



THE PORTAL

VOLUME XXXIX The Journal of the Household Goods Forwarders Association of America, Inc. SEPTEMBER/OCTOBER 2007

**All the World's a Stage:
HHGFAA Connects
Great Performers**

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About our cover: There's no place as vibrant as Times Square at night. And it's only one attraction in in the Big Apple. Annual Meeting coverage begins on page 4. Photo: Acclaim Images.

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By Terry R. Head
HHGFAA President

Who Wants Money?

It gets pretty frustrating when I and the Association staff must spend a considerable amount of time getting involved with collection issues, such as helping HHGFAA members reach resolution on money owed or due one another for various service transactions.

On the other hand, it is also frustrating that I and the other members of the Board of Directors for the **Alan F. Wohlstetter Scholarship Fund** can't seem to give away money from the Fund because so few of our members and their dependents apply for scholarship money that simply lies waiting in the bank, when this money could be furthering someone's education or attracting new talent to our industry.

Well, there will be the opportunity for everyone to do something about both these frustrations during the upcoming HHGFAA Annual Meeting in New York.

Acting at the direction of the HHGFAA Executive Committee and Associate Members' Management Board (AMMB), as well as under the approval of the membership at last year's meeting, the Association will soon announce the details and begin soliciting participation in the Household Goods Forwarders Association's new **Receivable Protection Plan** (see Boris Populoh's article about the RPP on page 84). You will want to be sure to attend either the Associate Members' Meeting on Tuesday, Oct. 16, or, if you are an Active Member, their scheduled meeting on Wednesday, Oct. 17. Both will feature presentations on the opportunities and protections afforded the members under the plan, as well as an overview on the costs, rules, and regulations governing the new RPP program.

HHGFAA members have been encouraging the Association to consider adopting a payment protection plan for a number of years, and our professional staff and leaders have been researching and developing options to move the concept forward.

The RPP is finally here—so now it's time for HHGFAA members to step forward and participate. The more companies that become involved, the better the plan will be funded, and this will allow the Association to move into other planned phases aimed at protecting them against slow-payers and providing arbitration services to settle disputes between HHGFAA members.

As for the Scholarship Fund, you will find numerous opportunities in New York to learn how you can either support the fund financially or help your employees or their dependents apply for the award of the annual scholarships being offered, which are available worldwide. Heather Engel, president of the AFW Scholarship Fund, will address new Association members during their reception on opening night. And she will deliver her formal State of the Fund report, formally recognizing this year's donors and scholarship recipients, during the luncheon on Tuesday, Oct. 16.

Once again, special commemorative annual meeting t-shirts will be sold by the YP-35 organization, which this year, along with the AFW Scholarship Fund, has taken its own exhibit booth in the tradeshow hall. Also, on the afternoon of the first day the members of the AMMB are hosting a "Penny Drop" game of chance (for details, see page 72) in the hotel's lobby bar, where you can win some interesting prizes. And, of course, there will be the usual 50/50 Raffle where some lucky member will walk off with some real money.

I do hope you will take the time to learn about and support the Receivable Protection Plan and reach into your pockets for money to support the Scholarship Fund. We all want money, but you have to spend it on something—and these are two worthwhile things.

Welcome to New York!

New York City: A Crash Course

New York City is the largest city in the United States. It is located in the southern part of New York State, at the mouth of the Hudson River (also known as North River as it passes Manhattan Island).

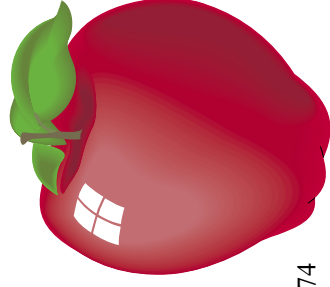
In 1609, Henry Hudson sailed up the river that now bears his name and went as far as Albany. Five years later, a permanent settlement was established at what is now New York, but it was originally called New Amsterdam by the Dutch governors. One of them, Peter Minuit, was said to have bought Manhattan Island from the Indians in exchange for beads, buttons, and trinkets. In 1664, Great Britain's Duke of York sent a fleet that quietly seized the settlement from the Dutch without bloodshed and rechristened the colony in honor of the duke.

Control of New York passed to the young United States at the end of the Revolutionary War, and George Washington was inaugurated president in New York's old City Hall. Congress met in New York from 1785 to 1790.

In 1898, when Greater New York was chartered, the city expanded to include the following five boroughs, which are also counties in New York State: Manhattan (New York County); Brooklyn (Kings County); Bronx (Bronx County); Queens (Queens County); and Staten Island (Richmond County).

"The Big Apple" is a major world capital and a world leader in finance, the arts, and communications. The port of New York is one of the finest in the world and ranks as the largest port complex on the East Coast. The city is the home of the United Nations and is headquarters for some of the world's largest corporations. The city is also the center of advertising, fashion, publishing, and radio broadcasting in the United States.

On Sept. 11, 2001, terrorist hijackers crashed two commercial jets into the World Trade Center buildings in lower Manhattan, causing the complete destruction of the twin towers and major loss of life.



The Big Apple: Just the Facts

Mayor: Michael R. Bloomberg
(until December 2009)

2000 census population (rank):

8,008,278 (1); % change: 9.4;

Male: 3,794,204 (47.4%); Female: 4,214,074 (52.6%); White: 3,576,385 (44.7%);

Black: 2,129,762 (26.6%); American Indian

and Alaska Native: 41,289 (0.5%); Asian: 787,047 (9.8%);

other races: 1,074,406 (13.4%); Two or more races: 393,959 (4.9%); Hispanic/Latino: 2,160,554 (27.0%). 2000 percent population 18 and over: 75.8%; 65 and over: 11.7%; Median age: 34.2.

2005 population estimate (rank): 8,143,197

Land area: 303 sq mi (785 sq km) (Queens, 109 sq mi;

Brooklyn, 71 sq mi; Staten Island, 58 sq mi; Bronx, 42 sq mi; Manhattan, 23 sq mi)

Altitude Highest, 426 ft.; lowest, sea level

Average daily temperature: Jan., 31.5° F; July, 76.8° F

Churches: Protestant, 1,766; Jewish, 1,256; Roman Catholic, 437; Orthodox, 66

City-owned parks: 1,701 (28,312 acres);

Radio stations: AM, 13; FM, 18;

Television stations: 6 commercial; 1 public

Civilian labor force (PMSA) April 2006: 9,215,600

Unemployed: 440,300 (4.8%)

Per capita personal income (MSA) 2003: \$43,2771

Chamber of Commerce: Greater New York Chamber of Commerce and Industry, 172 Madison Ave., New York, NY 10016.

The Port Authority of New York and New Jersey

The Beginning

The impetus for the Port Authority's formation can be traced back more than 300 years. First, there was the accident of political history that divided a common port area between what ultimately became the states of New York and New Jersey. In time, the division of the harbor—a vital source of commerce and growth—led to controversy in the region.

Throughout the 19th century, New York and New Jersey waged many disputes over their valuable, shared harbor and waterways. A dispute over the boundary line through the harbor and the Hudson River—settled by the Treaty of 1834—once led state police to exchange shots in the middle of the river. The impasse eased when the two states agreed that the port area was, in effect, one community and that conflict squandered the port's potential. The states sought a governmental body to oversee port affairs and found a model in the Port of London, administered by what was then the only public authority in the world.

On April 30, 1921, The Port of New York Authority was established to administer the common harbor interests of New York and New Jersey. The first of its kind in the Western Hemisphere, the organization was created under a clause of the Constitution permitting Compacts between states, with Congressional consent. An area of jurisdiction called the "Port District," a bistate region of about 1,500 square miles centered on the Statue of Liberty, was established. In 1972, the organization's name was changed to The Port Authority of New York and New Jersey to more accurately identify our role as a bistate agency.

Decades of experience

In 1930, the two states gave the Port Authority control of the recently opened Holland Tunnel as a financial cornerstone. Immediately, we began blazing new paths in transportation, engineering, law and administration—a precedent that is still seen today through our commitment to the people of this region, and the region's advancement. The Port Authority's first charge was to construct the critical interstate crossings in the late 1920s and early 1930s, including the George Washington Bridge, Outerbridge Crossing, the Goethals and Bayonne bridges. In 1937, the first tube of the Lincoln Tunnel was completed.

In the late 1940s, at the cities' request, the Port Authority leased three airports from Newark, NJ and New York City in anticipation of the jet age. Newark and LaGuardia airports, along with an infant airport on a large meadow destined to become John F. Kennedy International, were linked into a regional aviation network.

In the 1950s and 1960s, the Port Authority built the bus terminal and added a second deck to the George Washington Bridge. The agency completed the Lincoln Tunnel's third tube, rebuilt many Brooklyn piers and developed the world's first container ports at Port Newark and the Elizabeth-Port Authority Marine Terminal. The Port Authority also acquired the Hudson and Manhattan Railroad and began operating it as the PATH rail transit system.



In the 1970s, the Port Authority helped advance the region's interests in port and trade promotion through construction of The World Trade Center, which brought together private firms and government agencies engaged in international business. The two towers became the hallmark of the New York City skyline, reaching higher than any other skyscraper in the city. Today, the memory of the Twin Towers remains a symbol of unity, freedom and strength as the agency helps to rebuild Lower Manhattan.

During the 1980s, the Port Authority began a bistate program of industrial redevelopment, aimed at helping the region retain manufacturing firms and jobs. The organization developed various projects in the two states: The Teleport, a telecommunications center in Staten Island, N.Y.; the Legal Center in Newark, N.J.; a resource recovery plant; industrial parks and waterfront development in New York and New Jersey.

In the mid-1990s, the Port Authority concentrated its efforts on the transportation and trade projects that constitute our core mission. Among significant improvements, we developed ExpressRail, the on-dock ship-to-rail transfer terminal at the Elizabeth-Port Authority Marine Terminal; enhanced facilities at its three regional airports; installed a system to provide train status information in stations to PATH riders; and introduced the E-ZPassSM electronic toll collection system at tunnels and bridges and an Intelligent Transportation System at the George Washington Bridge.

A continuing commitment

Our \$8.7 billion investment program is already upgrading and improving our facilities, renewing and preserving our region's infrastructure. Initiatives include the November 2003 opening of the temporary PATH station at The World Trade Center site; developing a permanent PATH terminal and a WTC Transportation Hub; the December 2003 opening of AirTrain JFK; making improvements at LaGuardia, Kennedy International and Newark Liberty International airports; expanding ferry service; redeveloping and expanding Howland Hook Marine

Terminal in Staten Island, NY; deepening our port's shipping channels to accommodate the next generation of deep-draft containerships; and furthering security projects at many of our facilities.

Facilities and Services

Auto Marine Terminal

The Port Authority's Auto Marine Terminal covers 130 acres along the Jersey City/Bayonne waterfront on the Port Jersey and Greenville peninsulas in New Jersey. It is dedicated exclusively to the movement of vehicle imports and exports. The terminal includes two ship berths totaling 1,800 linear feet open vehicle storage areas, offices and processing buildings for the facility two tenants, BMW of America's Port Jersey Vehicle Preparation Center, and Northeast Auto Marine Terminal (NEAT). CSX and Norfolk Southern offer direct service to the facility through its adjacent automobile rail terminal. It is also included in Foreign-Trade Zone No. 49, which is operated by the Port Authority.

New Jersey Marine Terminals

260 Kellogg St.
Port Newark, NJ 07114
Terminal Area: 130 acres/53 hectares
Number of Berths: 2
Depth at Dock: 1,800 feet/549 meters
Berth Space: Intermodal
Depth at Dock: 32 feet MLW
10 meters MLW

Port Newark/ Elizabeth

Port Newark and the Elizabeth-Port Authority Marine Terminal operate as one fully integrated marine terminal, forming the largest and most comprehensive collection of maritime cargo handling facilities on the East Coast of North America. The entire complex is part of Foreign-Trade Zone No. 49, operated by the Port Authority of New York and New Jersey.

Howland Hook Marine Terminal

Howland Hook Marine Terminal is a key terminal as well as a growing container facility in the Port of New York and New Jersey. Strategically located in the northwest corner of the Borough of Staten Island in New York City, the terminal developed by the City of New York. It was leased by the Port Authority of New York and New Jersey in 1985. In 2001, The Port Authority purchased an additional 124 acres, a former Proctor & Gamble property known as Port Ivory for future development

New York Container Terminal Inc. operates a container terminal on the original 187-acre site. The Port Authority is constructing a 39-acre intermodal rail terminal on a section of the Port Ivory tract, and is currently leasing some of the Port Ivory property for warehousing and distribution uses.

Howland Hook Marine Terminal

Operator: New York Container Terminal Inc.
Terminal area: 187 acres/75.7 hectares
Primary cargo type: Containers, general cargo, breakbulk
Length of ship berth: 3,000 feet/914 meters
Depth at Dock: 42 feet MLW/12.8 meters for 2,300 feet of berth.
37 feet/10.7 meters for 700 feet of berth.
Container cranes 412,000 sq. ft. include deep-freeze, refrigerated, US Customs inspection, AQI.
Stuffing and stripping facilities:
4 IHI- 40-ton; 2 Paceco- 45-ton; 4 Liebherr
Intermodal: On-dock rail connection, terminal-operated intermodal service
Roadability inspection station: 477 reefer plug slots.
Storage facilities: 47 acres of open container storage; one 64,000-square foot temperature-controlled storage building.
Computer access: State-of-the-art integrated terminal control system with fully automated, paperless gates

Brooklyn-Port Authority Marine Terminal

In the late 1950s and early 1960s, the Port Authority purchased and redeveloped a valuable complex of waterfront property in Brooklyn. This site is now home to the Brooklyn-Port Authority Marine Terminal, a combined terminal of Brooklyn Piers and Red Hook Container Terminal, offering versatile services for large ocean carriers.

Red Hook Container Terminal

Red Hook Container Terminal in Brooklyn features some of the port's most up-to-date facilities for containerized and non-containerized cargoes. With natural 40-foot depths, Red Hook ideally accommodates fully loaded ships with deep drafts. And, on-dock fumigation facilities make Red Hook the natural entry port for specialized commodities such as coffee and cocoa from Central and South America.

Red Hook Terminal is operated by American Stevedoring Inc.

Red Hook Container Terminal Facility:

Website: www.asiterminals.com
Primary cargo type: Containers/Ro-ro, Breakbulk
Terminal area: 80 acres/32 hectares
Length of ship berth: 2,080 feet/634 meters container
3,410 feet/1039meters breakbulk
Depth at dock: 42 feet MLW/12.8 meters MLW
Stuffing and striping facilities: 345,000 square feet
Special facilities: Fumigation facilities
Intermodal: Near-dock connection with NY Cross Harbor Railroad
Cross Harbor Container Barge to/from Port Newark
Maintenance and repair: 72 reefer plug slots

A Bite of the 'Big Apple'

In 1880, the first electric streetlights in New York City illuminated Broadway from 14th to 26th streets.



Pacific Moving & Storage Corp.

By Joel Summer

Our company started in 1926 as a moving company. We started in Brooklyn and have been there for 81 years. The origin of the business is a little bit unusual. My grandfather, Jacob Summer, began with a horse and wagon delivering ice and coal. In the summertime, the ice was delivered in the early morning when it was cool so the ice wouldn't melt. This meant that my grandfather's wagon was available in the latter part of the morning. With this in mind and the summer season at hand, local people would contact my grandfather for moves to the seashore. It was the custom to rent beachfront bungalows for the summer. Those cottages were at famous Coney Island, as well as Brighton Beach and the Rockaways, which were less than 10 miles away by road or ferry.

To protect the furniture, the loads were wrapped in burlap, which came from coal sacks. (As noted earlier, my grandfather was in the ice and coal business.) The burlaps were washed and used to wrap the furniture. The burlaps were also used to keep the blocks of ice from melting on the icemen's shoulders and to protect them from the chill of the ice.

The other equipment used for moving were the wooden barrels, which were also used to deliver coal. They were procured from local grocers since they had originally held sugar. The barrels were 29 inches high and about 22 inches wide, or about 9 cubic feet. They weighed about 55 pounds empty and were bound with steel rings. It took a strong man to carry these barrels up and down five flights of stairs. In the early days of the 20th century there were few apartment houses with elevators. As has been noted at HHGFAA conventions, "In the old days the trucks were made of wood and the men were made of steel."

We entered the motor age in 1926 with a four-cylinder Packard truck with solid tires. Its top speed was 18 miles per hour. My dad took a load to Cleveland, Ohio, with that truck—a round trip that took a week. His return load was sacks of coal. In those days movers would put an advertisement in local papers for a return load.

Our company has specialized in Department of Defense moves since 1946. The way we got into that business is another interesting story. My father, Harry Summer, was driving and saw a vehicle on the side of the road with a flat tire; the driver was a man in uniform. My father stopped to ask if

he could help. The driver, who was a colonel, explained that his jack was broken. My father helped him change the tire. The colonel introduced himself as Tex Farrish, and said he was the commander of the New York Port of Embarkation. When my dad mentioned that he was in the warehouse business, the colonel said, "Very interesting. We are strip-



Big Apple Movers and Shakers: HHGFAA Member Profiles

ping the Matson liner SS Monterey to convert it to a troop ship." He asked my dad if he would store the furniture, and my father was delighted to agree. As my father said, "In the Good Book it says 'Cast thy bread upon the waters and it shall be returned many fold.'"

Our company is unique in the New York area in that almost 95% of our business is containerized. For 30 years we have moved even domestic shipments that way. No other mover in the New York City area has as much volume in containerized moving. We are also the closest DOD-approved mover to JFK Airport.

Doing business in the Big Apple is indeed a challenge. Parking and traffic are always problematic. We remember a commercial move we did for a US bank that was halted because of a change in the parade route during Nelson Mandela's visit. Yes, doing business in the Big Apple can be a very "moving" experience.

We are the oldest firm in point of service to the military in the New York area. We have serviced more containerized overseas and domestic DOD shipments than any other mover in the New York area. Our expertise extends, of course, to non-military moves as well. We take pride in serving corporate and foreign governments as well.

We are proud to have been an HHGFAA member for 30 years. We are prouder still of having rendered service on two occasions as a member of the Board of Directors. We are always at the service of our members.

Joel Summer is president of Pacific Moving & Storage Corp.

Pacific Moving & Storage Corp. at a Glance

1000 Blake Ave.
Brooklyn, NY 11208
Phone: 718/345-6000
Contact: Joel Summer, President

Pacific Moving & Storage Corp. found a creative way to survive the Great Depression, and might not have made it through that difficult era if not for Prohibition. "Our warehouse was an illegal brewery," says company President Joel Summer. "We had a phony wall erected to conceal the brewery. We had a trap door to the city sewer system to dump the beer in the event we were raided. In fact, this did take place. We were warned ahead of time, and the beer was dumped and the machinery removed. So there was no evidence and no penalty—a colorful chapter in our history. I can point out many another mover in our area that also survived by flouting the Prohibition laws. There was much moving of household goods from Canada. The vehicles carried furniture above the floorboards and had tanks for alcohol and various spirits below the floorboards. Yes, the moving industry helped to keep New Yorkers' throats from being too parched."

Certified Transportation Group

By William Schielke

Welcome to New York for the HHGFAA's 2007 Annual Meeting. We hope you enjoy your visit to the area that we call home.

Certified Transportation Group has been servicing the New York Metropolitan area since 1939. We have locations on Long Island, N.Y., and in Bethel, Conn. Domestically we are agents for Atlas Van Lines, giving us the capability to service shipments nationwide regardless of origin or destination.

Certified has been a household goods mover since its founding. Our focus on international air and ocean forwarding goes back to the mid 1970s, when we found corporate customers were asking us to come up with innovative ways to move their people and products internationally.

We maintain two full-service warehouses (Customs Container Station in NY) and our own fleet of equipment. We have well-trained moving crews as well as extensive packing and crating capabilities. We handle everything from household goods to fine arts to high-value, delicate equipment. We try to offer each client a personalized service that makes them feel like they are our only customer. In a market like New York, this type of service keeps the customers coming back.

