

TRANSPORTATION TRENDS

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ANOTHER SUCCESS!



The American Moving and Storage Association's (AMSA's) 2009 Annual Education Conference and Expo was a great success!

This year's Conference was held at the Hyatt Regency Dallas in Dallas, TX from February 9–11 and the theme was "New Frontiers, New Opportunities." In attendance were civilian employees representing various different Federal civilian agencies, Department of Defense attendees, Transportation Service Providers (TSPs) representing both GSA's Centralized Household Goods Traffic Management Program (CHAMP) and the Freight Management Program (FMP), vendors representing GSA's Transportation, Delivery and Relocation Solutions (TDRS) Schedule 48 and other TSPs and vendors active in the relocation and transportation industries.

Training sessions were plentiful and attendees had no problems finding sessions of interest. Training sessions focused on five major areas of learning: leadership, diversification, innovation, process improvement and GSA sponsored. The GSA-sponsored sessions were tailored to both customer agencies and TSPs interested in GSA's CHAMP, FMP and TDRS programs. Session presenters included industry experts, customer agency representatives, TSPs, and GSA employees. In addition to the training sessions, attendees were also able to choose from two field trips – Berger Allied and UPS Freight.

As always, one of the main highlights of the Conference was the Expo Hall itself. Numerous TSPs and vendors sponsored booths and were available to answer questions and demonstrate their products. Attendees also enjoyed the after-hour functions which included Meet and Greets, The Expo Grand Opening, Hospitality Row Events that focused on the "New Frontiers, New Opportunities" theme and the closing reception. All of these activities served as great opportunities for attendees to network with others who work in similar positions in the relocation and transportation arenas.

GSA would like to thank AMSA for allowing us to be part of their annual event and for providing us with an avenue to offer training and one-on-one interaction with both our federal civilian customers and our TSP partners. What a great opportunity!

GSA would also like to thank everyone who attended this year's Conference. It wouldn't have been a success without your attendance and participation.

Finally, GSA encourages everyone to mark their calendars for February 21–24, 2010 for the AMSA 2010 Annual Education Conference and Expo to be held at the Hyatt Regency Phoenix, Phoenix, AZ. For more information and to view pictures from the 2009 Conference, please visit AMSA's website at www.promover.org. We hope to see you in Phoenix!



Spread the News!

We hope you enjoy reading this issue of Transportation Trends and that you find the information provided both interesting and helpful. We also hope that you will "Spread the News" by telling your co-workers about our newsletter. If they would like to receive their own electronic copy, they can go to <http://www.gsa.gov/transportation> and on the left hand side click on "E-Mail Notifications." They can subscribe to one of more of the lists. In addition to receiving future issues of Transportation Trends, they will also receive via e-mail current information and happenings relating to the program list(s) to which they subscribed. This "E-Mail Notification" system is one of our main methods for sharing information and happenings with our customers and TSPs.



*Spring is here
Winter's fading
Household goods
Are relocating*

*While the daffodils
Are blooming
Moving trucks
On roads are zooming*

Word Search Puzzle

Find the listed words by searching up, down, diagonally and sideways.

- | | |
|-----------------|-----------|
| Transportation | Spring |
| Household Goods | Robin |
| Trucking | Chirp |
| Provider | April |
| Freight | Showers |
| Relocation | Dandelion |
| Movers | Tulips |
| Schedule | Daffodils |
| Shipment | Blossom |
| Federal | Mom |
| CHAMP | Mother |
| TMSS | |
| GSA | |

T V C Y U B L O S S O M F Q
M R H X M O M J P S D P E X
S O A O Z O T G R C A R D S
S B M N V K C F I H N O E L
G I P E S L S S N E D V R I
N N R D I P R X G D E I A D
I S Q R I E O N S U L D L O
K V P L W B I R A L I E X F
C A U O Z M N B T E O R O F
U T H M O T H E R A N Q Y A
R S F R E I G H T Z T K I D
T N E M P I H S Q C H I R P
S D O O G D L O H E S U O H
R E L O C A T I O N W D F N

Relocation Outlook

Relocations continue to be challenging for Government and corporate employees transferring across the country. Housing experts cannot agree whether the market has reached the bottom as many areas continue to experience an increase in foreclosures and short sales. Foreclosure is a legal process executed by a lender to terminate the borrower interest in a property after a borrower has defaulted on the mortgage loan. A short sale occurs when the sales prices of a residential property is insufficient to pay off the loans encumbering the property. Distressed sale properties involving either foreclosures or short sales are numerous.

However, there are some positive signs that a recovery is round the corner. Existing home sales fell in March, but the data points to stabilization. Inventories at the end of March declined 1.7 percent to 3.74 million homes available for sale. The national median existing home price in March was \$175,000, which is a decline for 12.4 percent from one year ago. Housing Affordability rose 15.6 percent from the previous period. This coupled with various housing incentives currently in the market should bring new buyers into the marketplace.

Did you know?

