WHRLD

INTERNATIONAL EXHIBITION LOGISTICS ASSOCIATION



IELA NEW MEMBERS

Introducing four new partners to the network



BTG welcomes you to the IELA Congress & Partnering Event 2013

BTG Messe-Spedition GmbH

...has successfully been operating in the exhibition and event logistics business for almost 40 years.

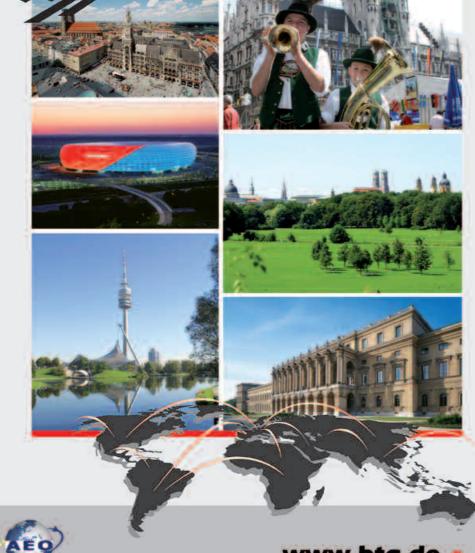
Today our multilingual exhibition professionals handle annually over 500 exhibitions worldwide. With BTG locations in Germany, Switzerland, China, Russia, Mexico and Argentina and together with our global agent network, we offer specialised exhibition logistics of the highest standard. The daily implementation of the most important criteria according to which BTG works - service, quality and reliability - builds the basis of the successful further development of recent years.

Excellent contacts to foreign customs authorities, public authorities and important government offices are all a part of the parcel, as well as the mutual trust which has grown over many years to our partners at the respective fair grounds all over the world.

Give us the opportunity to impress you with our service!

BTG Messe-Spedition GmbH

Parkstrasse 35 86462 Langweid / Augsburg Tel.: +49 821 4986 - 102 Fax: +49 821 4986 - 231



messe@btg.de



www.btg.de

Impressions of Munich

SPECIAL EDITION



▶CHAIRMAN'S CORNER

IN THIS ISSUE

▶ EDITOR & ADVERTISING

IELA Secretariat

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Dear IELA Members, this is my fifth IELA Chairman's corner and I am thrilled to write it and to hold this position



Dear all,

This is the final report before our 28th **Congress in Munich.** In my last report we talked through the Congress and issues arising so no need to about those points.

In Munich we will be adding four new Board members, the candidates are well experienced and will assist me in growing our great organisation. Without a solid and experienced Board we cannot move forward so I look forward to introducing the candidates and of course their new responsibilities.

A far more pressing point in all of our minds must be the global economy and how we cope with smaller exhibitions, cancelled shows and tighter marketing budgets. This we will do in Munich because wherever we sit in the world as a community we are all faced with the same problems. Green shoots are appearing but just when we feel secure another problem can arise.

Safety must be a focus, every day around the world a father, son, mother or sister is lost to an industrial accident. We must play our part in keeping the environments we work in safe and secure. This we will talk about again.

On those serious notes lets ensure Munich is productive and a worthwhile investment. Socialising is fun but let's also get some serious takeaways from our important Congress.

Cheers.



MEMBERS NEWS MEMBERS NEWS

▶MEMBERS NEWS



A. Chaumet, M. Rodríguez (Managing Director Man Events), E. Pitchelu and P. Zieger.

ESI Group key figures for 2012:

780 events in France and

5000 sqm in CDG area

200 sqm in Paris Nord – Villepinte show site

3 on-sites permanent offices

(office & premises)

> 21 million € turnover

· 66 employees

6 branches

abroad

ESI GROUP REINFORCES ITS LEADERSHIP IN THE FRENCH MARKET OF EVENTS LOGISTICS

We are pleased to announce that we have successfully concluded a merger agreement with MAN EVENTS, a French handling company specialized in on-site operations for several years.

The team of MAN EVENTS is composed of 10 supervisors and forklift drivers, well experienced, who will join our existing operations staff beginning of May 2013.

They will work under the supervision of **Philippe Zieger** -our Logistics Manager-, and **Emmanuel Pitchelu** -our Domestic Events director-.

Our development strategy follows the same policy and the same objective from the beginning:

Providing our customers and agents a complete range of services, answering to any of their needs and requirements.

This new merge increases our operational stature and allows us to be present on all major exhibition sites in Paris area, as well as other events places all over the country:

We will develop our activity on Paris – Porte de Versailles exhibition site with a permanent team, and have opened a permanent representative office in the South of the country (French Riviera).

More than ever, we are focusing on guaranteeing a GLOBAL, COMPETITIVE and QUALITATIVE OFFER, thanks to a unique organization in the French events market.

All of us are fully committed towards the Fairs & Exhibition industry.

We are really enthusiastic to strengthen our leading position and expand our operational forces. \blacktriangleleft

>> For more information, please contact Evelyne Duval >> evelyne.duval@group-esi.com.

▶MEMBERS NEWS





>> Dean Wale and Paul Brady collecting the award.

CEVA SHOWFREIGHT WON THE AWARD FOR THE 'BEST SUPPLIER TO EXHIBITORS' AT THE EXHIBITION NEWS AWARDS HELD AT LONDON LANCASTER ON WEDNESDAY 10TH APRIL.

The prestigious awards evening organised by **Mash Media** (publishers of Exhibition News and Exhibition World magazine) was attended by over 800 industry professionals including organisers and venues from around the world.

Mark Bristoll, Sales Manager for CEVA Showfreight commented 'We are thrilled to have won this award for the second year running. The award goes to the whole team, without question. The win also speaks volumes about the consistency of our commitment to exceed our customer's expectations time and time again. Close co-operation, thinking outside the box and sheer hard work is how we operate on a daily basis, serving many of the major exhibition organisers at some of the biggest events around the world'.

▶ www.cevalogistics.com

ROGERS



>> Ravinder Sethi, Managing Director, R.E.Rogers India & Member EC, IEIA. Paul Woodward, Managing Director, UFI. Rakesh Kumar, President, IEIA.

UFI / IELA MEMBERS AT IEIA'S OPEN SEMINAR

The Indian Exhibition Industry Association (IEIA) held the 3^{rd} edition of its Open Seminar in Delhi, April $25^{th}/26^{th}$. (www.ieia.org)

It had prominent global speakers/delegates from UFI, IAEE, Auma, the GermanMesses, as also many other international organizers. The Indian industry was represented in toto - prominent being the CMD of the Indian Trade Promotion Organization (ITPO).

IELA was also well represented by all its India members.

The Seminar brought forth many issues which need addressing in the Indian industry. Amongst these were: getting an 'industry status' (thus government grants); need for more venues; less government controls; M&As, Sustainability; Health and Safety; etc.

Ravinder Sethi, Founder-member and Executive Committee member of the **IEIA** played a prominent role in the whole Seminar.

The next Open Seminar is expected to be held in conjunction with the UFI Asia-Pacific Seminar in April 2014 at the Bangalore International Exhibition Centre (BIEC). ◀

▶▶www.ufi.org

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NEW MEMBERS

NEW MEMBERS

► NEW MEMBERS

Introducing four new partners to the network WELCOME TO IELA!

CASPIAN FREIGHT SERVICES LLC.

Baku Expo Exhibition and Convention Center H.Aliyev ave., Surakhany district AZ 1128, Baku, AZERBAIJAN



General Management

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The Team

Eve Novikova Jeyhun Kerimov Zaur Seyidov Gulnara Huseynova

- Country Manager
- Director based in Azerbaijan
- Foreman / Warehouse Manager
- Accountant
- Workers

About Caspian Freight Services LLC.

Shipping to that special event may be a daunting task, whether you want to send a pack of giveaway brochures, a marble sculpture, 50 javelins or a guitar and amp. **Caspian Freight Services** in Azerbaijan are here to take your worries away. With our wealth of experience in event shipping, we will ensure that your shipment progresses safely and smoothly to its destination, whether that is Azerbaijan or another international location.

Our professional staff, trained to international standards, will explain all the procedures in detail from transportation to customs clearance formalities to on-site handling. They will find the most cost efficient way to transport your shipment and provide help and support at any and all stages of the process.

We are the only company in Azerbaijan who specialises solely in event shipping, including trade shows, exhibitions, live events, sporting events and art events. Many of the shipments we handle are high value, fragile and time sensitive so we understand the importance of your consignment being handled correctly and reaching its destination promptly. It is this knowledge that gives us the edge over general freight forwarders.

At the Baku Expo Center, close to Baku International Airport, our custom built modern storage facility offers a clean and safe environment for ALL your storage needs. ◀

▶ NEW MEMBERS

WELCOME TO IELA!

ELF SHIPPING LLC.

P.O.BOX 30344, Deira, Dubai, U.A.E.

General Management T: +9714 2556220 F: +9714 2686845 info@elfshipping.com

www.elfshipping.com



The Team

Mr. Manoj Sharma

Mr. Irshad Khan

Mr. Mubashir Ahmed

Mr. Sanchayan Majumdar

Deputy Managing Director

Vice President Sales

Director - Operations

Director - Finance & Administration

About ELF Shipping LLC.

ELF Shipping LLC. is an enterprise with seasoned exhibition freighting professionals on board providing seamless freighting and logistics solutions to and from UAE and other parts of the Middle East.

