THE 26TH IELA CONGRESS IN SEOUL PROVED A GREAT SUCCESS

PASSIONATE

PEOPLE

PRODUCED

INTERNATIONAL EXHIBITION LOGISTICS ASSOCIATES

CUSTOMS FILE AUSTRALIA

MEMBERSHIP LISTING INCLUDING AFFILIATES

IELA-REPORT 68 AUTUMN 2011

PLUS MEMBERS NEWS REPORTS IELA NEWS WORKING GROUP NEWS
Dear IELA Members,

This is my first IELA Chairman’s corner and I am thrilled to write it and to hold this position.

I first became involved with IELA when I joined LEP as their Regional CEO back in 1989 and I wondered what on earth one of my staff was going to when he went to the Congress in Rio and came back with stories of a wonderful social occasion! I then had the joy of hosting IELA in Sydney in the early nineties and met these IELA people!! I started to understand the culture of exhibition specialists and the wonderful family the members of IELA were.

Because of IELA I took a great interest in our F & E division and then bought the majority share of Corrigan’s International and became an exhibition freight forwarder! Thank you to Phil, Klaus, Karl and Hans for turning this former freight forwarder into an exhibitionist!

The reason for my tale is to emphasize the importance of IELA in all our lives and what better stage to hold the 2011 Congress than Seoul.

It was of course our first visit back to Asia since Beijing and the Congress, Hotel and hospitality were superb. To Super Lee and the host companies many thanks for making our 26th Congress one of the best. To Anna and Declan thanks for your great support. Certainly when we all left Korea we had heavy hearts leaving a beautiful city and such wonderful people behind!

To our sponsors once again many thanks.

To the Board and Legal Board it was great to cooperate in such great harmony, more on that later. To Achim thanks for all your work in the chair after stepping in very unexpectedly in late 2009.

From the Congress the Board of Management took the great enthusiasm and desire to move forward on and addressed the following key issues.

1. To review and look at the Working Group structures and to streamline their workloads
2. To initiate the move from a Swiss Cooperative to a Swiss Not for Profit organisation
3. To examine and develop more benefits for IELA members
4. To again work on “white spot” areas
5. To look at networking outside the IELA membership base
6. To establish a PR & Marketing Working Group. This has been done and is led by Kay Lohe of Cretschmar. He has a great team of volunteers and actions including a new website will be up by the end of this year!

Moving forward since Seoul the Board has been in action. I have attended meetings in Dusseldorf and Geneva as well as meeting our secretariat in Berkhamsted.

The meeting in Geneva was with our Legal Board and Christoph Rauch and I attended it. We had an excellent meeting followed by a meeting with our Swiss lawyers to initiate the move as outlined in point 2. The meeting was very successful and all is on track to deliver the process to our members in Barcelona.

Whilst on that subject we are looking at member benefits for the Barcelona Congress to make it an unforgettable Congress and networking opportunity. A great programme is currently being drawn up and there will be news on this over the next couple of months.

Once again thank you for your continued support of our great organisation, let us all pull together to grow and develop IELA. To do that we need to have a hard working Board, great Chairpersons and of course volunteers to assist them. If anyone has ideas or wants to join one of our groups please let me know!

All the best for the rest of 2011.

Bob

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**R.E. ROGERS INDIA INTO HIGH SPEED!**

Formula One World Championship is the most premier car racing event in the world. It is the first time that it is being held in India. Officially titled as the Airtel Grand Prix of India, the event is scheduled to be held on 30th October 2011.

Going by its reputation, F1 would open new horizons for the sports industry in the country, infusing foreign investment and also setting a further growth path for the travel, hotel and exhibition industry.

IELA member, R.E. Rogers India, has been appointed to supply the logistic services for the movement.

A feather in the cap for R.E. Rogers in its 25th Anniversary year!!

[www.rogersworldwideindia.com](http://www.rogersworldwideindia.com)

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**MERGER FINALISED FOR ESI & FEI**

As you know, ESI and FEI have concluded a merger agreement at the beginning of this year.

Our two teams moved in the same building last March, and since this period, we have worked hard to operate closely, in order to offer our customers and our agents a competitive and enlarged range of services.

We are thankful to Robert BOOZER, who contributed actively to the integration of his pool to the whole staff, and we wish him to enjoy his new retirement.

After this transition period, our two companies will be fully merged by the end of this year: this means a sole accountancy, a sole accounts reference for our agents, clients and suppliers, a sole bank account, and a sole Company name.