We have some 70 years of experience doing business in the New York market. When you need a quality agent in the "Tri-State" area, please think of Certified Transportation Group. We will be happy to work with you.

William Schielke is vice president of sales and marketing at Certified Transportation Group, located in Islandia, N.Y., and Bethel, Conn.

Certified Transportation Group at a Glance

- RIM Certified Mover
- NVOCC
- HHGFAA member
- IATA agent
- CNS member
- Hazardous materials certified (air shipments)
- Air and ocean freight forwarder
- ISO registered company

195 Oval Dr.
Islandia, NY 11749
Contact: Michael Cammiso
E-mail: mcammiso@certifiedtransport.com
Web site: www.certifiedtransport.com.

Apollo Moving & Storage

By Cheryl Germinara

Apollo Moving & Storage of Somerset, N.J., has been a member of HHGFAA since 1986.

Michael Murphy manages the full-service corporate international relocations. Most HHGFAA members know Mike as one of the original seven members who established the Movers & Shakers hospitality suite.

In 1991, Apollo formed an alliance with Champion Moving, Ltd., of Pittsburgh, Pa., to represent them as their full-service operational facility. We recently celebrated our 16th anniversary.

Apollo Moving & Storage is centrally located to cover the five metropolitan states. Our warehouse facilities occupy a total of 110,000 square feet at two locations in Somerset, N.J. With a total equipment count of 33 vehicles comprised of tractors, trailers, straight trucks (with and without power tailgates), cube and pack vans, we can accommodate almost any customer requirement. Our facility has been inspected and has received FIDI/FAIM approval.

Apollo Moving & Storage at a Glance

Contact: Mike Murphy
Phone: 800/631-0404
E-mail: mike@apollomoving.com

Nassau Moving & Storage

Nassau Moving & Storage, the parent company of Nassau International Moving Services, Inc., was founded in 1972 by Michael Nigro, Sr. The company is still owned and operated by the Nigro family.

Headquartered in West Babylon, N.Y., Nassau Moving & Storage is a United Van Lines agent and shareholder with warehouses in New Jersey and New York.

International transportation has been a major part of Nassau Moving & Storage business since inception. The company provided all transportation services for the Sarajevo and Calgary Olympics for ABC Sports.

Nassau Moving & Storage serves the corporate and diplomatic communities in arranging domestic and international relocation services. The company is also involved in fine arts transportation and installations, climate controlled fine arts warehousing, record retention, office moving, and retail installations.

Nassau International Moving Services, Inc. at a Glance

63 Lamar Street
West Babylon, NY 11704
Phone: 631 491 3600
Contact: John Lord, International Vice President
E-mail: jlord@nwwm.net

WISEnterprises Inc.

WISEnterprises is a small corporation, managed by Janet Turner and Marylynn “Sam” DeFrancesco. This year marked the company’s 15th year in business providing international household goods forwarding and domestic moving services, selling to major corporations. The WISE team offers over 50 years’ combined experience in the transportation industry, including international relocations, domestic relocations, customhouse brokerage, and freight forwarding. Turner holds a New Jersey real estate license and has over 30 years’ experience in international transportation, 20 of which were spent specializing in international transportation of household goods and personal effects. DeFrancesco is a licensed customs house broker and former vice president of a major CHB corporation. She brings 35 years of experience in US customs brokerage and freight forwarding.

WISEnterprises Inc. is a credible company that aligns itself with the certified Women’s Business Enterprise through the National Council, WBENC, which makes annual site visits and reviews accounting records. The company is also a member of the Department of Economic Development, Division of Minority and Women’s Business Development (D/MWBD) as a Women’s Business Enterprise.

Companies thrive on referrals and are known for their reputation in the moving industry. WISEnterprises is known and recognized nationally and worldwide for its personalized service. The business has been built on its reputation for timely, competitive, experienced, loyal, and honest service. The WISE team is hands-on with the daily operations of each move for both corporate clients and agents abroad. WISE clients don’t get lost in the shuffle as they can by larger corporations. Every move is made to order according to the client’s needs and is supervised by a representative from WISE from start to finish. The team works closely and partners with solid agent networks around the globe who share the same care and concern as WISE - providing the customer with quality care and service.

The challenges faced in the Big Apple are similar to those encountered in any other big city: traffic delays, access to buildings,

walk-ups, shuttles, elevator/building requirements and, of course, COMPETITION; but when it comes to handling personal effects, quality and care are of the utmost importance. Constant contact will be maintained before and during the move to ensure complete satisfaction. A representative will be present whenever possible. Further, a Quality and Service Report will be submitted to the transferee to evaluate the move.

At 15 years, WISEnterprises continues to thrive and offer superior service.

WISEnterprises at a Glance

- Real estate services
- Relocation services
- Temporary/permanent housing
- Mortgage assistance
- Property marketing/property management
- Furniture rental
- Home cleaning services
- Area tours.

2381 Hylan Blvd., Suite 15B
Staten Island, NY 10306
Phone: (718) 876-0968

Contacts:

Janet Turner, jturner.wismove@verizon.net
Marylynn “Sam” DeFrancesco, sam.wismove@verizon.net
Website: www.wisenterprisesinc.com

Big Apple Customs Brokers, Inc.

By Pamela Pinter, President

Big Apple Customs Brokers, Inc. is a WBENC certified Woman Owned Business. The company has been in business since 1980.

We clear all commodities but have found a place in the household goods industry, because we are willing to do the work (frankly some larger companies shy away from household goods). Commercial importers are not the same as a household transferee. A broker willing to clear household goods must realize the cargo is a family's personal belongings. Everyone has lost or had a suitcase delayed after a plane trip. Remember how upsetting this is? Magnify that by 100 times and this is how, we think, the transferee feels while his life's possessions is on the high seas. We understand the mover's need for proactive follow-up. The families want information.

Additionally, post 9/11 homeland security has raised the examination rate on individual clearances. Again, our experience allows for complete understanding of x-ray, full unloading after x-ray failure, pier storage, per diem, and the many other intricacies of personal effects. We clear autos and can explain how a non-conforming vehicle will be at economic risk. We can assist with FDA prior notice and stress the importance of having a nice good-bye get-together at origin to consume the food and wine that is difficult to re-import into the United States. We know whom to call when a diplomatic shipment is inadvertently marked for exam. We have networked our port. We do not have voice mail. We are a full-service household goods customs broker.

As owner I am still immersed in daily operations. I am available for questions and this is a testament to our longevity in the business. We work, we like what we do, and we certainly enjoy helping our customers with *their* customers. We may be smaller in size, but we are huge in knowledge and the desire to problem solve for our HHG-FAA customers.

Big Apple Customs Brokers, Inc. at a Glance

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Jamaica NY 11434
Phone: 718/978-4466 • Fax: 718/723-6971
Contact: Pamela Pinter President

A Bite of the 'Big Apple'

If King Kong had made his cinematic climb up the Empire State Building in 1998 (instead of 1976), he'd have seen fellow movie monster Godzilla raging through Midtown, diving into the Hudson River and getting tangled in the Brooklyn Bridge's suspension lines.



Gridiron Forwarding Co., Inc.

Located in East Brunswick, N.J., Gridiron Forwarding Co., Inc. is a privately owned domestic and international freight forwarder of all commodities, and a fully licensed NVOCC. Specializing in the movement of used household goods and personal effects, Gridiron is a leading provider of relocation and moving services for the US Department of Defense, major corporations, and private individuals. Since incorporation in 1995, Gridiron has offered customers competitive prices for freight transportation while maintaining fast, reliable service.

Gridiron Forwarding Co., Inc. owner Don Goldberg and his family, have been involved in the freight transportation industry since the 1950s, when they owned G&G Lumber Hauling in Port Newark, N.J. Goldberg's late father, Jay Goldberg, was a pioneer in household goods forwarding. Operating some of the first port agencies in our industry, holding positions on the executive committee of HHGFAA, as well as managing Greenbriar Forwarding Co., Inc. for over 20 years, he had a profound effect on many people in our industry, past and present. In 2004, Gridiron acquired the personnel of Greenbriar Forwarding Co., Inc., propelling Gridiron into the global marketplace as a full-service logistic provider of all commodities. With over 50 years of experience and knowledge, Gridiron's employees pride themselves on giving the customer fast, accurate information at all times.



Left to right: Brian Gordon, vice president; Don Goldberg, president; and Jason Kearns, traffic manager

Having always been based in the New York/New Jersey area allows Gridiron Forwarding Co., Inc. the understanding and familiarity of the very challenging obstacles of operating in the "Big Apple" and surrounding areas. Whether moving in the area or across the globe, their clients are very pleased with the smooth and prompt service they receive. Gridiron Forwarding Co., Inc. is a Bronze Sponsor of this year's 45th Annual Meeting, and will be exhibiting at booth number 810.

Gridiron Forwarding Co., Inc. at a Glance

Local and long distance trucking

- LTL and truckload services
- Refrigerated LTL and truckload
- Intermodal and rail
- Container hauling
- Flatbed and specialized equipment
- Canada and Mexico service

Airfreight

- Airport to airport
- Door to door

Ocean services

- Import/export rates
- Foreign to foreign
- Port to port
- Door to door
- Alaska and Hawaii

Project cargo

- Domestic and international
- Full service logistics

Delivery services

- Outbound to any international destination
- Inbound from any port to any North American destination

Member of HHGFAA, AMSA, LACMA

P.O. Box 7351

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E-mail: info@grimmil.com

Website: www.gridironforwarding.com

Delahaye Blue Ribbon Inc.

By Philippe Giffard

Delahaye Blue Ribbon Inc. was incorporated in 1996. Since then , we have demonstrated our expertise in the field of international moving business to a variety of corporations, diplomats, government executives, and individuals.

We have a team of 16 people, a warehouse of 12,000 sf (1200 m/2) in New Jersey close to the pier, and our office is conveniently located at the heart of the city, close to the U.N. Headquarters and main business centers.

The partners, Philippe Giffard (French) and Sven Schumann (German) are able, because of their diverse culture, to better understand the needs and expectations of our customers.

Our commitment to our customers, as well as to our suppliers and agents, is based on high quality moves and honesty.

The result is an outstanding reputation that recently led us to open a new office in Paris, France, BRIMAR (Blue Ribbon International Moving and Relocation), to better serve our main customers and our overseas agents.

Delahaye Blue Ribbon Inc. at a Glance

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Washington DC Office

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Shepard's Inc.

By Suzanne Paquin

For over 50 years Shepard's has been moving families worldwide with great care and expertise. Large or small, shipments receive personal attention in every detail. Each customer is treated as an important individual. With one of the lowest personnel turnover rates in the industry, Shepard's is staffed by dedicated professionals with many years of experience.

International office and household relocation is like moving across town for us. We offer origin and destination services in and around the New York City metropolitan area on a daily basis. The excellence we put into our search for the best transportation solutions for our clients is exceeded only by the quality of service provided to every Shepard's customer by our trained fulltime crews of more than 60 packers and drivers. We also have a fleet of more than 50 vehicles offering nationwide transportation.

Many customers report that their experience with Shepard's changed their perceptions about household movers in general; a good example is a testimonial written by Bruce Blackwell, who stated, "Moving is never fun. I've used your staff twice in the last 5 months, and both situations have been as close to fun as possible. I hope I never move again, but if so, you'll be my choice. Congratulations - you understand the meaning of customer service."

In 1955, Shepard's started its transformation into one of the largest storage facilities in New England. Conveniently located in Bethel, Conn. (one hour north of New York City. When a customer needs comprehensive, trouble-free warehousing and distribution services, Shepard's offers 500,000 square feet (50,000 cubic meters) of sprin-

klered, heated, alarm secured warehousing space. Dedicated professionals manage storage, freight consolidation and deconsolidation, and complete order-processing services to meet specific needs based on the client's products and customer markets.

Knowledgeable Shepard's personnel take the time to understand your business. We use our skills to build a service partnership to help you meet the needs of your customers around the world. We provide options for viable distribution services that enable you to efficiently service your customers by reducing supply chain cycle time and costs associated with distribution. With our extensive resources and flexible services, we also have the capacity to meet your needs as your business grows and evolves.

Whether it's for origin or destination services, storage or nationwide delivery, Shepard's is your one-stop location for the best in the International industry.

Suzanne Paquin is director of human resources at Shepard's Inc.

Shepard's Inc. at a Glance

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Contact: Michael W. Goodman, President

Relocation.com, LLC

By Greg Hebner

Relocation.com, LLC through leading Websites such as **www.internationalmovers.com** and **www.vanlines.com**, are part of the largest online marketplace connecting consumers who are moving or relocating with professionals that can service their needs. Internationalmovers.com is our Web destination focused on consumers moving from the US abroad and consumers moving from country to country outside the United States. The company was founded by Ron Asher in 2000 and has grown substantially over the past few years to establish its current leadership position within the online marketing category.

Our product is a pay per lead service that allows moving companies to have access to "in-market" consumers that are looking for quotes and estimates from moving companies for their upcoming move. We strive to empower consumers with the access to the information, tools and quality service providers that can help them make better and more informed purchasing decisions.

We distinguish ourselves from our competition through our unique marketing expertise that helps us attract a consumer prospect that is highly valuable to our moving customers. We have a base of employees with significant experience in the moving industry to help

us shape our product and service delivery to best meet the changing needs to the moving industry. We are constantly investing in our technology and our staff to provide the best possible marketing product to our customers.

Greg Hebner is Chief Executive Officer at Relocation.com.

Relocation.com, LLC at a Glance

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Website: **www.Relocation.com**

International Sea & Air Shipping

By *Maryann Daingerfield*

International Sea & Air Shipping is a full-service, international moving company established in 1948. We are based in Central New Jersey and operate throughout the mid-Atlantic and North Eastern states. Since the company was opened in 1948 by Louis Marchini we have continually provided the international community with quality service and value pricing.

In 1979 Marchini was joined by Michael Dragin, who brought his crews to the company and, working as an independent contractor, provided International Sea & Air with professional operations staff. In a short time, Dragin was put in charge of the entire operations area. Marchini's son, James, took over ISA in 1998 and retired in 2006. Michael and his wife, Doreen, now own 100% of the company.

We offer a full range of international moving and storage services and are proud that we do not employ outside contractors

or third party companies. We maintain full responsibility for the services we provide. From survey through residence delivery overseas, satisfaction is our goal. We send only experienced crews to perform export packing and loading and select transportation vendors based on service and value. We have dedicated many hours to process improvement and customer satisfaction and want our clients to be satisfied and willing to share their experience with others.

Our import staff is well versed in the regulations pertaining to personal effects, household goods and autos, and work closely with our clients and US Customs and Border Protection to avoid any delays or difficulties in the clearance process. Should the Customs and Border Protection require an inspection, we provide all necessary documents and follow-up daily for results.

Our facility is located within minutes of the port of New York and New York's Inter-

national Airports.

By employing our own container draymen, we are able to dispatch drivers to the port as soon as shipments are made available by customs. This prompt pickup and direct control allows us to schedule the delivery as quickly as possible.

Please don't hesitate to contact International Sea & Air Shipping for any of your needs. We are eager to assist.

International Sea & Air Shipping at a Glance

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Maryann Daingerfield, Export Manager
Kristen Craig, Import Manager

Prime Transport

Prime Transport became involved with the moving industry quite by accident. Initially, we served as an airfreight de-consolidator on behalf of an old friend in the U.K. who had just started up the airfreight division for a large moving company.

We had started out passing over documents to other brokers. However, as some of the moving companies discovered that we were customs brokers, they started to entrust us with their customs clearances. Fifteen years later, many of these customers from our early days continue to be loyal customers.

We are very proud of the customer relationships that have been forged. Our customers have been loyal friends whose patronage we continually value.

Our interface with the moving industry has continually evolved. After attending our first convention, we quickly realized that we could play an integral role in expediting the flow of household goods and other products by air and ocean. We have subsequently been Exhibitors at the Household Goods Conventions for the past 10 years. Our promotional hand-out of aspirin bottles at each convention with the legend "Let Prime Transport Solve Your Customs and Shipping Headaches" has become extremely well-known over the years. I am amazed at how many familiar faces visit our booth annually to restock their Prime Transport aspirin.

Today, we represent roughly 30 moving companies all over the United States. Our offices at JFK Airport in New York and our Miami facility rely on moving shipments as our major core business.

We feel we are unique as a customs broker in that we offer Sunday service as a matter of routine. Custom works around the clock, seven days a week. We are set apart from our competitors by virtue of owning and operating our own fleet of high cube trucks, besides operating our own warehouse located next to the airport.

These capabilities enable us to offer same day deliveries in our delivery radius as well as saving our customers thousands upon thousands of dollars in demurrage fees, which continue to climb to all-time highs. We try hard to anticipate customs and carrier problems before they occur to save valuable free time.

In the last few years, we have also become more active in the exports of household goods and personal effects by airfreight. We are still looking for new clients that are willing to develop computer interface with us for information sharing and tracking.

Unlike many of our competitors, we have steadfastly resisted the urge to enter into a packing and removal venture. We can deliver the odd business document shipment or small package to a residence. However, all of our trucks feature a single driver only. We customs clear then pick-up at the airport or seaport to be able to deliver to the warehouse of our client: the moving company.

While moving, shippers leave behind a lot of memories; they often put articles associated with their emotional and sentimental attachment to be cleared through the customs. We try to appreciate their eagerness to touch and feel those articles in our efforts to expedite delivery of all cargo going through our system.

During the upcoming HHGFAA Annual Meeting in New York, we look forward to the opportunity to reciprocate the hospitality and kindness of moving companies.

Abroad, sometimes it seems like a large fraternity. In particular, there are two noteworthy events that took place. A household goods agent in Panama went way above the normal call of duty to assist in a non-household collections matter. In another instance, upon visiting Vietnam, an agent extended herself by taking time out to act as a tour



guide.

From sightseeing at the Alaskan glaciers to visits to Mexico from San Diego, our affiliation with the Association has been fruitful in terms of business, personal relations and wonderful experience.

While we welcome all to the great City of New York, we also encourage you to visit our booth at the convention as well as our establishment at the JFK Airport. We believe this is an opportunity for us to introduce ourselves and our facilities to all our clients and potential customers: the moving companies.

Prime Transport at a Glance

Prime Transport

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Prime Transport Florida

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Miami, FL 33126

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E-mail: anachang@primetran.com



Isaac's Moving and Storage

By John Dalzell

Since Isaac's Moving and Storage was established in 1988, our name has become synonymous with reliable, professional service. We are highly respected in the moving industry and remain true to the principles on which Isaac's was established: integrity, industry expertise and good old-fashioned hard work. Years of experience inform our every decision and today we are able to offer comprehensive residential, commercial and international moving and storage solutions for the New Jersey, Philadelphia and New England areas.

We are proud members of several professional moving organizations including the Massachusetts Movers' Association, the Household Goods Forwarders Association of America, the American Moving and Storage Association, and the Better Business Bureau. We are also part of the AMSA's Registered International Mover program (RIM). Isaac's continues not only to meet the standards set by these respected organizations, but consistently exceed them, as we continue in our dedicated effort to raise the bar for the entire moving industry.

We continually adopt the latest technology, which keeps our operating costs down. Our culture of innovation makes Isaac's not only a highly professional moving company, but also allows us to remain competitive in our pricing. Every one of our trucks is equipped with a GPS tracking system, which allows pinpoint precision in tracking the location of our trucks with up-to-the-minute

information. Our entire fleet is fitted with a GPS navigation system, which enables our drivers to find the most time-efficient route and avoid costly traffic delays. Our high-density polypropylene crates allow for safe stacking and maximize the useable space in each truck by as much as 40-50%, reducing the number of truckloads and once again, passing on significant savings to our customers. These crates are reusable and environmentally-friendly.

