Personal Property Activity HQ

Integrity - Service - Excellence

2019 Transportation Service Providers – Agent Meeting



U.S. AIR FORCE

Maj Jessica Schneider Mr. Russell DePietro JPPSO NE 9 April 2019

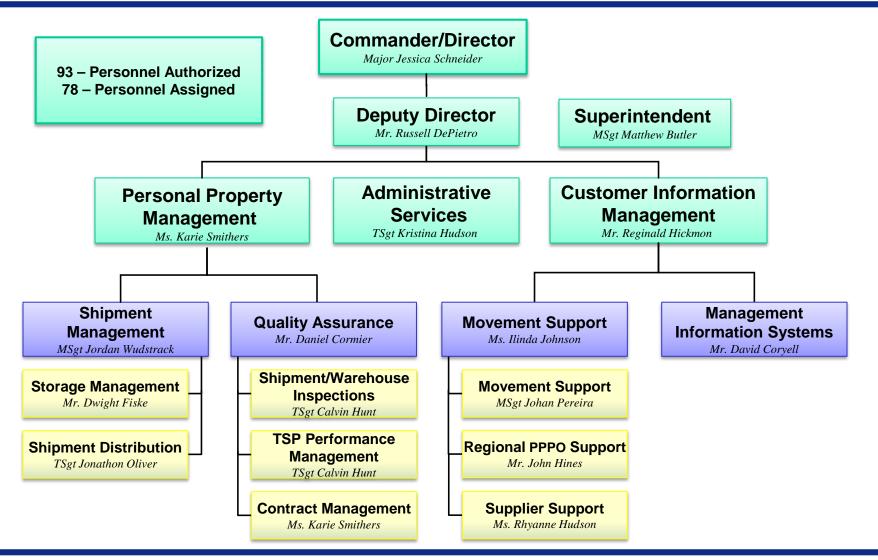




- Customer Communication
- Managing Expectations
- Administrative Discussion
- Success at Point of Execution
- Administrative Points of Interest
- QA Expectations
- Unusual Occurrences
- Invoicing
- Documentation Improvements (BOX)
- Base Entry
- Direct Procurement Method (DPM)
- * USTRANSCOM
- * IAM



Organizational Chart





Team Introductions

- Karie Smithers Personal Property Management (PPM)
 - MSgt Jordan Wudstrack (PPM) Branch Chief
 - Mr. Daniel Cormier Quality Assurance Branch Chief
 - TSgt Jonathon Oliver NCOIC Shipment Distribution
 - Mr. Dwight Fiske Storage Management Supervisor
- * Reginald Hickmon Customer Information Management
 - Ms. Ilinda Johnson Movement Support Branch Chief
 - MSgt Johan Pereira NCOIC Movement Support
 - Ms. Rhyanne Hudson Supplier Support Supervisor
 - Mr. David Coryell Management Information System
 - Mr. John (Jake) Hines Regional PPPO Support Supervisor
 - Ms. Sylvia Kulpa PPPO Newport RI
 - Mr. Cleon McLish PPPO Groton CT
 - Mr. Modesto Devalle PPPO Saratoga Springs NY



Commitment

- What is your commitment?
 - As a Counselor
 - Inspector
 - Carrier
 - Agent
 - Customer Service Representative
 - Move Manager
 - Packer
 - Driver



What ever you do...be the best at it, be committed to the task.



Success at Point of Execution

Communication – the human connection – is the key to personal and career success.

Paul J. Meyer

The key to managing expectations is to make them realistic.



Customer Communication

- Definition the imparting or exchanging of information or news.
 Means of connection between people or places, in particular.
- Customer Satisfaction Survey (CSS) identifies loss and damage as the number one comment received followed second by COMMUNICATION.
 - CSS Comment: "Move was originally scheduled for two days. Was condensed into 1 day due to moving from a storage location, we were not notified of this change until we called when no one showed up on the first day."





Common Communication Comments

- I was told my shipment was booked weeks ago and no one has contacted me.
- The carrier was suppose to start packing today and it's 13:00 and no one has shown up or called.
- When I call the TSP/Move Manager I'm told their working on it; however, nobody ever calls me back.
- The driver has arrived but he doesn't have any help with him.
- I was told they would unpack; however, I can't get anyone back out to complete the job.
- Nobody can tell me the status or whereabouts of my property.