Our new entity will be ESI Group, starting 1st January 2012.

This decisive move allowed us to accelerate our strategy and positions, at a particularly challenging time for the Event Industry.

We thank you all for the positive feedback and support that we received after our first announcement, and we wish you increasing business for the coming year.

[www.group-esi.com](http://www.group-esi.com)

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**FUTURE IELA EVENT**

2012 IELA Congress - Barcelona, Spain, Sunday 24 – Thursday 28 June
NEW ERA FOR SPORTS LOGISTICS IN BRAZIL!

As you probably know, Brazil is living a unique moment on its economy and also in its cultural, infrastructure and sportive life with the upcoming mega events such as FIFA Confederation Cup, FIFA World Cup and 2016 Olympic Games heading our way in a roll.

Preparation, continuous training, specialization, serious investments, professionalism and strategic alliances are words of order for those Brazilian players who plan to play an active part in the international market scenario that is already landing on our borders for the events to come.

With that in mind, two of the major events logistics companies in the country have merged operations in order to present to the global partners, Broadcasters, Power companies, LOC’S and all sports international Confederations the highest level and greatest structure ever set up in Brazil.

SAX LOGISTICA DE SHOWS E EVENTOS LTDA and TRANSPORTES FINK LTDA took a step ahead and joined strengths together in order to offer to the market what is best available in international and domestic logistics, complete customs services, bond procedures and special regimes for sports, international affairs, warehouse infrastructure, hardware and equipment and finally inland transportation.

Out of this merge, owned 50/50 by the above mentioned groups, a new concept for Sports Logistics was born: Podium Sports Logistics S/A

Podium is born big and solid with 16 offices, counting on its portfolio with the logistics for the Pan American Games in 2007 and for the South American Games in 2004, twice the full logistics operator for the Red Bull Air Race, full logistics operator for the F1 GP since 2003, full logistics for the Indy GP since 2010, three times full logistics operator for the FIFA Beach Soccer Championship in Rio de Janeiro, full logistics for the Class 1 Power Boat Championship, logistic operator for the Volvo Ocean Race, among several other major sports events which have secured to all our specialized team a vast and priceless indoor, customs and field experience related to Sports Events.

Last but not least, Podium Logistics enjoys a solid relationship with all Sports Committees, local Confederations and Customs Authorities.

When you think sports…do like all competitive athletes do…think PODIUM!

The most efficient way for high performance in Sports Logistics.

www.podiumlogistics.com.br

ESTABLISHED TRANSPORTATION PROVIDER ANNOUNCES NEW LOGISTICS COMPANY: UNIGROUP WORLDWIDE LOGISTICS

Company better suited to serve logistics needs, diversifies in struggling economy.

UniGroup, Inc., the parent company of some of the industry’s leading transportation companies including United Van Lines, Mayflower Transit and UniGroup Worldwide UTS, has introduced a new global logistics company called UniGroup Worldwide Logistics. The announcement was made by UniGroup President Richard McClure.

UniGroup Worldwide Logistics specializes in tailored supply chain solutions with a variety of global services including truckload, less-than-truckload, flatbed and specialty transportation; freight forwarding; distribution services; project management, IT relocations and third-party logistics. The company is uniquely qualified to provide these logistics services with more than 1,300 service centers in 146 countries around the world.

United Van Lines and Mayflower Transit have been trusted providers of specialized transportation and 3PL services for more than 50 years. UniGroup Worldwide Logistics is building on that experience and strong customer service record. By combining the assets of the van lines and the relationships with third party transportation providers, UniGroup Worldwide Logistics is better able to customize global solutions for its customers at a competitive price.

“UniGroup Worldwide Logistics is positioned as a total transportation and logistics provider for all of our current corporate clients and to provide tailored solutions to those that have not utilized our services before” said McClure. “In addition to better serving our customers, the launch of UniGroup Worldwide Logistics is an important part of our plan to continue to diversify our company, which is traditionally known for moving household goods. While we have been providing special product solutions for a number of years, with the current state of the economy and U.S. mobility near all-time lows, we are launching new ways to utilize our skills, assets and third party relationships during these challenging economic times. Logistics and specialized transportation services are a critical component of our company’s future.”

www.ugwwlogistics.com

DECA WINS NEW BUSINESS

Deca Express has been appointed as the official Freight Forwarder for the International Air & Space Fair, FIDAE 2012. This event will be celebrated in Santiago city Chile, from March 27th until April 1st of 2012 at the Arturo Merino Benitez International Airport.

