PDFA

CEIR INDEX
2013 SECOND QUARTER RESULTS

UFI’s GLOBAL EXHIBITION BAROMETER

THE MUNICH EXPERIENCE

BREAKING NEW RECORDS

Post Event Reports:
28th IELA CONGRESS & GA + 2nd IELA PARTNERING EVENT / MUNICH - JUNE 2013

PLUS » MEMBERS NEWS » IELA NEWS » MEMBER’S LISTING
Official Freight Forwarder & Handling Contractor
A Customs broker & an IELA member

WEL is the logistics leader provider in Defence exhibitions

Our wish: to ensure our customers and agents a successful show
Our commitment: a door to door service in respect of your deadline
Our strength: an expert team with international experience of exhibitions specific rules and logistics specificities on the Defence industry

Overseas transport by air sea land & Charter on demand
Customs formalities
Unloading & handling on site
Intermediate storage on site (prior or after show)
Delivery on stand
Empty cases storage
Daily deliveries
Unpacking or repacking assistance
On site assistance during build- up show and break- down
Return shipment

Transitaire & Manutentionnaire officiel
WEL, prestataire de service leader international dans le domaine des Salons Défenses

Notre souhait:
garantir le succès de leurs salons aux clients et aux agents
Notre engagement:
un service clé en main adapté à vos impératifs
Notre force:
une équipe formée aux contraintes internationales des transports de matériel militaire
Notre métier:
Une prestation complète depuis votre usine à rendu livré sur stand.

WEL (World Exhibition Logistics)
12, rue des Frères lumière
ZI de Mitry-Comans
77295 Mitry-Mory France

Tél.: 33 (0) 1 64 27 21 17
Fax: 33 (0) 1 64 27 36 51
E-Mail: patrick.rejaud@wel.fr sally.alsalman@wel.fr
Visit our web site: www.world-exhibition-logistics.fr
Dear all,

Munich was the greatest!!!! Seriously the venue, the hosts, the programme and the networking were all great. Our guest speakers Thomas Kho and Nicol Puchner were very illuminating and of course who could forget Waldemar Möller! I have almost broken my chin a couple of times trying to balance a ladder there, he was very amusing and enlightening!

Adding new Board members can only strengthen IELA particularly as we now have representation from North and South America. Mariane is welcome as both our first South American member and only our third female Board member. As a challenge to the many company leaders in our industry that are female, come on look to next year’s elections!

Another stunning fact is the number of membership applications we are receiving. Christoph and his team are vetting them and of course only those that meet our standards will be accepted however in my ten years on the board there has never been so much interest.

Summarising IELA has never been stronger, 157 delegates and 307 networkers in Munich showed that run with enthusiasm and focus we are an important association. Our Organiser Working Group under the Chairmanship of Achim is setting new goals including a Health and Safety task force coordinated by Ravinder Sethi, which is key to venue and organiser interests.

We even managed a 10 kms run in Munich with 17 participants through the beautiful English Gardens, so fit in both physical and mental ways!

As I write this I am preparing to welcome the Board of management to Sydney for our October Board meeting. This one will be dedicated to strategic planning to ensure the good work to date continues. I will keep you all posted on the developments. After that I will be off to UFI in Seoul to represent IELA’s interests.

Cheers.

Robert Moore

IELA REPORT 73_Layout 1  10/21/13  1:52 PM  Page 3
MEMBERS NEWS

R.E. ROGERS INDIA INTO HIGH SPEED!

Formula One World Championship is the most premier car racing event in the world. It is the third time the event being held in India. Officially titled as the 2013 FORMULA 1 AIRTEL INDIAN GRAND PRIX, the event is scheduled to be held on 27th October 2013.

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 ONCE AGAIN by the Indian Promoter’s to supply the logistic services for the movement, third time in a row.

>> www.rogersworldwideindia.com

DB SCHENKER

DB SCHENKER LOGISTICS CONTINUES TO GROW IN THE MIDDLE EAST

DB Schenker continues to grow in the Middle East with the establishment of a new joint venture with its long-term global network partner Salem Freight International in Abu Dhabi.

After operating in Abu Dhabi for more than 20 years, Salem Freight International and its staff of 80 has been active in the market as Schenker Logistics LLC since 1st June, 2013. Farook Alzeer will extend his existing responsibilities to Managing Director of the new entity in addition to Managing Director of Schenker LLC in Dubai.