Expectations

- Definition the total perceived benefits a customer expects from a company's product or service
- How do you meet customer expectations? You need to understand who your customers are and what they want.
- What 3 things do our customers want?
 - On time pickup
 - On time delivery
 - Without loss or damage





5 Military Spouse Moments

- In the September 2018 Military Spouse magazine there was an article that listed 5 military spouse moments we love to celebrate.
 - <u>5</u> A neighbor knocking on the door to welcome you to your new home
 - 4 When a new activity or registration doesn't require more than one sheet of paper
 - 3 When the email subject line reads "You're hired"
 - <u>2</u> The words, "I'm coming home a few weeks early"
 - 1 The safe arrival of your household goods (HHG) at a new duty station

How do you meet customer expectations? You need to understand who your customers are and what they want.





Managing Customer Expectations (JPPSO/PPPO)

- Expect a pickup no sooner than 3 weeks from application submitted (and accepted) to the JPPSO
- Avoid end of month/holidays (Tue/Wed/Thurs)
- Expect packers to request to work past 1700
- Be ready on move day and available for duration of pack out
 - Properly clean residence (mbr missed pickups/dirty houses)
 - Secure valuables
- May not see property leave in an official logo'd moving van (Agent Pick Up (APU))
- Limit date changes after booking/agreed upon dates be flexible





Managing Customer Expectations TSP/OA

- Get off to a good start first impressions
 - Conduct pre-move survey make initial contact within 3 GBDs of the shipment booking, to provide the customer with their contact and pre-move information. Subject to customer availability the TSP will complete the pre-move as soon as possible but NLT 3 GBDs prior to the pickup date. (See DTR Part IV 402 C. 7.a-d. & TOS)
 - Establishes the volume of goods to be transported (estimated weight)





Pre-Move Survey

What should a surveyor do:

- Contact the customer and establish a rapport
- Be knowledgeable of military procedures be professional
- Identify bulky articles, difficulty accessing the house, shuttle, disassembly, firearms and appliance services
- Access necessary packing material
- Let the customer know what items cannot be shipped
- Check for infestation of any kind, animal droppings, mold or mildew, etc.
- Remind the customer to secure valuable items before the crew arrives
- Confirm pack and load dates
- Make sure anything promised to the customer is communicated and performed – follow up with customer



Pre-move Survey Cont.

Items to note:

- Does anything require 3rd party service/pre-approval?
- Restrictions on crew movement (spiral stair cases, hoisting)
- Pack and load date changes
- Cleanliness concerns
- Bulky articles:
 - Motorcycles
 - Jet skies
 - Canoes
 - Hot tub/Jacuzzie
 - Riding/Standing Mower





Managing Customer Expectations TSP/OA Cont.

- Ensure communication is ongoing provide customers status updates
- This is "Personal Property" not "Automated Property" keep it personal with your customer
 - When things go wrong customers want a human not a text
- DTR Part IV outlines processes; train your teams early to react to service failures and be forthcoming with information to both the customer and the JPPSO/PPSO
- Notify the JPPSO/PPSO of service failure; do not let the customer do it for you
- If/when necessary communicate inconvenience claims guidance
- Letters of Warning (LOW) although punitive in nature, they are vital to aiding your improvement efforts – target the issue to enhance your operational effectiveness



JPPSO/PPPO Responsibilities

* JPPSOs:

- Plan for peak season early (11 Dec 2018 Peak Season Reset)
- Analyze AOR (identify weak areas NTS/SIT)
- Communicate with TSP/Agents/PPPOs Establish battle rhythm early (start Feb/Mar)
- Prepare to shift personnel to meet section workload surges (extended hours/shift workers)
- Manage the Route/Award Queues
 - Do not rely on short fuse process to manage workload
 - Short fuse timeout = move date!

PPPOs:

- Counsel customers as soon as possible; do not reschedule counseling date based on 3 weeks before requested pickup
 - View DPS/ETOPS for previous shipment weights
- Submit documents IMMEDIATELY WITHIN ONE DAY after counseling



Administrative

- Strengthening our commitment
 - Counseling (One-on-One)
 - Pre move (strengthen commitment)
 - QA/onsite inspection 80% Inspection rate
- Communication with Customers
 - First Contact completed within 72 hours
 - Pre-survey a must/inclusive of NTS pickups
 - Virtual pre-survey only by customer consent
 - Customer Contact: DTR Ref Volume IV, Chapter 402 Paragraph D.3.a.
 "Failure to remain in regular contact with the customer throughout the entire move process."