For our company it is a great pleasure to work again in the most important exhibition of Air Forces defense in Latin America. And for this reason, we will offer you our best in quality of services in accordance with international standards.

For any information contact Deca Express Fairs Team www.decaexpress.cl
Q What are the major customs documents required for imports?
A. Commercial Invoice/Packing List or Carnet ATA, Air Waybill or Bill of Lading and for ocean shipments a Packing Declaration. This is for general cargo, some items or equipment may need other or additional documents.

Q Is fumigation requested on wooden packages?
A. Yes. Solid timber packing materials should be treated in accordance with ISPM 15 standard.

Q Is it possible to send the goods directly to the fairgrounds or do they have to be stopped by a customs point first?
A. Yes and No. All goods must first be released by Customs and Quarantine which is achieved by the electronic lodgement of an Import Declaration (Entry for Home Consumption). In general this happens prior to the delivery to the fairground, in certain cases arrangements can be made for customs inspection onsite (however there are chances that Customs and Quarantine may refuse release, which then would mean for the cargo to be returned to another location for further action).

Q Is Temporary Importation possible?
A. Yes. Either by Carnet ATA or by commercial invoice/packing list (a temporary bond fee is applicable).

Q How and by whom is the Customs Bond Fee paid?
A. The Importer of Record is responsible for payment of the Customs Bond (Security). A logistics provider such as us IELA members can arrange this on behalf of the client.

Q What is the average period required for customs clearance?
A. Customs clearance can be prepared in most instances in advance of shipment arrival. Provided all documents have been received then customs clearance can be finalized in 1-2 working days after arrival. If cargo goes “red line” through Customs or Quarantine, additional time will be necessary.

Q Are sales allowed during the exhibitions?
A. Sales can be made during an exhibition. Duty / GST payable is deducted from the Customs Bond (Security).

Q What are the restricted & prohibited items for Permanent Importation?
A. There are many items. Examples are: Foodstuffs which include dairy, egg, or meat products, dangerous weapons, products containing asbestos. Customs have a list of prohibited imports and the information is available on the internet.

Q What are the major problems experienced with local customs authority?
A. Very few problems arise that cannot be resolved in consultation with Customs.

Q What website(s) can provide further assistance to agents shipping to this country?
A. The Australian Customs and Quarantine websites are the two main ones: www.customs.gov.au www.aqis.gov.au
The 26th IELA Congress was definitely a very fruitful event with 120 passionate attendees from 37 countries.

Passionate People Produce!

The Welcome Cocktail evening was excellent, a good start to the congress.

Dean Wale, CEVA Showfreight, UK
“First time participation to the IELA Congress, for me it was very successful and a positive image, impression, feeling of hope and wish that the IELA Group and Congress develops as much as it can. Thank you to IELA and staffs for providing and arranging this successful meeting. Great Job!!”

MARKO JUNG, EXPOLOGIS INC., KOREA

“Appreciate all the efforts which were put in place to make this event as successful as it was. Thanks.”

JIHAD KHOURY, AIRLINK INTERNATIONAL, UAE

“For us it was a good experience and the opportunity to meet some key people as well as friends.”

MANOJ SHARMA, BRIDGEWAY SHIPPING & CLEARING SERVICES L.L.C., UAE

“Overall great event, I enjoyed the day out. I appreciate all the hard work that went into the planning and actioning of the congress.”

KERRIE CALDERON, TWI GROUP INC, CANADA

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Congress in Barcelona in 2012, non-members may be invited to a 1-2-1 meeting event with the IELA members. The re-invigoration of the Regional Chapter meetings and the Ops Club for junior executives is also planned.

And the winners are... The annual peer-to-peer, service-level based awards were presented at the Gala Dinner, sponsored by PS Bedi.

TWI Group New York won the 2011 IELA Export Agent with IDA Expo, Turkey as runner up.

Kemi – Lee Co., Ltd, Korea won the 2011 IELA On-Site Agent with OTIM, Italy as runner up.

Past IELA Chairman, Greg Keh of TWI Group was awarded Honorary Member status and Daniel Bataller of Gondrand Switzerland was thanked in his absence with a Merit Award for his services to training the next generation at the bi-annual (every two years) Winter Seminar held in Zurich in January 2011.