Isaac's also offers integrated international transport solutions at competitive rates. Our professional movers understand that no detail is too small and our experienced team is committed to providing the highest level of service to our overseas affiliates. It is a testament to the quality of service we provide to our clientele that over 60% of our yearly business is repeat customers and referral customers. Tailored to each client company's needs, we offer a flexible and highly responsive service. In the current climate, customs procedures can change regularly; Isaac's staff remains up-to-date on every development so we can handle import and export formalities for our international clients as smoothly as possible. We offer pick-up and drop-off services at the designated US terminal and seamless "in house" transportation across the United States using our privately owned fleet of trucks.

In this age of globalization, your premier clients may be across the Atlantic or across the street. You need an affiliate with years

of locally based network connections. Local knowledge related to important community information whether legal, cultural, economic or simple practical information, will enable you to bring your business right to your client's door. By developing a working relationship with Isaac's Moving and Storage, you can guarantee full door-to-door service with confidence. When timing is essential and reliability a must, Isaac's makes the perfect US partner.

Isaac's Moving and Storage at a Glance

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Massachusetts

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New York International Shipping

By David Masafi

New York International Shipping is a full-service international moving company with over two decades of experience. Originally established in New York City, our reputation is flourishing on the international stage. We operate worldwide ocean and airfreight services, and with expertise in both fields we have the capability to match each client to the shipping method that best meets their requirements.

We have built up a vast network of over 700 shipping professionals of the highest caliber, encompassing 190 countries and territories around the globe, from Canada to Curacao, Japan to Jordan, Switzerland to the Seychelles. Although we work on a large scale, we do not lose sight of the small details, so company after company knows they can rely on us to transport their goods securely and on time.

New York International Shipping is an expert, worldwide ocean freight operation famous for our comprehensive and customized customer services and we are among the nation's largest Non-Vessel Operating Common Carriers (NVOCC) as licensed by the Federal Maritime Commission (FMC). Internationally recognized, we have forged strong relationships with the world's largest steamship lines, enabling us to provide our clients with only the highest quality service and resources. With the option of either consolidated ocean and air shipments or exclusive-container services, cargo of any size and weight can be accommodated economically and efficiently. New York International Shipping offers traditional wooden crates, ideal for delicate articles, as well as wood-free crates, which are both lighter and exempt from costly bug inspections and potential quarantine. We also import, export, and relocate vehicles worldwide through containerized shipping or roll-on/roll-off shipping. This latter option, serving select destinations and utilizing the most advanced damage prevention systems, can be one of the most cost-effective methods for transporting cars, tractors, buses, trucks, and trailers.

New York International Shipping is also a prominent provider of international airfreight services, with a proven track record of reliable, time-sensitive global air transportation. Offering one of the fastest transport solutions, our airfreight options are also remarkably competitive and can even prove cheaper for small or light cargo than ocean shipping.

New York International Shipping has a reputation built on reliability and accountability and we're proud to offer the finest in time-

critical and cost-effective air transportation capabilities. Our high-tech tracking systems allow constant surveillance to assure the safeguarding of our clients' goods. Access to this detailed tracking information is available 24 hours a day via a highly secure, password-protected section of our Website, so that whatever the time in the client's country, they can monitor their shipment's progress with ease.

Over the last two decades, earning the trust and respect of our customers has been paramount in our work and integral to our company philosophy. We pride ourselves on our exceptional service and our testimonials speak for themselves. Our clients include consultancies, universities, and consulting companies, and each one has a very specific set of requirements and exacting standards. Our promise of excellence is their peace of mind.

Spanning the spectrum of international shipping options, New York International Shipping offers unbeatable reliability and versatility. With an unwavering commitment to our clients and the most sophisticated transportation in the industry, we offer first-class relocation services worldwide.

David Masafi is CEO of New York International Shipping

New York International Shipping at a Glance

- Licensed with FMC (Federal Maritime Commission), FMCSA (Federal Motor Carrier Safety Administration)
- NVOCC (Non-Vessel Operator Common Carrier)
- Member of HHGFAA, YP-35, OTI (Ocean Transportation Intermediaries), FCC (Foreign Commerce Club), Worldwide ERC Association for Workforce Mobility

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MovingInsurance.com

MovingInsurance.com, owned and operated by Moving Insurance, LLC, is the first Website to offer consumers the ability to purchase a moving insurance policy online.

Established in July 2003, MovingInsurance.com is headquartered in Upper Montclair, N.J. Privately held, its principals bring well over a century's worth of experience in the moving and insurance industries to bear. "We were the pioneers of online moving insurance, true, but we're never resting on our laurels," assures Gadi Binness, MovingInsurance.com's President and CEO. "We continuously update and improve our products and services, which is why MovingInsurance.com is still the vanguard of the industry."

MovingInsurance.com's innovative technology allows its customers to receive a quote, buy, and download their moving insurance proof of policy quickly, easily and in real time—24/7. It has created a truly one-of-a-kind system, allowing moving companies to concentrate on the moving aspect of transactions, while providing their customers the opportunity to purchase a moving insurance policy online, ensuring they remain the most popular choice for moving insurance among moving companies, brokers, and consumers.

MovingInsurance.com is licensed to produce property and casualty policies worldwide, and offers a full line of insurance products for household moves and commercial relocations. Its policies are underwritten by top insurance providers, be it for single-item coverage or total loss, all for the average cost of less than 1.5% of the value of the goods.

Assuring both versatility and flexibility, MovingInsurance.com offers the insured customers many exclusive advantages, such as generating a useful household goods inventory, and administering an online claims settlement system that promotes reliable, timely, and efficient claims processing.

MovingInsurance.com also offers many superior benefits to the service providers by presenting an especially wide selection of domestic and international insurance policies, with easy access to online monitoring and real-time updates. Mr. Binness highlights that "we offer a range of products and give the same dedicated personal attention to our private as well as corporate clients, whether the move is across the street, across town, or across the globe." By being innovative in service and uncompromising in quality, MovingInsurance.com reduces claims ratio by 50% to 80%, with claims handled by professional loss adjusters that eliminate the conflict of interest in claims processing.

MovingInsurance.com also offers moving companies and brokers additional sales and marketing support, and help eliminate the need for a customer service staff. They are a click-easy and comprehensive solution to any and all moving insurance needs.

Moving Insurance, LLC at a Glance

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Website: www.movinginsurance.com



The Inter S&R international team in New York, Angels Gallardo and Susana Canals.

Inter S&R USA

After almost 20 years in the European market Inter S&R has stepped forward by opening a sales office on the other side of the Atlantic. New York has been the chosen location for the company to expand and enforce its business with the United States, Canada and the Latin countries in Central and South America.

For the last year Inter S&R USA Inc. has experienced a fast and strong growth thanks to new customers and agents that rely on the company services in the United States the way they have been doing in Spain. The support of our agents and a great investment from the mother company in Spain are turning our office in New York a real ally when speaking about moving services to and from the US.

Inter S&R offers moving and storage services supported by a professional network of dedicated agents ready to fulfill your needs. These agents are highly trained in transporting any amount of goods, no matter how fragile or bulky they may be, to any place in the world. They possess the proper documentation; abide by all local and international rules and regulations, while providing clients with the highest standard of service in the relocation industry.

As you would expect from Inter S&R, we are in constant contact with all our agents and clients to guarantee everything goes as smoothly as planned. Inter S&R offers technical support, resources and a comprehensive organizational system, to help our agents adapt to the unique needs of each client.

We are dedicated to providing quality service and motivated by the opportunity to serve your needs. Inter S&R is certified under ISO 9001 and a member of the sector's main associations.

Inter S&R USA at a Glance

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Meyer's International Van Lines

By Guy Drori

An agent of Mayflower Transit, Meyer's International Van Lines is a spirited and dynamic leader in the field of international relocation. Over the past three decades, we have continued to exceed our customers' and partners' expectations by staying true to our basic principle: Packing, loading, moving, unloading—that's what we do, worldwide. We are an actual moving company, not brokers. And it is our own highly skilled team and our own trucks that do the work. We rarely use third party vendors, and we take full responsibility for every move, from the minute the shipment is picked up to the minute it reaches its destination.

While our company and culture is proudly rooted in the tri-state area—New York, New Jersey, and Connecticut—Meyer's operates pickup services throughout the East Coast, as well as nationwide. From the Big Apple of Manhattan to the Big Easy of New Orleans, we offer full origin and destination services, door-to-door, from your smallest venture to your largest. Our international division continues to grow exponentially, making it one of the principal international relocation companies in the Northeast.

Meyer's provides origin services to many US and international agents. These agents choose us not only for our professional moving service but also because of our large shipping volume. Meyer's warehouse serves as a central hub for numerous international moving companies and agents worldwide. Our goal is simple: to provide our partners worldwide with cost savings and convenience, while providing the best in customer care. To this end, we also offer many consolidations, to any country or region on Earth, all in a well-organized and cost-efficient manner. By adding your shipments to our consolidated, we significantly reduce your shipping costs. We also offer the option of storing your cargo with us until your container is filled.

Meyer's is a single source to meet all your international moving needs, providing you with numerous in-house services that simplify your work, and afford you and you clients unique peace of mind. These value-added services include a trucking division, arts and antiques relocation, tradeshow management and transportation, a carpentry shop, and many more. Our trucking division now offers container trucking to and from the port of New York to anywhere in the continental United States, and "live" loads at clients' residences.

As a highly qualified expert in the shipping and handling of fine arts and antiques, we work with the world's preeminent museums, galleries, and collectors who trust us to transport their priceless

artifacts, be they single irreplaceable pieces or an entire collection. Our services also include in-house carpentry by master craftsmen. Whether you need to build crates, disassemble and reassemble furniture, or have any other specialty needs, our various specialists are at your service.

We offer quick and effective import solutions all across the United States, as well as customs clearance. We operate regular and quick lines going to the Midwest and the South; almost all of our deliveries are done by Meyer's employees, guaranteeing the highest of standards and service. We also maintain our own large and secure storage facility in a central yet easy-to-access location serving the New York, New Jersey, and Connecticut Tri-State area.

To assure our incomparable service values, we hire only the very best, and employ an exceptionally scrutinizing hiring policy: most of our team members have over 10 years of experience in the industry, and all undergo extensive training courses. We pride ourselves on our particularly low employee attrition rate; in fact, the majority of our staff has been with us for over 5 years, some as long as 14 years, all the time continuously honing their expertise in import, export, and the wide array of special services we offer. Our movers constitute the core of our company—their consummate professionalism assures the finest service to our clients.

Our experience with particularly large accounts, private as well as governmental, exemplifies our capacity to work with a large volume of shipments under strict contractual constraints and severe security measures. Being headquartered in New York City, we are also the international relocation partner of choice for many U.N.-member consulates and organizations.

Meyer's International Van Lines is a member of HHGFAA, the Better Business Bureau, American Moving and Storage Association, and the New Jersey Warehouse and Movers Associations. We are also pleased to sponsor a variety of community projects, such as the National Coalition against Domestic Violence, Coalition for the Homeless, and The Fresh Air Fund, to name a few.

Meyer's International Van Lines at a Glance

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E-mail: rates@meyersvanlines.com

Long Island Moving & Storage Association

The Long Island Moving & Storage Association (LIMSA) was organized in 1933 to build consumer confidence in Long Island's moving industry. One of the founding members was the grandfather of LIMSA's current chairman, Michael A. Maffucci, owner of Verity Van Lines, Inc. in Seaford, N.Y.

LIMSA now represents professional movers in the entire Metro New York area. Its current president is John Tarko, owner of Moving Ahead Moving & Storage in Garden City Park, NY.

The association has 56 members, 42 of them professional movers who meet very high performance standards and adhere to LIMSA's strict Code of Ethics.

Members made more than 51,000 moves in 2005 and, according to the New York State Department of Transportation, only nine minor complaints were filed with the DOT related to those moves.

The organization has always focused its activities on consumer education, especially since 1995 when it retained an executive director with a long career in public relations and marketing communications. As a consequence, LIMSA created in 1996 what is believed to be the first moving industry consumer information Website: www.limsa.com.

The association has created and placed ads in Long Island publications with headlines such as "Planning to Move? Find a Mover You Can Trust." Readers are urged to visit LIMSA's Website for a list of members. LIMSA also produces news releases, letters to editors and feature articles for local and regional publications to position LIMSA's members as licensed, professional, and honest movers. Finally, LIMSA has created customized sales tools for its members, including such things as a pamphlet titled *10 Ways to Find a Mover You Can Trust*.

Recently, LIMSA led the way in meeting "containerized storage" competition by educating consumers about the potential benefits and hazards of using storage containers, and then encouraging members to offer container services as full service movers, which many members are now doing.

Unlike most state and regional associations, LIMSA does not hold annual conventions but does have monthly dinner meetings for members featuring important industry-related guest speakers. It also conducts round table discussions on improving business practices as well as seminars on sales ethics in which member sales personnel participate.

LIMSA Code of Ethics

- Provide honest and accurate estimates in accordance with published tariffs.
- Adhere strictly to a policy of Truth in Advertising.
- Provide good, clean facilities and equipment operated by qualified personnel.
- Use improved methods of packaging/handling to ensure maximum safety of shipments.
- Comply with all rules and regulations set forth for our industry by the New York State Department of Transportation and any other regulatory agency governing our industry.
- Give fair and honest consideration to all complaints and settle claims promptly and equitably within legal limitations.

About LIMSA's Executive Director

In 1988 Ray Schumack took early retirement from a New York corporation to establish his own public relations agency, RS&A, in New York City. In 1995 he acquired the Long Island Moving & Storage Association as a client and was asked to act as its executive director. He has provided a turnkey operation for LIMSA to this day.

Early in his career, Schumack was a newspaper reporter, magazine editor and account executive for a Madison Avenue advertising and public relations agency. He helped form and eventually became executive director of a national trade association operating as the promotional arm of the heating and air conditioning industry, with several thousand members comprising manufacturers, contractors, distributors and an international labor union.

Later, he served as communications director for an industrial products manufacturer with responsibility for corporate investor relations, financial public relations and employee communications, as well as product advertising, sales promotion and publicity for 17 international divisions. He was part of a management team that grew the corporation from \$200 million in annual sales into a Fortune 500 company with annual sales exceeding \$1 billion.

MEET THE CANDIDATES



Groger



Coleman



Keene



Moore



Richardson



Rizzo

Randall Groger has over 30 years' experience in the transportation field, including 5 years of military services as an officer in the Army Transportation Corps serving in Europe, the Far East, and CONUS. He began his career in the moving industry in 1983 with Suddath Van Lines affiliate AirLand Forwarders, Inc., where he has been operations manager, general manager, vice president, and president over the past 23 years. He currently is president of AirLand International Relocations, with overall responsibility for the management and administration of several companies serving the industry. Those companies include Suddath Relocation Services (SDHR) as a TSP in the international GSA household goods program; AirLand Forwarders, Inc. (ALFI), a domestic and international forwarder; Suddath Container Service, a flatbed trucking fleet specializing in hauling containerized household goods; Military Relocation Services, an ocean freight forwarder; and Relocation Assurance corporation, a financial and claims service.

"Over the years," says Groger, "I have been fortunate to have had the opportunity to meet and work with many fine people in our industry, including the professional staffs of HHGFAA, AMSA, and DoD, who have worked hard to improve the delivery of our services to the military through discussion groups, program reviews, and problem resolution activities. I have also participated in Washington Week rallies, where we expressed our industry positions to congressional and Administration leaders."

As vice chairman of HHGFAA, Groger — who also chairs the Association's Government and Congressional Affairs Committee — served on MTMC's Task Force Fix Committee, consisting of industry and service representatives tasked with assisting in the development of a more effective DoD Personal Property Program and two committees of SDDC's Families First Business Process

Working Group.

"I believe the HHGFAA board must provide the leadership necessary to maintain DoD's focus on an international program that rewards quality at a fair price," says Groger, "a system that is capable of accurately evaluating carrier service; and then cost-effectively applying that evaluation to a quality-based shipment distribution system. At the same time, we must maintain the same traditional opportunity for small businesses to fully participate in all DoD Personal Property Programs." Groger also recognizes that our Association has evolved over the years to become one of the foremost associations of worldwide commercial transportation and relocation providers. "The Association board and staff must continue to build upon this broad constituency and strive for the proper recognition as a diverse organization of global significance," he adds.

Jeff Coleman, CEO and president of Covan International, Inc., headquartered in Dothan, Ala., served on the HHGFAA Board from 1993 through 2005, and was HHGFAA's chairman for three terms, beginning in 2000. Over the years he was active on several HHGFAA committees, including serving as chairman of the Claims Committee, Carrier Relations Committee, and Government & Congressional Affairs Committee. In 1999-2001, he was elected. In January 2006 he was named interim Member at Large to fill the term of a member who stepped down.

In college Coleman won awards for scholastic achievement, leadership, and service and earned an MBA to prepare him to head the family business. His 22 years in the industry and 18 years as a Certified Moving Consultant gave him experience in international and domestic freight forwarding, van line services, and moving and storage agency management. He has worked within and managed all functional areas of the business, in-

cluding operations, sales, and administration. Outside the office, he is active in a number of professional, church, and civic groups.

Gordon Keene has owned and operated Abba International Inc., an international military freight forwarding company (TSP), since 1988. Previous to that, he worked within the transportation industry as a warehouseman, hostler for the railroad and account executive for several transportation-related pension and health and welfare trust funds. He has 34 years of experience in the transportation industry. In addition, Keene was, until last year, co-owner of a software company that provides automated solutions to numerous forwarders within the HHGFAA.

"In the past 19 years working with international and CONUS agents as a TSP, I have learned a great deal related to the movement of our service members and their personal effects," said Keene. "I would like to think that someday I would be able to answer all the questions that can surface in moving our service member's personal effects; however, I have come to learn that this may never happen. I am actually relieved, as this industry has kept me interested by presenting new challenges on a consistent basis. I do believe that each year I become better equipped to contribute to our industry and take pride in assisting where I am qualified. I have participated in several of the SDDC test programs, as well as the Power-Track, CWA and now DPS system review/implementation. I think this participation has allowed me to better understand our customer and when appropriate, to help them understand some of our challenges. In addition, my background with software design and development has given me an understanding of some of those concepts and processes that SDDC is using to move their systems into what they believe will be a more stable and manageable environment. I enjoy this evolving area of our business and have

been able to contribute in several meetings with SDDC.

“Our customer, SDDC, is in my opinion a very good customer, which I am grateful to have as a partner. If I am elected to the board, I would make every effort to enhance the level of trust SDDC has with our industry. The SDDC move to Scott AFB will result in a large number of new SDDC personnel, who I believe will require our assistance more than ever. I want to give SDDC the complete confidence that they can contact the HHGFAA and get the information/assistance they need. This will in time increase the level of trust that, in my opinion, is necessary to move forward with implementation of the Families First program or some variation of those concepts.”

Jan Moore, president of BINL, Incorporated, has been in the transportation industry for 37 years. With the exception of a short stint at Pacific Van Lines and a little over a year spent painting tractors and trailers, her entire career has been with BINL (formerly Bekins International Lines).

She has served on several HHGFAA committees and currently serves on the Executive Committee as a Member at Large and is the Chair of the Claims Committee.

Having grown up in the military and moving so often, attending 10 schools in 12 years, she understands the trauma, frustration, and anxiety that each family experiences. “I make sure that everyone in my office understands that we are not just moving household goods, we are moving people’s homes, their every possession,” she says.

“Being a part of the Board and Claims Committee makes me feel like I’m doing something to ensure that each service member receives the type of move that they deserve. Serving on the Board, meeting so many people who give so much of their time to the HHGFAA to make sure that our Association is strong and well respected has been very exciting and fulfilling, and I hope to continue to serve both the Active and Associate membership.”

Mike Richardson began his career in the moving and storage industry 15 years ago in the United Van Lines system at the local agency level working in both sales and operations. During this time he relocated to several markets including New York, Atlanta, Pensacola, and Jacksonville, Fla., servicing corporate and government business.