Administrative Cont.

- Weighted Documentation within seven government business days of pickup date
 - Identify overflow & submit complete packages timely
 - Make sure weight tickets are correct and all documents are legible
- Updating DPS (arrival, scheduled & delivery dates, planned pickup dates, weights, etc...)
 - JPPSO technicians will review notes sections prior to taking punitive action





Accessorial Service Request

- Goal is 3 government business days turnaround
- Each installation is required to process their own preapproval
 - Installation contacts can be located at <u>move.mil</u> (Locator Map)
- Special Packaging
 - Ensure standard containers cannot meet need prior to submitting a preapproval
 - Need rather than want
- Provide detailed information: reasons, dimensions & estimates





QA Expectations

Professional Appearance

- Communication/language
- Having required resources

Containers

- Obliterate/remove old markings
- Use enough packing material to protect inside contents

❖ Pack/Delivery Dates

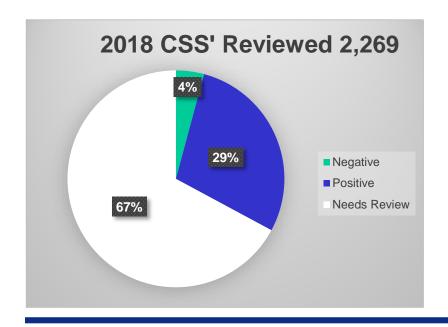
- Stay in constant communication with customer
- Call ahead of time if you eliminate a pack date

What expectations would you want from a company coming to your home?



Punitive Action

- Sources Used When Issuing Punitive Action
 - CSS
 - Phone calls
 - DPS reports (late RDDs and missed reweighs)
- When problems arise call for support before it escalates

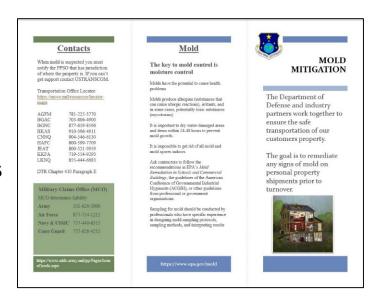






Unusual Occurrences

- Challenged Homes
 - Cluttered/Dirty/Mold/Pest (Mold Test Kits)
 - Call for QC support
- Firearm Theft
 - Notify QC, TSP and USTC
 - Customer will notify Police/Authorities
- Severe Storm Preparation (DTR Chapter 410)
 - Secure property
 - Inventory property (Soft & Hard Copy)/ Shipment-on-Hand Report
 - Send storm report to QC PPPO & JPPSO







Documentation Improvement (BOX)

- Quick turn-around time on service orders
- Single JPPSO POC; receipt acknowledgements requested from NTS contractor
- Need 'missing' service order requests from NTS contractor vice TSP
- NTS Challenges (Open Discussion)
 - PPA HQ Conversion Assistance





Invoicing

- NTS vendors: Email jppso.billing@us.af.mil all NTS return docs/DD1850s as soon as possible, we have small window for printing invoices. Include preapprovals/3rd party as needed.
- DPM contractors: email return docs to jppso.billing@us.af.mil
 - If anyone is not set up in Syncada billing please contact Mr. Shih
 630-512-8015
- DPS TSPs: email ippso.qa@us.af.mil all weighted docs at one time.
 - We will not accept partial submissions
 - We will dispute invoices
 - Invoice approval is faster when all docs are legible and received



Base Access





DPM Contract





USTRANSCOM



Mr. Jeff Sager
Personal Property Operational Support and Quality Team



International Association of Movers



Mr. Daniel J. Bradley Director, Government & Military Relations





Be the best what?

- Counselor
- Inspector
- Carrier
- Agent
- Customer Service Representative
- Move Manager
- Packer
- Driver



What ever you do...be the best at it.



Questions?



Personal Property Activity HQ

Integrity - Service - Excellence





The NO cost to you solution for secure document transfers.

SSgt Todd Gwaltney Mr. Dwight Fiske 9 April 2019

U.S. AIR FORCE



Box Overview

- Secure location to transfer documents to and from our Transportation Agents.
 - Create paper trail and tracking on all PII documents.
 - Release/ receive documents in a timely more efficient manner.
- Create 2 way communication on all documents.
 - Allow agents to notify JPPSO of any issues with documents.