Each member of the enterprise has a proven track record with most of them having experience in the industry for over a decade.

We have the expertise of handling all the small and major shows and events in Dubai, Sharjah and Abu Dhabi with official and non - official status. We provide service to all the customers ex door up to the booth at the show and return ex booth to door of the customers through our global network of agents.

We specialize in providing logistics support for Exhibitions, Trade Fairs, Art Handling, International Music concerts, Symposiums, Conventions and Special Events. ◀

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NEW MEMBERS NEW MEMBERS

▶ NEW MEMBERS

WELCOME TO IELA!

GROUP A LOGISTICS INDIA PVT. LTD.











110 028 New Delhi

info@groupalogistics.com

www.groupalogistics.com





The Team

INDIA

Vikrant Gogia PooJa Gogia Swapan Mandal Suresh Chhikara Anil Bhardwaj Suresh Kumar Kuldeep Razdan

- ▶ Founder & Managing Director
- ▶ Director & Founder Member
- ▶ National Head CRM Exhibition & Special Events
- ▶ Finance & Statutory Compliance
- ▶ Member Core Team Overseas Fairs
- ▶ Member Core Team Inbound & Domestic Fairs
- Director Business Development Fairs & Events

About Group A Logistics India PVT. LTD.

Exhibition / Event organizer, Stand Builder & Exhibitor have particular logistics needs and required experienced logistic professional who understand the requirements to handle safe & reliable transfer of exhibits, odd dimensions, fragile, IT equipments from one exhibition to another, our team as International Freight Forwarder and integrated Logistics Solution Provider is well equipped and ready to deliver global services, multi market tours, special events, project launch & major presentation.

Also have own custom license issued by THE GOVT. OF INDIA, member of IELA, IEIA FIATA, FFFAI, FIEO, MTO.

We are also Empanelled Site Handling Agent at BIEC (Bangalore International Exhibition Centre) and Chennai Trade Centre to handle the Exhibitions beside other venue in India. ◀

- COMPREHENSIVE SERVICE PACKAGES INDEX:

 > Customs rules & regulation information.

 > Planning of exhibits managements.

 > Arrange bank Guarantee/ Re- export Bond/ATA Carnet on behalf of exhibitor for Temporary import
- shipment. > Completion of custom formalities.
- Site Handling Expert.Loading/ Unloading, Transportation.
- On-site temporary office.Storage prior & after Exhibition.
- Delivery of exhibits & on-site services including
- un-packing, re-packing & storage of empties.

 > Completion of Return formalities & delivery to next
- destination by air or by sea.

 Specialized to handle EXHIBITION / ATA CARNET/
 DEFENCE PROJECTS EQUIMPMENTS FOR INSTITUTIONAL PURPOSE/ EVENTS/ ROAD SHOWS Shipments.

▶ NEW MEMBERS

WELCOME TO IELA!

SWISS EXPO LOGISTICS AG

Zürcherstrasse 46 8400 Winterthur **SWITZERLAND**



General Management T: +41 52 213 33 00 F: +41 52 213 33 22

info@swiss-expologistics.com www.swiss-expologistics.com

The Team

Alexandra Erdmann

Felix Sadenwasser

Operations Manager

Philipp Bersinger Konrad Skowronski Project Manager Project Manager

▶ CEO

About Swiss Expo Logistics AG

Our origin is a promise

> Fair logistics from a single source made in Switzerland.

What we do

> Trade fair logistics is our mission.

We offer a global logistics network as well as tailor-made logistics solutions for our clients trade fair appearance. We build an individual transportation concept considering all available carriers. One of our core competencies is to manage all customs related documents such as Carnet ATA, temporary and permanent clearance.

Whether by land, air or sea: The exhibits of our clients will get to their presentation safely and on time.

Who we are

> Passionate people make a vision come true.

Our team consists of employees that bring many years of hands-on experience and valuable competences in the trade fair, event and exhibition field. These sophisticated members of the team compliment each other very well and are always up-to date.

Of course, trainings in all fields on a regular basis are taken for granted.

"We take care of what WE know best, so our clients have a clear mind to do what THEY know best." ◀



Munich, June 29th • July 4th

28th IELA Congress & 2nd IELA Partnering Event ENGINEERING PROFESSIONALISM

JOIN THE MUNICH EXPERIENCE

→ 28th IELA Congress

& General Assembly

June 29th • July 2nd 2013, Hotel Sofitel Bayerpost Munich



>> SECRETARIAT Elizabeth Niehaus

CONTACT DETAILS
T. +41 41 661 1718
E. elizabeth@iela.org

►► SO DAYS BEFORE THE EVENT 148 DELEGATES
HAVE REGISTERED TO THE CONGRESS AND
272 DELEGATES HAVE REGISTERED TO THE
2ND PARTNERING EVENT!

Dear all,

Since the Barcelona events in 2012, **IELA** has grown. We are the Association, the Industry Stakeholder representing 126 members from 48 countries, the world's best exhibition and event logistics providers.

The upcoming 28th IELA CONGRESS & 2nd PARTNERING EVENT will be an experience. The strong attendance really does go to show the key role of both knowledge and networking platforms as the meeting point of the Industry worldwide.

In this pre-Munich IELA REPORT edition you will find all details to plan and make the best out of **your** participation. Have a look at the detailed Congress, Companion and Partnering Event programmes and take the best slots for both 1-2-1 sessions on June 30th and July 3rd via MY AGENDA!

Our speakers in Munich bring years of practical know-how and experience. Participants will have the opportunity to hear thought-provoking keynotes addresses. One of our highlights this year: Mr. Thomas Khoo's presentation "Global Overview on Trade Fair Industry - Where's the beef?"

The Secretariat Team is very much looking forward to meeting you all in Munich. Our first twenty months on the job have been very intense and challenging. Our 'Number One' priority is furthermore to build on engagement with members. We are here to serve you, to help you improve your businesses. We are proud of being part of this great Association and we look forward to brainstorming with all of you during our stay in Munich, working together for a stronger IELA.

With best wishes,

Elizabeth Niehaus
IELA Secretariat



▶▶Ulrich Kasimir

Senior Vice President Schenker Deutschland AG

▶ www.dbschenker.com/de



Dear members,

I am wondering how we can possibly best put the year's motto "Engineering professionalism" into practice. As one of seven German hosts, we have thought back and forth as to how to support our event with valuable content.

A sudden inspiration whispered that professionalism starts off with having a perfect relationship with all members. And what could be better than creating an inspiring setting for the most important event to establish good contacts with each other? Yes, you are right! A delicious and exciting Gala Dinner.

It's a pleasure for us to welcome you on July 1st at **Rilano No.6 Lenbach Palais** for a fantastic evening. I am sure we shall all enjoy this great networking opportunity! ◀

Look forward to seeing you.

Ulrich Kasimir

HOST MEMBERS

HMS



down in 1998.



Thomas Khoo

KEYNOTE SPEAKERS

Mr. Thomas Khoo is owner of Interfama

Exhibition Company, the Singapore based international organiser with core business in

organising trade fairs and exhibitions in Asia. **Mr. Khoo** went on to play an instrumental role in

industry head for many years until he stepped

Mr. Khoo served on the trade advisory committee

set up by the Singapore Trade Development Board;

As Chairman of the Exhibition Management Services

Advisory Committee, EMSAC, from 1986-1996, and

led numerous trade missions to various countries to promote the exhibition industry in Singapore. He was

set up by the TDB in 1996 to promote Singapore as

an International Exhibition City. In 1997 the EMS

Working Group replaced the EMSAC and Mr. Khoo was

appointed as the Chairman of the EMS Council.











E N C I N E E D I

O N A L I







June 29th • July 2nd 2013, Hotel Sofitel Bayerpost Munich



Breakfast for Delegates & Companions

Coffee Break > Foyer, Ground Floor

Lunch > Nymphenburg I, Ground Floor

29th IELA Congress, Amsterdam 2014

Coffee Break > Foyer, Ground Floor

Working Group Sessions > Nymphenburg III and II, Ground Floor

Working Group Reports > Nymphenburg III and II. Ground Floor

Chairman's closing session > Nymphenburg III and II, Ground Floor

"Motor Shows Logistics by BMW, MINI and Rolls-Royce"

Bus Departure to Gala Dinner & Awards Night

Key Note Speaker: Mr. Nicol Puchner > Nymphenburg III and II, Ground Floor

Global Exhibition Industry and its current state > Nymphenburg III and II, Ground Floor

Gala Dinner & Awards Night > Rilano Nr. 6 > Dress code: Dark lounge suit & cocktail dress.





CONGRESS PROGRAMME











28th IELA CONGRESS

12:00 - 20:00

Congress Registration > Hotel Entrance

17:00 - 18:00

Induction Meeting by **Bob Moore**, IELA Chairman

Introduction to First Time Participants & New Members > Board Room B

17:00 - 21:00

Shooting IELA Portraits > Foyer, Ground Floor

19:00 - 21:00

Welcome Cocktail IELA Congress > Foyer, Ground Floor > Dress code: Smart Casual















07:00 - 08:00 08:00 - 08:30

Breakfast for Delegates & Companions Registration to the General Assembly > Foyer, Ground Floor

08:30 - 09:00

Welcome & Roll Call > Nymphenburg III and II, Ground Floor General Assembly > Nymphenburg III and II, Ground Floor

09:00 - 10:00 10:00 - 10:30

Coffee Break > Foyer, Ground Floor

10:30 - 11:15

Key Note Speaker: Mr. Thomas Khoo > Nymphenburg III and II, Ground Floor

"Global Overview on Trade Fair Industry - Where's the beef?"