He is the vice president and general manager of Senate Forwarding and is in his fifth year at the company. Over that period, Senate participated in all the SDDC test programs with Richardson’s guidance. He currently oversees all day-to-day operations including shipment management, rate filing, claims/customer service and billing as Senate continues to be an active participant in both domestic and international DoD traffic.

“I believe my experience in the industry from the ‘trenches’ on the local level to servicing government/military business will be a benefit for the Executive Committee and the membership if I am re-elected,” says Richardson. “I am committed to our industry for the long haul and wish to continue to help strengthen the relationship between our members and the Executive Committee. I have gained valuable experience over the last three years by chairing the Accessorial Services Committee and I hope my energy will continue to serve our Association well if I am re-elected.”

Mario Rizzo is the vice president of the Gateways office in Lombard, Ill., which provides international services for military and government, as well as door-to-door full move management for international corporate and private transferees. He has served for the past 2 years as chairman of HHGFAA’s Carrier Relations Committee.

Rizzo has over 34 years’ experience in the international household goods moving industry and currently is a member of the Executive Committee. Prior to joining Gateways, he had served in various executive capacities with Allied International. Rizzo is a Viet Nam veteran who served 3 years in the US Army infantry and graduated from the Infantry Officer Candidate School at Ft. Benning, Ga.

Active Member Elections: Slate of Candidates

The elections for Active Members to serve on the 2007–2008 HHGFAA Executive Committee will take place during the Active Members’ Meeting scheduled for 9:00 a.m.–12:00 noon on Wednesday, Oct. 17, 2007.

Shown below is the official Slate of Candidates as presented by the 2007 Nominations Committee.

CHAIRMAN:

Randall Groger (AirLand Forwarders, Inc.)

VICE CHAIRMAN:

Jeff Coleman (Covan International Inc.)

MEMBER(S) AT LARGE:

Gordon Keene (Abba International)

Jan Moore (BINL, Inc.)

Michael Richardson (Senate Forwarding Inc.)

Mario Rizzo (Gateways International, Inc.)

(There will be four Member At Large positions to fill.)

The HHGFAA By Laws provide for “Nominations from the floor,” as long as those candidates meet all criteria for election and service on the Executive Committee, as detailed in the Association’s By Laws under Articles VII, VIII & IX, which can be found at the back of your HHGFAA Membership Directory.

Note: The two Associate Members and the one YP-35 Representative on the Executive Committee serve under two-year terms and will be voted upon next year by the respective bodies they represent on the board.

A Bite of the 'Big Apple'

There's a new 'Show' in New York City

Warm red velvet, amber mirrors, and silk lamps create the comfortable atmosphere at NYC's newest nightclub, Show. Show Nightclub is located at 135 West 41st Street (between 6th Avenue and Broadway) in Times Square. Show is the newest creation from esteemed nightlife veteran Norman Gosney. Gosney has revamped the 6,000 square foot space into an entertainment wonderland that reflects the eras of "Moulin Rouge," Paris, Victorian-era brothels, the cabarets of Weimar Germany and American Vaudeville. All seating and VIP areas in the tri-level space center around the stage, allowing revelers to enjoy the best music and DJ's as well as one-of-a-kind live performances highlighted by Wednesday nights' vaudeville extravaganza "Norman's Big Night Out" featuring the SHOW All Stars. SHOW is open 7 days a week

Address: 135 West 41st St. (between 6th Ave. and Broadway), New York. Website: www.shownightclub.com





Rizzo

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Howard Leff has been an ISA board member since its formation. He has served as chairman and vice-chairman, alternating every two years, during the past eight years. He is the founder and president of 7M Transport, Inc., with offices in Houston, Texas, and Louisville, Ky. The firm specializes in ocean, air and truck transportation for the commercial household goods/personal effects industry.



Mike Cazalet has been involved in the international shipping industry for almost 40 years. He began his professional career in Houston, Texas, in 1968 for Sinclair International Oil Company/Atlantic Richfield as International Traffic Manager. In 1973, the same year he graduated from the University of Houston, he joined Sealand Services, Inc., when they inaugurated the Gulf Europe service. He spent 5 years with Sealand in various capacities opening new operations in Port Everglades, Fla., before being asked to join Crowley Maritime in 1979. At Crowley, Cazalet was general manager of both the Hawaiian Marine Lines and Alaska Hydrotrain operations and held positions in San Francisco and Anchorage.

From 1983 until 1991 Cazalet held management positions in both



Cazalet

International Shippers Association

Slate of Candidates

The elections for officers to serve on the 2007–2008 International Shippers Association Board of Directors will take place during the ISA Members' Meeting scheduled for 2:30–3:30 p.m. Tuesday, October 15.

Shown below is the official Slate of Candidates as presented by the 2007 Nominations Committee.

CHAIRMAN:

Mario Rizzo (Gateways International, Inc.)

VICE CHAIRMAN:

Howard Leff (7M Transport Incorporated)

TREASURER:

Mike Cazalet (New World International Limited)

United States Lines in Chicago and Mayflower International in Indianapolis.

A joint venture program between Mayflower and then Global International in 1991 to open a household goods forwarding operation in the newly liberated Kuwait following the first Gulf War presented Cazalet with his first expatriate assignment. After completing the expatriate contract, he held positions in Bangkok, Manila, Kuala Lumpur, and Singapore before returning to the United States to become the director of Global Transportation for Prudential Financial, a position he held for 9 years.

Since 2005, Cazalet has been the managing director for New World International in Chicago, Ill. He currently serves as vice chairman of the DSP Committee for FIDI.

In addition, Cazalet is the inventor and patent holder for two chemical process patents related to the agriculture industry.

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Getting Your Best Bite Out of the Apple: What to Do, What to See, Where to Go

Top Tips for Tourists

Taxes: There is no VAT tax or other indirect tax. You will be subjected to the City's 8.25% non-refundable sales tax and the 13.5% hotel tax.

Tipping: In New York, as in the rest of the United States, gratuities are not included in the service check. Waiters, waitresses and bartenders can receive from 15–20%. Taxis: 15% of fare; bellhops: \$1 per bag; coat check: \$1 per coat.

Climate: October temperatures in New York City range from a low of 49F/10C to a high of 65F/18C.

And some final tourist tips...

New York City supports over 150 museums, each open to the public. Check your tourist guides or call ahead for specific hours.

The 6,400 miles of city sidewalks mean tired feet, especially to those used to driving everywhere. Sightseeing is not a fashion show — wear comfortable shoes!

You may rent bicycles and skates in and around Central Park. Tourists should not attempt cycling or skating on city streets as it can be quite dangerous. Just ask any bicycle messenger!

The Staten Island Ferry Terminal is next to Battery Park where the boat to the Statue of Liberty docks. The ferry provides a wonderful view of Manhattan and is FREE to ride. Take a picnic lunch.



The Empire State Building

Empire State Building

At Fifth Avenue and 34th Street stands NYC's most famous fixture: The Empire State Building. The skyscraper—at 1,453 feet tall, once again the world's tallest building—has starred in over 90 movies, including King Kong. It was constructed in only two years (1930-1931) and immediately became a tourist magnet.

Lines can get pretty long, but the building is open from 10 a.m. until midnight weekdays and 9:30 a.m. to midnight on weekends.

Statue of Liberty and Ellis Island

The National Parks Service has reopened Liberty Island to visitors but access to the statue and pedestal remain closed for now.

Next to the flag, it's America's most famous symbol of freedom—an icon for the immigrant.

A visit to Liberty Island begins in Battery Park on the tip of Manhattan, at a circular fortress called Castle Clinton. Built in 1811 to defend against British attacks, it now serves as the ticket and information center for the Statue of Liberty and Ellis Island ferry rides.

Visiting the statue does not require an admission fee. The ticket is for the ferry ride, which is the only way to get to the island. While you're waiting in line to board the ferry, acrobats will keep you amused. Donations are welcome.

The Statue of Liberty and Ellis Island ferries run about every 20 to 30 minutes. Boarding the ferry, there are three levels, with the right side of the boat leaving and the left side coming back putting you in the best position for taking photos or home videos.

As the ferry approaches Liberty Island, everyone is anticipating that first close-up look at the famous statue seen in everything from history books to movies and television to all kinds of advertising.

Since 1886 Liberty has stood proudly in New York Harbor. A gift from the French people to the American people, master sculptor Frederic-Auguste Bartholdi originally envisioned this to be a new Wonder of the World to mark Egypt's Suez Canal. After history and politics got in the way, Bartholdi looked to America and saw the perfect gift to celebrate America's Centennial.

Next, the ferry will take you to Ellis Island, where there is a historic museum relating to the millions of 19th century European immigrants who passed through the facility when they reached America's shores.

Emma Lazarus wrote "The New Colossus," a poem, to help raise funds for construction of the pedestal in 1903. Its most famous passage reads:

"Give me your tired, your poor,
Your huddled masses yearning to breathe free,
The wretched refuse of your teeming shore;
Send these, the homeless, the tempest-tost to me,
I lift my lamp beside the golden door!"





The Arch in Washington Square Park

Greenwich Village

For over a century, this small area below 14th Street and west of Broadway has been a Mecca to the creative, rebellions, and Bohemian. Although today no starving artists could afford to live there, the vibe still lingers and the beat goes on.

Enter the village at the Arch in Washington Square Park at the end of Fifth Avenue. This 77-foot-high monument marks the centennial of President George Washington's inauguration.

The park, surrounded by New York University, maintains a carnival atmosphere year-round. Street entertainers take over the center fountain to amuse the dog walkers, skateboarders, musicians and chess players who make full use of the park.

At the park's southwest corner you'll find fabled Beatnik-era coffeehouses like Caffe Reggio and Cafe Figaro, which inspired writers such as Jack Kerouac and William Burroughs.

Times Square

Times Square has it all. You can find all varieties of dining and entertainment, as well as tours of all parts of the city, shopping and nightlife in this exciting, vibrant and historic landmark. There are always events and attractions here, in the heart of the "city that never sleeps."

Visitors to Times Square can find an endless array of dining and food options, from five-star restaurants to street vendors offering food from every part of the world.

Shopping is almost limitless. A wide variety of shops and stores offer electronics, toys, and every sort of consumer good imaginable. The different and varied merchandise available will fit any need or budget.

The exciting and vibrant nightlife in Times Square rivals any other part of the city. Enjoy an astonishing selection of beer, wine, and spirits in the countless clubs and bars. Relax in a small, quiet, and cozy neighborhood bar, or dance the night away in one of the area's many hot nightclubs.

Formerly known as Longacre Square, the area changed dramati-



Times Square: Always vibrant, and filled with unlimited choices of things to see and do.

cally through New York City's long history. Recently, Times Square has enjoyed a vibrant revitalization, leaving behind the past and becoming one of the city's most attractive, enjoyable, safe, and exciting attractions.

Get your tickets for an incredibly wide variety of entertainment in Times Square. See a musical or play on Broadway, or go to a concert at a variety of nearby venues, offering all forms of live music. Enjoy a stand-up comedy performance, or see a movie in one of the area's many theaters.



Restaurant choices abound in Little Italy.

Little Italy

Walking beside the narrow, cobblestone streets beneath and fire escapes of turn-of-the-century tenements, you're tempted by the sights, sounds and smells of Italian cuisine and culture emanating from the restaurants surrounding you at every step. Visit a restaurant list and map at www.littleitalynyc.com/restaurants.asp to get an idea for the restaurant that's right for you.



One of countless vendors in Chinatown.

Chinatown

Squeezed into a tiny area of lower Manhattan, Chinatown has remained an immigrant enclave and retained its unique cultural personality. Starting on Canal Street, business pours out of storefronts and onto the sidewalk, where the art of bargaining is always useful.

Although many of the items sold on Canal Street tend to be standard items like watches and purses, there are several stores (especially on the south side) offering many unique Chinese items. Of course, nothing is more unique than their usual foods and remedies. A walk through the crowded aisles will expose you to a world of curious fruits, roots, and who knows what else!

Popular items many tourists like to shop for include authentic rice bowls, tea services, and chopsticks. Of course, this all leads to the most popular aspect of Chinatown: restaurants!



There's plenty to see and do in the South Street Seaport district.

South Street Seaport

Along the bumpy cobblestone streets toward Pier 17 you'll find the South Street Seaport. Located down Fulton Street, this maritime museum reflects New York City's past glory as a port town.

As the center of shipping between 1815 and 1860, the seaport was known by the seafarers around the globe. The bustling community that developed catered to the sailors' needs.

Merchants, ship chandlers, sailmakers and figurehead carvers took care of business while boarding houses, saloons, and brothels took care of pleasure.

By 1880 Cargo ships ballooned in size and the industry grew out of South Street.

For many decades, the Seaport lay quiet. Would time just wipe away another bit of New York's history?

In 1967, the South Street Seaport Maritime Museum paved the way for the wonderfully preserved historic district we can visit today.

Central Park

One of the great pleasures New York has to offer is Central Park. Stretching 51 blocks between 59th and 110th Streets, this 843-acre, green rectangle has served its city well since 1859.

From famous statues to castles, there is so much to see within this pastoral landmark. Your first shop should be The Dairy. Built in 1870 as a milk bar, it now serves as the main Visitor Center.

Maps and information boards are posted throughout the park. But if you're having trouble finding your way around, just ask somebody — New Yorkers are friendlier than you may have heard.

If you're in New York for some romance, you can't pass up a hansom cab ride. These fairy-tale chauffers line up across from the Plaza Hotel at 59th Street and Fifth Avenue.

Speaking of romance, one of the most beautiful areas in Central Park is Bethesda Fountain on the Lake. Located at about 72nd Street, walking down the steps of Bethesda Terrace immerses you in a relaxing tranquility.

Angel of the Waters, the centerpiece of the Terrace, was opened in 1873. The entire area was closed for restoration during the 1980s and has since made a spectacular comeback.

Behind the fountain, an underpass connects the terrace with the Bandshell area. Across the lake from Bethesda Terrace is the Boathouse, a lovely restaurant offering cuisine as splendid as its view.

After an early dinner, add a taste of Venice with a ride from a gondolier. Or, if you prefer to take matters into your own hands, rent a rowboat and explore the 22-acre lake



Don't miss the Bethesda Fountain on the Lake in Central Park.

lined with weeping willows and Japanese cherry trees.

And you won't want to miss a visit to the Central Park Zoo, America's oldest public zoo, newly remodeled and featuring humane habitats for its magnificent menagerie.

There are many more features and attractions in Central Park. For more information, visit http://www.nyctourist.com/central_park1.htm



A Quintet of Less-Known Parks

Central Park, always a popular destination for visitors, isn't the only gem in New York City. There are other beautiful, peaceful, less-crowded oases where you can while away your free time.

Fort Tryon Park is ideal for fine art lovers. This 67-acre northern Manhattan park, best known for the Cloisters, a branch of the Metropolitan Museum of Art with quiet courtyards and filled with medieval art, stained glass windows, and amazing tapestries. The park has eight miles of pedestrian paths.

The park is bounded by Riverside Drive, Broadway, and West 192nd and Dyckman Streets.

Inwood Hill Park is for naturalists seeking trees rather than skyscrapers. The park has 196 acres of primordial forest and glacial rock formations. It features non-landscaped footpaths and sweeping views of the Hudson River.

The park runs along the Hudson River and the ship canal between Dyckman St. and Payson and Seaman Aves.

Madison Square Park will appeal to sightseers and history buffs. It has statues of lesser-known but famous men in history, such as Adm. David Farragut and Henry Seward, as well as a memorial commemorating World War I heroes.

The park is between Fifth and Madison Aves. And 23rd and 26th Sts.

Morningside Park is for fitness gurus who won't mind the many stairs and walkways. The top has great views of Harlem; from below, you can view the Cathedral of St. John the Divine.

The park is between West 110th and West 123rd Sts., Manhattan Ave., Morningside Ave., and Morningside Dr.

Sara Delano Roosevelt Park is a haven for birdwatchers. Named for FDR's mother, this 7.9-acre park is popular with families and is filled with plants and trees. Early each morning, Chinese men bring songbirds in bamboo cages to the park's Hua Mei Bird Garden to attract wild birds.

The park is between East Houston, Canal, Chrystie, and Forsyth Sts.

That's Entertainment!

Who could visit the Big Apple without seeing a Broadway play? To view reviews and order tickets, visit www.broadway.com.

You might also have some luck finding discounted tickets to hot plays at www.entertainment-link.com/broadway/plays/shows.asp.

Yet another site, www.nytimes.com/, offers discount Broadway tickets, free TV show tickets, and other offers in the city, including discount parking and discounts to New York City attractions.



One Ticket ... Six Major Attractions

You can purchase a single ticket that will get you into six of New York's most popular attractions—and allow you to avoid most ticket lines in the process. The **New York CityPass** costs \$65—a 50% savings off the \$130 you would pay if you purchased each ticket separately. (Tickets for youths 12–17: \$49.) The CityPass is good for these sites:

- Empire State Building Observatory
- A 2-hour Circle Line Harbor Cruise
- American Museum of Natural History
- Museum of Modern Art
- Guggenheim Museum
- Metropolitan Museum of Art

You can buy the CityPass at the first of these attractions you visit, and it's valid for 9 days.

Putting the Big Apple in Your Pocket

And speaking of economy and convenience, if you're planning to spend time on the New York City Transit subway or bus, the **MetroCard®** is a sound investment. It's the least expensive and most convenient way to get around, and with MetroCard Deals (visit the multilingual site, www.mta.info, for details) you can see a lot more of the city for less.

Ride the subways and local buses as many times as you want with a 1-Day Fun Pass for \$7, a 7-day MetroCard for \$24, or a Pay-Per-Ride MetroCard, usable by up to four people.

You can buy your MetroCard at subway station vending machines with debit/credit cards or cash. You can also buy it at many hotels, the NYC Official Visitor Information Center (810 Seventh Ave. at 53rd St.), and at the NY Transit Museum's locations in Brooklyn Heights and Grand Central Terminal.

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Look Good-Feel Good Beauty Package for \$100 (orig \$395!)

A Beauty Hair & Makeup Salon by Marina Vance NYC

1429 Avenue of the Americas (between 58th-59th Streets), Manhattan | 212-570-6500 Package includes a haircut or single process color or makeup plus shampoo, deep conditioner, blow-dry, eyebrow shaping, free color & makeup consult. Package includes discounts on additional services. Cash only. Tax & 20% gratuity apply.

Metropolitan Museum of Art: Save 5% at the **TrustedTours.com**

Website only | 800-213-2474. Save 5% on admission to the Met!

UrbanSavings.com

10%-50% off discount coupons

New York City | 212-644-3968 New York City. Get discounts from 10% to 50% off at NYC restaurants, bars, spas, salons and entertainment venues.

4th Annual Charity Fun Run to Fight Breast Cancer

Santa Fe Relocation Services invites you to participate in this year's Breast Cancer Charity Fun Run “Moving Towards a Cure!” The event will take place on Saturday, Oct. 13, in New York City. Walkers are welcome.

A flyer with further details about the 5k fun run, as well as registration and sponsorship forms may be found via the links below:

- 2007 Charity Fun Run Flyer
www.hhgfaa.org/eportal/2007charityRunFlyer.pdf
- 2007 Charity Fun Run Registration Form
www.hhgfaa.org/eportal/sf5k/2007_charity_run_reg_form.doc
- 2007 Charity Fun Run Sponsor Form
www.hhgfaa.org/eportal/sf5k/2007_charity_run_sponsor_form.doc
- For more information, visit **www.santaferelo.com** or e-mail **JHSCharityRun@santafe.com.hk**

Race day registration will open at 9 a.m. in the lobby of the Marriott Marquis, the HHGFAA Annual Meeting site. The race will begin at 3 p.m. Transportation will be arranged to and from the race location. The entrance fee is \$50 per person. Proceeds will benefit the Johns Hopkins Research Fund.