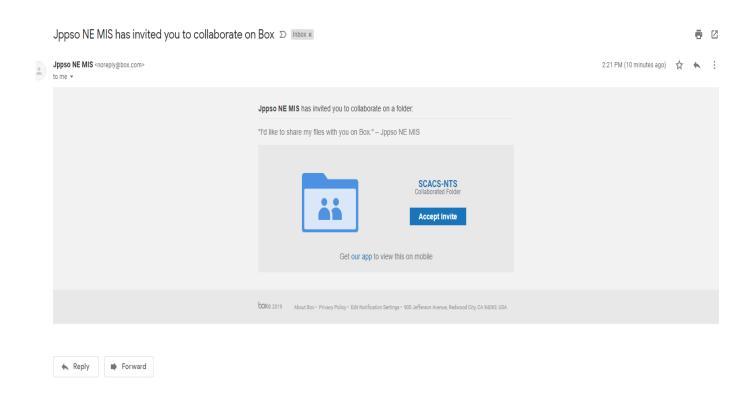


❖ Step 1 – Email received





Box Setup







- Step 1 Email received
- Step 2 Account Creation





Box Setup

Create Your Account	
Jppso NE MIS has invited you to	collaborate on "SCACS-NTS"
Signup for a Box account to accept invite	You're invited to collaborate on:
Full Name	
Full Name Field	d Required. SCACS-NTS Shared by Jppso NE MIS
Email Address	Shared by Japas Ne Mis
todd.gwaltney001@gmail.com	
Password	
Phone Number (optional)	
Submit	
By submitting this form, you confirm that you agree to the storing and	
processing of your personal data by Box as described in our	
Terms of Service and Privacy Policy.	





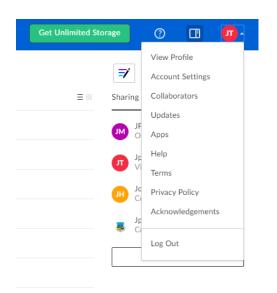
- Step 1 Email received
- Step 2 Account Creation

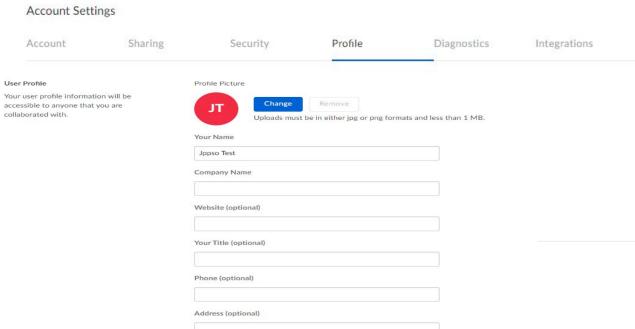
Step 3 - Account Setup





Box Setup Cont.







Box Tutorial

- Navigating
- Uploading documents
- Notifications
- Adding notes
- Viewing access stats





TOGETHER, WE DELIVER.

UNITED STATES TRANSPORTATION COMMAND

JPPSO-NE Industry Day 9 April 2019



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ES TRANSPORTATION COMMAND

Jeff Sager **Operational Support and Quality Team, Defense Personal Property** Program



2019 STRATEGIC INITIATIVES

- Communication
- Domestic Crating (Code 2)
- Refusals
- Transit Times
- Business Rule changes
 - Tender/Tariff, Claims, Tender of Service
- Customer Focused Efforts (move.mil, tri-folds)



2019 STRATEGIC ENGAGEMENTS

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Communication

- Industry Open Discussions
 - Began Dec 2018; monthly between TCJ4-H and Industry CEOs to discuss 2019
 - Minutes distributed via Advisory

Advisory Panel

- Began Dec 2018; monthly between TCJ4-H and spouses
- Initial intent was to discuss initiatives and issues for 2019
- Formalizing panel and developing charter
- Weekly Peak Season Calls (25 April)
 - Includes Services, PPSOs, Industry Associations, etc.