11:15 - 12:00 Key Note Speaker: Mr. Waldemar Müller > Nymphenburg III and II, Ground Floor "Service"

12:00 - 13:30

Lunch > Nymphenburg I, Ground Floor Formal Networking Sessions Part 1 - 6 slots > Nymphenburg III and II, Ground Floor

13:30 - 15:30 Coffee Break > Foyer, Ground Floor

15:30 - 16:00

16:00 - 17:20 Formal Networking Sessions Part 2 - 4 slots > Nymphenburg III and II, Ground Floor

16:00 - 17:30

IELA Road Runner (see separate programme)

19:00

Bus Departure to Host Dinner

19:15 - 23:00

Host Dinner > Augustiner Keller > Dress code: Casual

CONGRESS SPONSORS



÷**≫**BTG































10:00 - 15:30

19:00 - 21:00

9:30

07:00 - 09:00

09:00 - 10:30

10:30 - 11:00

11:00 - 12:30

12:30 - 14:00

14:00 - 15:30

15:30 - 16:00

16:00 - 16:30

16:30 - 17:00

19:15 - 23:00

17:00

19:00









Bus Departure to DAY OUT

DAY OUT: The German Olympics





Welcome Cocktail Partnering Event > Foyer, Ground Floor > Dress code: Smart Casual.







E N G I

28th IELA CONGRESS 28th IELA CONGRESS MUNICH MUNICH

HOTEL DETAILS

The Sofitel Munich Bayerpost is located in the heart of the town, only 100 meters away from the central station. Behind the historical facade of the former royal-Bavarian postal office you can find quiet a charming emission of a traditional building combined with modern interior design.

• SOFITEL Munich Bayerpost

Bayerstrasse 12 80335 München, Germany +49 (0) 89599480

Booking reservations via H5413-RE@sofitel.com

▶▶TRAVEL

Distance from the Hotel: From Munich International Airport: 39.6 km From Central Station "München HBF": 100m From Messe Munich: 11,6 km Transportation from and to the airport By bus. There is a special bus transfer called Lufthansa Airport Bus.

It is a quick, inexpensive and comfortable way to get from the airport to the city and back. The buses depart at convenient 20-minute intervals from the terminals and at the central area at the airport.

The price for a one-way ticket from Munich Airport to the Munich Central Station is 10,50 EUR and for a return ticket is 17,00 EUR.

Travel time from Munich Airport to Munich Central Station will be approximately 40 minutes.

> Departure times at Munich Airport

Terminal 2	Terminal 1, A	Munich Airport Center	Terminal 1, D
06:25	06:29	06:31	06:34
06:45	06:49	06:51	06:54
07:05	07:09	07:11	07:14
07:25	07:29	07:31	07:34
07:45	07:49	07:51	07:54
08:05	08:09	08:11	08:14
08:25	08:29	08:31	08:34
every 20 mi	nutes		
22:05	22:09	22:11	22:14
22:25	22:29	22:31	22:34

The airport S-Bahn rail link S1 travels from Munich Airport via Munich Hauptbahnhof (main station) to Ostbahnhof and back. Travel time is approximately

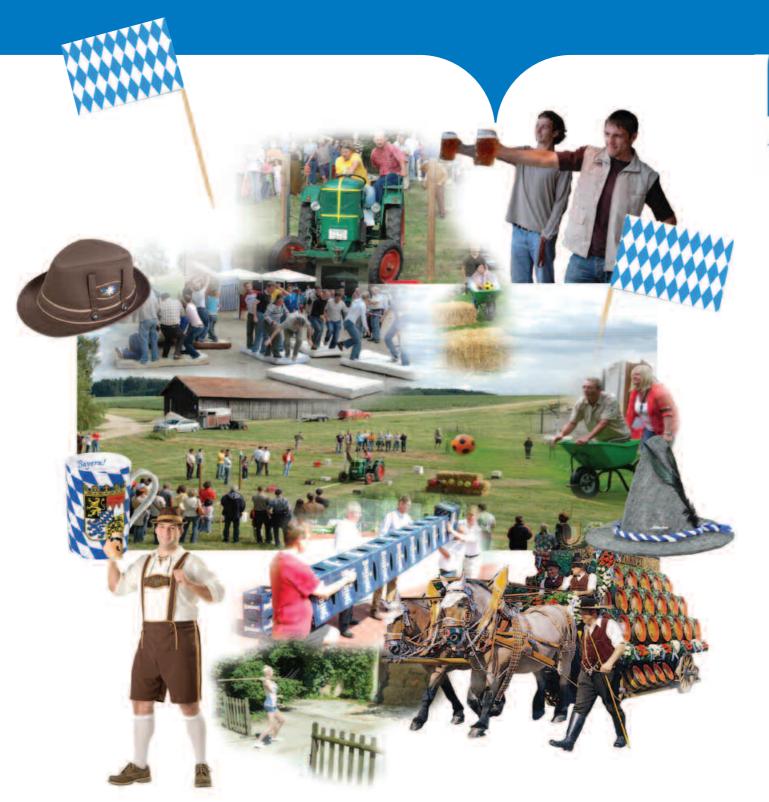
Another S-Bahn rail link S8 goes from Munich Airport via Ostbahnhof and Hauptbahnhof (Main Station) to Herrsching in approximately 41 minutes.

Each train service runs every 20 minutes to and from Munich Airport. A single ticket to Munich central station/ back to the Airport costs EUR 10.40.

The journey from Munich International Airport to the SOFITEL Munich Bayerpost will take you between 30 to 50 minutes depending on the acutal road conditons.

You can find the taxi stands at Terminal 1 on the arrival and departure level E04 right in front of Modules A-E and also at Terminal 2 along the access ramp for buses and taxis to the north of the arrical level E03 and the

Expect to pay around EUR 70 for the journey to the hotel.





June 29th • July 2nd 2013, Hotel Sofitel Bayerpost Munich

Munich, July, Tuesday, 2nd

Be part of the 2013 Bavarian Olympics and learn a bit of "Bayrisch"!

On July 2nd in the small village Inchenhofen approx. 70 km from Munich, exciting Olympic disciplines will be waiting for you. Here are some of the 8 challenges, with the first pronunciation exercises for our tongues:

- "Traktor Parcours" = Tractor parcours
- "Schubkarrenrally" = wheelbarrow rally
- "Matratzenrennen" = mattress race
- "Heugabel-Zielwurf" = pitchfork targeted draft
- **"Bierkasten-Weitstapeln"** = beer crate stacking
- **"Bierkisten-Staffellauf"** = beer crate relay
- "Jodln" = yodeln (like Heidi)
- "Maßkrug Stemmen" = Lifting and holding beer steins Who keep the 7.6 kg or 2.8 kg beer mug with an outstretched arm for the longest in the air?

Away from the hectic big city hustle and bustle, you have to earn the fame yet hardly. Not only cleverness but also fighting team spirit may be helpful to eke out the title of Bavarians next Olympic star.

Guides will be waiting for you at every single station, presenting new challenges for example the tractor parcour. This discipline depends on your driving skills. It is time to change the forklift against a massive tractor. The challenge is to prick balloons, which are attached at bale of straw, all over.

Another discipline is the beer crate stacking. In a team you have to stack many beer crates as you are able to stabilize. Be aware of the fact, that you have to build a horizontal tower.

So get inspired and be part of it. Have fun or how we say it in Bavaria: "Mordsgaudi" (loads of fun). ◀

Let the Bavarian Olympics begin...!

CONGRESS SPONSORS





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G I

Country

France

France

France

France

France

France

Germany

Greece

Greece

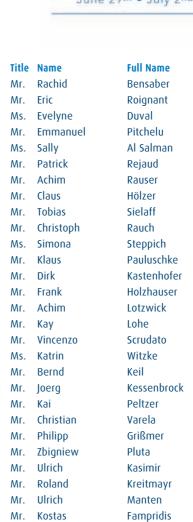
▶ CONGRESS PARTICIPANTS

of registered delegates (status 15 05 2013). 1/8

NO	. 01	registered delegates (status	15.05.2013): 14	ŏ
No	. of	countries represented: 39		