Hats off to EXPO LOGIS INC. & KEMI-LEE Co., LTD. for their tremendous help in the organisation of the 26th IELA Congress.

Thank you to our sponsors.

Thank you to Daniel Kim of Kemi-Lee Co., Ltd. for supplying us with most of the photos.
The International Exhibition Logistics Associates is a worldwide trade association dedicated to enhancing the professionalism of the transportation logistics and freight handling segments of the event industry. IELA has 119 members in 46 countries...
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IELA MEMBERSHIP
To assist the pro-active approach of the IELA Executive Management, you the IELA members are asked to recommend specialist event logistics providers that you know deliver a quality service. Email the contact details of any companies that you would be prepared to sponsor for IELA membership.

Email your recommendations to membership@iela.org
MEMBERSHIP WORKING GROUP

Dear Friends, Hello!

I am sure everyone went back from Seoul with fond memories of Great Hospitality of our Hosts as well as of the serious business conducted during this Congress. I personally feel this Congress was a Landmark Congress where many decisions were taken to give direction and shape to the way IELA will continue to lead this fraternity and be the face of Exhibition Logistics Industry in years to come. Under leadership of veteran Bob Moore, we all at IELA look forward to benefits of IELA extended to larger community and all related partners in this Exhibition Industry.

Membership Working Group therefore continues to take up the important role of enlarging our membership with new enthusiastic and qualified members who will provide quality service.

I would first like to welcome new members of Membership Working Group, Mr Achim Rauzer from Agility Fairs and Events, Germany, Mr Gary Syner from Transit Air Cargo Inc, USA and James Tsang from Unitex Expo Solutions, China. I am sure these new members in the Group will bring in their experience and expertise to further the goals of this Group.

During the meeting of the Membership Working Group during IELA congress at Seoul, members expressed their views regarding application review process as well as role of Secretariat in obtaining details from the applicant and furnishing the same to Membership Working Group for their review. This process as well as responsibilities has been clarified in a Circular received from Mr Alan Hunter, Executive Director.

The issue of Membership Working Group to be represented and to have voting right in consideration of the application at Board of Management was discussed. Now we have member from Board of Management assigned to Membership Working Group and he will represent views of Membership working group in the Board of Management as well as keep the Group informed about decisions of Board of Management in regard to review of the new applications by Membership Working Group.

Membership Working Group is making all efforts to bring in new quality members to IELA particularly from areas where IELA is either not represented or have less members considering exhibition market in that region. Amongst new members who joined IELA this year are members from Jordan and Qatar. The following members have joined IELA since April 2011: Agility, UAE CML, Jordan Agility, Germany Unilx, China BCC, Qatar

Applications of following members are under review:

Korea Interlink Inc. Pelichet Expositions Secretariat has received enquiries from 21 companies Application Packs have been sent to 19 companies

Wishing you all the best for upcoming busy exhibition season around the world.

Shirish Kulkarni

ORGANISERS WORKING GROUP

Dear IELA Members,

Our new team has the distinct quality of covering the major global arena, Americas (IAEE, SISO), Europe (AUMA, AEO, UFI), Middle East, and the Asia Pacific (SACEOS, CCPIE, AFECI, EEA, IEIA). All the members in the respective areas have been assigned to spread the “Mission Is Recognition” to all levels of the exhibition Industry.

I am pleased to inform that since we met in June, there has been progress in what we are doing. Just recently James Ng (TACS Singapore) and Raj Sharma (R E Rogers India) attended the AFECI meeting in Hangzhou, China in September. Feyzan Erel (Gruptrans) and I attend the Expo Summit in Istanbul, John Harrison will attend the exhibition Industry Summit in Dallas this month, and most important, our chairman Bob Moore and I will be representing IELA at the UFI Congress at Valencia in November.

The Working Group thanks the BOM for fulfilling their commitment for financial support. The IAEF representation, though minimal, will be funded by IELA. This, my friends, is a first and should also be viewed as a good sign of stability of IELA.

Lots more still needs to be done. We need to start our drive with venues, we need to go to grey areas; South America and Africa; and, most important, we need ALL of us to be involved in the “Mission For Recognition.”

Ravinder Sethi
STANDARDS WORKING GROUP

Time for another update and to see what’s happening in the world of Standards.

As we mentioned in our last report, the preparation for the Seoul Congress and the adjoining Board meetings formed a pre-congress agenda that included topics such as surveys, analysis of surveys, awards, quality systems and feedback.