DOMESTIC CRATING (CODE 2) INITIATIVE

- Intent: Reduce loss/damage of HHGs, which is #1 complaint
- Goal: Increase Code 2 for 2019 from 6% to 12%
- Initiative Criteria:
 - Shipment will go into Storage in Transit (SIT)
 - Shipment Weight:
 - Non-Peak Season: < 3,000 lbs
 - Peak Season: < 7,500 lbs
 - Distance: > 800 miles
 - No extra-large items in shipment



REFUSALS AS A CAPACITY ENABLER

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- Intent: Allow refusals without punitive action for peak season 2019
- Background & Assumptions:
 - TSPs blackout even though some capacity may exist to avoid punitive actions
 - Industry stated if allowed to refuse without penalty, we could reach that capacity

• Criteria:

- Applies to all Domestic and International HHG shipments, 15 May 30 Aug 19
- TSP must refuse within 2 hours after shipment has been offered
- TSPs should still manage blackouts when no capacity exists
- All refusals count as "turn at the wheel"



REFUSALS (cont.)

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DPS System Rules:

- Auto-reoffers currently issued at 24 hours (if no refusal in 2 hours)
- Sent back to PPSO after 50 refusals or 72 hours, whichever comes first
- Working fix to change timeout length, # refusals, and hours in auto-reoffer

Measures of Success:

- CSS
- Short fuse impact
- Offer handling time
- Volume and type of refusals
- SF expansion
- Costs

Initiative will be continually assessed for impact to the customer!



TRANSIT TIME INCREASES

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Domestic Transit Times

- 4 Mar 19: Increased channels an average of 2-3 days
- Updates made to DPS and posted on <u>www.move.mil/sme</u>

International Transit Times

- 2019 Updates: 422 standard channels; 188 special solicitation channels
- In Progress: Australia and Turkey
- Always open to Industry recommendations



RATE INCREASES

- Goal: Update Domestic 400NG tariff for higher volume military locations and International Tender rates not previously subject to the US General Price Adjustment
- 400NG: 41 of 227 CONUS geo locations were increased by a total of 27% to make military locations more lucrative
 - Increases mapped to military installations and 5 year shipment history
 - Included linehaul (Origin and Destination Linehaul Factor) and non linehaul variables (135A/B-Origin And Destination Service Fee)
- International Tender: Applied increases to all OCONUS linehaul tables using inflationary data for various currencies, and applied for multiple years
- Not limited to linehaul, included Storage/Delivery (518, 519, 520), Terminations/Diversion,
 Partial Delivery weighing, Labor, Crates



AGENT PASS THROUGH CHANGES

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- Goal: Help address gaps in TSP-agent compensation which can impact quality of service provided to the DoD customer by identifying items required to be passed through to the provider who performs accessorial services concerns about curbside
- "In circumstances where a TSP elects to subcontract for any portion of HHGs, the TSP shall be required to pass through any charges paid by the Government for charges associated with <u>crating</u>, <u>shuttle service</u>, <u>additional labor</u>, <u>Florida Keys</u> <u>service charge</u>, and <u>fuel surcharge</u> for the portion of these services actually performed by the subcontractor."
- TSP agrees that any of the above amounts owed to subcontractor shall be paid immediately upon TSP's receipt of payment from the DoD.



2019 TENDER/TARIFF CHANGES

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Pass Through Charges:

 Added Pass Through requirements for Crating/uncrating, Shuttle service, Additional labor, Florida Keys Service charge, and Fuel Service Charge (to assist in getting money to the service provider)

• Shuttles:

- Added language for documentation requested to support payment of a Shuttle (to reduce or simplify post payment audit process)

• Crates/Misc:

- Added/updated guidance on the approval of crating IAW AFI 24-501 (to help standardize crating across program)
- Bulky Items: Added riding lawnmower (including stand-on)
- Updated PII language



CLAIMS AND LIABILITY CHANGES

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- Goal: Affect a major customer satisfaction area in DP3 by reducing program loopholes and increasing full replacement value protection
- FRV- Increased to \$6.00 times either the net weight of the HHG shipment or the gross weight of the UB shipment, in pounds, not to exceed \$75,000
- Mold TSP required to obtain an itemized written estimate and include pictures and an inventory of salvageable & non-salvageable categories if requested.
- **Estimates** TSP required to provide estimate used to support an offer of settlement at the time of offer; highlighted need to provide docs to MCO within 2 days if transferred
- Salvage Only authorized upon payment; TSPs prohibited from pre-emptively deducting salvage from an offer; salvage rights terminate upon the transfer to MCO
- Advance payments on catastrophic loss do not relieve inconvenience claims process