Customers will enjoy the benefits of DB Schenker’s global integrated network and products such as Air & Ocean Freight, Contract Logistics, Projects, Oil & Gas and specialized Vertical Markets including the aerospace dedicated solution, DB SCHENKER aeroports, essential to Abu Dhabi’s rapidly developing aviation sector.

>> www.dbschenker.com

LEKH RAJ THAKUR

Dear Friends,

It is but a sad day for all of us.

In grief, I inform of the demise of our Lekh Raj Thakur on the afternoon of Tuesday, 16th July, 2013, in New Delhi.

For several years, Lekh had a lung-oxio related issue, which was well under control. A few days ago, in an unexpected turn of events, the Lord took him away from us.

Many of you have expressed a sincere desire to do something. I am very touched.

I ask only for one and all to pray.

Ravinder/Kiran and the Rogers Family

JANET PRINCE

As I am sure most of you know, our dear colleague, Janet Prince passed away on August 6, 2013 after a very courageous battle with cancer.

Janet was an extremely strong woman, and battled her illness with an enormously positive attitude and a determination that was equal to her philosophy of work.

Janet was a pillar here at TWI, not only in our office in Canada, but the entire company. Over her 16 years with us, her drive and dedication were an example to us all. She would never give up, always looking for new and innovative ways to secure the business and keep the customer happy.

Janet loved to travel and travel for us she did, without ever a complaint or comment. On-site she worked tirelessly, making sure all of our TWI clients were looked after and pleased with the service. At times, I think some of our agents thought her requirements were a little over the top, but the customer always got what they wanted, when they needed it.

On the announcement of her passing, we received messages from all over the world, a true reflection of how highly Janet was regarded in our industry. Her passing is a great loss professionally and personally, but she leaves us all with fond memories of time spent together.

Sandi Brett
Director, TWI Group Inc. (Canada)
MEMBERS NEWS

THE BEST PIECE OF ADVICE I EVER RECEIVED

In 1995 when I first purchased Corrians International, later to become Expo-Service I was told by the first organiser I met, “live the industry”. This meant be on every site, every meeting, every event.

It enabled me to become very close to my key organiser and of course become chair of the local Exhibition Industry Association.

IELA was another part of the jigsaw which became a major passion.

To younger members of our industry follow the advice and live the dream, the hard yards are worth it! ▼

Robert Moore
Senior Vice President - Commercial Global Managing Director - Australasia Agility Fairs & Events

MT POLSKA TRADE FAIR AND CONGRESS CENTER

HAS APPOINTED UNIVERSAL EXPRESS SP. AS THE OFFICIAL AND EXCLUSIVE FREIGHT FORWARDER AND CUSTOMS BROKER

MT Polska Trade Fair and Congress Center has appointed Universal Express Sp., as the official and exclusive freight forwarder and customs broker for all events arranged at MT Polska Trade Fair and Congress Center located in Warsaw starting September 15th 2013.

The MT Polska Trade Fair and Congress Centre is the most modern exhibition, congress and event facility in Warsaw. In the first year of its operations, the venue hosted 32 events visited by over 132,406 people. The MT Polska Centre provides 15,200m² of space, including a 10,000m² exhibition hall, 4,000m² of outdoor space and 1,200m² of conference and office space.

A second stage of investment with an exhibition hall offering 6,800m² of additional space is already planned. The third stage of construction consists of a hotel with conference rooms and an underground parking garage.

We congratulate Universal Express Sp., for this great achievement! ▼

MORE THAN A BUNCH OF PROFESSIONALS

I like to think of IELA as a congregation of passionate, visionary people and a blast! No doubt: IELA is just like their members: fresh, inhibited, imaginative, free-thinking, restless by night...yet outstandingly professional. And last IELA’s Congress in Munich proves me no wrong.

Year after year, IELA’s Annual Congress allows us to meet as family folks towards the same goal: High performance in the industry. No exception with this year Munich’s Congress and Partnering Event! ▼

Yolanda de Paz
Export & Sales Manager, Resa Expo Logistic Barcelona, Spain
8TH IELA SENIORS CLUB GATHERING
JUNE 7TH TO 9TH 2013, LISBOA - PORTUGAL

On Friday 7th June, close to 20 participants, met in the hall of the Altis Avenida hotel in the heart of Lisboa city, to start with a guided tour of the city. All participants were very pleased to meet each other again, sometimes after several years of no show.

