

TRANSPORTATION TRENDS

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AMSA EDUCATION CONFERENCE & EXPO 2009

February 9 - 11, 2009
www.promover.com

GSA invites you to join us at the American Moving and Storage Association's (AMSA's) Annual Education Conference and Expo, scheduled in Dallas, TX, 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 lunch in the Expo, followed by educational tours of moving and freight facilities and an evening networking event. This is a great opportunity to meet, network, and learn from your counterparts on both the household goods and the freight sides.

AMSA will also be offering registration for federal attendees. The registration fee for the 2009 Conference and Expo will be \$100.

Registration will open soon on AMSA's website at www.promover.org or contact Jaime Barnhart, CMP, AMSA Director of Conferences at (703) 706-4963 or jbarnhart@moving.org for more information.

High-Value Freight Shipments

by Sharon Eckroth

How does the Government protect itself from loss when very expensive items are damaged in transit?



GSA's Standard Tender of Service (STOS) requires Transportation Service Providers (TSPs) to maintain cargo

and public liability insurance as required by federal, state and local regulatory agencies. TSPs are only required to provide the minimum amounts of cargo and liability insurance required as the government is "self insured." TSPs are uneasy about accepting high-value shipments if they do not have additional insurance coverage as shipments moved under the STOS are valued at full value (replacement/repair).

So, how does the government protect itself from loss when shipping expensive or high-valued items? By declaring values when offering shipments to TSPs. For example, suppose a federal agency has a \$500M shipment. TSPs are not expected to provide insurance coverage for the entire value of the shipment. If the federal agency wants to ship the commodity, its representative should declare the shipment as a high-value shipment and negotiate with the TSP the maximum amount of insurance that the TSP is willing to provide ("released value") and the amount of coverage the government is willing to accept. The released value will most likely be a fraction of the \$500M, and the rates per cents per hundred pounds (CWT) will be higher as the "released value" (TSP insured amount) increases. See 41 CFR 102-118.35 for additional information.

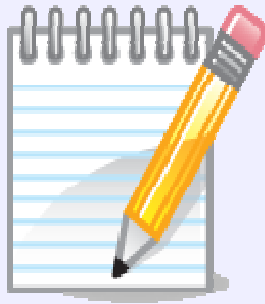
In some instances, TSPs may purchase short-term coverage for one shipment. These costs are passed on to the government via the rate structure for this load. Also keep in mind the original freight-all-kinds (FAK) rate may no longer be applicable.

As noted earlier, the government is self-insured. While "self-insured" is a common term, it is also kind of a misnomer. Self-insured means that you are not insured at all. You are assuming the risk of loss yourself. So when we say that the government is self-insured, all it means is that if it suffers a loss, it can absorb the loss. This is why it is strongly encouraged that all shippers declare the value of the goods they are shipping.

Thank You For Your Opinion

GSA would like to send out a BIG "Thank You" to all of our federal civilian customers who took the time to respond to our 2008 Customer Satisfaction Survey conducted by the CFI Group. GSA truly appreciates the time you took out of your busy schedules to help us identify those areas where we are meeting or exceeding your expectations and those areas where we still need to focus more attention. We are currently in the process of reviewing our results, and we will be using your input and ideas to better meet your transportation needs in 2009. Thank you again!

TMSS Tips



- When maneuvering around in TMSS, do not hit the "back" button to return to a previous screen. Use the navigational tools within TMSS either down the left-hand side or across the top of the TMSS screen to move to different screens/ functions.
- Users of GSA's CHAMP can access an electronic copy of the GSA Form 3080 from the TMSS home page right under the "What's New" link on the right-hand side of the page. This electronic form can be completed and saved by the relocating employee and attached to an e-mail to send to his or her BL Issuing Officer/Move Coordinator. Once the BL Issuing Officer/Move Coordinator has completed his or her evaluation, the 3080 can then be sent via e-mail to reg6.transportation@gsa.gov.
- If you are interested in TMSS training, please view upcoming training dates from the TMSS home page at www.moveit.gsa.gov. On the right-hand side under "Offerings", click on "TMSS Training, Online Training Guides." This training is offered at no cost. From this link you can also download the "HHG Online Training Guide" and the "Freight Online Training Guide." If you are unable to travel to Arlington, VA, please contact one of our Regional Offices to request training. Depending on your location, you could possibly travel to one of our Regional Offices, we could travel to you, or training could be provided via telephone.