TENDER OF SERVICE HOUSEHOLD GOODS/UB

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- Posted at www.ustranscom/mil/dp3 and www.Move.mil/sme, eff 15 May 2019
- Removed redundancies & adopted commercial practices
- Efficiencies
 - Automated inventories and pre-move surveys
 - Eliminated 7 pages of requirements
 - Redundancies in the 55-4 (TCI 24-11), rate solicitations, It's your move pamphlet
 - Fewer DoD specific requirements (e.g. seals, DD 619-1)

New Requirements

- Inconvenience claims for delays out of storage (5 days; 10 days in peak)
- Balance of commercial best practice and problem areas for DoD
 - Example-Customer estimate of delivery day prior (Morning or Afternoon)



CUSTOMER FOCUS

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- Tri Folds
 - Customer Satisfaction Survey (CSS)
 - Inconvenience Claims
 - Mold
 - Personally Procured Move (PPM)
- Move.mil

Quality Assurance/Scorecards



CUSTOMER SATISFACTION SURVEY

- Short 8-Question Survey
- Importance of completing the CSS
- When can the CSS be submitted
- Options to complete and submit





INCONVENIENCE CLAIM

- Advise the customer of the inconvenience claim
 - Timelines
- When and for what does the TSP pay for an Inconvenience Claim
- Delivery out of SIT delays







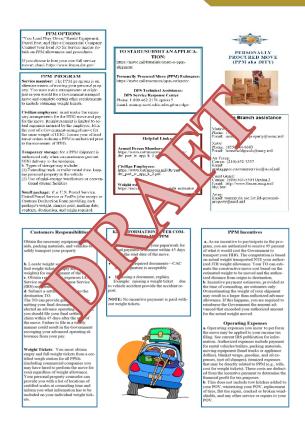
- What to do when mold is discovered
 - Customer, TSP, PPSO, MCO
- When mold is suspected at residence
- Process for suspected mold at NTS facility
- Who pays for when mold suspected





PERSONALLY PROCURED MOVE (PPM)

- When to get weight tickets
- What happens when weight tickets are lost
- Reimbursement for a PPM without advanced paperwork
- PPM authorized storage
- Accidents, claims, etc.





Overview

Moving Tips

(OCONUS)

TDY Moves

(POVs)

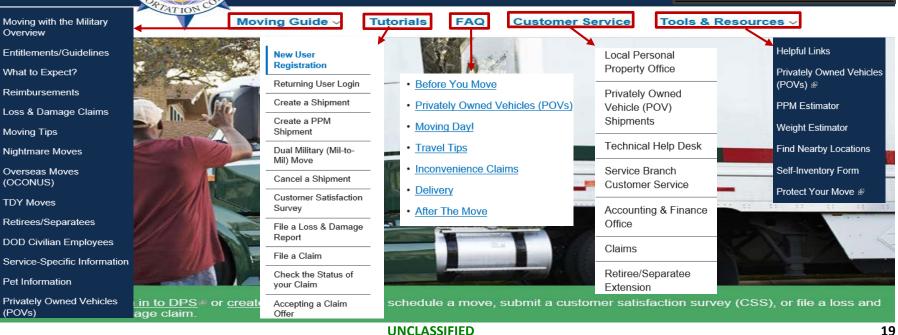
MOVE.MIL (DOD CUSTOMER PAGE)

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Move.mil

Official DOD Customer Moving Portal





MOVE.MIL (DOD CUSTOMER PAGE) - What's New?

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- Moving Guide > What to Expect?
 - ➤ Click hyperlinked text for <u>DP3 Customer Bill of Rights</u>
- Moving Guide > Pet Information
 - Click hyperlinked text for <u>Transporting Your Pet</u>
- Frequently Asked Questions (FAQ)
 - Added privately owned vehicle and inconvenience claims
- Tools & Resources > Protect Your Move
 - Link to Federal Motor Carrier Safety Administration (FMCSA)

New Department of Defense Logo Coming Soon!



MOVE.MIL/SME (PPSO AND TSP PAGE)



Move.mil

Official DOD PPSO & TSP Moving Portal

Moving Guide V Tutorials FAQ Customer Service Tools & Resources V

Sign in to DPS or create a new account to schedule a move, submit a customer satisfaction survey (CSS), or file closs and damage claim.