The discussions during the meeting were highly focussing on continuous improvement, in particular in the area of surveys and their respective questions.

Quality is a key topic, no doubt. In the meantime, the members of the Standards Group are looking at and comparing various different quality models, the FIDI/FAME manual for example, ISO of course and also the individual manuals in various companies.

This is work in progress and we will need to analyse the different options and choose the best one or the best mix, which then can be presented to the Board next. If anyone of the readers has a great suggestion – we welcome more input anytime!

Another conversation started around the matter of insurance – this is new on our agenda and the idea is to look at a type of “protection plan” for IELA members. We are currently investigating the details and will let you know in our next report.

Talking about surveys and Awards – the Board members agreed that the surveys would continue to be linked to the Awards, so no changes there. It was however mentioned, that the Awards could somewhat be disadvantageous to SME’s and that large firms with major regional presence tend to win such Awards. Suggestions were made to create separate Awards for SME’s whereby similar size entities could compete amongst each other. Again, we are looking at other associations including UFI to see what options are around to improve the Awards and make the system fairer.

All in all, lots of very good discussions, and lots more work to do – in the end it is all about the quality within IELA and continuous improvement. Watch this space for more updates in the next report...and as always, we are open for any input, ideas and suggestions!

Last but not least – a very important note. We are pleased to announce that Mariane Ewbank has taken on the Vice Chair role for the Standards Group. Thank you Mariane for all your great work in the group so far and thank you for taking on the vice chair role – CONGRATULATIONS to your new role!

Sabine Schlosser
Dear IELA Members,

The Training Working Group strives to bring to the association the science of systematic knowledge of the industrial arts, especially in communications and computers, make sure the members are aware of new trends so as to become a force that leads the exhibition logistics market/industry - and does not follow it.

The future of the World Wide Web has already begun... faster and more flexible communication possibilities, as well as e-commerce have opened up a new and fascinating business potential for us all.

IELA – and its members - should not only be aware of future developments in communication technologies, but should also be a forerunner in implementing these innovative advancements for the benefit of the exhibition world in general.

Above is direct quote from IELA website what Training Working Group is for. There are still just the right elements how we should put effort to keep track on the high speed technology development. Cell phones are coming more like computers and media centers.

The core is how we can take advantage of the new technologies.

We have made some background research and prepared a simple demo how to make a questionnaire sent as two direction SMS allowing answer by two direction SMS or if the cell phone supports web connection it’s possible to follow a link and give your answers on website. The demo will be targeted to BOM members. There is possibility to have the service provider to come and give a presentation and run a demo at next general meeting and share this with all member companies.

Best Regards
Erkki Koski

Dear IELA Members,

I would like to start by thanking Tijen Ozer for her commitment during the last 3 years in her capacity as Chair of the Customs Working Group. Under her leadership, the group has moved forward by improving the way in which information regarding customs regulations and information is shared between members of IELA.

Our primary aim as a working group is to continue to maintain and develop the database of customs procedures and regulations. This database will continue to be updated regularly and we are looking at ways in which to present the information in more useable formats.

Europe is preparing for major changes to customs clearance procedures. European member states are continuing to discuss practical ways to implement the Modernised Customs Code (Regulation (EC) 450/2008). The MCC is set to simplify existing clearance procedures by reducing the number of available Customs Procedure Codes, creating a paperless system for submitting customs documentation and to create a central system with increased cooperation between Customs authorities throughout the whole of Europe.

The MCC was originally scheduled for implementation by 2013, but the complex nature of the subject as well as the financial investment required in the area Information Technology will almost certainly result in this target being delayed.

We will monitor the continuing negotiations and will provide updates on this, as well as any other issues, on a regular basis.

Best Regards
Michael Hunter
Dear friends,

After a short period (but longer than expected) of foundation, it’s a great pleasure to pronounce the official start of the new PR & Marketing Working Group.

To be honest in former times we had a committee called “PR-committee”. So the word “new” isn’t 100% right. And for sure we have to appreciate the big efforts that Maria Lorenz from BTG did as chairwoman in this times for this committee.

But nowadays the way of communicating and networking are a little bit different, so I decided to call our old/new committee “PR & Marketing Committee” to show our new spirit.