FSSI ExGDDS Update

by Blaine Jacobs

GSA exercised the second and final option period for the governmentwide Blanket Purchase Agreement No. GS-33F-BQT03 and Task Order No. QPN BQT 06 with FedEx under the Federal Strategic Sourcing Initiative (FSSI) for Express and Ground Domestic Delivery Services (ExGDDS). The final period of performance is October 1, 2008 through September 30, 2009. Effort is underway for the second generation acquisition with interagency team members.

Spend for the first three quarters in fiscal year 2008 was \$71.1 million. Savings off the original GSA Multiple Award Schedule for FedEx was \$25.3 million. Overall ontime performance was 97.7%, exceeding the 97% standard. Express and Ground shipments were 97.4% and 100% respectively.

Nearly 60 agencies participate in FSSI ExGDDS. The newest participants are the Department of Education, Department of Housing and Urban Development Field Offices, Chemical Safety Board, and the Government Printing Office. Collectively, these agencies add an estimated annual spend of \$1.2 million, helping to ensure Tier 3 discount pricing for all participants regardless of individual agency spend. Fuel surcharges are waived for all delivery services under ExGDDS.

Participating agencies access quarterly reports that show their individual spend, surcharge and accessorial usage, and savings and performance metrics. Each report highlights observations and recommendations to consider for improving processes and potential opportunities to realize additional savings.

ExGDDS meets OMB's goal for cross-government participation in FSSI and avoids duplication of effort in procuring for the same services.

"Strategic sourcing is the collaborative and structured process of critically analyzing an organization's spending and using this information to make business decisions about acquiring commodities and services more effectively and efficiently." —Clay Johnson, Deputy Director for Management, OMB

The Federal Strategic Sourcing Initiative (FSSI) is chartered under the purview of the Chief Acquisition Officer's Council and the Strategic Sourcing Working Group monitored by the Office of Federal Procurement Policy. The FSSI is co-chaired by Mary Davie, General Services Administration and Tom Sharpe, Department of the Treasury.

For more information about other initiatives under FSSI, visit www.gsa.gov/fssi. For more information about ExGDDS, visit www.gsa.gov/exgdds or contact Blaine Jacobs at GSA.



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



Looking for Information?

Whether you are a customer agency or a TSP interested in GSA's Freight Management Program (FMP), the Centralized Household Goods Traffic Management Program (CHAMP) or the Transportation, Delivery and Relocation Solutions (TDRS), Schedule 48, www.gsa.gov/transportation is the place to go.

Customer agencies can find current information that will enhance their knowledge of our programs and information on how to acquire service.

TSPs can find current information on how to participate in our programs and how to help us better serve the needs of our federal civilian customer agencies.

For both our customer agencies and our TSP partners, this is also an excellent site to find relevant points of contact for questions and links to other GSA programs of interest. You can also access TMSS from this site.

While visiting www.gsa.gov/transportation, we would also suggest that you click on the "E-Mail Notification" link on the left-hand side and subscribe. By subscribing, you will receive timely e-mails notifying you of happenings in the programs on which you choose to receive information.

Newsletter Online

Previous issues of Transportation Trends are available on our website at www.gsa.gov/transportation.

On the left-hand side of the page click on "What's New."

Relocation News

By Mary Anne Sykes

Relocating federal employees continue to face challenges in the US housing market. Decreasing home values, foreclosures, and tightening credit all are negatively impacting the housing market making it extremely difficult for government transferees to sell their homes. The Center for Transportation Management continues its outreach to assist federal agencies by providing information and solutions to meet the needs of their relocating employees. Below is a snapshot of past events and ongoing activities:

Relocation Industry Day. GSA employees met with relocation service providers (RSPs) and other interested stakeholders to discuss a proposed new home sale business model on September 23. We will keep you abreast of developments as they occur.