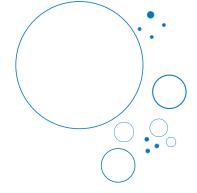
Title	Name	Full Name	Company	
Mr.	Robert	Moore	Agility Fairs & Events Pty Ltd.	
Ms.	Daniela	Romaniw	Agility Fairs & Events Pty Ltd.	
Mr.	Ron	Koehler	DB Schenker	
Mrs.	Sabine	Schlosser	DB Schenker	
Ms.	Eve	Novikova	Caspian Freight Services LLC	
Mr.	Jean-Marc	Salmon	Ziegler Expo Logistics	
Mr.	Pieter	Francken	Ziegler Expo Logistics	
Ms.	Mariane	Ewbank	Fulstandig	
Mr.	Claudio	Machado	Fulstandig	
Ms.	Gisele	Lessa	Fulstandig	
Mr.	Ludmil	Rangelov	ORBIT Ltd.	
Ms.	Sandi	Trotter	TWI Group Inc. (Canada)	
Ms.	Alicia	Mayer	Deca Express S.A.	
Ms.	Carolina	Sanchez	Deca Express S.A.	
Mr.	Eric	Ye	Agility Fairs & Events Logistics	
			(Shanghai) Co. Ltd.	
Mr.	Michael	Pan	Agility Fairs & Events Logistics	
			(Shanghai) Co. Ltd.	
Ms.	Cathy	Zang	Bondex Logistics Co., Ltd.	
Ms.	Cherie	Ren	Bondex Logistics Co., Ltd.	
Ms.	Yuan	Zhong	BTG International Freight	
			Forwarding Co., Ltd.	
Ms.	Lixin	Dong	BTG International Freight	
			Forwarding Co., Ltd.	
Mr.	Albert	Tsui	JES Logistics Ltd.	
Ms.	Joanna	Lam	JES Logistics Ltd.	
Ms.	Phoebe	Chang	JES Logistics Ltd.	
Mr.	Xu	Xu	Sinotrans Beijing Company	
Mr.	Li	Lian Zhi	Sinotrans Beijing Company	
Mr.	Shi	Zhi Gang	Sinotrans Beijing Company	
Ms.	Isabel	Jin	Sinotrans Logistics Development Co., Ltd.	
Ms.	Cindy	Dai	Sinotrans Logistics Development Co., Ltd.	
Mr.	Tomas	Dospisil	CENTRUMSPED s.r.o.	
Mr.	Claus	Baek	Blue Water Shipping	
Ms.	Irene	Johansen	On-Site Denmark Aps	
Mr.	Sameh	Gurguis	Samehco Int l Forwarding	
			& Exhibition Services	
Mr.	Erkki	Koski	Suomen Messulogistiikka Oy	
Mr.	David	Palomo Sanchez	Suomen Messulogistiikka Oy	





Company	Country
CLAMAGERAN	France
CLAMAGERAN	France
E.S.I. Group	France
E.S.I. Group	France
WEL - World Exhibition Logistics	France
WEL - World Exhibition Logistics	France
Agility Fairs & Events GmbH (Germany)	Germa
Agility Fairs & Events GmbH (Germany)	Germa
Agility Fairs & Events GmbH (Germany)	Germa
BTG Messe-Spedition GmbH	Germa
Cretschmar MesseCargo GmbH	Germa
Cretschmar MesseCargo GmbH	Germa
DHL Trade Fairs & Events GmbH	Germa
DHL Trade Fairs & Events GmbH	Germa
GONDRAND ATEGE GmbH	Germa
Hansa-Messe-Speed GmbH	Germa
Hansa-Messe-Speed GmbH	Germa
Hansa-Messe-Speed GmbH	Germa
Hansa-Messe-Speed GmbH	Germa
Hansa-Messe-Speed GmbH	Germa
Schenker Deutschland AG	Germa
Schenker Deutschland AG	Germa
Schenker Deutschland AG	Germa
Orphee Beinoglou S.A.	▶ Greece
Orphee Beinoglou S.A.	Greece
Group A Logistics India Pvt. Ltd.	▶ India
PS Bedi Group	India
PS Bedi Group	India
PS Bedi Group	India
Orient Marine Lines Pvt. Ltd.	India
R.E. Rogers India	India
Siddhartha Logistics Co. Pvt. Ltd.	India







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Bulgaria

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Denmark

Egypt

Finland

Finland











Mr.

Mr.

Mr.

Mr.

Mr.

Mr.

Mr.

Mr.

Vikrant

Vicki

latin

Kanwar

Shirish S.

Ravinder

Lekh Raj

Sudhir

Raj

Mr. Siddhartha





Chiou

Gogia

Bedi

Bharadwaj

Tegh Bedi

Kulkarni

Sethi

Dhavan

Thakur

Sharma

Sen













I O N A L I S M ENGINE GINE

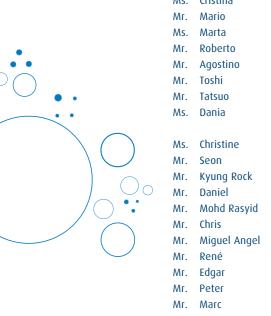
28th IELA Congress & General Assembly

28th IELA CONGRESS

MUNICH

June 29th • July 2nd 2013, Hotel Sofitel Bayerpost Munich





Title	Name	Full Name
Mr.	Parag Padhya	
Mr.	Sameer	Pandya
Mr.	Sandeep	Mithal
Mr.	Niall	Thompson
Mr.	Guido	Fornelli
Ms.	Cristina	May
Mr.	Mario	Carniglia
Ms.	Marta	Piccoli
Mr.	Roberto	Pasini
Mr.	Agostino	Montini
Mr.	Toshi	Sasahara
Mr.	Tatsuo	Shigeta
Ms.	Dania	Al-Hawi
Ms.	Christine	Oh
Mr.	Seon	Jeon
Mr.	Kyung Rock	Min
Mr.	Daniel	Mithran
Mr.	Mohd Rasyid	Bin Abdullah
Mr.	Chris	Smith
Mr.	Miguel Angel	Lara
Mr.	René	Carvajal García
Mr.	Edgar	Gonzalez
Mr.	Peter	Busscher
Mr.	Marc	Uitenbroek
Mr.	Bas	Wiendels
Mr.	Bas	Oversier
Mr.	Olusegun	Lawal
Ms.	Marzena	Zawadzka-Szulc
Mr.	Ziad	Harb
Mr.	Alexey	Levitsky
Mr.	Sergey	Mints
Mr.	Andrey	Andreev
Mr.	Michael	Ng

Company
Siddhartha Logistics Co. Pvt. Ltd.
Siddhartha Logistics Co. Pvt. Ltd.
Translink Express (I) Pvt. Ltd.
Interflow Logistics Ltd.
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GONDRAND S.r.l.
OTIM S.P.A.
OTIM S.P.A.
Saima Avandero Spa
Saima Avandero Spa
Blueline
Ishikawa-Gumi, Ltd.
Consolidated Marketing & Logistics
(CML)
KEMI-LEE Co., Ltd.
KEMI-LEE Co., Ltd.
Korea Interlink Inc.
JIM Project & Expo Logistics(M)Sdn.Bhd.
R.E. Rogers (Malaysia) Sdn. Bhd.
R.E. Rogers (Malaysia) Sdn. Bhd.
Jaguar Trafimar Logistica, S.A. de C.V.
New Age Of International Business SA de CV
New Age Of International Business SA de CV
CEVA Showfreight B.V.
Valverde B.V.
Valverde B.V.
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BCC Logistics Qatar
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Agility Fairs & Events Logistics
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Pte. Ltd. (Singapore) Transit Air Cargo SIN Ptl. Ltd.
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Country India India India Ireland • Italy Italy Italy Italy Italy Italy Japan Japan • Jordan Когеа Когеа Когеа Malaysia Malaysia Malaysia Mexico Mexico Mexico Netherlands Netherlands Netherlands Netherlands Nigeria Poland Qatar Russia Russia Russia Singapore Singapore



tle	Name	Full Name
۱۲.	Leon	Roux
۱۲.	Pablo	Martinez
s.	Yolanda	De Paz
s.	Katarina	Nilsson-Moe
۱r.	Peter	Widman
۱r.	Andy	Björck
۱r.	Thomas	Luechinger
۱r.	Markus	Eichenberger
۱۲.	Dominique	Geiser
۱۲.	Mathias	Schatzmann
۱۲.	Daniel	Bataller
۱۲.	Manuel	Mazzini
۱۲.	Roberto	Fumani
ls.	Alexandra	Erdmann
۱r.	Tom	Huang
۱r.	Nuttacom	Rungrassamee
۱r.	Feyzan	Erel
۱r.	Ersan	Ertem
۱r.	George	Jacob
۱۲.	Rodney	Fernandes
۱r.	Brunato	Rodrigues
۱r.	Praveen	Phudhuvail
۱۲.	Irshad	Khan
۱۲.	Manoj	Kumar
۱r.	Farook	Al Zeer
۱۲.	Dean	Wale
۱r.	Jonathan	Kidd
۱r.	Jeff	Broom
۱r.	Michael	Hunter
۱r.	Michael	Beckers
۱r.	Jim	Kelty
۱r.	Brad	Watson
۱۲.	Matt	Dell'Orto
s.	Anne	Norkin
۱۲.	Louis	Kerpan
s.	Gul	Khodayar
s.	Tania	Khodayar
۱۲.	Brian	Avis
s.	Valarie	Kaiser

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Resa Expo Logistics
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ELF SHIPPING LLC
ELF SHIPPING LLC
Salem Freight International
CEVA Showfreight
European International (Fairs)
EUROPA SHOWFREIGHT
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Airways Freight Corporation
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Airways Freight Corporation
GlobeX Logistics Inc.
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Mr. Mohamed Ghazali Saad

Ms. Priscilla

Mr. James



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Singapore





















TWI Group Inc. (USA)







USA



ENGINE ENGINEERING O F E S S I O N A L I S M MUNICH

28th IELA CONGRESS 28th IELA CONGRESS





We've created for you a Munich City Map. Have a look and enjoy the city!