According to U.S. Census Bureau

- 35.2 million people moved in the United States in 2008, down from 38.7 million in 2007
- This continues a pattern of decline in the number and percentage of movers that has been going on the past decade.
- Only 11.9 percent of the population moved in 2008, down from 16.1 percent in 2000
- Renters move more frequently than home owners. In 2008, 28 percent of renters moved down from 30 percent in 2007, whereas 5 percent of homeowners moved in 2008 down from 7 percent the year before.
- Fewer people relocate for better opportunities – the lowest level since Census began collecting the data in 1948
- People in the South and West were the most likely to move in the most recent period
- Suburbs continued to attract more people than they lost: 5.3 million moved in and 3.1 moved out

According to ERC 2008 survey:

- The typical transferee is a 36-40 year-old married male with dependent children and a median income of \$95,000.
- One-third of all transferees are females
- First-time transferees comprised just over half of all relocated current employees in 2008
- One-half of transferees were moved as a result of a promotion

If you have questions or need assistance with your Home Sale program, GSA can help! Contact Angela Jones or Mary Anne Sykes at (703) 605-2896 or (703) 605-2889, respectively.

Schedule 48 is Great!

www.gsa.gov/tdrs

Make GSA your one-stop source to fulfill your transportation requirements! Our Transportation, Delivery and Relocation Solutions (TDRS) Schedule 48 contains an array of transportation solutions to meet the needs of Federal agencies. Below are the schedule item numbers (SINs) and a description of the services provided under Schedule 48. If you would like more information on any of the Schedule 48 solutions, please contact John Blanchard, (703) 605-2887, or Angela Jones, (703) 605-2896.

Express & Ground Domestic Delivery Services

451-1 Express Small Package and Express Heavyweight Delivery Services - Commercial delivery services for Express Same Day, Next Day, Two Day, and Three Day delivery of extremely urgent letters, small packages, and heavyweight shipments, including any accessorial services, offered to the general public. Contractors may offer any combination of days or weight ranges for either the Express Small Package or the Express Heavyweight Delivery Services.

451-2 Ground Small Package Delivery Services - Commercial delivery services for Ground day-definite delivery of small package shipments, including any accessorial services, offered to the general public

451-3 Local Courier Delivery Services (Small Business Set Aside) - Commercial Local Courier delivery services for Same Day delivery of extremely urgent letters, small packages, and heavyweight shipments, including any accessorial services, within a Metropolitan City Area, offered to the general public.

Governmentwide Employee Relocation Services

653-3 Relocation Software, Technology Tools and Services - Includes relocation software and automation/technology tools that help agencies track, manage and report on their relocation programs. It includes authorization, planning, repatriation, expense management, tax gross ups, expense entry, communications, and integrations with financial systems, etc.

653-1 Relocation Service Package - Home sale services ensure the employee's home will be sold, including assistance in marketing the home, negotiating with potential outside buyers, helping the employee become familiar with their new duty location, providing renter/buyer assistance, spousal and mortgage counseling and reports.

653-4 Additional Services - Extra services available include Cost of Living Analysis, Closing Assistance, Expense Management, Rental Management, Entitlement Counseling, Group Move Assistance & International Move Assistance, Property Management and Training.

653-5 Agency Customization Services - Property that is not eligible for the home sale services including special property that is difficult to sell, can be handled under this line item. Also included are special home sale and marketing assistance, and international services involving acclimating the family to the new area.

653-7 Move Management Services - The contractor can provide a total package of move management services including transferee entitlement and pre-move counseling; carrier selection; preparation of bills of lading; shipment booking; service performance and prepayment audits; claims preparation assistance; and on-site quality control.

Office Relocations

653-8 Office Relocation - A full range of services to remove the existing office furniture, equipment and related supplies from the existing location, transport the items to the new location, and place them according to the direction of the federal agency. Services include but not limited to pre-move planning, relocation plan designing, providing packaging materials, packing/crating, loading/unloading, delivery and setup.

Transportation & Vehicle Rental Solutions

411-1 Ground Transportation Services - Utilizes Van, Motor Coach (Bus), or Limousine for both scheduled and unscheduled routes. Services are available for single or multiple passenger shuttle transportation between and among buildings; driver services; airport transport; and VIP transport; etc. within or between cities. All services necessary to provide passenger shuttle services.

411-2 Rental Supplemental Vehicle Program (RSVP) - Vehicle rental services (including car rental, truck rental, and special equipment rentals such as trailers, refrigerated trucks, etc.) to supplement federal fleets and/or official business vehicular needs for other than temporary duty travel purposes. Typical rental requirements include, but are not limited to, temporary replacement of a fleet vehicle damaged as a result of an accident or incident; temporary replacement of a fleet vehicle undergoing maintenance; supplemental transportation support for fleets; supplemental transportation support for special events (e.g., political events, G8, training); transportation support for natural disasters, emergencies, and/or continuity of operations tests and drills; etc. Services include reservation services, online booking, pick up and return services, vehicle delivery services, fueling, driver, roadside, and navigation assistance, special vehicle needs (e.g., hand controls, wheel chair lifts), reporting, billing, and consulting services.