Agency relocation meetings. GSA employees convene monthly meetings with federal agency representatives to discuss their varied concerns and issues as we collectively navigate the challenges experienced while trying to relocate employees and sell their homes. Additionally, GSA employees maintain constant communication with RSPs to address and resolve the concerns and issues of its federal customer agencies.

New Home Sale Pricing. In July, GSA employees updated the Statement of Work for Special Item Number (SIN) 653-1, Relocation Service Package (Home Sales) and SIN 653-5, Agency Customization. As such, RSPs doing business under these SINs were required to submit new pricing. We have received new pricing for some RSPs; however, we are still receiving pricing updates and will process those as we receive them. For additional information on pricing or other relocation issues, please contact Mary Anne Sykes.



**Need Move
Management
Assistance?
GSA Can Help!**

Need Move Management Assistance? GSA can help! GSA offers complete move management services to civilian agencies and recently outsourced its move management program to Graebel Van Lines (i.e. Move Management Inc.). By requiring the use CHAMP rates, GSA, in conjunction with Graebel, is able to provide cost effective, one-stop move management service with a single point of contact for relocating employees. Please contact Mary Anne Sykes for additional information.



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.

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, www.target.com, www.amazon.com,

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



FedBizOpps at www.fedbizopps.gov



Go to www.moveit.gsa.gov TMSS Mailing List option.

Dates and Deadlines

- Nov. 1, 2008 Effective date for new and supplemental CHAMP and FMP rate offers
- Nov. 6, 2008 Federal Civilian Agencies Freight and Household Goods Relocation Committee Meeting
- Nov. 30, 2008 3rd Qtr. 2008 CHAMP Shipment and Claims Reports due from participating TSPs.
- Nov. 30, 2008 3rd Qtr. 2008 CHAMP IFF due from participating TSPs
- Nov. 30, 2008 3rd Qtr. 2008 FMP 4% Transaction Fee due from participating TSPs
- On-going Remember to submit those 3080s



GSA Contacts



Tauna Delmonico, Director, Center of Transportation Management (QMCC)
(703) 675-2779, tauna.delmonico@gsa.gov, Arlington VA

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

Relocation Services Branch (QMCCB)

Angela D. Jones, Chief	(703) 605-2896	angelad.jones@gsa.gov	Arlington VA
Mary Anne Sykes	(703) 605-2889	maryanne.sykes@gsa.gov	Arlington VA
Shelia Byrd	(703) 605-9207	sheila.byrd@gsa.gov	Arlington VA
Robyn Bennett, Team Lead	(816) 823-3646	robyn.bennett@gsa.gov	Kansas City MO
Kim Chancellor	(816) 823-3646	kim.chancellor@gsa.gov	Kansas City MO
Brian Kellhofer	(816) 823-3646	brian.kellhofer@gsa.gov	Kansas City MO
Vernon Short	(816) 823-3649	vernon.short@gsa.gov	Kansas City MO
Robin Bucklew	(816) 823-3604	robin.bucklew@gsa.gov	Kansas City MO
Rosa Ledesma	(415) 522-2850	rosa.ledesma@gsa.gov	San Francisco CA
Mary Keenan	(404) 331-0532	mary.keenan@gsa.gov	Atlanta GA

Freight Management Branch (QMCCA)

John Blanchard, Chief	(703) 605-2887	john.blanchard@gsa.gov	Arlington VA
Blaine Jacobs	(703) 605-2892	blaine.jacobs@gsa.gov	Arlington VA
Raymond Price	(703) 605-2890	raymond.price@gsa.gov	Arlington VA
Kathryn Look	(703) 605-9261	kathryn.look@gsa.gov	Arlington VA
John Wheeler	(703) 605-9190	john.wheeler@gsa.gov	Arlington VA
Norman Bryan	(703) 605-9201	normana.bryan@gsa.gov	Arlington VA
Sharon Eckroth, Team Lead	(415) 522-2845	sharon.eckroth@gsa.gov	San Francisco CA
Bill Braswell	(415) 522-2839	bill.braswell@gsa.gov	San Francisco CA
Maria Gutierrez	(415) 522-2846	maria.gutierrez@gsa.gov	San Francisco CA
Jim Stroup	(816) 823-3648	jim.stroup@gsa.gov	Kansas City MO