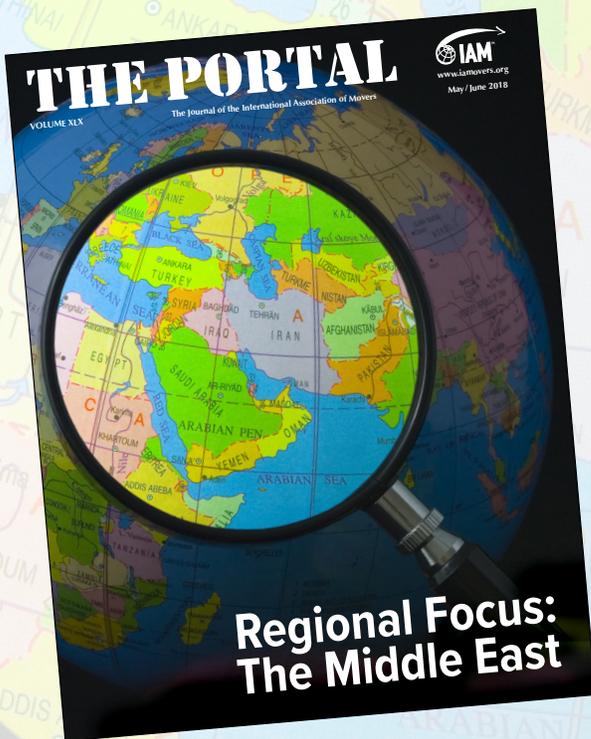


The Middle East

Share your experience in the next issue of IAM's industry magazine, *The Portal*

The countries in the Middle East have featured prominently in recent news reports. Political unrest, wars and general uncertainty create challenges for movers operating in the region. The May/June issue of *The Portal* will focus on IAM members in these countries: Bahrain, Cyprus, Egypt, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Oman, Qatar, Saudi Arabia, Syria, Turkey, United Arab Emirates and Yemen. If your company is in one of these countries, we invite you to share your story with us. Here's what we'd like to know:



- Please tell us a little about the history of your company. When was it established? Is it a family-owned business?
- How big is your company? How many facilities, trucks, etc., do you own?
- How many employees do you have? What type of training do they receive in order to do their jobs well? Do you find it easy or difficult to find and keep good employees?
- Please tell us a little about yourself, and your own career in the industry. How did you come to work in the moving business? Do you have any other family members who work in the industry or at your company?
- Does your company have any specialties, such as high-value shipping, art exhibits, trade shows, embassy/diplomatic/military movers, or other kinds of work?
- What other services do you offer (such as customs clearance, records storage, etc.)?
- What is the company's ratio of residential vs. corporate moves? Is your country's population mobile, or do they tend to stay in one home for most of their lives?
- What keeps customers coming back with future business? What does your company do especially well?
- Have you performed any particularly interesting or noteworthy jobs that you would like to tell our readers about?
- How have political unrest or natural disasters affected you? Have they presented any challenges? If so, how have you dealt with them?
- The Middle East is often in the news these days because of security issues. How safe is it to operate in your country? What steps or precautions do you take to protect your workers and your shipments?
- What do you personally like most about your job?
- What are your future plans for the company? Are any expansions being planned, such as new facilities or additional services?
- How long have you been involved with IAM? What else do you want *Portal* readers to know about your company?

The deadline for the May/June issue of *The Portal* is April 15.

You may provide a stand-alone article or respond to the guidelines above, and we will include your comments in our overview article.

Send to joycedexter47@gmail.com and william.kohudic@iamovers.org.

Submissions must be separate Word documents or pasted into an email message. High-resolution digital photos are welcome and will be used on a space-available basis.

Don't forget to include your name, title, company and Web URL and email address.