This year's event is dedicated to the memory of The Honorable Roger Landry, who passed away in June. Mr. Landry was the uncle of Robert Cormier, who is the organizer of the Charity Run.

Santa Fe Relocation Services contributes US\$10 for every move the company handles toward the fight against breast cancer. The company has raised over US\$525,000 since the fund's inception in 2002.

Source: Robert E.L. Cormier / Santa Fe Relocation Services

HHGFAA Is Going Greener With Directory Updates

In an effort to be more environmentally responsible, HHGFAA will no longer include a hard copy of membership updates, modifications, and amendments with **The Portal** magazine.

You will be able to review, download, and share the changes easily and repeatedly, without having to make multiple copies. You can access modifications and amendments to the 2007–2008 HHGFAA Membership Directory by visiting

http://www.hhgfaa.org/mem_dir_update_2.pdf

A Bite of the 'Big Apple'



Shopping During Your Stay?

For overseas visitors, shopping for clothing and shoes can be confusing, as US sizes are not expressed in metric terms. Here is a handy chart to help ensure that you select the correct sizes.

Shoe Conversion Chart

Women

US	5	6	7	8	9	10
UK	3	4	5	6	7	8
Euro	35	36	37	38	39	40

Men

US	7	8	9	10	11	12
UK	6.5	7.5	8.5	9.5	10.5	11.5
Euro	40	41	42	43	44	45

Apparel Conversion Chart

Women's Clothes (Suits and Coats)

US	6	8	10	12	14	16
UK	8	10	12	14	16	18
Euro	38	40	42	44	47	50

Men's Clothes (Suits and Coats)

US	36	38	40	41	44	46
UK	36	38	40	42	44	46
Euro	47	48	50	52	54	56

Men's Shirts

US & UK	14	14.5	15	15.5	16	16.5	17
Euro	36	37	38	39	41	42	43

HHGFAA 45TH ANNUAL MEETING EXHIBITORS

- 21st Century Relocations • AE Worldwide • Appliances and Video Overseas Inc. • Ashoka International
- Auto Relocation Plus Inc. • Baker & Company • Biard Demenagements • Burke Bros Moving Group • Cartwright International Van Lines Inc. • Consensus Software, LLC • Contour Logistics, Inc.
 - Corstjens Worldwide Movers Group • Cosmopolitan Canine Carriers Inc.
- Davidson Forwarding Company • Executive Insurance Services Inc. • F & N Worldwide Moving
 - Fleenor Paper Company Inc. • Gallagher Transport International Inc.
- Globe Moving & Storage Co. Pvt. Ltd. • Gosselin Group • GTS Group • Hi-Line Forwarders Inc.
 - Hyundai Shipping Co. Ltd • Intermove Egypt • International Services
 - Interport Executive Movers (S) Pte Ltd. • ITO Möbeltransport GmbH
- IWM—Intelorg Worldwide Movers • Jacksonville Box & Woodwork Co. • JK Worldwide Relocation
- Jordanian Coast Cargo Services • L.A.C.M.A. • Leader Freight Forwarders • Matson Navigation Co.
 - Mirliss Auto Relocation Services • MoverworX Moving Software • One Enquiry Limited
- O'Neil Software, Inc. • Orient Express Forwarding Pte Ltd. • Orient International Relocations
 - Orphee Beinoglou International Forwarders S.A. • P.M. Relocations Pvt Ltd.
 - Pan American International Movers Association (PAIMA) • Par Services, L.L.C.
- Penbroke Marine Services, Inc. • Prime Transport Customs Broker • Prism International
- Rainier Overseas Movers Inc. • Renmer International Movers • Rex Service Co., Ltd • Roadway • Shanghai EB & SFSC International Logistics Co., Ltd. • Shipco Transport • Speedy Moving SRL
- Stephen Morris Shipping PLC • Subalipack (M) Sdn Bhd • TG International Insurance Brokerage, Inc. • Tober Logistics Inc. • Totem Ocean Trailer Express, Inc. • Transmove • Transpack Shipping Services
- Transport Management International Ltd • Voerman International BV Moving & Relocation Services •

Voxme Software Inc. • YP-35

AMMB: Playing a Starring Role in HHGFAA

By Jackie Agner

ALL THE WORLD'S A STAGE"—and throughout this year, your representatives to the Associate Members' Management Board (AMMB) delivered critically acclaimed performances. With the stage being set for us to change the governance structure of the AMMB board at last year's annual meeting, the AMMB got its playbill together right after the curtain set on the 2006 conference. Our first goal was to facilitate the realignment and expansion of the AMMB Board. As a team we hit the streets running and with everyone contributing possible board candidates and now have a board that will cover the continued geographic expansion and growth of the Associate Membership.

In New York this year, as your Associate Members Representative, I will have the distinct honor to introduce you to our new AMMB Board members during the Associates Members' Meeting on Tuesday, Oct. 16, at 9:30 a.m., although I am sure many of you read up on each of the board members in the March/April 2007 edition of **The Portal**—"Careers in the Industry: By Choice....or By Chance?"

Your AMMB Representatives are all anxious to meet the membership in person. You will have that opportunity on Sunday, Oct. 14, on the 8th floor at 3 p.m. during our "Penny Drop." This is a game of chance organized to give you an opportunity to meet and greet old friends and make new ones. The event will be conducted by the AMMB board in support of the Alan F. Wohlstetter Scholarship Fund.

In addition to addressing the geographic expansion of our Association we also wanted to make it easier for members to identify their area representatives. This was accomplished by assigning region numbers to each AMMB board member.

REGION 1 Africa

REGION 2 Central, South America and the Caribbean

REGION 3 Eastern and Southeastern Asia

REGION 4 Europe

REGION 5 Middle East and Near Asia

REGION 6 North America

REGION 7 Oceania

Furthermore, the staff of our Association clearly defined the regions and countries in our 2007-2008 Membership Directory. Just flip the first page of the directory for the region numbers and then consult the AMMB listing for the respective representatives.

With all this going on, our AMMB board members still managed to contribute editorials to **The Portal** in each edition, under the "AMMB Outlook" section. Talk about "Connecting Great Performers"!

It truly is an honor to work with all the member of the Associate Members Management Board. I send them a big "Thank you" for all their support and contributions made this year. I stand and I applaud each and every one for your outstanding performance!

Jackie Agner is HHGFAA's Associate Members Representative.

A Bite of the 'Big Apple'



In the early 1950s, while taking drama lessons in New York City, Mike Nichols, the future director of the Broadway smash "Monty Python's Spamalot," was busing tables at Howard Johnson, a restaurant famous for having a large variety of delicious ice-cream flavors. He was fired, he later confessed, because "When someone asked me the ice-cream flavor of the week, I said 'chicken.'"

US To Trading Partners: Inspect All Cargo Containers

The threat of a nuclear bomb, hidden in a cargo container, detonating in an American port has prompted the US Congress to require 100% screening of US-bound ships at their more than 600 foreign starting points.

The Bush administration and shippers maintain the technology for scanning 11 million containers each year does not exist and say the requirement could disrupt trade. Current procedures including manifest inspections at foreign ports and radiation monitoring in US ports are working well, they contend.

Nonetheless, President George W. Bush has signed the measure into law and praised its transfer of domestic money to states and cities at higher risk of terrorism attack. He said he will work with lawmakers to ensure the cargo screening provisions do not impede commerce.

Scanning containers at their points of origin is a highlight of that law, intended to fulfill recommendations of the commission that investigated government activities before and after the Sept. 11, 2001, attacks on the United States. The commission said the shift would safeguard the United States from terrorists.

The law sets a five-year deadline for having the system in place but, recognizing the technology still might not be available, gives the Homeland Security secretary the authority to extend the deadline by two-year increments.

“If a terrorist manages to conceal a weapon of mass destruction in a shipping container, it must be discovered long before that container reaches our shore,” US House Speaker Nancy Pelosi said in support of the measure.

Rep. Edward Markey (D-MA), a chief proponent of the legislation, said costs and complexity involved in the new system would pale beside the devastating effect of a nuclear attack launched from a big city port. “The truth is, we cannot afford not to do it,” Markey said.

The White House strongly opposes the scanning requirement, saying it was “neither executable nor feasible.” Opponents warned that it could cause huge backlogs at the nation’s seaports, which handle some 95% of goods coming into the country.

Homeland Security Secretary Michael Chertoff said “it would be wonderful” if all containers were inspected before they left foreign ports. “But it’s got to be done in a way that reflects reality and also reflects the fact that we’re not the only players in this pool.”

Industry groups that lobbied against the 100% screening asked whether Congress intends to cut off trade with small-volume ports that cannot install the needed technology. They also warn of foreign governments retaliating by requiring US ports to set up the same inspection regimen.

“You have to have the permission of all these foreign points,” said James Carafano, a defense expert at the Heritage Foundation. “There are a lot of people around the world who are going to be really teed off about this.”

The Bush administration argues that its current risk-based, layered approach to port security is a success. That approach has several main components:

- Under the Container Security Initiative, teams from Homeland Security’s Customs and Border Protection division review manifests at some 50 ports covering more than 80 percent of the container cargo shipped to the United States. Containers identified as high risk are subjected to X-ray and radiation scanning. Markey argues that this is nothing more than a paperwork check that relies on descriptions of content supplied by shippers. Less than 5 percent of containers get scanned, and only a fraction of those are opened and inspected.
- Homeland Security has set a goal of screening, by the end of 2007, close to 100 percent of all containers entering the country by sea for radiological and nuclear material, using what are called Radiation Portal Monitors.
- Under a pilot program called the Secure Freight Initiative, created in a port security bill passed last year, Homeland Security is testing high-volume scanning at six ports in Pakistan, Honduras, Britain, Oman, Singapore, and South Korea.

The program should give some indication of the practicality of the 9/11 Act provision, which requires containers to undergo both radiation checks and scans with nonintrusive imaging such as X-rays that might locate highly enriched uranium or other materials that do not emit much radiation.

Homeland Security’s Domestic Nuclear Detection Office also plans to award up to \$1.2 billion (€890 million) over the next five years to develop and acquire a next generation radiation monitor for land and sea cargo known as Advanced Spectroscopic Portals.

Lawmakers have questioned whether the new technology will offer much improvement over current monitors that are prone to false alarms set off by naturally occurring radioactive material in medical isotopes, ceramics or kitty litter.

SOURCE: Associated Press and the Herald Tribune

Maritime 'Vulnerable to Fraud'

Shipping lines, exporters and banks are vulnerable to fraud because it is easy to forge trade documents and break into containers without leaving any signs, warns the International Maritime Bureau of the International Chamber of Commerce.

"Trade finance depends entirely on documents," the Bureau's director told members of Sri Lanka's shipping community at a conference.

"Any system which depends entirely on documents will be vulnerable to abuse by money launderers. Any document in a shipping or trade transaction can be forged, and forged with ease."

Documents such as bills of lading involving millions of dollars worth of transactions "have no security feature whatsoever," the director said, adding that criminals find them easy to duplicate and even produce the actual document itself. "Getting documents prepared and passed through the banking system is easy," he said.

Containers are also a weak link in the system and "a great vehicle for fraud. No one really knows what's in a container because it is sealed. It can be used to transport anything — weapons, people, drugs."

There are at least five ways to open a container without breaking the seal, he said, and it was even possible to make a container "vanish" by changing its seal number.

People trying to get the cheapest freight rate and who do not perform due diligence can find themselves in trouble. "The message underwriters tell cargo owners is don't put your cargo on the first rusting hulk that calls in the port."

US Screening Law Causes Uproar

Large American retailers and the European Union are livid over a new US law that requires the screening of all maritime and air cargo destined for the United States. But administrators of Canada's port authorities, gathered at a conference this week in Montreal, have yet to figure out exactly how the law would affect Canadian operations. "We are checking this very closely with our US contacts," said George Malec, vice-president of operations and security for the Halifax Port Authority. [This new law is creating a great deal of consternation in the international shipping community and there are some serious rumblings that there may be some alterations and modifications ahead. The plan is not considered cost-effective or even feasible and few analysts think it will add substantially to security.]

SOURCE: Montreal Gazette

Shippers Hit Passport Rule

Trade and transport interests have renewed their opposition to a US plan requiring passports for travelers entering the United States at land crossings with Canada and Mexico, saying it will increase costs and transborder traffic. Exporters and importers are urging the Bush administration not to proceed with the Western Hemisphere Travel Initiative until Customs and Border Protection is fully ready to implement the program without causing border delays. This new set of rules has been intensely controversial from the beginning. It is expected to require extensive additional bureaucracy, will impose delays on travelers and provide precious little in the way of additional security.

SOURCE: Roadway Business Intelligence

PowerTrack Changes Ahead in DPS for 'Families First' Program

You won't want to miss an informative session during the HHGFAA Convention in New York Oct. 14-17, 2006.

The session will provide updates on how carriers can be successful during the implementation of Phase II and DPS. The session will focus on important changes in EDI 859 specifications, as well as significant enhancements in user information within PowerTrack.

Cheryl Garcia, director, government team for PowerTrack/US-Bank, will host this informative session. This session promises to be informative and educational for all household goods carriers using PowerTrack in the current and Families First programs.

SDDC Headquarters Takes Up Residence at Scott AFB

The headquarters element of the US Army's Military Surface Deployment and Distribution Command was officially welcomed to Scott Air Force Base and started its permanent residency there with an arrival and presentation of colors ceremony at the base parade field followed by a ribbon-cutting ceremony at their new headquarters building recently. Ceremonies began at the base parade field with the presentation of the SDDC colors and included a 13-gun salute by a battery of cannons. The 113th Army Band from Fort Knox, Ky., provided the music. A ribbon-cutting ceremony followed.

Gen. Norton Schwartz, commander of the US Transportation Command presided at the first ceremony and welcomed Army Maj. Gen. Kathleen Gainey, SDDC commander.

"USTRANSCOM, the entire Scott community of some 13,000 and—I believe I can safely say—the St. Louis metro-east community welcome you," Gen. Schwartz said.

Army Lt. Gen. William Mortensen, deputy commanding general for Army Materiel Command at Ft. Belvoir, Va., presided over the ribbon-cutting ceremony at the new SDDC headquarters building.

The new building will serve as the temporary headquarters facility for the Army command throughout the next three years and will accommodate up to 500 personnel. SDDC and USTRANSCOM will break ground in 2008 on a permanent headquarters facility, approximately 180,000 square feet in size, to be located behind the current USTRANSCOM headquarters building and serve as the final stage in SDDC's relocation from three areas in Virginia to Scott.

SDDC's move to Scott is a result of the most recent Base Realignment and Closure Commissions recommendations, which became law in November 2005.

SDDC took its first official step in relocating from Virginia to Scott in September 2006, with the opening of the SDDC Advance Team facility, where a contingency team worked to get members of the command moved into the new headquarters facility.

SDDC's move to Scott is occurring in two phases. Phase I consists of incrementally moving the SDDC Headquarters from Alexandria, Va., and the Transportation Engineering Agency, Newport News, Va., along with some functional areas of SDDC Headquarters located at Fort Eustis, Va., through the end of 2007. Phase II will entail moving



Officials at the ribbon-cutting ceremony at SDDC's new headquarters, building no. 1990.

the remainder of the Fort Eustis element incrementally until the end of 2010. By then, SDDC expects to have about 1,100 military, federal civilian and contractor positions in place on the base.

Menlo Worldwide to Be Prime Contractor for DTCI

Menlo Worldwide, the third-party logistics services provider of Con-way Inc., confirmed recently that its subsidiary, Menlo Worldwide Government Services, LLC, was selected as prime contractor for the **Defense Transportation Coordination Initiative (DTCI)**. DTCI is a strategic logistics program directed by the Department of Defense US Transportation Command (USTRANSCOM) to streamline and improve domestic transportation and distribution operations supporting warfighters at all four branches of the US military.

Under the contract, which is potentially worth \$1.6 billion, Menlo will be responsible for deploying and operating an integrated logistics solution for shipment planning, optimization, shipment execution, and overall transportation resource management governing all DoD materiel shipments moving into and among DoD facilities in the 48 contiguous United States.

"DTCI is a team effort, in partnership with the Defense Logistics Agency and the military services, to increase the effectiveness and efficiency of DOD freight movements in the continental United States," said Air Force Gen. Norton A. Schwartz, commander, USTRANSCOM. "Menlo will utilize best commercial practices to enable load consolidation and optimization, use of more efficient intermodal means of transportation and tailored scheduling to meet the customer requirements. These improvements will increase the precision and reliability of freight movements, leading to increased customer confidence, cost savings, and increased efficiency in our CONUS shipping operations."

The DTCI is focused on improving performance while injecting new efficiencies into the military's domestic transportation network by better synchronizing up to 260 independent shipping sites and hundreds of transportation service providers.

[EDITOR'S NOTE: The HHGFAA staff and Board have closely tracked the processes in testing and development, as well as the procurement process of the DTCI program. It is within reason that should the US Department of Defense look to outsource the management and coordination of the DoD Personal Property Program, it would be through a similar model as the DTCI, if not the DTCI program itself.]

New Address, New Faces ... New Direction?

The (Military) Surface Deployment and Distribution Command (SDDC) has recently completed its BRAC directed move from Alexandria, Virginia out to its new headquarters at Scott Air Force Base in Ill. At Scott AFB, SDDC now works right along side personnel from its superior command, the United States Transportation Command (TRANSCOM).

Along with the new location there are three new key assignments.

LTC Daniel Bradley (USAF) replaces Colonel Steven Amato (USAF) as the Deputy Chief of Staff for SDDC's Passenger and Personal Property Program. He was assigned to his current position on July 27. He manages DOD sponsored passenger traffic, the DOD Personal Property Shipment and Storage Program, and other quality-of-life initiatives. He provides policy guidance and coordination to Installation Transportation Offices (ITOs) and provides passenger and personal property support to USTRANSCOM, the military services, OSD, other DOD and Federal agencies as appropriate.

LTC Bradley was born in Westfield, N.Y., and entered the Air Force in 1990 after graduating from Officer Training School.

At TRANSCOM **LTC William Carberry (US Army)** has replaced Lt. Colonel Joseph Shaffer (US Army) as the person in charge of oversight for the Joint Program Management Office (JPMO), which includes the responsibility for the development of the new Defense Personal Property System (DPS), as well as the launch of Phases II and III of the Families First Program.

LTC Carberry was commissioned in 1988 in the US Army Transportation Corps through the Army Officer Candidate School, Fort Benning, Ga. Prior to his assignment as Joint Program Manager for Household Goods Systems (PM JPMO HHGS), United States Transportation Command (USTRANSCOM), Scott Air Force Base, Ill., LTC Carberry served as the Product Manager for the Global Transportation Network Program (PM GTN), USTRANSCOM, Scott Air Force Base, Ill.

His previous assignments include Chief of Materiel for Quartermaster Systems Development, Combined Armed Support Command, Fort Lee, Va.; Chief, Contingency Contracting, 4th Infantry Division, and Contracting Officer, Directorate of Contracting, Fort Carson, Colo.; Group S4 (Logistics Officer), 43rd Area Support Group, Fort Carson, Colo.; Logistics Plans Officer,



**Lt. Col.
Daniel
Bradley**

8th Army, Korea; Chief, Transportation Division, Fort Lee, Va.; Commander, 4th Infantry Division Replacement Detachment, Fort Carson, Colo.; Assistant Division Transportation Officer, 4th Infantry Division, Fort Carson, Colo.; Movements Control Officer, 1st Corps Support Command, Fort Bragg, NC; Executive Officer and Platoon Leader, 546 Light Medium Transportation Truck Company, Fort Bragg, N.C.

LTC Carberry holds a bachelor's degree in business administration from Mansfield University of Pennsylvania, and a master's degree in logistics from the Florida Institute of Technology. He is also a graduate of the Army Command and General Staff College, the Logistics Executive Development Course, Fort Lee Va., and the Transportation Officer Basic and Advanced Courses, Fort Eustis, Va.

