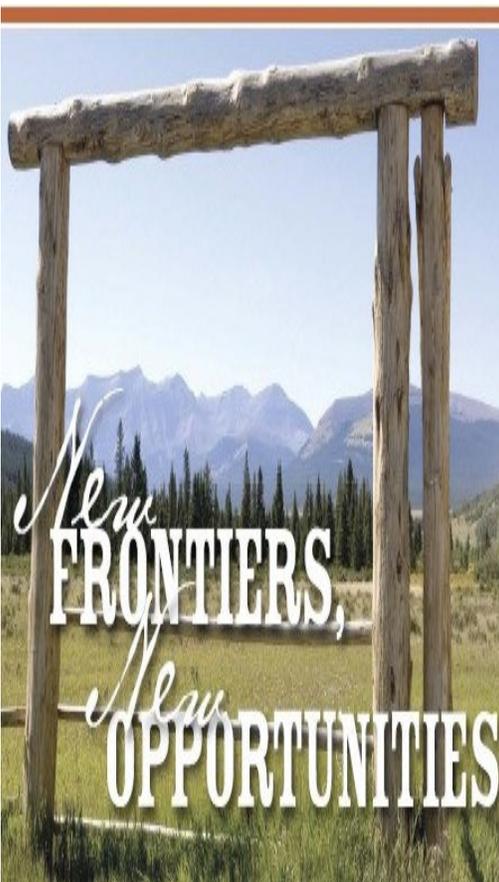


# TRANSPORTATION TRENDS

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## AMSA's 2009 ANNUAL CONFERENCE & EXPO



## AMSA's 2009 EDUCATION CONFERENCE AND EXPO

February 9 - 11, 2009

As we ring in 2009, GSA would like to wish everyone a Happy New Year and extend an invitation to join us at the American Moving and Storage Association's (AMSA's) 2009 Annual Education Conference and Expo.

This year's event will be held at the Hyatt Regency Dallas in Dallas, Texas, from February 9-11, 2009. Monday, February 9, will be a travel day for Federal employees and if possible we invite you to arrive in time for a 2:00 p.m. offsite fieldtrip to a local Transportation Service Provider (TSP).

In addition to receiving up-to-date information on both the household goods and freight industries, this Education Conference will serve as an excellent opportunity for you to network with Federal civilian attendees and Transportation Service Providers (TSPs) who work in similar positions and have the same questions and concerns about the future of relocation and transportation that you probably have.

Below is just a sample of some of the GSA sponsored educational sessions. For a more complete listing of sessions offered and session descriptions, go to [www.promover.org](http://www.promover.org) and click on the Expo link from the main page.

- CHAMP Rights and Responsibilities
- Federal Travel Regulations – Relocation Allowances and Freight Regulations
- GSA Freight Transportation – FY09 and Beyond
- Turning the World of International Moving Upside Down
- FMP Rights and Responsibilities
- Now that I'm Approved, Now What?
- GSA Audits – Pre, Post and Reconciliation
- Doing Business with the Department of State
- Freight TSP Introduction to TMSS

In addition to the numerous education sessions to choose from, there are several guest speakers and many planned evening activities that all attendees are invited to attend. And don't forget the Expo itself where some of our TSP partners and other vendors will have their booths set up allowing you the opportunity to visit one-on-one. Comments from previous conferences have raved about the Expo halls and what a great networking opportunity they provide.

Time is running out, so go ahead and register today by going to [www.promover.org](http://www.promover.org). If you are a Federal attendee, you can register using the non-member registration process. When you get to the 3<sup>rd</sup> page of the registration process, choose "Full Conference Registration" and enter the code HGFF09 in the sales code box at the bottom of the page to get the reduced registration fee of \$100. This code only applies to Federal attendees.

Once you've registered for the Conference, don't forget to call the Hyatt Regency Dallas at (214) 651-1234. Again, if you are a Federal attendee, ask for the special AMSA rate for government employees. Federal attendees can also get a Texas Hotel Occupancy Tax Exemption Certificate by going to [www.gsa.gov](http://www.gsa.gov). Once there, place your cursor over the link to "Policy & Regulations" in blue at the top of the page and then click on "Travel, Transportation, & Relocation." On the left hand side, click on "Travel Management" and then click on "State Tax Rates & Exemption Info." You can then scroll to find Texas.

