



IELA Organises its Exhibition Logistics Education & Training Event in Cape Town



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Geneva, Switzerland, January 6th, 2023



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From January 12th to 15th 2023, IELA - **International Exhibition Logistics Association** - is holding its **11th edition of the IELA Winter Seminar** at the Century City Conference Center in Cape Town, South Africa, organised by the IELA Education & Training Programme Working Group (ETWG).

This IELA biennial training event gives the opportunity to youngsters and newcomers to the industry to benefit from an **exclusive programme dedicated to the complex issues and procedures of the exhibition logistics industry.**



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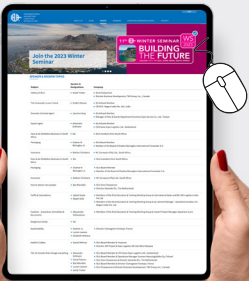
With the restart of in-person events, the IELA ETWG is pleased to invite 31 students from 18 countries free of charge. The event is **100% funded** as part of IELA's Membership Benefits.

Under the motto **"BUILDING THE FUTURE"**, the promising students joining this event will participate in strengthening the foundations of our industry for an even brighter future. More than 10 hours of instruction, plenty of networking interaction and a final exam are planned over a 2-day programme, followed by the organisation of a Day-Out.



Education and Training is the key to success. The IELA Winter Seminar focuses on **strategy, best practices and trends in the exhibition logistics industry**. As usual, the outstanding expertise of our volunteer lecturers and their presentations will offer **high quality educational sessions** focused on the **daily responsibilities of exhibition freight forwarders and On-site operations business**. Topics covered include Tariffs & Calculations, Sustainability, Packaging, Health & Safety, Dangerous Goods as well as a Role Play to put the students into real life situations. Jacqui Nel, one of the local IELA Members, from EF-GSM South-Africa, will concentrate a session of special interest on the subject **How to do Exhibition Business in South Africa**.

See the
[full programme](#)



The association is glad to count on the participation of **two local external speakers**. **Nathan Christians** is the founder and director of **NC Surveyors**, offering marine and insurance support solutions to local and international companies, and **Gary Walsh**, founder of **Garship Marine Surveying and Consultancy**, will talk about International Maritime Dangerous Goods Code.

The future of all companies depends on well-trained team members. International collaboration, mutual understanding and specialized partners all over the world are crucial components of our network.

Training is becoming increasingly important for member companies in their efforts to increase business and create efficient service processes.

Our delegates will benefit from the three event pillars:



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Networking and connecting with peers is critical. Networking provides the most productive, most proficient and most enduring tactic in building relationships.

During the Group break-out sessions, the participants will be able to collaborate with their peers, work together, sharing their know-how and listening to their counterparts from a variety of countries. In addition, the presence of valuable connections on a worldwide basis allow for the growth of their professional network of expert freight forwarders. The event will conclude with a day out – a prime example of combining fun experiences with the establishment of new meaningful business relationships!



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The delegates will take advice from renowned speakers of the exhibition industry, sharing their knowledge on key markets & topics. Thanks go to the contributions of members of the IELA Board of Management, the volunteer members of the ETWG and the external speakers.



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Training, education & networking are key factors leading to professional success.

The Winter Seminar will make participants more aware of the processes of our industry and all the new systems put into place, particularly in terms of Health and Safety and Sustainability. They will leave Cape Town with an increased level of professionalism and skills, benefitting greatly from the specialized knowledge and newly-established networking connections won.



PROGRAMME:

HISTORY OF IELA
by **Sandi Trotter**, IELA Chairperson and Director Business Development TWI Group, Inc., Canada



THE FORWARDER IS YOUR FRIEND
by **Sudhir Dhavan**, IELA Board Member and CEO R.E. Rogers India Pvt. Ltd., India



DOMESTIC & ONSITE AGENT
by **Jasmine Yang**, IELA Board Member and Manager of Fairs & Events Department Eurotran Expo Service Co., Ltd., Taiwan



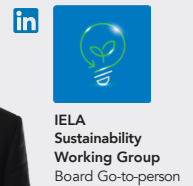
EXPORT AGENT
by **Alexandra Erdmann**, IELA Board Member and CEO SWISS EXPO LOGISTICS LTD, Switzerland



HOW TO DO EXHIBITION BUSINESS IN SOUTH AFRICA
by **Jacqui Nel**, Director of EF-GSM South-Africa, IELA Member from South Africa



PACKAGING
by **Orphee M. Beinoglou Jr.**, IELA Board Member and Member of the Board of Orphee Beinoglou International Forwarder S.A., Greece





