2000	FIDI Institute Seminar	Rotterdam, The Netherlands
Sept. 29-Oct. 3, 2001	56th Annual NDTA Transportation and Logistics Forum & Exposition	Madison, WI
April 21-25, 2002	FIDI Congress	Cairo, Egypt
Oct. 5-9, 2002	57th Annual NDTA Transportation and Logistics Forum & Exposition	Greensboro, NC
<b>Oct. 8-10, 2002</b>	<b>HHGFAA 39th Annual Meeting</b>	<b>Las Vegas, NV</b>

**Send calendar items to HHGFAA • 2320 Mill Road • Alexandria, VA 22314**

**Or fax to (703) 684-3784 • E-mail: hhgfaa@aol.com**

# PORTAL ADVERTISING

## 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

- Horizontal format:           4-1/2" wide x 3-3/4" high
- Vertical format:           3-3/4" wide x 5" high

**1/6 Page**           \$ 425

- Horizontal format:           4-1/2" wide x 2-1/2" high
- Vertical format:           2-1/4" wide x 3" high

**1/8 Page**           \$ 350

- Horizontal format only:       3-3/4" wide x 2-1/2" high

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:

March/April Issue	March 3, 2000
May/June Issue	May 1, 2000
July/Aug. Issue	July 1, 2000
Sept./Oct. Issue	Sept. 1, 2000
Nov./Dec. Issue	Nov. 1, 2000
Jan./Feb. 2001 Issue	Jan. 2, 2001

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

Phone: (703) 684-3780  
Fax: (703) 684-3784

#### **\*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.**