Sunday, 30th

9.30 Bus departure from the Hotel Sofitel Bayerpost.

10:00 - 12:00 **City tour** to the highlights of the beautiful city Munich together with an English speaking guide.

12:15 Bus departure to **Sedcard**.

12.30 - 16:30 Professional photo shooting, where make-up artists and photographs

will take good care of you, whilst caterers will provide fancy food and beverages.

▶ www.munich-sedcard.com

Bus departure to the hotel.

Monday, 1st

9:30 Bus departure from the Sofitel Bayerpost hotel to the "Nymph's Castle",

a wonderful Baroque palace and former summer residence of the rulers of Bayaria.

Palace and Garden Tour. 10:00 - 12:00

12:15 Bus departure to the historical center.

12:30 Lunch at "Hofer, the Stadtwirt":

> Enjoy the Bavarian/Austrian cuisine in one of the oldest merchant residences in Munich in the middle of the historic city center,

between the Marienplatz and the Alten Hof.

▶ www.hofer-der-stadtwirt.de

14:00 End of programme & time for shopping!

(The bus will drive back to the Hotel Sofitel Bayerpost).

16:30



MUNICH



















2nd PARTNERING EVENT





▶ PARTNERING EVENT **PROGRAMME**



15:00 - 20:00

19:00 - 21:00

07:00 - 08:30

08:30 - 08:45

08:45 - 10:45

10:45 - 11:15

14:15 - 16:15

16:15 - 16:45 16:45 - 17:45

19:15 - 23:00

19:00



Event Registration > Foyer, Ground Floor

Welcome Cocktail > Foyer, Ground Floor

Breakfast for Delegates

Welcome > Foyer, Ground Floor

Coffee Break > Foyer, Ground Floor

Lunch > Nymphenburg I, Ground Floor

Bus Departure to Partnering Event Dinner

Partnering Event Night > 8 Seasons. Dress Code: Casual.

Coffee Break > Foyer, Ground Floor



Formal Networking Sessions Part 1 – 6 Slots > Nymphenburg III and II, Ground Floor

Formal Networking Sessions Part 2 – 6 Slots > Nymphenburg III and II, Ground Floor

Formal Networking Sessions Part 3 – 6 Slots > Nymphenburg III and II, Ground Floor

Formal Networking Sessions Part 4 – 3 Slots > Nymphenburg I, Ground Floor





>> Vincenzo Scrudato

Global Managing Director of DHL Trade Fairs & Events

▶▶www.dhl-tfe.com



Welcome to Munich!

DHL is more than proud that Munich has been chosen as the location for this years **IELA Congress and Partnering Event** – this gives us the opportunity to introduce one of the German Industrial Center of Excellence to all participants.

Munich is a world leader not only in soccer but also in many key industrial and market sectors such as automotive and IT without losing site of their heritage, history and famous traditions.

The mixture of outstanding business professionalism and Bavarian cosiness turns Munich into a fantastic IELA host city.

We are looking forward to meeting you there!



Vincenzo Scrudato



DON'T MISS IT!

The Messe München (Trade Fair Centre) in Riem offers the ideal site for successful trade fairs and conferences thanks to more than 180,000 m² of exhibition space in 17 halls and 360,000 m² of outdoor exhibition space.

More than two million annual visitors appreciate the first-class design and equipment which make it child's play to realize modern events.

We are please to invite you to join the tour on Thursday July 4th. Please let us know if you are interested in joining the tour and send us a short email to ▶▶angelina@iela.org ◀

▶P.S. The bus to Messe Munich will leave the Sofitel Hotel Bayerpost at 10:00 a.m.



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> Golf Tournament

> Tour to Messe Munich

> Informal Networking













TOUR TO

MESSE MUNICH

on Thursday, July 4th



















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IELA▶ REPORT72 23

Country

Algeria

Australia

Australia

Australia

Austria

Belgium

Belgium

Brazil

Brazil

Brazil

Brazil

Brazil

Brazil

Bulgaria

Canada

Canada

Canada

Canada

China

▶ PARTNERING EVENT PARTICIPANTS

Title

Adel

Ms. Daniela

Robert

No. of registered delegates (status 15.05.2013): 272

Full Name

Rebai

Moore

Romaniw

No. of companies represented: 157

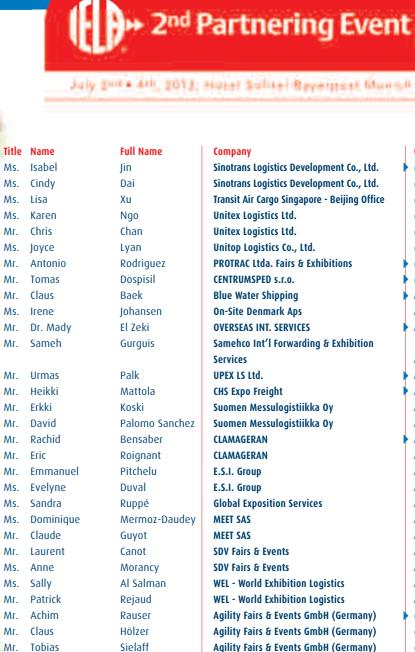
No. of countries represented: 47

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	Mrs.	Sabine	Schlosser
	Mr.	Heimo	Schwarzbauer
	Ms.	Eve	Novikova
	Mr.	Jean-Marc	Salmon
	Mr.	Pieter	Francken
	Ms.	Mariane	Ewbank
	Mr.	Claudio	Machado
	Ms.	Gisele	Lessa
	Mr.	Fabio	Machado
	Mr.	Sidnei	Brandão
	Ms.	Claudia	Grigolon
	Mr.	Ludmil	Rangelov
\setminus	Ms.	Sarah	Barnes
	Mr.	Al	Patterson
	Ms.	Jenny	Singer
′() •••	Ms.	Sandi	Trotter
	Mr.	Eric	Ye
	Mr.	Michael	Pan
	Ms.	Cathy	Zang
	Ms.	Cherie	Ren
	Ms.	Yuan	Zhong
	Ms.	Lixin	Dong
	Mr.	Albert	Tsui
	Ms.	Joanna	Lam
	Ms.	Phoebe	Chang
	Mr.	Yao	Yi

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Schenker & Co. AG
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Ziegler Expo Logistics
Ziegler Expo Logistics
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Ventana Serra Shows e Eventos
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ORBIT Ltd.
Mendelssohn Event Logistics
Mendelssohn Event Logistics
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Unitop Logistics Co., Ltd.
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On-Site Denmark Aps
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Samehco Int'l Forwarding & Exhibition
Services
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CHS Expo Freight
Suomen Messulogistiikka Oy
Suomen Messulogistiikka Oy
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CLAMAGERAN
E.S.I. Group
E.S.I. Group
Global Exposition Services
MEET SAS
MEET SAS
SDV Fairs & Events
SDV Fairs & Events
WEL - World Exhibition Logistics
WEL - World Exhibition Logistics
Agility Fairs & Events GmbH (Germany)



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Country China

China China China China China

Colombia

Czech Republic **Denmark**

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Egypt Estonia Finland **Finland**

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Mr. Zhang

Xu

Mr.

Mr. Shi





Huadong

Xin

Xu

Lian Zhi

Zhi Gang



















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Pauluschke

Kastenhofer

Holzhauser

Zysnarski

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Sinotrans Beijing Company

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E N G

I N G

Jakob

Christoph

Simona

Frank

Wolfgang

Mariusz

Siddhartha

BTG Expo GmbH

BTG Messe-Spedition GmbH

BTG Messe-Spedition GmbH

BTG Messe-Spedition GmbH

BTG Messe-Spedition GmbH

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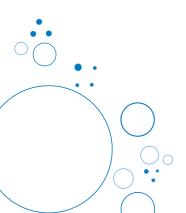
Japan

► PARTNERING EVENT PARTICIPANTS

2nd PARTNERING EVENT



July 200 • Alt. 2013, Morel Sciffiel Bayerpest Municil



Full Name Title van Rahden Achim Lotzwick Mr. Lohe Mr Scrudato Witzke Mr. Hofmann **Thomas** Baloia Mr. Denis Mr. Keil Mr. Kessenbrock Mr. Peltzer Kai Grißmer Mr. M۲. Herzberger Mr. Thomas Stallinger Loibl Mr. Andreas Mr. Christian Kausch Mr. Rüdiger Hülsmann Mr. Robert Wimmer Mr. Kieweg **Thomas** M۲. Norbert Kastl Andreas Mattick Mr. Ms. Sabine Barwinna Мг Ard Mr. Thompson Ms. Christine **Thompson** Mr. Markus Brandl Mr. Alexander von Gerichten M۲. Mr. Roland Kreitmayr Мг Ulrich Manten M۲. Norbert Smentek Mr. Hermanns Mr. Wilhelmi Karsten Mr. Pries Mr. Olaf Bosse Mr. Detlef Simon Thorsten Mr. Becker Michael Stromeyer Mr. Rolf Brosius