From the today point of view we are proud to greet 7 members:

a) Daniela Romaniw from Agility Australia
   Dani, thank you very much for joining us regarding the fact that Bob as IELA Chairman is also involved in IELA in a very time intensive and unpaid way. So, now the two main key players of Agility Australia are spending their time for IELA.

b) Evelyne Duval from Group ESI, France
   Evelyne, thank you very much for joining us regarding the fact that ESI is growing in a very strong way. That needs a lot of time from your side.

c) John Harrison from UniGroup, USA
   John, thank you very much for joining our group based on your own proposal, because I didn’t dare to ask him, because he is also member of organizers committee.

d) Bill Langworthy from Rock It Cargo, USA
   Bill, thank you very much for joining us regarding the fact that your personal situation needs so much time. Best wishes for you and your health.

e) Ben Wang, Through Transport, Taiwan
   Ben, thank you very much for joining us. Maybe you are the youngest in our group. So we expect the most progressive ideas from your side.

f) Last but not least it is great pleasure to have Vicky Bedi from PS Bedi, India in our group. He is the very important connecting link between our committee and the IELA Board of Management, because he is a port of the BOM. Vicky thank you for supporting us.

g) Kay Lohe from Cretschmar MesseCargo, Germany as the Chairman of this group.
   For sure we are really open-minded for everyone else of IELA who wants to join us! If you get the feeling that someone of your IELA network wants to support us, don’t hesitate to invite him.

The big question everyone wants to get an answer is: what will be our purpose and what kind of work we have to do!

My personal reason to lead and refund this committee is to bring IELA more closely to the relevant exhibition markets in the world.

So, our first “job” will be the process of restructuring the IELA homepage. We defined the 1st of Jan 2012 as online starting day of the new homepage. After a successful implementation of the new modern webpage, we as working group have to concentrate on the IELA Report and new ideas for contents of IELA newsletters.

Most warm regards

Kay Lohe
Chairman PR & Marketing Committee
6TH IELA SENIORS CLUB MEETING
MUNICH, GERMANY, 27-29 MAY 2011

17 MEMBERS OF THE IELA SENIORS CLUB TOGETHER WITH THE CHAIRMAN OF IELA, ACHIM LOTZWICK, ASSEMBLED AT THE EXCELSIOR HOTEL IN THE CENTRE OF MUNICH DURING THE AFTERNOON ON FRIDAY THE 27TH OF MAY, REPRESENTING 5 DIFFERENT COUNTRIES IN EUROPE AND ASIA.

DESPITE THE WET WEATHER WE WALKED TO THE NEARBY RESIDENCE MUSEUM AND WERE GIVEN A GUIDED TOUR AROUND THE RESIDENCES WHICH FOR CENTURIES WERE THE POLITICAL AND CULTURAL CENTRE OF BAVARIA’S RULING DYNASTIES INCLUDING THE KINGS OF BAVARIA TO THE EARLY PART OF THE 20TH CENTURY.

In the evening we departed for dinner at the Munich Olympic Tower restaurant, which was very kindly sponsored by BTG Messe Spedition GMBH, Augsburg. For the dinner, we were pleased to be joined by Christoph Rauch, Managing Director of BTG, and his wife, Barbara.

During the fine dinner we all enjoyed the stunning views of Munich from the revolving restaurant, and everyone thoroughly enjoyed the very kind hospitality of Christoph and Barbara. Achim Lotzwick also took the opportunity to say a few words to the Group on behalf of the Board of Management of IELA.

The following day, the weather improved and we were taken by coach for the hour or so drive south east of Munich to the “Bavarian Sea”, Lake Chiemsee. Upon arrival at Bernau, we boarded a boat that took us to the island of Herrenchiemsee which is blessed with breathtaking natural beauty and is particularly famous for the castle modelled in the style of the Palace of Versailles in France. It was built in the late 19th century at the extravagance expense of the legendary King Ludwig II. However due to lack of funds, and the sudden death of the King in mysterious circumstances, the Palace could not be completed.

After we were given a short guided tour of the castle we took a leisurely walk to a restaurant on the island for a light lunch before returning to the hotel by boat and coach.

In the evening we all enjoyed a superb dinner at the restaurant in the hotel, which was closed to the public. There were many memories to be talked about during the evening by everyone, not only about the day itself, but also about the years that have passed. It was a thoroughly enjoyable occasion.

The following morning we assembled for breakfast together, before departing for home. Hans Brauchli closed the meeting by thanking all the sponsors who have supported the Seniors Club so generously.