We look forward to seeing you in Dallas! If you have any questions, please contact Robyn Bennett.

## The Results Are In - Start Saving Today With GSA

For the second year in a row, recent savings analysis studies conducted by Runzheimer International highlight the opportunity for substantial savings by using GSA's Centralized Household Goods Traffic Management Program (CHAMP) and Freight Management Program (FMP).

### CHAMP

Results of the recent study showed that CHAMP general transportation rates are 8.51% less than comparable commercial rates. That's a 2.51% savings increase from last years savings of 6%. In addition to providing savings off of commercial rates, the study also showed that CHAMP general transportation rates are 9.4% less than CHAMP move management rates and 21.34% less than the rates available under TDRS, SIN 653-7 (a 6.34% savings increase from last years savings of 15%). Whether you choose to coordinate your relocations yourself (CHAMP general transportation rates) or prefer to turn your relocations over to a move manager (CHAMP move management rates), the data shows that CHAMP saves your agency and the American taxpayers money when compared to other relocation alternatives.

### FMP

Results of the recent study showed that the average cost of FMP pricing is approximately 29% lower than the average cost of commercial pricing on the same shipments. This was a 4% savings increase from last years savings of 25%. Runzheimer also compared the FMP to other federal agencies that were using a hybrid of FMP and other practices (e.g., agencies that developed benchmark pricing using TMSS but then did not book the shipment in TMSS but rather called a carrier to negotiate offline, which typically resulted in a rate closer to standard commercial rate rather than the savings rates in TMSS would have yielded). Here, the average cost of FMP pricing was approximately 16% lower than the agencies received. Runzheimer recommended that GSA encourage agency users to order and book freight shipments through TMSS to realize maximum cost savings.

## GSA's CHAMP Move Management Program

It's always hard to believe another year has flown by and it is time to make those 2009 New Year's resolutions. Do yours include some of the most common resolutions; 1. to lose weight, 2. to quit smoking, 3. to spend more time with your family, or 4. find a way to cost effectively process PCS household goods moves among the 17 other job duties that you currently have?

If number 4 has a certain ring to it, read on.

On October 1, 2008, GSA entered into a Memorandum of Understanding with a CHAMP-approved move manager for the provision of move management services in accordance with CHAMP. This MOU covers GSA's own internal employee relocations and the relocations of several other civilian agencies that GSA had previously assisted. Using CHAMP and CHAMP rates, GSA, in conjunction with its TSP partner, is able to provide cost effective, one-stop move management services with a single point of contact for relocating employees.

The move management services include a dedicated team trained in FTR and GSA policy required to administer entitlement counseling, pre-payment auditing of invoices, processing, handling and settlement of claims, and 3080 evaluations.

The process is simple and easy. A PCS order is initiated by the civilian agency either by faxing or emailing it to GSA. Then you can rest assured, that your transferee will be contacted within one business day by a member of the move management team who will conduct the counseling and arrange the pre-move survey. It's that easy! Your transferee can even track the processing of his or her move 24/7 via a special website. You can also have access to all of your agency's move data via reports on this special website as well.

GSA's move management program is open to Federal civilian agencies. If you have an interest in learning more about this program and other GSA options for shipping your household goods, please contact Mary Anne Sykes.



## Reaching A Milestone!

A milestone was reached during FY2008, as the Center for Transportation Management, Auto Export Program processed the necessary booking, documentation and coordination with the Surface Deployment and Distribution Command (SDDC) and ocean carriers to ship 3,935 new vehicle to various locations overseas. The Auto Export Program was fully engaged with the SDDC as they supported Operation Enduring Freedom and Operation Iraqi Freedom. Shipments of new vehicles were also processed with the ocean carriers for other government agency customers such as; NPS, DHS, GSA IFMS, AAFES. These orders for new vehicles were completed through GSA's Automotive/Autochoice program for the shipping of sustainment vehicles to customers overseas. A special "Thank You" to Kathy Look, Transportation Management Specialist, for her dedication to her customers and her success in reaching this milestone!

## TMSS Tips



A new TMSS enhancement was recently added to the freight query screen of all TMSS NIB/NISH—Ability One users. This enhancement requires those users to enter the estimated cubic feet of each shipment which will allow TMSS to determine if shipments with high cubic feet dimensions and low tonnage could be more economically shipped via a TL TSP.