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Country Germany Germany



Title	Name	Full Name
Mr.	Kostas	Fampridis
Ms.	Jenny	Chiou
Mr.	Uttam	Gupta
Mr.	Armayesh	Buhariwala
Mr.	Vikrant	Gogia
Mr.	Neeraj	Makhija
Mr.	Harpreet	Singh
Mr.	Rajeev	Chadha
Mr.	Shirish S.	Kulkarni
Mr.	Manoj	Gautam
Mr.	Aashish	Kulkarni
Mr.	Vicki	Bedi
Mr.	Jatin	Bharadwaj
Mr.	Kanwar	Tegh Bedi
Mr.	Ravinder	Sethi
Mr.	Sudhir	Dhavan
Mr.	Lekh Raj	Thakur
Mr.	Raj	Sharma
Mr.	Kumar	Sushil
Mr.	Jain	Shrenik
Mr.	Soman	Kartik
Mr.	Siddhartha	Sen
Mr.	Parag	Padhya
Mr.	Sameer	Pandya
Mr.	Al	Mithal
Mr.	Sandeep	Mithal
Mr.	Niall	Thompson
Mr.	Abe	Pirian
Ms.	Talmor	Amar
Ms.	Relly	Hason
Mr.	Sela	Aviv
Mr.	Simone	Rigon
Mr.	Mauro	Sartori
Mr.	Guido	Fornelli
Ms.	Cristina	May
Mr.	Mario	Carniglia
Ms.	Marta	Piccoli
Mr.	Nicoló	la Macchia
Ms.	Eriko	Abe
Mr.	Toshi	Sasahara

Company	Country
Orphee Beinoglou S.A.	Greece
Orphee Beinoglou S.A.	Greece
BIG Logistics India Pvt. Ltd.	▶ India
Buhariwala Logistics	India
Group A Logistics India Pvt. Ltd.	India
Movers International Pvt. Ltd.	India
Movers International Pvt. Ltd.	India
Movers International Pvt. Ltd.	India
Orient Marine Lines Pvt. Ltd.	India
Orient Marine Lines Pvt. Ltd.	India
Orient Marine Lines Pvt. Ltd.	India
PSBedi Group	India
PSBedi Group	India
PSBedi Group	India
R.E. Rogers India	India
Siddhartha Logistics Co. Pvt. Ltd.	India
Siddhartha Logistics Co. Pvt. Ltd.	India
Siddhartha Logistics Co. Pvt. Ltd.	India
Star Worldwide Group	India
Translink Express (I) Pvt. Ltd.	India
Interflow Logistics Ltd.	▶ Ireland
Abetrans Logistics Ltd.	Israel
Israel Cargo Logistics Ltd.	Israel
Israel Cargo Logistics Ltd.	Israel
Israel Cargo Logistics Ltd.	Israel
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Cogefrin SPA	Italy
EXPOTRANS S.r.l.	Italy
GONDRAND S.r.l.	Italy
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SWISS EXPO

PARTNERING EVENT PARTICIPANTS

Mr.

Ms.

Mr.

Mr.

Mr.

Mr.

Mr.

Mr.

Mrs.

Mr.

Mr.

Ms.

Mr.

Mr.

Mr.

Mr.

Mr

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Ms

Mr.

Mr.

Mr.

Mr.

Mr.

Mr.

Mr.

Tunde

Darius₇

Marcin

Ahilin

George

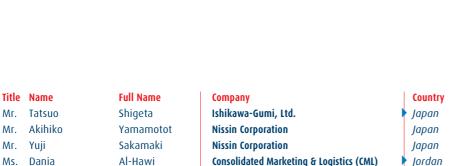
Andrey

Alexey

Sergev

Andrev

Marzena



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KEMI-LEE Co., Ltd.

KEMI-LEE Co., Ltd.

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R.E. Rogers (Malaysia) Sdn. Bhd.

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Al-Hawi Lee 0h Jeon **Tackie** Hona Vaidas Beniusis Croxson Mithran Daniel Albert Perianayagam David Bin Abdullah Mohd Rasyid Smith Chris Benitez Bera Miguel Angel René Carvajal García Edgar Gonzalez Olusegun Lawal Aderibigbe

> Akonom Borys Frontczak Zwadzka-Szulc Branco Harb Mathew Ershov Belyaev Levitsky Mints

> > Andreev

Aderibiabe

Mr. Michael Mohamed Ghazali Saad

Priscilla Leong New Age Of International Business SA de CV **IAL Nigeria** KSP Shipping & Logistics Ltd. KSP Shipping & Logistics Ltd. netlog Polska Sp. Z.o.o. netlog Polska Sp. Z.o.o. P.M.S.T Transmeble International Sp.z.o.o. Universal Express Sp.z.o.o. Feirexpo SA **BCC Logistics Qatar** BIN YOURSELF CARGO EXPRESS W.L.L. **000 BTG Exhibition Logistics 000 BTG Exhibition Logistics** Expowestrans ZAO Expowestrans ZAO

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Singapore

Malaysia Malaysia Malaysia

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Qatar

Singapore

Singapore



July 2004 & 400 2012, Musel Spittel Reperposit Manual.



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Geiser

Kubias

Fumani

Brauchli

Martin

Fritsch

Höller

Wirz

Haerri

Huang

Deng

Erdmann

Eichenberger

Schatzmann

Degirmenci

Ng lames Naz Yusoff Leon Roux Olwage Brent Belina Flores Juan Carlos Perez Enrique Oliver Tost Martinez

Mr. Mr. lose Mr. Pablo Ms. De Paz Yolanda Mr. Reina lorae Magdaleno Mr. Xavier Widman Björck

Mr. Andy Mr Thomas Mr Markus Dominique Mr. Mathias Mr. Peter

Title

Mr.

Ms.

Mr.

Ms.

Ms. Dilek Roberto Mr. Hans Ruedi Ms. Valérie Mr. Christoph Mr. **Thomas** Ms Alexandra

Mr. **Thomas** Mr. Stefan Mr. Tom Mr. Leon Mr. Nuttacom Mr. Tongchai Mr. Peter Mr.

Mr.

Mr.

Mr.

Mr.

Mr.

Mr.

Rungrassamee Chiochan Busscher Van Zijl Paul Vissie Pohlmann Lars Uitenbroek Marc Bas Wiendels Bas **Oversier**

Company

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Agility Spain S.A. **COMARFEX LOGISTICA DE FERIAS SL**

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SEMPEX AG SEMPEX AG

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T-LINK MANAGEMENT LTD Crown Van Lines Co. Ltd.

Eurotran Expo Service Co. Ltd. Rogers Bangkok

Sunexpo Services Co. Ltd. CEVA Showfreight B.V.

Fairexx Logistics for Exhibitions Fairexx Logistics for Exhibitions Schenker International B.V.

Valverde B.V. Valverde B.V. Van Der Helm - Hudig

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Country

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South Africa South Africa

Spain Spain Spain Spain Spain

Spain Spain Spain

Sweden Sweden Switzerland

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Switzerland Switzerland Switzerland Switzerland

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ISO 9001 : 2008 ISO 14001 : 2004





▶ PARTNERING EVENT PARTICIPANTS





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28th IELA CONGRESS & 2nd PARTNERING EVENT MUNICH 28th IELA CONGRESS & 2nd PARTNERING EVENT MUNICH

2013 IELA GOLF Tournament July 4th







▶ IELA GOLF

Rates:

50.00 EUR > Green Fee for 18 Holes: > Green Fee for 9 Holes: 22.00 EUR > Rental of Clubs: 25,00 EUR

> Full Set 15,00 EUR Half Set

> Rental of Pull Cars: 5,00 EUR

Observations:

The course is located approximately 30 minutes away from the Munich airport and more or less 20 minutes away from the Sofitel Munich Bayerpost.

▶ The 2013 IELA Golf Tournament is kindly sponspored by Expowestrans ZAO.



We are very pleased to invite you to the "2013 IELA Golf Tournament" taking place on Thursday, July the 4th at the Munich Golf Club Eschenried "Gut Eschenhof".

Enjoy the tournament, the great scenery, the golf and of course the relaxed, informal networking! Arrangements will be made for transport to be available from the Sofitel Munich Bayerpost direct to the course at approximately 08:00 am.

The tee will be reserved from 09:00 am so there will be plenty of time to check in, collect the clubs, which are available for hire. The shop will be open for any purchases such as gloves, tees, balls etc. After play has been completed lunch will be available after which the presentations will take place. A superb trophy will be presented, kindly donated to IELA by Nat Wong, a previous winner of the IELA golf tournament.

It is anticipated that transport will depart from the Club at 04:00 p.m. to return to the hotel. For those who wish to return earlier, then taxis are available. Alternatively for those who wish to go straight to the airport from the club, which takes about 30 minutes, this can also be done by taxi whenever required.

Description: Spread over four golf courses, Münchner Golf Eschenried offers everything that a golfer's heart could desire: the golf clubs Eschenried, Eschenhof, Gröbenbach and Gut Häusern await active golfers of every ability level, just a stone's throw away from the centre of Munich in the pristine landscape of the Dachauer Moos since 1983.

Designed by the well-known golf architect Donald Leslie Harradine in 1990 "Gut Eschenhof" is a modern course consisting of two distinct routes of 9 and 18 holes.

The course, par 70, seems to be easy at a first glance, but needs the full concentration whether you are a beginner or experienced player. With fast greens and long fairways the course "Gut Eschenhof" approaches players no matter which handicap you have.

Please let us know if you are interested in joining the IELA Golf Open and send us a short email including your email-address, your mobile number and your needs (Full or Half Set of Clubs, left- or right-handed) to ▶info@iela-congress.com. ◀

▶ IFI A ROAD RUNNER COMMUNITY

It was a captivating experience to find out how many of our members are actively jogging or running - for enjoyment, for burning calories, or for any other reason. Quite a few of us are managing their business travel around the availability of the treadmills in the hotel health clubs.