LTC Carberry's military awards and decorations include: Bronze Star Medal, Meritorious Service Medal (with 1 OLC), Army Commendation Medal, Army Achievement Medal (with 2 OCL), Armed Forces Expeditionary Medal, Southwest Asia Service Medal, Global War on Terrorism Service Medal, Korea Defense Service Medal, and Humanitarian Service Medal.

Maj. Joseph E. Moritz was commissioned in 1993 through the Reserve Officer Training Corps, St. Joseph's University, Philadelphia, Pa. Prior to his assignment as executive officer, Joint Program Management Office for Household Goods Systems (JPMO HHGS), United States Transportation Command (USTRANSCOM), Scott Air Force Base, Ill., Maj. Moritz was a student in the Education with Industry Program and spent one year with Harris Corporation in Melbourne, Fla.

His previous assignments include Chief, Data System Integration, Programs

Directorate, AF/XPPE, Pentagon, Va.; Executive Officer, 731st Air Mobility Squadron, Osan AB, South Korea; Commander, C2 Operations Support Flight, Pacific Air Forces Computer Systems Squadron, Hickam AFB, Hi.; War Planning Systems Analyst, United States Strategic Command, J6 Directorate, Offutt AFB, Neb.; Chief, Target Planning Development, United States Strategic Command, J6 Directorate, Offutt AFB, Neb.; Master's Degree Student, Air Force Institute of Technology, Wright-Patterson Air AFB, Ohio; and Chief of Networking Services, Office of the Undersecretary of Defense for Acquisitions and Technology, Pentagon, Va.

Maj. Moritz holds a bachelor's degree in computer science and economics from Swarthmore College of Pennsylvania and a master's degree in computer systems from the Air Force Institute of Technology. He is also a graduate of Squadron Officer's School and completed Air Command and Staff College, in-correspondence.

Maj. Moritz's military awards and decorations include Meritorious Service Medal (with 1 OLC), Air Force Commendation Medal (with 1 OLC), Air Force Achievement Medal, Armed Forces Expeditionary Medal, and Korea Defense Service Medal.

EDITOR'S NOTE: LTC Bradley, LTC Carberry, and Maj. Moritz will all attend and deliver presentations at HHGFAA's 45th Annual Meeting in New York this October.



GAO Scrutinizes BRAC Decisions

Since March 2006, the US Government Accountability Office has been looking into the financial implications of the Base Realignment and Closure Commission's actions two years ago.

The GAO is additionally investigating the 2005 round of military base closures and plans to publish a report for the US Congress this fall. The investigative group could reveal information that motivates Congress to reconsider all or some of the BRAC commission's 2005 decisions.

SOURCE: timesrecord.com



Young Professionals

“Leadership Through Innovation”

YP-35 Takes Center Stage in New York

You know what they say about all work and no play ... But there’s no need to worry about YP-35 members finding plenty to do with their free time at the Annual Meeting in New York. From highbrow haunts to lowbrow chow, there’s something for everyone in the Times Square and Broadway areas of the city. Here’s a quick sampling, with something for everyone:

- **Tonic Times Square** (727 Seventh Ave.), a multilevel sports bar and restaurant in Times Square.
- **Dizzy’s Club Coca-Cola** (33 W. 60th St.), a jazz club Dizzy Gillespie would be proud of!
- **Carolines on Broadway** (1626 Broadway), where the locals go to get away from the tourists.
- **Stone Rose** (10 Columbus Circle), a swank lounge in the Time Warner Center.
- **Bar 10 Lounge** (270 W. 43rd St.), which serves cocktails and light fare.
- **Heartland Brewery Chop House** (127 W. 43rd St.), featuring dozens of beers, as well as an array of appetizers and bar-food entrees.
- **Spotlight Live** (1604 Broadway), a karaoke complex and restaurant.
- **Scruffy Duffy’s** (743 8th Ave.), a friendly Irish pub.
- **ESPN Zone** (1472 Broadway), for die-hard sports enthusiasts.
- **Bubba Gump Shrimp Co.** (1501 Broadway), where fans of the movie “Forrest Gump” have flocked for a relatively cheap meal.
- **Bond 45 Italian Kitchen** (154 W. 45th St.), formerly the Hammerstein Theater, home of the Ziegfeld Follies), this is an Italian steakhouse housed in a historic landmark building.

And here are a few more:

- **Nikki Midtown** (151 E 50th St., between 3rd and Lexington Aves.)
- **Taj** (48 West 21 St.)
- **Bungalow 8** (515 W 27th St. between 10th & 11th Aves.)
- **Aura** (5 East 19th St. between 5th and Broadway)
- **The Grand** (41 East 58th St. at Madison Ave.)
- **The Wiskey** (1567 Broadway)

YP-35 Annual Meeting Schedule

Monday, October 15

1:00–2:00 p.m.

YP-35 Board Meeting
Brecht (4th Floor)

2:00 p.m.–3:00 p.m.

YP-35 Membership Meeting
Ziegfeld (4th Floor)



Tuesday, October 16

9:00 p.m.–11:30 p.m.

YP-35 Mixer
49th Floor “View Lounge”

This event is ONLY for YP-35 Members and their guests with tickets.

Website: www.yp-35.org

An organization within the HHGFAA for Young Professionals 35 years of age and under



ATTENTION YP-35 MEMBERS: Please check your contact details and e-mail address on the YP-35 Website (www.yp-35.org) and let us know if any corrections need to be made so that we may properly contact you and keep you informed. Make sure that your birth date is listed! If you have difficulty accessing the Website, or if you have questions or ideas concerning YP-35, please e-mail pcolmenares@portan.com

ALAN F. WOHLSTETTER SCHOLARSHIP UPDATE

The Alan F. Wohlstetter Scholarship Fund is the cornerstone for the HHGFAA Scholastic Assistance Program, which is aimed at promoting and supporting individuals engaged in higher education involved in the areas of transportation and logistics. Donations (by major annual giving levels) to the Alan F. Wohlstetter Scholarship Fund received in the last 12 months are as follows:

Platinum (\$5,000 or more)

San Francisco Hilton & Towers

Gold (\$2,500–\$4,999)

ABBA International, Inc.

*Continental Van Lines

Gosselin World Wide Moving NV

*Royal Hawaiian Movers, Inc.

*The Pasha Group

Silver (\$1,000–\$2,499)

Covan International

*Deseret Forwarders

*DeWitt Transportation Services of Guam

Evergreen Forwarding, Inc.

Interstate Worldwide Relocation

World International Forwarding Inc.

Bronze (\$500–\$999)

7M Transport, Inc.

*Apollo Forwarders Inc.

Axis International

*Gateways International Inc.

*Terry R. Head

*Jet Forwarding Inc.

*Bob and Jean Kelly

*Logistics International Inc.

*Ocean Air International Inc.

S&E Transportation, LLC

The Trilogy Group

*True North Relocations

In Kind or Other

*Jackie and George Agner

Belvian and Gloria Carrington

*Claims Adjustment Technology

Doug Finke

*Henry Harsch HH AG

*Pearl Forwarding Inc.

*Denotes contributions received since the previous issue of **The Portal** was published.

Boldface type denotes repeat donors (within the 12-month period of September 1, 2006–September 30, 2007.)

Join this prestigious list of contributors by sending your contribution TODAY! For more information on how to donate, please go to www.afwscholarship.org. Make checks payable to Alan F. Wohlstetter Scholarship Fund.

Alan F. Wohlstetter Scholarship Fund

5904 Richmond Highway, Suite 404 • Alexandria, VA 22303

Phone: (703) 317-9950 • Fax: (703) 317-9960

The Board of Directors of the Alan F. Wohlstetter Scholarship Fund urges you to consider a contribution or donation to the Scholarship Fund as part of your year-end tax strategy or as you formulate your company budgets for next year. Please advise your employees that scholarships are available to qualified candidates of any HHGFAA company worldwide. For further information, visit www.afwscholarship.org.

Congratulations to Scholarship Recipients

HHGFAA and the YP-35 organization congratulate the following individuals, each of whom has been awarded a \$2,000 scholarship by the Alan F. Wohlstetter Scholarship Fund.

- Amy Fox (Katy, Texas)
- Michael Abadir (Seattle, Washington)
- Uloma Eze (Port-Harcourt, Rivers State, Nigeria)
- Jessica Howard (Jacksonville, Florida)
- Ian Millikan (Midlothian, Virginia)

T-Shirt Sale to Boost AFW Scholarship Fund



Last year, at HHGFAA's 44th Annual Meeting in San Francisco, hundreds of Annual Meeting attendees purchased commemorative t-shirts, which made great souvenirs as well as excellent gifts for the folks back home. The t-shirt sale was a huge success that we hope to build upon this year.

At the gathering this October in New York, shirts carrying a new design will be sold to benefit the **Alan F. Wohlstetter Scholarship Fund**. The shirts will bear a ticket design, as a nod to the theater district for which the city is famous and to further this year's Annual Meeting Theme: "All the World's a Stage."

Once again, a selection of styles and colors will be available, so buy your shirts early. The shirts will be sold for \$20 at the YP-35 booth in the Exhibit Hall, as well as during some Annual Meeting events.



**Is someone in your company
attending college?**

**BECAUSE EDUCATION IS THE CORNERSTONE
OF OUR INDUSTRY,**

**The Household Goods Forwarders Association of America
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Alan F. Wohlstetter Scholarship Fund

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‘Penny Drop’ AFW Scholarship Fund-Raiser

Have you ever wondered what would happen if you dropped a penny from a New York City skyscraper? Well, we don’t recommend it. However, you will get the chance to pretend during a fund-raising event on the first day of the Annual Meeting in the Big Apple. The Associate Members’ Management Board invites all the members to come to the eighth-floor lobby bar on Sunday, Oct. 14, from 3 to 5 p.m. Chances will be sold to hit the target and win a variety of prizes, **with all proceeds going to the Alan F. Wohlstetter Scholarship Fund**. The graphic at left will give you an idea of how the Penny Drop is laid out. Players will drop a coin or beanbag onto the floor below, attempting to let it fall into their home region.

(P.S.—Incidentally, the myth that someone could be killed by a penny thrown off a tall building does not take into account air resistance. Pennies are light and not shaped aerodynamically, so they don’t reach a very high speed when falling.)

1	2	3	4	5	6	7	8	9	10	11	12
REGION				REGION				REGION			
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 ALAN F. WOHLSTETTER <i>Scholarship Fund</i>				49	50	51	52	 ALAN F. WOHLSTETTER <i>Scholarship Fund</i>			
				REGION							
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REGION				REGION				REGION			
89	90	91	92	93	94	95	96	97	98	99	100
101	102	5	103	105	106	6	107	109	110	7	111
104	104	104	104	108	108	108	108	112	112	112	112

Maersk Lines Limited Adds More US-Flag Ships

Maersk Line, Limited (MLL) announced that it has enhanced its US flag capacity with a weekly US flag service to the Middle East.

MLL is a global provider of logistics, maritime and transportation services to US government agencies and their prime contractors. Based in Norfolk, Virginia, it has provided the US government with transportation and maritime services for every major military operation from the Vietnam War to those now underway in Afghanistan and Iraq. Its parent company is A.P. Moller-Maersk.

MLL has taken several strategic actions to improve customer service, including the introduction of three new US-flag container vessels.

Two of these three G-class containerships, the *Maersk Montana* and the *Maersk Ohio*, have already sailed their maiden voyages as US flag vessels. On Aug. 21, MLL will flag the *Maersk Iowa* to complete the expansion of the service. The addition of the three vessels, all built in 2006, will allow Maersk to offer greater frequency, capacity and reliability to U.S. flag customers on the MECL1 route.

“These vessels represent a significant investment in the US flag fleet and will shape the future of MLL’s US flag liner business,” said John Reinhart, president and CEO of Maersk Line, Limited. “The changes announced today signal Maersk’s ongoing commitment to better serve our US flag customers.”

Reinhart credited the leadership of MLL’s partners in labor, the US Maritime Administration, the US Transportation Command, and the US Coast Guard for their support in making these investments and improvements a reality.

The new MECL1 service route will begin each week with port calls in Newark, Norfolk and Charleston before crossing the Atlantic. The first foreign port of call will be Cagliari, Italy, which will serve as a relay point for cargo out of Houston on the West Med service.

After Cagliari, the MECL1 will now call on Port Said, Egypt.

This port was added to support customers previously served by the Eastern Mediterranean service route, which is being phased out.

Relays to Alexandria, Egypt; Ismir, Turkey; and Haifa, Israel will be handled through APM Terminals’ operation at Port Said, helping to improve service levels to East Med destinations.

The route will complete its outbound route with calls in Salalah, Oman; Jebel Ali, UAE; Port Qasim, Pakistan; and Nhava Sheva, India. These stops are the same as the current MECL1 route.

SOURCE: www.marinelog.com

FMC Reduces Application Fees and Time to Submit Bonds

The Federal Maritime Commission (FMC) has amended its regulations effective Sept. 24, 2007, to allow the option of electronic filing of applications for NVOCC and ocean forwarder licenses, now both formerly referred to as Ocean Transportation Intermediaries (OTI).

Presently, all applications must be filed on paper. It is anticipated that the “electronic” filing will result in more expeditious processing of applications. Also, the fees for electronic filings are substantially reduced to \$250 from \$825 for a new (paper) application and to \$125 from \$525 for an amendment of an existing license.

The FMC also has proposed to reduce the time allowed a new applicant for an OTI license to submit its surety bond to 120 days instead of the present two years after approval of the application.

(EDITOR’S NOTE: The FMC Website can be accessed from a link on the HHGFAA site, www.hhgfaa.org.)

Horizon Makes Organization Changes

Horizon Lines, Inc. has structured its transportation and logistics operations under two wholly owned subsidiaries, Horizon Lines, LLC, and Horizon Logistics, LLC.

Horizon Lines, LLC will continue as the nation’s leading Jones Act container shipping company, with a fleet of 21 US-flag vessels and service routes linking the continental United States with Alaska, Hawaii, Guam, Micronesia, and Puerto Rico.

Horizon Logistics, LLC is being established to manage the company’s growing integrated logistics services, including rail, trucking and distribution operations, in addition to Horizon Services Group, an organization with a diversified offering of transportation management systems and customized software solutions being marketed to shippers, carriers, and other supply chain participants.

Study: Ports Add \$2 Trillion to US Economy

A study prepared for the American Association of Port Authorities by Lancaster, Pa.-based business consulting service Martin Associates said US deep-draft seaports and seaport-related businesses generated about 8.4 million American jobs and added nearly \$2 trillion to the economy. Moreover, businesses providing goods and services to US seaports directly and indirectly paid \$314.5 billion in total wages and salaries, including \$207.4 billion directly from businesses involved in handling international waterborne commerce. The study, reported by Shippers’ Newswire, is based upon 2006 US port cargo statistics and thousands of interviews.

Air Cargo Rates Still High-for Now

Patrick Burnson

After a several years of flat growth, air cargo carriers are finally in a position to leverage their position to raise rates...and make them stick.

"This issue has always been a 'hot potato' with the forwarder community," said Nolan Palud, a spokesman for the San Francisco Air Cargo Association. "But the fact is, rates have been low for the past 40 years." According to Palud, escalating rates are inevitable now due to the rising costs of airline salaries, fuel, and operating costs.

"The airline pricing departments are responsible for formulating rates based on what it actually costs to provide lift," he said. "Rates are further confused by tacking on surcharges rather than demanding across-the-board increases."

But in the end, it all comes down to the one thing, said Palud: "Ultimately, the manufacturer and consumer will feel the pinch."

Not surprisingly, air carriers are in a celebratory mood...for the time being.

"The pick-up in freight, led by Asia, could be the first sign of strengthening demand," said Giovanni Bisignani, director general and CEO of the International Air Transport Association (IATA). In a recent statement he noted that average air cargo load factors have remained strong at 73.7% so far in 2007. That's up 0.1% year-to-date. He sounded a cautionary note, however.

"Over the next months we will be closely watching the impact of several changing conditions, including intensifying competition from other modes of transport and structural changes such as manufacturers producing lighter goods."

And industry analysts warn that the economic boom could backfire as the increase in plane orders makes efficient aircraft more expensive and harder to get.

For now, however, things are good. IATA forecasters predict that 2007 will be the first profitable year since 2000, due to high load factors and efficiency gains.

Patrick Burnson is executive editor of Logistics Management magazine, in which this article was published.

Homeland Security to Broaden Sharing of Visitor Data

By Chris Strohm

The Homeland Security Department recently announced broad changes for using a database that collects and stores information on foreign travelers to the United States.

In one of the biggest changes, the department plans to regularly share information with US intelligence agencies, department officials said in a recent interview. "This is a first step to make it clear that we do have the authority to conduct this type of sharing and to make the public know that we do plan to do so in the future," one official said on condition of anonymity.

The database, called the arrival-and-departure information system, contains information collected at US ports of entry and departure on all foreigners who enter, travel within or leave the United States. It was created in 2003 as part of the US-VISIT foreigner-tracking program and does not contain information on US citizens.

SOURCE: National Journal's Technology Daily

For Safer Summer Travel

Before heading out for vacation, check www.healthmap.org. The site maintains an interactive map of current outbreaks of avian influenza, E. coli, tuberculosis, etc. Click on a region or disease for more information and news releases. For example, clicking on "North America" and then "mumps" shows spots where recent outbreaks—if any—have occurred.

SOURCE: Bottom Line Personal

Too Many Souvenirs?

Ship them home when traveling abroad instead of carrying them on your return flight. US Customs allows American travelers to ship up to \$200 worth of goods per day to themselves at a US address, as well as gifts totaling up to \$100 per recipient per day to friends and family members.

SOURCE: Frommer's Budget Travel

BEFORE YOU LEAVE, CHECK TRAVEL UPDATES

Be Prepared for Foreign Travel

www.voyage.gc.ca/dest/ctry/new-en.asp

Before you travel overseas, especially if you're going someplace you're not familiar with, it's a good idea to check with a site like Travel Updates (www.voyage.gc.ca/dest/ctry/new-en.asp). This Canadian government site has reports and advisories for many countries, all updated within the last two weeks. You'll find information about safety and security, any warnings or recommendations from the Canadian government, entry/exit requirements, health information, reports on any natural disasters or climate events, and much more. The site is targeted to Canadian citizens, but there is plenty of useful information here for everyone.

EVERYTHING YOU NEED TO KNOW ABOUT US STATES

Statistics about US States

www.statemaster.com

If you are looking for a place to open a business in the US, or information on a specific state, town or neighborhood Statemaster (www.statemaster.com). This site has facts and stats for US States in just about every category you can think of. Want to know which State has the highest percentage of new houses? You'll find it here. How about the one with the most roller coasters per capita? Or the most Wal-Mart stores? Or the most exports to Argentina? Or (and I have no idea how they found this out) the most residents who've lost their teeth? It's all here, and much more. This is a fun site that's easy to use, whether you're looking for hard research or just interesting trivia. Besides statistical information, the site also has useful maps, and a detailed profile of each State.

These items are copied from the newsletter Really Useful Sites for International Trade Professionals, a free, bi-weekly e-mail publication of FITA—The Federation of International Trade Associations.

Small Businesses Struggling to Compete

By Robert Brodsky

After years of legislative and bureaucratic inaction that allowed procurement opportunities for small businesses to dwindle, a turnaround might be in the works.

A bill making its way through Congress, along with recent Small Business Administration regulations, will pressure federal agencies to award more contracts to small firms. They offer a ray of hope that agencies might finally begin meeting their small business contracting goals.

The Small Business Fairness in Contracting Act, sponsored by Rep. Bruce Braley (D-IA), would increase from 23% to 30% the proportion of prime contracts agencies are expected to award to small businesses. The bill, which passed the House in May, also would make it more difficult for agencies to bundle contracts—grouping small contracts together and awarding them as one larger contract often out of the reach of small firms.