Even though this enhancement currently only applies to our NIB/NISH—Ability One customers, we thought the below easy equation might be helpful to some of our other readers in case they ever have to determine the cubic feet of a shipment:

- First obtain the dimensions of the shipment or each piece. If the dimensions are in inches, multiply the length x the height x the width and divide by 1,728 to arrive at the total cubic feet of the piece or of the shipment. If the dimensions are in feet, multiply the length x the height x the width to arrive at the total cubic feet of the piece or of the shipment.
- If you have any questions regarding this new TMSS enhancement or problems finding the cubic feet of your shipment, please contact Bill Brasswell.

## FSSI ExGDDS Update

The Office of Travel and Transportation Services hosted an Interagency Recompete Kickoff Meeting for the Federal Strategic Sourcing Initiative (FSSI) for Express and Ground Domestic Delivery Services (ExGDDS) in Crystal City on Wednesday, January 7, 2009, in Crystal City, Virginia. Over 20 representatives from 12 agencies attended the meeting. GSA's Mary Davie, Assistant Commissioner for Assisted Acquisition Services and Co-Chair of FSSI, provided an overview of FSSI from a Program Management Office perspective, while Jack Kelly from the Office of Federal Procurement Policy shared his thinking from the Office of Management and Budget's point of view, encouraging the group to look for opportunities to improve and expand the current successful contract. The team reviewed the "Second Generation" goals and timeline and Censeo Consulting provided an overview of the strategic sourcing process and facilitated discussion and next steps.

The FSSI Blanket Purchase Agreement (BPA) for Express and Ground Domestic Delivery Services was awarded October 6, 2006. The award provides for significant discounts to the low prices already available on GSA's Schedule 48 for express and ground service. This award to FedEx Corporation enables the federal government to:

- Realize significant savings;
- Eliminate fuel surcharges on domestic shipments;
- Maintain quality service levels;
- Access robust management information reports;
- Manage shipments more efficiently; and
- Implement commercial best practices for additional cost reductions.

The award is the result of a collaborative team effort among customer agencies across the federal government. The team gathered data to conduct benchmarking studies and spend analyses, defined requirements, evaluated offers, and recommended award. Under the BPA, discounts increase as the collective spend grows across the federal government.

As interested agencies identify estimated annual spend and are added to the BPA as authorized users, additional tiered discounts are realized by all participating customer agencies. Through this pricing structure, the vehicle truly leverages the government's buying power.

For more details and signup information, visit [www.gsa.gov/exgdds](http://www.gsa.gov/exgdds) or please contact Blaine .



## 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](mailto:transportation.programs@gsa.gov)*

## GSA's Transportation Audit Division

Have an Audit question or need to get something delivered to them?

Check out the below.

For Assistance Call:  
(703) 605-9400

\* \* \* \* \*

Mailing Address for GSA's  
Transportation Audit Division:

General Services Administration  
Crystal Plaza 4, Suite 300 (QMCA)  
2200 Crystal Drive  
Arlington, VA 20406

\* \* \* \* \*

Mailing Address for the Transportation  
Audit Refund Lock Box for carrier  
refunds on overcharge notices issued  
by Audits:

General Services Administration  
Transportation Audit Division (QMCA)  
P.O. Box 979006  
St. Louis, MO 63197-979006

\* \* \* \* \*

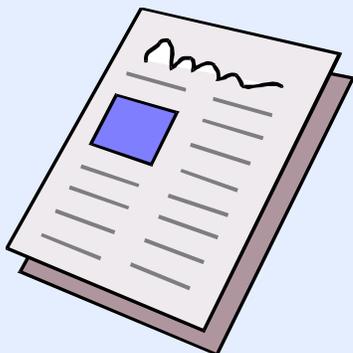
Mailing Address for Federal agencies to  
send paid paper transportation billings:

General Services Administration  
c/o SOC Enterprises  
13882 Redskin Drive  
Herndon, VA 20171

## TDRS Schedule 48 Reminders and Updates

For vendors with a contract under the Transportation, Delivery and Relocation Solutions (TDRS) Schedule 48, specific quarterly reports are contractually required to be sent to GSA. These reports are in addition to the Industrial Funding Fee (IFF) remittances and they provide GSA with necessary quarterly information on individual contracts and the overall use of its programs. If there were no sales for the reporting period, a negative report is still required. Please note, GSA operates on a fiscal year basis of October 1 through September 30 of each year. The report is due by the 15<sup>th</sup> calendar day after the end of each report period (i.e., due January 15, April 15, July 15, and October 15). The information shall be provided in an electronic commercial format readable in Microsoft Excel 2002, SP-2 and emailed to [onthego@gsa.gov](mailto:onthego@gsa.gov) and [transportation.programs@gsa.gov](mailto:transportation.programs@gsa.gov), subject: Quarterly Move Management (then add your contract number, the SIN, and the reporting period). For additional information, please contact Mary Anne Sykes or Angela Jones..