Our home during the Congress, the Sofitel, is only a short distance away from "Englischer Garten", the huge park that stretches along River Isar. Runner's Heaven. So the idea was born to trade our hamster exercise in the gym for some real outdoor running. It will be a totally informal event, where we will run in two groups for 30 or 40 minutes. We will have one lead runner doing a 7:00 minutes/Kilometer = 11:12 minutes/Mile pace, and another challenging to a 6:00 minutes/Kilometer = 09:36 minutes/Mile pace.

This is not a race, no time will be clocked, no awards given, and no "IELA Runner of the Year" will be crowned. We are looking forward to a relaxed and enjoyable time out.

IELA will provide bus transportation to and from Englischer Garten. We are looking at following schedule, weather permitting, on Sunday, June 30th:

End of networking Part 1, time to change

Bus Departure

Bus Arrival and begin of run

End of Run - stretch, drink, chat

Departure of Bus

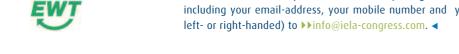
Arrival Hotel 17:30

19:00 Departure for Host Dinner

Unfortunately this coincides with Networking Part 2, so it's not an official item of the IELA Congress, but an opportunity for a special treat of exercise for those who want to participate. Just as unfortunately, the excursion will not take place if it's raining.

No need to register in advance – bring your running gear, enthusiasm and dedication and see you on

▶If you would like to find out more details, please write to Achim at ▶▶achim.lotzwick@cretschmar.de



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1 Servus.Heimat

This is a one-of-a-kind souvenir shop. Mo.- Sa. 10am - 9pm / Su. & holidays 10am - 6pm St. Jakobs-Platz 1 inside the Stadtmuseum

> U-S Marienplatz

2 Kronen

Shopping-Tip! Int. Brands housed in the most modern architectural Mo.- Sa. 10am - 8pm

Sendlinger Str. 3 > U- S Marienplatz

3 Trachten Angermaier Fraditional and modern Bavarian attire for 62 years. Mo.- Fr. 10am - 7pm / Sa. 10am - 5pm Rosental 10 > U- S Marienplatz

4 Café Frischhut

As of 5am, delicious Auszog'ne (deep-fried pastries) are baked here. What a breakfast! Mo.- Fr. 7am - 6pm / Sa. 5am - 5pm Viktualienmarkt / Prälat-Zistl-Str. 8 > U-S Marienplatz

In 1807, King Maximilian I had the market place moved here, A farmers' market once upon a time, Viktualienmarkt is now paradise for foodies. Mo.- Fr. 9am – 6pm / Sa. 8am – 4pm > U-S Marienplatz

6 Lebkuchenschmied

This shop sells original Nuremberg Lebkuchen (gingerbread biscuits) and many other baked goods year around. Mo. - Fr. 9am - 12:30pm + 13.30pm-6pm / Sa. 9am - 2pm Westenrieder Str. 6 > S- Isartor

The best shopping addresses and highlights in MUNICH

City Center

> Popular shopping mile from Tal via Marienplatz to

Theatinerstrasse and Residenzstrasse

> Area of purveyors to the forner royal court and high-class

Fünf Höfe and Schäfflerblock

> Unusual items from fashion. literature and interior desing

Maximilianstrasse

> The Mecca of top-of-the-line luxury labels

Schwabing and Maxvorstadt

> Stylish shopping in the artists' quarter

Brienner Strasse and Luitpoldblock > Splendid elegance - class and style

Sendlinger Strasse and Hackenviertel > Charming, urban mix near the Asamkirche church

Viktualienmarkt

> Land of milk and honey

Gärtnerplatz

> Hip shopping and creative trendsetters

Museumsinsel & Müller'sche Volksbad's

> The main site of the Deutsches Museum is a small island in the Isar river. If you visit the museum don't miss to take a bath at Müller'sche Volksbad's.

7 Münchner Geschenkstuben >

8 Deutsches Museum Shop

Mo - Sa 10am - 7pm

Nymphenburg Store

Tünf Höfe

Odeonplatz 1 > U - Odeonplatz

fashion, design and lifestyle.

Mo.- Fr 10am - 7pm / Sa. 10am - 6pm

Kardinal-Faulhaber-Str. 10 > U - S Marienplatz

Rindermarkt 17 > U-S Marienplatz

artistic masterpieces for over 260 years.

Mo.- Fr. 10am — 6:30pm / Sa. 10am — 4pm

 Blue Spa ▶ For 35 years, this shop has been selling handmade arts and crafts. Bavarian beer mugs, products made of ceramic, etc. Mo.- Sa. 10am - 7pm Petersplatz 8 > U-S Marienplatz

An exclusive shopping experience inspired by an extensive range of

Extraordinary toys, do-it-yourself and experimental kits,

and long-forgotten everyday yet unique items for young

Mo.- Su. 7am — 10:30pm (reservations are recommended: Tel.+49 89 2120 992). Promenadeplatz 2-6 > U - Karlplatz (Stachus)

A "cloth hall" since 1842 Founder Johan G. Frey Became famous thanks to his invention of a water-repellent material: loden cloth. Nowadays, Lodenfrey sells loden articles and traditional Bavarian attire as well as trendy designer clothing. Mo.- Sa. 10am — 8pm Maffeistr. 7-9 > **U** - Odeonplatz

Wellness high above Munich's rooftops, the Blue Spa is the crowning

glory of the Hotel Bayerischer Hof. Here star architect Andrée Putman

has created a unique pasis in the midst of a lush roof garden.

The Nymphenburg Porcelain Workshop has been skillfully creating 13

Since 1918, people have sought the exquisitely delicious chocolate creations for sale at Elly Seidl. Mo.- Fr. 9am - 6:30pm / Sa. 10am - 6pm

Maffeistr. 1 www.ellyseidl.com

14 Hofbräuhaus >

What would be a visit to Munich without a proper Maß (liter) of beer in the historic pub of what is arguably the world's most celebrated public house with live-music and a typically Bavarian atmosphere. Platzl 9 > U-S Marienplatz

15 Dallmayr Delicatessen & Café-Bistro > A Munich tradition! More than just coffee: find exquisite delicacies

Mo.- Sa. 9:30am - 7pn Dienerstr. 14-15 > U-S Marienplatz

Founded as the Bandl-Beck department store in 1861, Ludwig Beck charms all the senses with designer clothing, leather goods. accessories, lingerie, cosmetics and a broad selection of classical, iazz and talking books plus exquisite Italian wines and selected

Mo.- Sa. 10am - 8pn

Marienplatz 11 > U-S Marienplatz

17 Ratskeller München

The Batskeller resturant is housed in the vast basement of the Neues Rathaus (new town hall) building which dominates the Marienplatz. Although the Neues Rathaus is relatively young (about 100 years old), it is a classic piece of gothic architecture and this theme is carried through to the Ratskeller resturant which makes it a great dining experience. You can choose a table in the open hall or find a little alcove tucked away in one of the adjoining passages. Aside from the basement restaurant, the Ratskeller also has an outdoor terrace which is situated in a courtyard in the centre of the Rathaus building. Marienplatz 8 > U-S Marienplatz

Take a guided tour around a brewery and find out all you ever wanted to know about beer - sampling included of course! Fr. + Sa. 5:30pm

(reservations under Tel. +49 89 24231 1767)

Kaufingerstraße 28 > **U**-**⑤** Marienplatz

19 Hirmer

Shopping-Tip! A world of international fashion for men is located directly opposite of the Frauenkirche. As the world's largest house for menswear Hirmer offers on six floors a wide selection of renowned producers and labels. Mo.- Fr. 9:30am - 8pm / Sa. 9am - 8pm

20 Hermann Geschenke > Sells genuine Munich and Bayarian gifts, from Charivari pendants and beer mugs to traditional attire and Christmassy nutcrackers. Neuhauser Str. 2 > U-S Marienplatz

21 Oberpollinger >

Munich's unique department store with 33.000sqms on seven floors. Mo.- Sa. 10am – 8pm Neuhauser Str. 18 > U - Karlsplatz (Stachus)

22 Sightseeing Tour /Double-decker bus > Enjoy great views of Munich from the upper deck of a bus. Tours in as many as eight languages. Departures from 10am every 20 minutes from Hauptbahnhof (in front of the department store Karstadt).

MUSEUMSINSEL AND MÜLLER'SCHE VOLKSBAD'S

23 German Museum >

Experience the world of science and technology, from their origins to the present day, in 50 exhibition areas covering some 51 000

Open daily 9am - 5pm Museumsinsel 1

Müller'sche Volksbad's - Bathing like the ancient Romans, a piece of living history.

The Müller'sche Volksbad's magnificent art nouveau design makes it one of Europe's most beautiful swimming pools. This bathing temple on the Isar opened its doors in 1901. This is Munich's most stylish venue for enjoying swimming and the sauna all year around.