SBA says it has closed a loophole that allowed agencies to count companies as small businesses even after they grew out of that status or were purchased by large firms. Small businesses that merge or are acquired now must immediately recertify their size. Small companies also will have to recertify their status at the completion of the first five years of any existing contracts.

SBA says it will take only a year to eliminate most of the improperly coded small business data. Today, huge corporations such SAIC, General Dynamics Corp. and Lockheed Martin Corp. dominate the upper reaches of the small business ranks, collecting billions through their acquisitions of smaller firms.

The other dominant small business players are Alaska native corporations. ANC's utilize SBA's 8(a) program, which allows agencies to award sole-source contracts of unlimited value to small and disadvantaged businesses. A June 2006 report by the Government Accountabil-

ity Office found major problems with the ANC program, including a failure to monitor the percentage of work that ANC's subcontract.

"The deck is stacked in favor of [ANCs]," says Guy Timberlake, co-founder of the American Small Business Coalition, an industry trade group. "There are no protests and no dollar limits and agencies can work with the contractor to set the terms of the deal."

The bill will pressure federal agencies to award more contracts to small firms.

While overall contract spending has grown to more than \$425 billion—up from \$388 billion last year—the percentage of awards to small businesses has continued to decline. Roughly 20% of prime contracts went to small firms in fiscal 2006 compared with 21.57% in 2005. SBA disputes those figures, saying the percentage awarded to small businesses is significantly higher. The agency, however, does not count contracts performed internationally, including in Iraq, where most do not go to small companies.

In addition, SBA has not yet scrubbed the data on the Lockheed and Boeings. Both factors tend to artificially inflate the percentage going to small businesses.

The Small Business Administration's Office of Advocacy recently released an update to its Frequently Asked Questions (FAQs). It shows that there are now about 26.8 million small businesses in the United States, and it provides data on small business survival, owner demographics, health care questions, regulations, and procurement.

Advocacy's updated FAQ can be found at www.sba.gov/advo/stats/sbfaq.pdf.

Ruling Reinforces RFA

By K Keith Girard, AllBusiness.com

The *New York Times* reports that one of the nation's most influential courts on federal regulatory matters has sent a clear message to government agencies: Seriously weigh the effects on small businesses before churning out new rules and regulations.

In a ruling in July, the US Court of Appeals for the District of Columbia faulted the Federal Aviation Administration for failing to follow the federal **Regulatory Flexibility Act (RFA)** when it considered revisions to drug and alcohol testing programs for companies that maintain commercial aircraft. The 27-year-old law requires federal agencies to consider the impact on small businesses before adopting new regulations.

Small business advocates say federal bureaucrats often give the law short shrift and hailed the ruling. "I think it is huge for small business," said Giovanni Coratolo, executive director of the US Chamber of Commerce's Council on Small Business. "It sends a signal to agencies that they have to abide by the law. They can not just ignore their small business duties in forming regulations."

Coratolo said the case is significant because past judicial review has been spotty. "This [case] has clearly forged new ground in the sense that it said, 'Yes, they are going to have to take seriously their duties under the RFA,'" he explained.

Congress strengthened the act once in 1996 by authorizing judicial review of agency actions. Even President Bush signed an executive order two years ago to help improve compliance. But a Government Accountability Office (GAO) report still concluded last year that the act was failing to live up to its potential.

Under RFA, an agency must prepare a "regulatory flexibility analysis" at the time a proposed rule is issued, unless the proposed rule would not have a "significant economic impact upon a substantial number of small entities." Agencies are also required to consider alternatives that minimize impacts and ensure that small firms participate in the rule-making process.

In practice, however, the outcome is often far different. Often, agencies simply are "ignoring portions of the law that say straight out they have to reach out to small businesses," Coratolo said.

The federal rule in question is a case in point. In 2002, the FAA announced that it was conducting a routine review of its drug and alcohol testing regulation. The controversy arose when the agency determined that subcontractors, no matter how far removed from the main contractor, also had to have federally certified testing programs.

The Aeronautical Repair Station Association (ARSA), which represents independent maintenance companies, claimed the proposal was too sweeping and would have broad impact on the industry's myriad small businesses. The ARSA and the Small Business Administration's Office of Advocacy both called for an RFA analysis.

At first, the FAA held that the rule would not have a "significant economic impact" on small businesses. But when ARSA provided evidence that as many as 22,000 businesses would be affected, 80% of which are small, the agency switched course.

It claimed contractors (including subcontractors) were not the "targets" of the proposed regulation. Instead, it said, they were "indirectly regulated entities." As such, it said, the RFA did not apply. But the court found otherwise, citing the FAA's own regulation.

As for the act itself, it is uncertain whether federal agencies will ever fully embrace it. The SBA's Office of Advocacy, which monitors compliance, issues a report every year. But as Senate small business committee Chairman John Kerry (D-MA) noted during one congressional hearing, the agency generally chooses to "accentuate the positive."

The GAO examined 12 years of Advocacy reports and concluded that compliance was "mixed" at best. While the reasons varied from agency to agency, the report said that the Act's application and effectiveness were limited by "uncertainties about the RFA's requirements and key terms, and varying interpretations by federal agencies."

Under President Bush's executive order, the Office of Advocacy was empowered to conduct training sessions at federal agencies to ensure better compliance. A bill is also idling in the House small business committee that would further strengthen the act.

The Office of Advocacy maintains an online training Web site, but said in its most recent report to Congress that the largest share of its public comment letters to agencies (30%) address inadequate analyses of small business impacts. That's where small business advocates hope the recent court ruling will come in.

"The court is going to have a mistrust of federal agencies that give the kiss and brush off to an RFA analysis," said MacLeod. "If the FAA tries to slip out of this in any way, shape, or form, we'll be right back before the court again."

Visit AllBusiness.com to read Keith Girard's Business Intelligence columns. AllBusiness.com provides practical information and services for business professionals and growing businesses.

What Research Exists on the Cost and Availability of Health Insurance?

According to a National Federation of Independent Business membership survey, the cost and availability of health insurance are a top small business issue. Aspects of insurance that drive small business concern are premium increases and administrative costs. Advocacy research shows that: (1) insurers of small health plans have higher administrative expenses than those that insure larger group plans, and (2) employees at small firms are less likely to have coverage than the employees of larger entities.

These results are confirmed by the Kaiser Family Foundation, which also finds that firm size is an important indicator of whether a firm offers health insurance. This survey shows that about half of businesses with fewer than 10 workers offer health benefits to their employees. The ratio grows to about three-fourths for firms with 10–24 employees, to almost 90% for firms with 25–49 employees, and to 98% for firms with 200 employees or more. Two-thirds of workers in firms of all sizes take health insurance coverage if offered.

SOURCE: National Federation of Independent Business; Kaiser Family Foundation; Advocacy-funded research by Rose C. Chu and Gordon R. Trapnell, 2003 (www.sba.gov/advo/research/rs224tot.pdf); Joel Popkin and Company, 2005 (www.sba.gov/advo/research/rs262tot.pdf); and Econometrica, Inc., 2007 (www.sba.gov/advo/research/rs295tot.pdf).

Launch of the HHGFAA Receivable Protection Program (RPP): A Significant Step!

By Boris Populoh, HHGFAA Director of Programs and Education

The international household goods transportation and forwarding industry is a vast amalgam of companies that at its core relies on the cooperation of transportation service providers, intermediaries, port agents, brokers, drayage companies, and ocean carriers just to name a few. International business transactions are fraught with uncertainty and the potential of financial loss. Operating successfully in the international transportation arena requires perseverance, the ability to reach across cultural, as well as geographical gaps, and the necessary knowledge to perform due diligence before entering into any potential business arrangement.

While being a seasoned international business veteran can help protect you from entering into frivolous or risky business arrangements, it can not shield you from all of the risks you and your company might face when dealing with someone half way around the world. This is where HHGFAA's Receivable Protection Program (RPP) program comes in.

To begin, let me tell you what the RPP, in its initial phase, is not. The RPP is not:

- a protection from imprudent business decisions
- a way to eliminate financial risk from your daily business activities
- a collection agency
- an arbitrator
- designed to add liquidity and/or cash-flow to your business

What the RPP is, is the culmination of years of work and research in trying to develop and bring to market a product to help protect the vast membership of the Household Goods Forwarders of America, Inc. from unforeseeable financial loss as the result of bankruptcy or other terminal financial insolvency of a HHGFAA member business associate. The RPP was created to establish a process through which an HHGFAA member in good standing can recover unpaid funds/invoices stemming from commercial and governmental shipments (US Department of Defense shipments are not covered) owed to them by another HHGFAA member.

Initially, recovery of unpaid funds will be *limited* to those due from HHGFAA member companies which have declared bankruptcy or have ceased to exist as a result of being financially insolvent or otherwise unable to continue operations. A company that ceases to exist as a result of a merger and/or acquisition by another entity is considered still liable for its debt and is not covered under the RPP. After the program matures, unpaid funds retrieval may be expanded to eliminate this limitation.

The RPP is a voluntary self-funded plan open to both current Active and Associate Members of the Association. HHGFAA members choosing to join the RPP early will receive a 50% savings on the RPP initiation fee - a discounted rate of only \$250. (See the chart for pricing over the coming years.)

Once a HHGFAA member company joins the RPP, that HHGFAA member is covered for up to \$25,000 annually against potential financial loss from unpaid invoices as a result of a HHGFAA business associate declaring bankruptcy. That coverage can be renewed annually for a fee of just \$100. This means that a HHGFAA member in good standing who participates in the RPP has up to \$25,000 of cover-



Receivable Protection Program (RPP) Pricing Structure

- \$250 if joining the RPP before June 30, 2008
- \$350 if joining the RPP between July 1, 2008 and June 30, 2009
- \$500 if joining the RPP in the third year (July 1, 2009–June 30, 2010) or any subsequent year

age for a mere \$100. Member participation is the key to the success of the RPP, and the more companies that participate, the higher the level of coverage will be.

Once a member has joined the RPP, that member is covered under the RPP so long as the member remains in good standing with the RPP and continues to be a member of HHGFAA without interruption. Additionally, HHGFAA members participating in the RPP will have an ICON and/or identifier designating them as an RPP participant next to their company name in the Association's printed annual membership directory and in its on-line electronic membership directory, clearly identifying those companies participating in the program.

HHGFAA and its Executive Committee have made substantial financial, as well as time commitments to launch this program. All of our members are urged to take advantage of this opportunity and to further familiarize themselves with the Operational, Procedural and Governing Regulations of the RPP. You may view and download a copy of the document at www.hhgfaa.org/alerts/RPPdraft.pdf.

The launch of the RPP is the first step in what we envision to be a comprehensive suite of services to our nearly 2,000 members in over 160 countries.

If you have questions, please contact Boris Populoh at boris.populoh@hhgfaa.org.

Do Computers Rule Your World?

“One day son, computers will run the world.” There can be no child of the baby-boom generation who did not hear that, or something similar, from their parents at some time. We could argue that the time has come. Certainly without computers the world would be a very different place.

And sometimes it really does feel as though computers do rule the world. How many times have you received a letter addressed to Mrs. Sally or Mr. High Street when the mail merge hasn’t quite worked? We have all received inappropriate letters from large organizations (usually banks or telecommunications companies) which, on enquiry, have been sent out “automatically” by the computer.

That’s not the way it should be. We are not automatons; we do not wish to be controlled by machines. Yes we want efficiency, productivity, accuracy and an easy life if we can—but we all react badly to being treated like a number or, worse still, an idiot.

But it’s not the computers’ fault: they are not the problem. The problem lies partly with the operators and partly with the producers of the software. If software isn’t intuitive and easy to understand operators will make mistakes; if it’s not sufficiently flexible there’s a risk of making customers fit into the system rather than letting the system serve the customers.

Potentially, relocation companies have a particularly acute problem. Not only do they, like everyone else, use computers to run their businesses. They have a large number of customers, in or moving between countries anywhere in the world; they operate in many different languages; and, if that wasn’t hard enough, they have a huge portfolio of products—home search, school search, orientation, tenancy and expense management, furniture rental and repair, cross cultural and language training, visa and immigration services, and move management—any number of which can be supplied to any customer at any time.

ReloAssist is the latest product from MoveAssist International in the UK. It’s powerful, easy to use and sufficiently flexible to make sure that the relocation company can focus on their customers’ needs rather than the other way around.

The three core areas for any relocation company are managing workflow, keeping track of correspondence and looking after accounts. ReloAssist integrates all these key functions seamlessly to maximize operational efficiency and provide the best possible customer service. It also integrates with MS Word, MS Excel, OpenOffice and Crystal Reports for simple correspondence; accounting packages such as Sage and QuickBooks; and MoveManager to allow any moving company wishing to provide destination services to control both

aspects of their business with complementary products.

According to Robby Wogan, MoveAssist’s chief executive officer, the secret is in the technology. “We use the latest technology to make ReloAssist simple to use yet flexible enough to do exactly what each relocation company needs. It’s also easy to adapt as those needs change so that it can never become out of date.”

Our parents were probably wrong, for once, computers don’t yet rule the world—but perhaps they would if they could. As far as MoveAssist International is concerned, that day is a very long way off: Users are still very much in charge.

SOURCE: MoveAssist International



O’Neil Software Unveils Upgrade

The records storage industry is constantly evolving. And in the blink of an eye, what was once state-of-the-art in technology can suddenly become run-of-the-mill. That’s why companies like O’Neil Software continuously upgrade their products, so their customers can adapt and grow while having the flexibility to adjust to the changing needs of their business.

To that end, O’Neil recently announced their latest upgrade to their flagship record storage management product, RS-SQL, Version 3.4. This new release is focused on RS-SQL and RSWeb(r)_NET enhancements, which continue to lighten the load on record center staff and reduce the time and effort it takes to access information.

Ian Thomas, vice president of business development at O’Neil, said the company’s products are “built to expand, not expire” to keep up with the demands of its customers.

This latest release of RS-SQL includes:

- New password and lockout features for greater security
- Enhanced records retention scheduling
- Updated priority alert feature

Also, in the RSWeb.NET interface, drop-down lists have been introduced for greater accuracy.

Website: www.oneilsoft.com.

Need Answers?

Get answers from a person on your next Web search. At **ChaCha.com**, you can have your search sent to one of its “Guides”—a real person skilled at Internet searches and knowledgeable in your search area—who will give you a few specific sites to check out, rather than thousands of sites you’re not interested in. You can even chat online with your Guide to discuss your question further, and you can search ChaCha’s archives to see if your question has been asked before. Best of all, it’s free.

SOURCE: Bottom Line Personal

O’Neil Scanners Now AT&T® Certified

It’s a product feature that O’Neil Software introduced long ago and record center users have been enjoying for quite some time now: the benefits of wireless scanning.

But their customers expressed the desire for the company’s RSMobile® software to communicate from anywhere, not just via a “Wi-Fi” hotspot. This prompted O’Neil to secure testing and AT&T Certification. Now the software runs over the AT&T networks and enables instant communications with record center staff working in remote areas.

As a result, many record center activities, such as downloading and uploading pick lists and work orders; creating route operations assignments; uploading truck, work order and delivery validations can be accomplished directly from users’ handhelds, to a facility with no network communications.

RSMobile is built upon Windows Mobile™, the new branding for Microsoft’s software Pocket PC. This helps to shorten process implementation time, saving time, money and enhancing service levels. Other features enable drivers to collect electronic signatures for each delivery on their route, via their handheld.

With AT&T Certification, O’Neil’s RSMobile software, running on their wireless scanners, can communicate over GPRS. This is the world’s most ubiquitous wireless data service, available now with almost every GSM network. GPRS is a connectivity solution based on Internet Protocols that support a wide range of enterprise and consumer applications. With throughput rates of up to 40 kbit/s, users have a similar access speed to a dial-up modem, but with the convenience of being able to connect from anywhere.

E-Notes

Computing without Your Computer

Glide (www.glidedigital.com) lets you upload and manage your documents, photos, bookmarks and pretty much anything else from any computer or mobile phone. Basic service is free, but you can pay a monthly or yearly fee for more storage space and/or additional users. Glide works with PC, Mac, and most mobile phones.



Get to Your Desktop Quickly

Press the Windows key and “D” to instantly hide all open windows and see your desktop on a PC. On a Mac running OS X, press F11.



Problems Loading a Web Page?

Press F5 to tell the browser to reload (or “refresh”) the page. This works for both PC and Mac users running the Internet Explorer, Firefox, or Opera browser. If you still can’t see the page, try it on another browser.

TRUCKING AND INTERMODAL SERVICES

Groundbreaking on Texas Intermodal Hub

Union Pacific has broken ground on a new \$90-million intermodal terminal in San Antonio, Texas.

The 300-acre rail port, located on Interstate 35 between rail lines traveling to and from the West Coast and Mexico, will ship and receive containers and trailers with household goods and other items supporting retailers and distribution centers, as well as auto parts for the new Toyota plant in San Antonio.

The largest US railroad operator said the San Antonio Intermodal Terminal will begin processing over 100,000 trailers with future growth potential of 250,000 trailers and containers per year.

The facility is expected to result in improved freight movement in the San Antonio area, where 80,000 semi trucks currently travel annually to rail yards within the city limits to pick up or drop off containers and trailers. It is also expected to reduce truck traffic on Interstate 10 through San Antonio and to Houston by allowing trucks the option to drop off their containers in San Antonio instead of Houston.

Union Pacific expects construction of the new facility to be completed in late 2008.

Mexico Prepares to Allow US Trucks to Cross Border

Mexico has recently released rules that would allow US trucks to cross into Mexico under a one-year pilot program, answering a US effort to open its doors to Mexican trucks. The US and Mexican pilot programs would test cross-border trucking that was supposed to take effect in 1995 under the North American Free Trade Agreement. The rules require US transportation companies to obtain a permit from the Mexican Transportation Ministry and limit participation to a maximum of 100 companies. The agreement takes effect Sept. 1 and ends a year later.

SOURCE: Bloomberg.com



How to Beat Procrastination... In a Minute or Less

By Jeff Davidson, *Breathing Space Institute*

Everyone procrastinates about some things, and most of us have areas in our lives where we don't procrastinate at all. But for millions of us, procrastination is a serious obstacle to performance.

Studies suggest that employees may engage in actual work for less than five hours a day. The rest of the time is spent preparing to work, but not actually doing it. One study found that about 90% of participants procrastinate sometimes, and about 25% chronically.

It's getting worse. People today are flooded with information—news, e-mails, instant messaging, Internet databases, etc. This means that more matters compete for attention. It's easier than ever to put things off until a later date or, in some cases, not do them at all.

What you are vs. what you do. Even though procrastinators tend to have deep-seated traits in common, such as fear of failure or the urge for perfection, the tendency to put things off is mainly due to habits—and habits can be changed.

As a management consultant, I have spent decades helping individuals, small businesses, and corporations manage their time more efficiently. Among the hundreds of popular tricks for beating procrastination, only a few really work. Most of these techniques can be put into practice in one minute or less. Among the best...

Set specific goals. Many people don't make a distinction between their priorities and their goals. That's a mistake—you need both to work efficiently.

Priorities are big-picture intentions. They are things you want to achieve at some point, such as becoming healthier or getting a promotion. Priorities tell you where you want to go, but don't provide a roadmap for getting there. People who focus only on priorities don't get a lot done because they don't have specific action plans to follow. For that, you need goals. Goals support priorities. They're specific ways to accomplish what's important to you.

Example: Suppose that your priority is to "be healthy." There's not much you can do to achieve that on any given day. What you can achieve are specific goals that make the priority possible. "I'll get to the gym on Wednesday for a 40-minute workout." This is a good goal because it's both specific and includes a time line for completion.

Another example: Maybe you're stuck in middle management and want to take the next step up the corporate ladder. This is the type of priority that will probably require dozens of individual goals to achieve. You might decide, for example, to take one university management class each semester... make an appointment to tell your boss that you're willing to take extra assignments... or introduce yourself to key players in other departments in the next two days.