411-3 Transportation Consulting Services - Services available under this special item number are designed to provide agencies with access to transportation consultants to assist them in spend analysis, benchmarking, best practice evaluations, risk assessment, performance metrics, outsourcing studies, re-engineering, requirements analysis, policy review and audit analysis & studies. This includes consultation on the full range of transportation and accessorial services to fulfill requirements for one or more modes of transportation, including air, sea, and/or land transportation of supplies, resources and personnel that agencies may require. This SIN does not include actual transportation system development or guard/security services associated with transportation.

451-99 New Services - Contractors may offer new or improved services at any time when the potential to provide a more economical or efficient means for Federal agencies to accomplish their mission that is within the general scope of this Statement of Work(s). The Contractor may also perform a new task or procedure not currently available under any GSA Schedule.

Travel Services Solutions

653-9 Corporate Housing Lodging Services - Commercial services for the provision of corporate housing lodging services in an apartment/condominium type property.

FSSI Express and Ground Domestic Delivery Services Fact Sheet

Value Proposition	"FSSI ExGDDS provides easy access to a common procurement vehicle that offers greater discounts as collective volume increases, business intelligence and best practice solutions"
Features	<p>Interagency acquisition team participation with 12 agencies Domestic delivery for both air and ground shipments between Continental U.S., Alaska, Hawaii, and Puerto Rico</p> <p>Express small package, express heavyweight, and ground small package money-back guarantee</p> <p>Best value Blanket Purchase Agreement awarded to FedEx in October 2006 for one base year plus two 1-year options</p> <p>Discounts increase as collective volume increases</p>
Savings/Discounts	<p>Significant savings of taxpayers dollars – over \$54 million in FY 07-08</p> <p>High-volume location discounts for ground deliveries</p> <p>No fuel surcharges for ground or express deliveries</p> <p>Additional savings opportunities by utilizing business intelligence to streamline processes manage change</p>
Ordering Procedures	<p>FSSI BPA No. is GS-33F-BQT03</p> <p>Agency participation letter to GSA</p> <p>GSA issues task order for agencies</p> <p>Agencies fund task order</p> <p>Agencies "modify" FSSI BPA No. GS-33F-BQT03 in FPDS and reference FSSI Task Order No. QPN BQT 06, as appropriate</p> <p>Account setup with FSSI pricing with FedEx (new tier rates effective no later than 30 days after task order issuance)</p> <p>Complete air/ground bill of lading and make arrangements with FedEx for pickup or drop off package(s) at authorized location</p>
FSSI Benefits	<p>Meets OMB's goal for cross-government participation</p> <p>Collect and analyze data</p> <p>Identify trends</p> <p>Re-engineer high cost business processes</p> <p>Replicate cost-saving business processes</p> <p>Share lessons learned and best practices</p> <p>Enjoy quality service levels</p> <p>Drive additional discounts</p> <p>Identify adjustments for future FSSI acquisition</p>
GSA Value-Added Services	<p>Annual benchmarking studies</p> <p>Annual high-level spend analysis</p> <p>Dedicated customer support</p> <p>Acquisition management</p> <p>Transportation Consulting BPA available for agencies to purchase business process re-engineering support to achieve cost efficiencies and meet OMB reporting mandates</p>
GSA Point of Contact	Blaine Jacobs, GSA Federal Acquisition Service, Office of Travel & Transportation Services, blaine.jacobs@gsa.gov , (703) 605-2892, www.gsa.gov/exgdds



Looking for Information?

Airfares (City Pair Search)
www.gsa.gov/citypairsearch

Per Diem Rates, Domestic - CONUS
www.gsa.gov/perdiem

Per Diem Rates, Foreign Areas
http://aoprals.state.gov/content.asp?content_id=184&menu_id=78

Privately Owned Vehicle (POV)
 Mileage Reimbursement Rates
www.gsa.gov/mileage

FedRooms (compliant hotel rooms for federal travel)
www.gsa.gov/fedrooms or
www.fedrooms.com

Newsletter Online

Looking for past issues of Transportation Trends? You can find them by going to www.gsa.gov/transportation. Once there, look on the left hand side, clear at the bottom, and click on "Transportation Trends and Presentations." All previous issues will be under this link for easy reference.



Your Ideas Are Welcome

We would like to have your input for upcoming newsletters:

Ideas Topics

Customer Success Stories
 Comments on what we've done so far

Send ideas & input to:
transportation.programs@gsa.gov

Dates and Deadlines

May 1, 2009	Effective date for new and supplemental CHAMP and FMP rate offers
May 5, 2009	Federal Civilian Agencies Freight and Household Goods Relocation Committee Meeting (Agencies Only)
May 20, 2009	Federal Agencies Relocation Meeting
May 31, 2009	1st Qtr 2009 CHAMP Shipment and Claims reports due from participating TSPs
May 31, 2009	1st Qtr 2009 CHAMP IFF due from participating TSPs
May 31, 2009	1st Qtr 2009 FMP 4% Transaction Fee due from participating TSPs
Late May 2009	CHAMP 2008 Customer Satisfaction Indices (CSIs) issued
August 4, 2009	Freight TSP Meeting
August 6, 2009	Household Goods TSP Meeting
August 6, 2009	Federal Civilian Agencies Freight and Household Goods Relocation Committee meeting (Agencies only)
On-going	Remember to submit those 3080s



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