Hans also took the opportunity to thank Waltraud Rauch, who has worked so hard in planning this visit to Munich together with Jean-Paul Moser and Thierry Demeure. Everyone agreed that the weekend had been a great success. Hans also mentioned the fact that a few of the stalwarts of the Seniors Club were unable to attend this year because of ill-health and it is hoped that they will be able to attend next year, when it is possible that the meeting will take place in Dublin, Ireland.

Alan Hunter, June 2011
GBH Forwarding, UK

SPONSORS

The Sponsors thanked for their support were:
Board of Management of IELA
BTG Messe-Spedition GMBH, Augsburg, Germany
Clamageran Foirexpo, Paris, France
Cretschmar MesseCargo, GMBH, Dusseldorf, Germany
Inter Expologistics Ltd., Geneva, Switzerland
R.E. Rogers (India) Pvt Ltd., New Delhi, India
Schenker Ltd., Kelsterbach, Germany
Société des Entrepôts de Vevey Ltd., Vevey, Switzerland
Trans-Impex Ltd., Altstatten, Switzerland
TWI Global Exhibition Logistics, Las Vegas, USA
Ziegler Expo Logistics, Brussels, Belgium
NEW MEMBERS

We are pleased to welcome the following new members:

<table>
<thead>
<tr>
<th>Mr George Jacob</th>
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<tbody>
<tr>
<td>Agility Fairs &amp; Events</td>
</tr>
<tr>
<td>Dubai UAE</td>
</tr>
<tr>
<td>P.O. Box 36683</td>
</tr>
<tr>
<td>Dubai</td>
</tr>
<tr>
<td>UAE</td>
</tr>
<tr>
<td>T. +9714 8131100</td>
</tr>
<tr>
<td>F. +9714 8863878</td>
</tr>
<tr>
<td>E. <a href="mailto:GJacob@agilitylogistics.com">GJacob@agilitylogistics.com</a></td>
</tr>
<tr>
<td>W. <a href="http://www.agilitylogistics.com">www.agilitylogistics.com</a></td>
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</table>

From our roots in emerging markets, Agility brings efficiency to supply chains in some of the world’s most challenging environments, offering unmatched personal service, a global footprint and customized capabilities in developed countries and emerging economies. Agility is one of the world’s leading providers of integrated logistics with more than 22,000 employees in over 350 offices and 100 countries.

Our vision: to be a new type of logistics leader meeting the challenges of global trade

Our mission: to facilitate trade through innovative supply chain solutions

Our values: integrity, personal ownership, teamwork and excellence

Our customer promise of personal service:

We thrive on challenges and consistently go above and beyond for our customers. You can count on Agility employees around the world to tackle today’s uncertainties with the confidence that stems from their deep knowledge of local markets and their logistics expertise. Unmatched personal service sets us apart.

Each one at Agility assumes a high degree of personal responsibility for your job; and we will not rest until that job is done to your satisfaction. We anticipate instead of react, and we follow through.

Behind every contract, supply chain solution, phone call and shipment is a personal relationship with you, our customer. Whether we are managing your entire supply chain or offering a specialized service, our ability to listen and learn before taking action is what makes our employees your partners and our solutions more effective.

<table>
<thead>
<tr>
<th>Mr. Joe Aoun &amp; Mr. Ziad Harb</th>
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<tbody>
<tr>
<td>BCC Qatar</td>
</tr>
<tr>
<td>2nd Floor-Asia Travel Bldg</td>
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<tr>
<td>Airport Road-Facing Capital Police</td>
</tr>
<tr>
<td>Doha</td>
</tr>
<tr>
<td>Qatar</td>
</tr>
<tr>
<td>T. +974 444 3436/7/8</td>
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<tr>
<td>F. +974 444 3430</td>
</tr>
<tr>
<td>E. <a href="mailto:joe.aoun@bcclogistics.com">joe.aoun@bcclogistics.com</a>; <a href="mailto:ziad.harb@bcclogistics.com">ziad.harb@bcclogistics.com</a></td>
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<td>W. <a href="http://www.bcclogistics.com">www.bcclogistics.com</a></td>
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BCC Logistics-Qatar is a Freight Forwarding and Logistics Provider operational in Qatar since 2007. We offer all types of Shipping and Transportation Services, as well as Clearance and Delivery throughout Qatar whether by Sea Freight, Airfreight or Land freight. Our Staff is highly qualified, professional and dedicated to offering a service that stands out in the Qatari market, and among all the overseas agents.

Fairs & Exhibitions:

BCC has a dedicated division that is specialized in handling exhibition shipments. Throughout the years, BCC have been nominated as official freight forwarder and exclusive on site handling for major exhibitions in the Middle East.