Home / Personal Property Consignment Instruction Guide

Personal Property Consignment Instruction Guide

Consignment Guide & Country Instructions

CONUS Personal Property Consignment Instruction Guide (March 2019.v10).pdf

OCONUS Country Instructions (January 2019 v.5).pdf

DP3 Business Rules and Regulations

Personal Property Training Manual Final 07 Dec 2018 [5.41 MB]

Tender of Service (TOS) For Household Goods and Unaccompanied [1.19 MB]

https://move.mil/sme

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Content Areas

- ✓ PPCIG (Personal Property Consignment Instructions Guide)
- ✓ DP3 Business Rules and Regulations
- ✓ Advisories

Back to top

- ✓ Household Goods
- ✓ Non-Temporary Storage
- ✓ PP Forums and Workshops

Headers return SME user to the DoD Customer page



MOVE.MIL/SME (PPSO AND TSP PAGE)

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Official DOD PPSO & TSP Moving Portal

Moving Guide ~

Tutorials

FAQ

Customer Service

Tools & Resources >

Sign in to DPS or create a new account to schedule a move, submit a customer satisfaction survey (CSS), or file a loss and damage claim.

Advisorie	s	Household Goods	Non-Temporary Storage (NTS)
19-0041	USTRANSCOM Personal Property Advisory 19-0041-New Domestic Transit Times-Appendix L [160.16 KB	2017 400NG Baseline Rates [314.66 KB]	A-CERTIFICATE-OF-INDEPENDENT-PRICE-DETER Back to top
19-0039	USTRANSCOM Advisory #19-0039 DPS 2019 Ranking Available for Industry [89.5 KB]	2017 400NG Tariff [1.12 MB]	AGFM-A-WRIGHT-PAT-AFB-OH.pdf [20.48 KB]
19-0034	USTRANSCOM PP Advisory #19-0034 (Deactivation of CWA) 19 Feb 19 [45.17 KB]	2017 INTL CCL [1.31 MB]	AGFM-B-MA-AND-NH.pdf [20 2 KB]
19-0031	USTRANSCOM PP Advisory 19-0031 Updated PPF Info 08 Feb 2019 [118.49 KB]	2017 SS CCL [496.85 KB]	AGFM-C-USNS-BASE-GROTON-CT.pdf [20.22 KB]
19-0030	USTRANSCOM Personal Property Advisory #19-0030 [14.89 KB]	2018 400NG Baseline Rates [314.66 KB]	AGFM-D-DOVER-AFB-DE-CONTAINERIZED.pdf [20.31 KB]
19-0023	USTRANSCOM PP Advisory 19-0023 2019 DP3 Spring PPF 19-20 Mar 2019 [124.32 KB]	2018 400NG Tariff [1.11 MB]	AGEM E NETO NEMPORT DI adf (20.09 KB)
19-0022	USTRANSCOM PP Advisory Code 2 Claims Reduction Initiative [235.4 KB]	2018 INTL CCL [2.01 MB]	AGFM-E-NETC-NEWPORT-RI.pdf [20.17 KB] AGFM-F-WRIGHT-PAT-AFB-OH.pdf [20.4 KB]
19-0016	USTRANSCOM PP Advisory 19-0016 Recalculation of CSS Scores for 15 May-31 July [75.5 KB]	2018 SS CCL [547.61 KB]	AGFM-FT-DIX-NJ.pdf [20.28 KB]
19-0014	USTRANSCOM-PP Advisory 19-0014 Pacific Personal Property Training Works [101.06 KB]	2019 400NG Tariff [1.15 MB]	AGFM-G-GRIFFIS-AFB-NY.pdf [20.43 KB]
19-0012B	USTRANSCOM PP Advisory 19-0012B UPDATE 2 INTL CCL 2019 Rate Filing Mess [47.58 KB]	2019 Domestic Channel Control List [200.53 KB]	1 2 3 4 5 Next> Last»
	1 2 3 4 5 Next> Last»	1 2 3 4 5 N	Personal Property Forums and Workshops



QUALITY ASSURANCE INSPECTIONS

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DTR 405 Change, August 2018:

- "An inspection standard of not less than 50 percent (with an overall goal of 100 percent) of all inbound and outbound Personal Property shipments must be set by individual Service. For occasions when physical inspections are not feasible, inspections can be telephonic and/or virtual; however telephonic/virtual inspections will not count towards meeting the 50% standard."
- Provides policies and responsibilities for Quality Assurance procedures for both domestic and international shipments.
- January 2019: DoD wide physical inspection at 31% including JPPSOs, at 16.6 % at the PPPO level



Thank You for What You Do

TOGETHER, WE DELIVER.

Questions