GSA would like to welcome TRC Global Solutions, Inc., to GSA's TDRS, Schedule 48. As a partner and contract holder under Schedule 48, TRC Global Solutions will provide services under SINs 653-1, Relocation Services Package (Home Sale Services, Home Marketing Assistance, Destination Area Services and Reports), 653-4, Additional Services (Cost of Living Analysis, Closing Assistance, Expense Management, Rental Management, Entitlement Counseling, Group Move Assistance and International Move Assistance, Property Management and Training) and 653-5, Agency Customization Services (Properties that are not eligible for home sale services including special properties that are 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). TRC Global Solutions joins Franconia Real Estate Services, Interstate Relocation Services, JK Moving and Storage, Lexicon Government Services, Primacy Relocations, Prudential Relocation and Sibcy Cline Relocation Services as partners with GSA in providing employee relocation services to Federal transferees. For additional information on any of these services, please contact Mary Anne Sykes or Angela Jones.



## Transportation Trends - Past and Future

Looking for past issues of Transportation Trends? You can find them by going to [www.gsa.gov/transportation](http://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.

As for the future, if you received this issue of Transportation Trends from a co-worker or other source but would like to receive your own electronic copy, you can go to [www.gsa.gov/transportation](http://www.gsa.gov/transportation) and on the left hand side click on "E-Mail Notifications." By subscribing, the next issue of Transportation Trends will automatically be delivered to the e-mail address you entered when you subscribed to our E-Mail Notification service. In addition to future issues of Transportation Trends, you will also receive e-mails notifying you of other happenings in the programs for which you subscribed.



## Tips on Marketing to the Government



As an approved TSP in GSA's CHAMP or FMP or a contractor under TDRS Schedule 48,

do you ever find yourself asking

### “How can I find customers?”

If yes, maybe the links  
and tips below  
will help.



Go to [www.gsa.gov](http://www.gsa.gov).

Under “For Contractors and Vendors” click on “Marketing to the Federal Government.” From here you can download “How to Market to the Federal Government” and “Training Day Presentation – Marketing to the Federal Government.”



Purchase the Federal Yellow Book at  
[www.leadershipdirectories.com](http://www.leadershipdirectories.com),  
[www.target.com](http://www.target.com), [www.amazon.com](http://www.amazon.com),

or search the internet for other sources  
from which to purchase the publication.



FedBizOpps at [www.fedbizopps.gov](http://www.fedbizopps.gov)



Go to [www.moveit.gsa.gov](http://www.moveit.gsa.gov)  
TMSS Mailing List option.

## Dates and Deadlines

February 9-11, 2009	AMSA Annual Education Conference and Expo, Dallas, TX
February 13, 2009	CHAMP Supplemental Filing Window Opens (closes on March 27, 2009)
February 28, 2009	Deadline for Submitting 3080s (for calendar year 2008) Must identify a 2008 delivery date in order to be counted
February 28, 2009	4th Qtr 2008 CHAMP Shipment and Claims reports due from participating TSPs
February 28, 2009	4th Qtr 2008 CHAMP IFF due from participating TSPs
February 28, 2009	4th Qtr 2008 FMP 4% Transaction Fee due from participating TSPs
Opening in March	General Request for Offers for the FMP
On-going	Remember to submit those 3080s



## GSA Contacts



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(703) 675-2779, [tauna.delmonico@gsa.gov](mailto:tauna.delmonico@gsa.gov), Arlington VA

Yolanda Miller (703) 605-5618 [yolanda.miller@gsa.gov](mailto:yolanda.miller@gsa.gov) Arlington VA

### Relocation Services Branch (QMCCB)

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Rosa Ledesma	(415) 522-2850	<a href="mailto:rosa.ledesma@gsa.gov">rosa.ledesma@gsa.gov</a>	San Francisco CA

### Freight Management Branch (QMCCA)

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