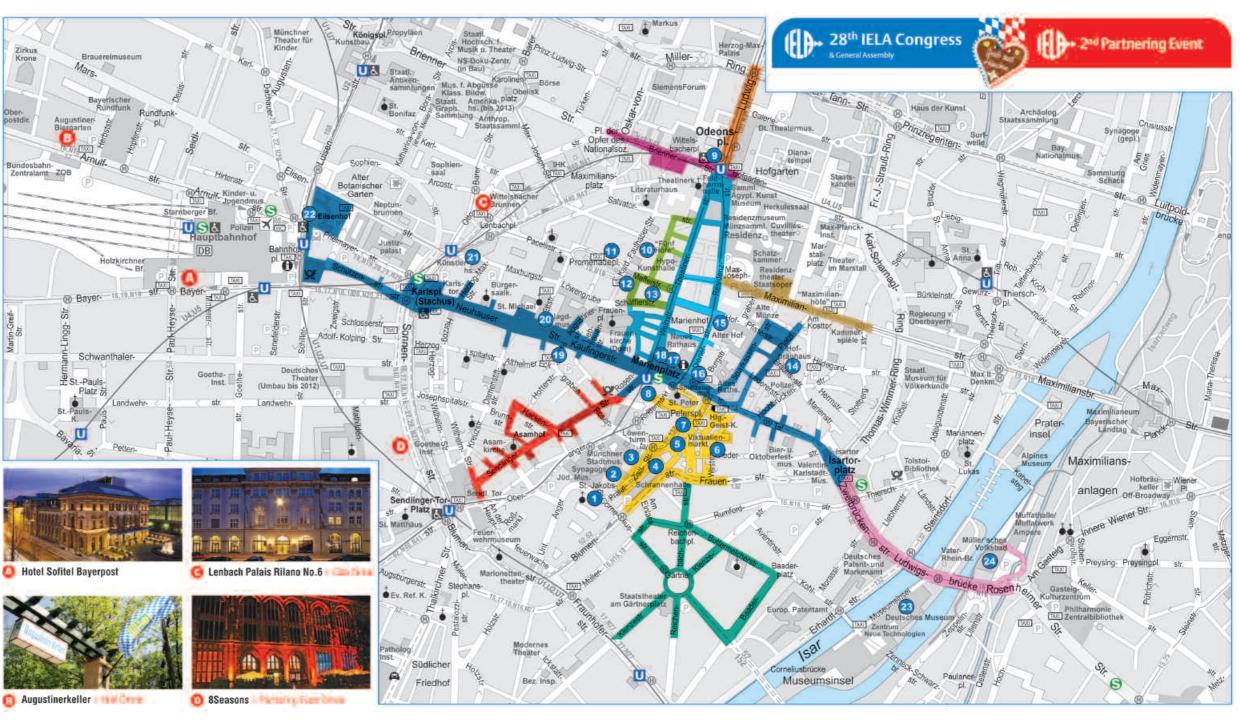
Swimming pool

Large pool only open until 5 pm Daily 9am - 11pm

· Showers and baths 5:30pm - 8:30pm Wed. Fr 8am - 1:30nm

* Ladies only all day on Tuesdays and until 3 n m on Fridays. Mixed sauna on all other days and public holidays.

Rosenheimer Straße 1 > S- Isartor /indoor-pools/volksbad.html





▶INDUSTRY - NEWS



Generational Differences in Face-to-Face Interaction Preferences and Activities

DALLAS, May 7th 2013: The Center for Exhibition Industry Research (CEIR) issued a report from The Role and Value of Face-to-Face Interaction Study Series titled *Generational Differences in Face-to-Face Interaction Preferences and Activities*.

Generational research is a hot topic in light of the forthcoming, massive generational shift in the workforce. In 2015, it is expected that Millennials will overtake Boomers as the larger portion of the workforce. As Boomers begin exiting to retirement, Millennials will share ranks with Traditionalists, Boomers and Gen Xers.

This report offers an in-depth look at shared and unique preferences and behaviors relating to face-to-face marketing, which can help organizers meet the face-to-face marketing preferences and needs of each generation.

CEIR Research Director Nancy Drapeau, PRC, said, "The good news is that face-to-face interactions at exhibitions are highly valued by professionals of all generations, including younger professionals. The fear that the relevance of this medium will wane with younger professionals is not evidenced in this study; however, there are differences organizers and marketers need to understand."

Key findings of note:

- Though the top five, ranked reasons for attending are the same across generations, motivations for attending diverge thereafter. The majority or more professionals of all ages come to look for new products, gain insights on industry trends, network with colleagues, see and talk with current vendors/suppliers, and look for new products/vendors. Additionally, younger attendees also seek to gain inspiration and motivation for their jobs; while more Older Millennials/Young Gen Xers and Boomers also go to attend conference programs or sessions.
- For all age groups, exhibits at exhibitions are ranked number one for delivering important face-to-face interactions for job performance.
- In looking at the value exhibitions deliver today compared to two years ago, as well as looking forward to the near-term future, most professionals (90 percent+) say the value is **the same or greater**. The perception of **increased value** is greatest among the youngest professionals (approximately 50 percent+), both in terms of the value exhibitions deliver today as well as anticipated value in the next two years.
- One last key finding of note relates to the effect of online interactions with attendance at exhibitions and conventions. For most attendees, interacting online has no impact on attendance to trade exhibitions. A larger percentage of younger professionals indicate interacting online has increased attendance to trade exhibitions 26 percent of Older Millennials/Young Gen Xers and 31 percent of Millennials.

The Role and Value of Face-to-Face Interaction study series examines the long-term value of face-to-face marketing and exhibitions in particular in light of major economic fluctuations and the influx of technology and alternative marketing tactics, including digital media. More than 9,000 attendees and 800 exhibitors participated in this initiative. The study was made possible by a grant from Center for Exhibition Industry Research Foundation.

About CEIR

CEIR serves to advance the growth, awareness and value of exhibitions and other face-to-face marketing events by producing and delivering knowledge-based research tools that enable stakeholder organizations to enhance their ability to meet current and emerging customer needs, improve their business performance and strengthen their competitive position. For additional information, visit >> www.ceir.org.





By Michael HunterGBH Exhibition Forwarding Ltd, UK

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WHAT ARE THE KEY VENUES IN AZERBAIJAN?

The key exhibition venue in Azerbaijan is the Baku Expo Exhibition and Convention Centre. However smaller events also take place at various hotels in Baku and other cities in Azerbaijan.

▶What are the major customs documents required for imports?

Combined commercial invoice and packing list forms need to be completed for both temporary and permanently imported goods. Russian is still used as the official language within the Azerbaijan Customs therefore invoices must be translated in to the Russian language. Azerbaijan customs procedures for exhibition freight are similar to Russian where only giveaways can be declared as full import items.

Temporary Import goods such as stand fittings / exhibits / display

panels must be imported into Azerbaijan under a customs bond and at the close of the exhibition all temporary import goods must be re-exported.

In order to arrange clearance of food, beverage, medicines, fur and leather items a **Certificate of Origin** is needed.

Depending on the mode of transport used, we also need a copy of TIR and CMR, Bill of Lading or MAWB

▶Is fumigation required on wooden packages?

At the moment the fumigation certificates are not required however that might change soon so I would suggest checking at the time of shipping.

▶Is it possible to send the goods

directly to the fair ground or do they have to be stopped by Customs first? It is impossible to send goods

directly to the fair ground. Exhibition freight cannot be consigned to the fairground either. All the freight must be consigned to the official clearance agent of that particular event and customs cleared before delivery to the stand. Even courier consignments will be stopped by customs if consigned incorrectly.

► Is temporary importation possible? Yes, it is. Temporary commercial invoice/packing list form must be

invoice/packing list form must be completed and temporary import tax paid.

▶Is a Customs Bond required for temporary imports and how it is arranged?

You must have a license in order to arrange temporary import. Your customs clearance agent will have to pay temporary import tax to customs directly (equivalent of a bond fee paid in other countries). All items imported for temporary import must leave Azerbaijan at the end of event. Physical inspection will take place on import and export of the goods.

Do permanent imports of promotional materials need to be packed and declared separately?

Yes, goods must be declared on a separate full import commercial invoice/packing list form. However it can be packed together with other freight.

▶Is customs inspection (physical check) mandatory?

Yes, physical customs inspection is mandatory for full and temporary import consignments.

▶What is the average period required for customs clearance?

Normally five working days are required for customs clearance and delivery of air freight shipments and two working days are required for customs clearance of road freight shipments.

Depending on the mode of transport used for sea freight consignments (road or rail from Poti/Batumi ports in Georgia), customs clearance might take from two to five working days from arrival in Azerbaijan.

Are sales allowed during the exhibition?

Yes, at the moment it is possible to sell an exhibit and change the status of a consignment from temporary to full import. However the buyer must be a fully registered Azeri company and it is suggested that customs clearance procedures are completed during the exhibition. If that is impossible, then at the end of the exhibition the consignment will be transferred to a bonded warehouse and storage charges will be applicable.

▶What are the restricted & prohibited items for Permanent Importation?

Once you have submitted a commercial invoice/packing list to your clearance agent, your invoice will be checked as to whether any items on your commercial invoice will require an import license. Unfortunately this list is changing constantly therefore it is very important to send your invoice for checking before dispatch.

▶What are the major problems experienced with local customs authorities. if at all?

As long as your local agent is experienced, your documentation is completed correctly and the necessary instructions are followed there will be no problems with customs clearance. However if you have a consignment to ship to Azerbaijan, I would suggest you contact your agent in Azerbaijan as early as possible.

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