<table>
<thead>
<tr>
<th>Mr Raja A Khouri</th>
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<tbody>
<tr>
<td>CML (Consolidated Marketing &amp; Logistics Corp.)</td>
</tr>
<tr>
<td>322 King Abdullah II Street Amman</td>
</tr>
<tr>
<td>Jordan</td>
</tr>
<tr>
<td>T. +962 6 5856956</td>
</tr>
<tr>
<td>F. +962 6 5857757</td>
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<tr>
<td>E. <a href="mailto:raja.khour@cml-jo.com">raja.khour@cml-jo.com</a></td>
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<tr>
<td>W. <a href="http://www.cml-jo.com">www.cml-jo.com</a></td>
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</table>

Consolidated Marketing & Logistics Corp. (CML) is a family owned company established in Jordan in 1992. Since its conception, CML has emerged as one of the most committed players in the freight and logistics market in Jordan towards creating excellent and transparent service standards.

CML was the exclusive EXEL agent in Jordan from 1992 until April 2006 when EXEL was acquired by DHL. In May 2007, CML became UPS Supply Chain Solution exclusive Authorized Service Contractor in Jordan.

CML is an IATA agent and the only accredited FIDI-FAIM affiliate in Jordan. CML is also the only member and shareholder of UniGroup Worldwide UTS in Jordan.

CML is the only member in Jordan of IELA.
Mr Achim Rauser  
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E. ARauser@agilitylogistics.com  
W. www.agilitylogistics.com

Agility Fairs & Events Germany is the official appointed forwarder at the fairgrounds in Berlin, Frankfurt, Hanover and Leipzig and is able to offer any kind of service at all other show sites in Germany as well as worldwide.

Our Services:
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- Repacking, storage of empties and re-export handling
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Agility Fairs & Events offers a convenient “single point of contact” service to our customers, tailored to their specific logistics needs pertaining to the success of any trade fair, sports, visual & fine arts or performing events. Our staffs understand customers’ special needs for extraordinary care, precision timing and close attention to every detail.

Leveraging on our global network of 550 offices in over 100 countries in Asia, Europe, the Middle East and Americas, Agility Fairs & Events offers our customers personalized service, specialized capabilities, global coverage and local expertise ensuring the best results for all our trade fairs and events projects. Our reputation as a premier, world-class exhibition forwarding specialist is affirmed in our yearly official appointments for major fairs and events around the world.

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Ms Joyce Lian  
UNITEX LOGISTICS LTD, CHINA  
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W. www.unitexlogistics.com

Unitex Group established in Hong Kong on 1997 with 8 branches in China with a total of 600 staffs and 150 sales marketing staffs working in our company. The Unitex team is very active and aggressive and is very strong in ‘Buying’ and very ambitious in ‘Selling’ company in China. Freight Forwarding and 3 PL Logistics are the core biz in Unitex and we have close, good relation and co-operation with most of the S/Line and A/Line.

Head office: Hong Kong  
China Corp office: Shenzhen  
China Branches: Guangzhou, Xiamen, Ningbo, Shanghai, Qingdao and Tianjin  
Total manpower in China: 600 (till end of Dec, 2010)  
Total Sales & Marketing manpower in China: 150

Our loading performance of 2009 & 2010 and target of 2011:

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<th>2011 (Target)</th>
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<td>Job</td>
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<td>100,200.00</td>
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*We keep min two digit grow last 14 years and we keep growing strongly!

Unitex Group has been involved into Exhibition Logistics biz for the last 3 years and we are growing very fast and very aggressively. We have good experience on the Out-Site Exhibition biz and we are providing two cargo hubs in Shanghai and Guangzhou with our competitive rate to consolidate the Expo cargo to Worldwide.
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  Fax: +33 1 453 028 81
  Email: paris@clamageran.com

- Paris Nord Vilepinte-Le Bourget Disneyland Paris
  Tel.: +33 1 486 333 71
  Fax: +33 1 486 332 38
  Email: vilepinte@clamageran.com

- Northern & Eastern regions of France
  Tel.: +33 1 572 536 40
  Fax: +33 1 453 028 81
  Email: france_sud@clamageran.com

- LYON Eurexpo (and other exhibition venues in Lyon / middle-west and south-west regions of France)
  Tel.: +33 4 789 006 00
  Fax: +33 4 789 051 61
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