Avoid information overload. Do you try to collect every available piece of information before making a decision? Since there's always more to know, you may find yourself procrastinating—and missing opportunities.

Solution: Trust your instincts. This means collecting enough information to make an informed decision, while at the same time trusting the knowledge and information that you've accumulated over the years. One study looked at the use of information in making

decisions. Two groups at a company were asked to buy a large piece of equipment. Participants in one group were given large amounts of data—analyses, articles, spec sheets. Those in a second group had to decide with very little data. After the equipment had been bought and installed, both groups reviewed their decisions. Surprisingly, the group that had based its decision more on general knowledge and instinct than on data was as satisfied, if not more so, with its decision.

Don't wait to be in the mood. Can you imagine a pilot saying, "I'm not in the mood to land the plane," or a heavyweight contender saying, "I'm not in the mood to fight tonight"? You hear this kind of thing all the time from procrastinators.

Most successful people produce on schedule, regardless of how they happen to be feeling. The reality of today's competitive world is that there isn't time (or money) to postpone projects until someone happens to feel like doing them.

Helpful: Start projects even when you aren't feeling particularly energized or creative. Force yourself to do something—anything. Most people find that they get "in the mood" once the work is under way, even when they didn't feel that way initially.

Preview information. Suppose you know on Friday that you have to tackle a project on Monday—and you're dreading it.

Try this: Preview the information beforehand. Flip through files or brochures. Start a rough outline of what you're going to do and some of the issues you need to think about. Glance at a few articles. Then put it all away, and don't look at it again during the weekend.

Previewing material allows the subconscious mind to start preparing... generating ideas... and letting plans take root. When it's time to actually start the project, you'll already be familiar with the material, which results in less anxiety—and less need to procrastinate.

Try the three-to-five method. This approach was pioneered by time management guru Alan Lakein. When you're launching a new project, identify three to five elements that you can complete quickly and easily—and get an immediate "win."

Suppose you've been putting off a task at home—say, raking the leaves. Identify three to five "mini-jobs" that have to be done—getting plastic bags ready... finding the rake... getting your work gloves out of the garage, etc.

Every task has multiple entry points. Don't start with the hardest parts first. Start with something easy. Once you get going, the rest of the project will fall into place more easily.

Helpful: Set short time limits initially. Pick an entry point that will only take, say, four minutes. Short projects are mentally easier to start—and most people just keep going without watching the clock.

Procrastinate creatively. If you're not ready to launch into a big project, don't just dawdle. Fill the time by completing easier tasks not directly related to the project that will eventually need attention.

Example: Rather than immediately trying to decipher complicated forms at tax time, take care of unpaid bills, file medical insurance forms, answer correspondence, etc. These "warm-up" tasks have to be done—and doing them initially is like a mental stretching exercise that creates a state of preparedness for the larger, more complicated job to come.

Plot a course. It's easy to procrastinate when you lack either a clear starting point or a logical set of steps to take. A lack of direction produces much of the anxiety that precedes starting any project.

Helpful: Jot down the main steps that the project requires. (You'll

probably add or subtract steps along the way.) Scratch out each step as you're done, so you can track your progress.

Even if you're one of those people who can map things out mentally, writing down individual steps "decongests the brain" and allows you to focus your mental energy on the individual steps, rather than worrying about the entire process. Suddenly, a daunting task looks smaller and easier.

Are you a Boss or a Coach?

If you still haven't encouraged a coaching leadership mind-set in your organization, it might be time to do so, says Estienne de Beer, a professional speaker and leadership coach. de Beer, the author of *Boosting Your Career-Tips from Top Executives*, makes the case for coaching:

- **It levels the playing field.** "Team coaching makes [team] members work together," says de Beer. "The coaching leader helps members level their expectations," he adds, "and manages differing perspectives so the common goal succeeds over personal goals and interests."
- **It's a confidence booster.** The coaching leadership style "aims to mentor one-on-one, building up the confidence of team members by affirming excellent performance and behavior during regular feedbacks."
- **It promotes individual and team achievement.** "As employees catch the habit of constantly assessing themselves for their strengths and areas for improvement, they themselves perceive what knowledge, skills, and attitudes they need to acquire team goals," says de Beer. "In the process, they attain individual excellence as well."

For more information check out de Beer's Website at

www.leader2leaders.com.

US Inflexible

Fifty-five percent of US companies surveyed by Dimension Data offer fully supported, flexible working environments, compared to 75% of companies in France, and 73% of companies in Switzerland. The United States has the lowest percentage of flexible work environments compared with Australia and all European regions that were surveyed.

A look at the people and events shaping HHGFAA member companies

APPOINTMENTS



Blomet



Peuch

Interdean has announced several appointments.

Didier Blomet has been promoted to the company's management group. Blomet, who has over 14 years of industry experience, has been with Interdean for 9 years, including being branch manager of Interdean Lyon. He joins the group as IT project manager.

Based in Marseille, Blomet will be traveling throughout the Interdean network of offices to conduct training, build enhancements to the system, and manage the ongoing customization of Interdean's industry leading base operating system.

Cyril Peuch has been appointed to the management team at Interdean Budapest. Peuch, who has 7 years industry experience, joined the Central European region as sales director for Hungary and Slovakia.

Based in Budapest, Peuch previously has held management positions in Slovakia and Bulgaria for a large international moving company.

Bart Behnke has been named assistant branch manager at Interdean Warsaw. Behnke brings with him several years of experience within the relocation industry, and is fluent in his native Polish, English, Italian, Russian, and German.

Website: www.interdean.com

Reindeer Auto Relocation of Zionsville, Ind., recently hired **Wheaton Mills** of San Pedro, CA as a sales executive. Mills was previously employed by The Pasha Group's Vehicle Relocation Services. This will be the second sales executive and field sales office for Reindeer. The other office is located in Louisville, Ky. Reindeer relocated its main



Behnke



Mills

headquarters to Zionsville's Bennett Technology Park in June and continues to set new sales records.



Asian Tigers Shanghai has just completed a major restructuring of its organization to better serve its partners and clients. The center of the organization is the international move coordinators who will handle shipments both from bookings and pre-alerts through to delivery.

The new structure offers a primary point of coordination for each shipment, with the IMC communicating with partner, shipper, and corporate client to manage shipments



Asian Tigers Shanghai staff, standing from left to right: Carol Wang, May Wu, Sandra Schorde, Penny Xiao. Kneeling left to right: George Xu, Emily Wu, Jason Yong.



Xu



Fang

seamlessly into and out of Shanghai.

Led by **Sandra Schorde**, who has been with the Tigers in Shanghai for approximately three years, the company's move coordinators are among the best trained and most focused in China. Schorde speaks fluent English, German, and Mandarin.

Kelly Xu has recently taken on new duties as a senior move management specialist in addition to her oversight of the company's sales support division in Shanghai. In her new role she handles several major accounts for which Shanghai is the center of Move Management for the Asian Tiger Group.

Asian Tigers Beijing recently promoted **Holly Fang** to senior manager, operations and traffic in Beijing. Fang has been with the Asian Tigers for over 12 years and brings a wealth of experience to her new position.



Arpin Group, Inc., the parent company of Arpin Van Lines, Inc., said it has renewed its long-term agency agreement with Arpin America Moving Systems and appointed **Mario Silvestri**, its president and principal owner, to the Arpin Group Board of Directors.



Arpin International Group has opened a customer service office in Houston, expanding the company's presence in the region.

Driven by the company's growth in bookings, global expansion and goal to continually improve customer service, the Arpin Houston office has been established as the first to accommodate clients in the Central Time Zone.

Serving as office general manager is Arpin newcomer **Joan Esposito**. Esposito



Seifert

maintains overall responsibility for running the Houston office, which includes overseeing all aspects of the day-to-day operations, analysis, customer service, and managing office personnel. Esposito comes to Arpin with 25 years of moving industry experience, having served at a leading competitor as an assistant vice president.



As **i m s** in Frankfurt, Germany, works its way through its 35th year, **Joachim "Joe" Seifert** has joined the organization as sales manager.

Seifert joins founder and owner Bernie Schaaf, Dane Whitworth, and Patrick Burghardt in the sales division as the Frankfurt-based international mover is now stepping forward to further expand its international business base.

A grass-roots mover, Seifert has worked with several of the major "family" moving companies in Germany as well as with the volume movers from which he brings a wide range of experience.

EXPANSIONS



Artist's rendering of new Asian Tigers Beijing facility, now under construction.

Asian Tigers Beijing has broken ground on its new office and warehouse. Construction on the new three-story, 150,000 sq. ft. complex has begun and the tentative completion date is end of the year. The new facility will house the company's household goods division, its fine arts moving company, and records management company and will feature a dormitory for workers, a cafeteria, and full-room mock-ups for training purposes.

A Bright Future in Kiev!

The future is indeed bright for **Interdean's** general manager in the Ukraine. **Alex Sikorsky** and his wife, **Kate**, recently announced the birth of their baby daughter, **Julietta**, on Aug. 8. Said Alex, "What an unbelievable year 2007 has been for me. From a personal point of view, nothing can beat how I feel about the birth of my daughter, while from a business point of view I am excited about **Interdean's** position as the market leader in this part of the world."

Mark Burchell of **Interdean Group** added, "We are all so pleased for Alex and his wife Kate, the future really is bright for us in Kiev and we are looking forward to announcing more exciting news about this dynamic market over the next few months."



Interdean General Manager Alex Sikorsky and his wife, Kate, with daughter Julietta.

Orient Express Receives a Cool Delivery from Interdean

Interdean, the international relocation services company, was delighted to support the Venice Simplon Orient Express during its recent journey through Slovakia by providing a refrigerated truck for gourmet food from Bratislava's Tempus Fugit restaurant.

Earlier this year, restaurant owners Charles and Maria Sebesta were invited to lunch by one of the directors of the Venice Simplon Orient Express. Over a glass of wine they were told that they had been selected to provide the food on board the Orient Express for two days while it was in Slovakia, en-route from Venice to Prague. As the food served on board the Orient Express is generally prepared by a Michelin three-star chef, being selected was an enormous honor for the Sebestas and their restaurant, Tempus Fugit.

During the preparations for this very special catering event, Charles Sebesta contacted John Baron, general manager of Interdean Slovakia for advice on transporting the prepared food. The tiny galleys on the train have very little cold storage space so refrigerated vehicles were to play a key role in the delivery of meals to the Orient Express but Charles Sebesta had been unable to find a refrigerated vehicle for hire in Slovakia. When John Baron at Interdean Slovakia heard of the dilemma, he immediately came to the rescue and arranged a suitable refrigerated vehicle and driver.

The Orient Express was so popular that as soon as it crossed into Slovakia the crowds were out to watch its progress from almost every available vantage place. Media messages were broadcast to warn drivers of massive traffic jams caused by people hoping to see the train. Onboard and hearing this news, Charles Sebesta was worried that his supplies of food would be held up by traffic so he was really delighted to see the



The Interdean driver in the dining car of the Orient Express

Interdean truck alongside the platform as the train pulled into Banska Bystrica. Little did he know that it would take a further 90 minutes before the truck could be unloaded due to the huge crowd that had gathered at the station to catch sight of the train.

Once the unloading was complete, the Interdean truck driver had a real treat. To his complete surprise he was invited into the Orient Express dining car to taste the delicious meal he had helped deliver. His verdict? "Amazing! This was a truly memorable experience and a once-in-a-lifetime opportunity for me."

IN MEMORIAM

J. Paul Levine

J. Paul Levine, founder and CEO of New Haven Equipment, passed away on Aug. 21. Mr. Levine was a prominent and well-respected industry figure for many years. He was 79.

Mr. Levine graduated from the University of Connecticut 1949. He and Deanie (now deceased) were married shortly thereafter. He served in active duty during the Korean War with the United States Air Force, honorably discharged with the rank of captain.

He was chairman of the New Haven Companies, which he grew from one store in New Haven Conn., to 18 locations throughout the United States. He was a member of the Temple Beth Am Board of Directors, and this year received their Hall of Honor award. He served as the Los Angeles Chair of the State of Israel Bonds and on its Executive committee. He also served on the board of the Sheba Medical Center. In 2002 he received the Distinguished Service Award, the highest honor conferred by the American Moving and Storage Association, and the first ever such award presented to a supplier.

J. Paul Levine began his career with New Haven in 1950, in the home office, before setting up a manufacturing plant in Dallas, Texas, after his military service. Several years later, he expanded to Los Angeles, San Francisco, and Seattle. With the exception of one year in the early 1980s when he was recovering from surgery, he attended every annual South West Transfer, California State, and AMSA meeting for almost 50 years. He also enjoyed the international movers forums, and was well known at LACMA, and OMNI. He cared about the success of his customers, and truly enjoyed his involvement with them.



J. Paul Levine

HHGFAA President Terry Head said, "I and the entire HHGFAA family were saddened to learn of the sudden passing of Paul Levine. Paul was certainly one of the most widely known persons in the moving industry, not only because he had been around so long and attended all the various association conferences year after year, but he was also one of the most well-liked people as well. He built a thriving business on hard work, honesty, and a willingness to help others just getting started with their own company. Paul had lots of customers, but many more friends."

New Haven is today in the hands of J. Paul's sons, James, Roger, and Larry Levine, who will continue to uphold the traditions and values of the company he so successfully built. He is also survived by a daughter, Sally Kanin, who also lives in Los Angeles.

Charitable donations in Mr. Levine's memory may be made to his favorite charities: Temple Beth Am, Jewish United Fund, Sheba Medical Center, or Alyn Hospital.

WELCOME NEW MEMBERS



Georgia Angell
President
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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.

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Update on Families First Program

As previously indicated, there are significant problems with various elements of the Families First program that may cause some delays in the implementation of the full program. These delays are known not only to program officers with the Department of Defense but increasingly are known to policymakers on Capitol Hill.

Included among the problems with the development of the program are the DPS system and continuing concerns with the Business Rules. While these problems are not enough to cause the DoD to cease implementation of the Families First Program, the problems are sufficiently significant to cause delays in deployment of the program. It is the current belief of many on Capitol Hill that those elements of the program that have been tested and are operational will be implemented as soon as appropriate. However, those elements of the program, particularly some DPS modules, will be implemented as the problems with each element are resolved. This process could well take another year.

One major concern for the association continues to be the Full Replacement Value (FRV) requirement of the program. The association has repeatedly indicated to policymakers on Capitol Hill that the implementation of FRV could eliminate the ability of hundreds of small businesses from continuing to offer services within the Personal Property Program. Given that the program and the industry is so dominated by small businesses, the elimination of these small businesses could well result in a loss of capacity for the DoD—especially during the peak moving season. Further, this lack of capacity could also have an impact on competitive servicing standards that have been consistently identified as a major reason for re-engineering the Personal Property Program.

In addition, the standard established by the DoD that there will

UK to Allow Dual Customs Declarations Transition Period

In Great Britain, Her Majesty's Revenue & Customs (HMRC) recently announced that when SAD Harmonization is implemented on Oct. 1, 2007, dual running of both old and new type Customs declarations will be permitted until Jan. 20, 2008. The new more harmonized SAD is an EU Commission initiative designed to bring about a "paperless customs environment."

Colin Beaumont, director general of the British International Freight Forwarders Association (BIFA), had lobbied for this dual running, and made clear that forwarders, importers and exporters would face major disruption if the HMRC did not allow a reasonable period of dual running, especially during the busy autumn season. He also noted that this transition period will provide forwarders the ability to adapt to new procedures and uncover software defects along the way.

not be more than a 13% increase in costs for the new Families First Program, will make it virtually impossible for small transportation providers to offer FRV and still file competitive rates. Because of this potential loss of capacity, your association has been working with the Senate Appropriations staff to develop language to allow for the DoD to essentially offer a form of "self-insurance" to accommodate

By Jim Wise
PACE-CAPSTONE



the FRV requirements for participation in the program. At the time of this writing, the association is deeply engaged in discussions with the Senate staff to allow for this change in the program. The association is hoping to have language included in the FY08 DoD Appropriations bill that would allow for this form of "self-insurance" to be available.

Finally, the association continues to monitor the development of the business rules that will implement the administration of the Families First program. We remain concerned that the published business rules could create a contracting environment that would make it difficult to allow transportation services providers, without regard to size, to continue to operate profitably within the program. The association has been meeting with the staffs of the Armed Services Committees to educate them on the implications of these business rules.

It is expected that the Senate will complete its work on the DoD Appropriations bill before the end of September. It is also expected that the DoD Appropriations bill will be one of the few individual appropriations bill that will be approved by Congress this year.

Bangladesh Reaches Decision on Freight Forwarding Rules

At a joint meeting on Aug. 16, the National Board of Revenue (NBR), freight forwarders and cargo agents reached a decision on formulating freight forwarding rules. Per agreement, the freight forwarders have agreed to withdraw their writ petitions against the statutory regulatory order (SRO), issued by the NBR in 2006. The NBR is preparing a full report of the agreement and will send it to the Finance Ministry for approval.

Pending Finance Ministry approval, the agreement will be sent to the Law Commission for vetting. If it receives Commission approval, then the law will be distributed to the freight forwarders and cargo agents.

IMPORTANT NEW INFORMATION CONCERNING PORTAL ADVERTISING RATES AND DIMENSIONS

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NOTE: Prices shown are the **total cost** for one year (six issues). For ads with color (electronic files must be supplied), add 25%.

Deadlines to receive new artwork:

November/December Issue.....November 12, 2007
January/February 2007 Issue..... January 22, 2008
March/April 2008 Issue..... March 12, 2008
May/June IssueMay 21, 2008
July/August Issue.....July 16, 2008
September/October Issue.....September 3, 2008
(ANNUAL MEETING ISSUE)

IMPORTANT NOTICE ABOUT ELECTRONIC ADS

The Portal now accepts computer-generated files, graphics, and ads supplied on PC- or Mac-compatible Zip disks or CD-ROMs. **ADS SENT BY E-MAIL MUST BE .PDF FILES.**

When providing electronically-generated advertisements, your disk **MUST** be accompanied by a printout showing what the ad should look like. **HHGFAA will not accept disks that arrive without a hard copy proof.**

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 - ___ Quark: specify version _____
 - ___ PageMaker: specify version _____
 - ___ Corel: specify version _____
 - ___ Illustrator: specify version _____
 - ___ Other (specify): _____

PLEASE NOTE: **We do not accept ads created in Publisher.**



**For further information about Portal display advertising,
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Industry Calendar

September 28-29, 2007

Michigan Movers Association Fall Conference
Dearborn, Michigan

October 3-7, 2007

National Van Lines Agent Convention
San Mateo, California

October 12-14, 2007

PAIMA General Assembly
New York, New York

October 14-17, 2007

HHGFAA 45th Annual Meeting
New York, New York

October 24-26, 2007

ERC Global Workforce Symposium
Denver, Colorado

November 1-4, 2007

FEDEMAC Congress
Florence, Italy

December 3-4, 2007

Canadian Association of Movers
2007 Annual Conference
Toronto, Ontario, Canada

March 9-12, 2008

FIDI Annual Conference
New Delhi, India

April 25-28, 2008

American Moving & Storage Assn. Annual Meeting
Orlando, Florida

May 13-18, 2008

California Moving and Storage Association
90th Annual Convention
Rancho Mirage, California

October 4-7, 2008

HHGFAA 46th Annual Meeting
Honolulu, Hawaii

October 10-13, 2009

HHGFAA 47th Annual Meeting
Orlando, Florida

September 29-October 2, 2010

HHGFAA 48th Annual Meeting
San Diego, California

September 12-15, 2011

HHGFAA 49th Annual Meeting
Denver, Colorado

EDITOR'S NOTE: Visit www.hhgfaa.org/calendar.html for an expanded list of meetings and events of interest to HHGFAA members.