INSURANCE
by **Nathan Christians**, NC Surveyors (Pty) Ltd., South Africa



IELA STANDARDS OF PERFORMANCE
by **David Palomo**, IELA Board Member and Operations Manager Suomen Messulogistikka Oy, Finland



IELA Standards & Customs Working Group Vice-Chairperson



BIG Logistics India



TARIFFS & CALCULATIONS
by **Ujjwal Gupta**, Member of the ETWG and International Sales and BD BIG Logistics India Pvt Ltd, India

& **Rajath Naik**, Member of the ETWG and Dy. General Manager - Operations & Sales R.E. Rogers India Pvt. Ltd., India



CUSTOMS PROCEDURES, FORMALITIES & DOCUMENTS
by **Alessandra Dellavedova**, Member of the ETWG and Import Project Manager Expotrans S.p.A. Italy



IELA Education & Training Working Group Vice-Chairperson





● **IMDG CODE –
INTERNATIONAL MARITIME
DANGEROUS GOODS CODE**
by **Gary Walsh**, Master Mariner
at **Garship, Marine Surveying & Consultancy,**
South Africa



IELA
Sustainability
Working Group
Board
Go-to-person



● **SUSTAINABILITY**
by **Orphee M. Beinoglou Jr.** ,
IELA Board Member and
Member of the Board of **Orphee Beinoglou
International Forwarder S.A.**, Greece and
Lucien Lawson, IELA Board Member and
Director **Clamageran Foirexpo**, France



IELA Industry
Relations
Working Group
Chairperson



● **HEALTH & SAFETY**
by **Daniel Mithran**, IELA Board Member
and Director **JIM Project & Expo Logistics
(M) Sdn.Bhd**, Malaysia



● **THE 10 MINUTES THAT CHANGE EVERYTHING**
by **Alexandra Erdmann, David Palomo, Lucien Lawson, and Sandi Trotter**

We would like to express our heartfelt thanks and appreciation to our 2023 IELA Winter Seminar Sponsors, Hosts & Supporters:

Sponsors:

- Fulstandig Shows e Eventos MC Ltda, Brazil
- Orphee Beinoglou International Forwarders S.A., Greece
- R.E. Rogers India Pvt. Ltd., India
- SWISS EXPO LOGISTICS LTD, Switzerland
- TWI Group Inc., USA & Canada
- Valverde B.V., The Netherlands
- WEL World Exhibition Logistics, France

Hosts:

- EF-GSM, South Africa, South Africa
- Katlego Global Logistics Pty Ltd, South Africa
- LA Rouxnelle Logistics and Consulting, South Africa

Supporters (volunteer speakers):

- BIG Logistics India Pvt Ltd, India
- Clamageran Foirexpo, France
- EF-GSM, South Africa
- Eurotran Expo Service Co., Ltd., Taiwan
- Expotrans S.p.A., Italy
- JIM Project & Expo Logistics (M) Sdn.Bhd, Malaysia
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Winter Seminar 2023 Sponsors



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**About the IELA WINTER SEMINAR**

IELA's biennial members only education and networking event gave young professionals and industry newcomers the opportunity to join an exclusive programme dedicated to the complex issues and procedures of our industry.

**About the IELA EDUCATION AND TRAINING PROGRAMME WORKING GROUP:**

The WG is chaired by **Sudhir Dhavan**, CEO R.E. Rogers India Pvt. Ltd. & IELA Board Member, with the support of two vice-chairs, **Ute Wiezorrek**, General Manager Cretschmar MesseCargo GmbH, Germany, and **Alessandra Dellavedova**, Import Project Manager Expotrans S.p.A., Italy.

The mission of the ETWG is to research and develop educational avenues for the association and its members. It organises two biennial training events, the WINTER SEMINAR, targeting new staff and newcomers to the exhibition logistics industry to boost quality and know-how within the industry, and the OPERATIONS SUMMIT, the only dedicated forum for exhibition and event freight forwarding operation professionals, offering valuable perspectives on improving operational efficiencies, enhancing service standards, optimising worldwide relationships and increasing bottom lines. Both events provide a platform for students to interact with their peers from around the world and share their exhibition & event experiences and knowledge.

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**About IELA:**

The **International Exhibition Logistics Association** is the global industry network enhancing the professionalism of the transportation logistics and freight handling segments of the exhibition & event industry. IELA works with venue owners, organisers and national associations educating, training and sharing expertise for safe and secure operations around the world. The quality brand IELA is currently represented by 142 members and 22 affiliates in 53 countries.

[For further information contact](#)

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IELA International Exhibition Logistics Association

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