We took the Gloria Funicular to go up to Bairro Alto and had a wonderfull view of the several hills, the rooftops of Lisboa and the sights of the Castelo de S.Jorge. Then we strolled through the streets down to the Chiado and enjoyed refreshments at A Brazileira, where Fernando Pessoa is a permanent client (his statue is present attracting all the tourists). Our guide told us the history of Lisboa and of all the monuments we passed. In the evening a lovely drink and dinner at the hotel ended the first day. On Saturday we left to discover the country side.

A visit of the National Palace of Quezul. A beautiful place with collections reflecting 18th and 19th century living with baroque, rococco and neo-classic treasures. A walk through the gardens and off we go to Sintra. There a little rain welcomed us. We walked through the town, enjoying a little shopping and a nice lunch in a typical restaurant. In the afternoon a stop at Land's End and Boca do Inferno. Then a last stop in Cascais to discover the shops and enjoy the sun. In the evening a lovely and substantial dinner at Leao d'Ouro, with a never ending variety of local food.

On Sunday late morning a breakfast/brunch was the final get together. Time for farewell and wishes to meet again in 2014, in good health. All participants were very pleased with the programme but in particular with the very friendly and warm atmosphere. The pleasure and good feeling being together.

Lisboa: a lovely town, a place to visit and spend time. Several participants extended their stay in Portugal and enjoyed a very nice weather.

This gathering has been organised by Claude Bouyssière, the local connoisseur, and Hans R. Brauchl, the coordinator. The participants are very thankful to the sponsors. Without their support this gathering could not take place: Clamageran France, GBH Exhibition UK, IELA Board, IEL Geneva, On-Site Sweden, RE Rogers India, Schenker Germany, Transit Air Cargo Singapore, TWI USA and Ziegler Expologistics Brussels.


The 2014 IELA Seniors Club gathering is already planned from 13th to 15th June in Stockholm, organised by the Magnusson's family (On-Site Exhibition AB). IELA Seniors are looking forward to this next gathering, hoping on more participants and relying on a generous support of the Sponsors.

To the active members we wish a good business year. To the Seniors we wish you to enjoy your deserved retirement.

Take care. Thanks to All for your support. God bless you!

Thierry Demeure
NEW MEMBERS

Introducing three new partners to the network
WELCOME TO IELA!

MARS LOGISTICS

Merkez Mah. Degirmenbahce
Cad. No: 21
34197 - Yenibosna,
Bahcelievler, Istanbul
TURKEY

General Management
T: +90 212 411 4444
F: +90 212 411 4445
info@marslogistics.com    www.marslogistics.com

The Team

Mr. Esber Kaynak    Unit Manager
Mr. Namik Keles    Operation Supervisor
Ms. Banu Akca      Operation Supervisor
Mr. Koray Burkay   Assistant Operation Specialist
Mr. Umut Onsal     Assistant Operation Specialist

About MARS Fair and Events Logistics

As the exhibition and events team of MARS Logistics, we can provide you all kind of services and solutions you may need for exhibition logistics such as, customs clearance, storage, on-site handling, unpacking/packing, international transport, equipment rental, labor services and domestic deliveries.

With our wide agent network of international transportation and with our experienced team, we are getting excited to offer our services to our partners.

With the support of group companies, we can guarantee that you will get a problem free service level which will help you to maintain high level of profit from your customers.

Turkey’s custom process has different procedures and standards than other countries and as the leading logistics company of Turkey, we will be happy to enlighten you to clear goods on time without any risk or possible delay.

As an IELA member, we hope that we will have this opportunity to provide services that we are naturally capable of, such as international transportation, storage, on-site services.

It’s an honour for us to become an IELA member.
NEW MEMBERS

WELCOME TO IELA!

MASSTRANS FREIGHT LLC

Suite # 212 & 201
Al Asmawi Building
Dubai Investment Park
P.O.Box 127315
Dubai,
UNITED ARAB EMIRATES

General Management
T: +971 4885 5902
F: +971 4885 5903
info@masstrans.ae    www.masstrans.ae

The Team

Mr. Vinay Sharma              Director
Mr. Reza Ahmed                Manager Fairs & Events
Mr. Anthony Miles             Commercial Manager Fairs & Events
Ms. Cheril Archua San (Cheche) Asst. Manager Fairs & Events
Mr. Jayakrishnan K. (Jayan)   Operations Fairs & Events
Mr. Melvin Francis            Coordinator Fairs & Events

About Masstrans Freight LLC.

Masstrans Freight LLC is a vibrant and knowledge based organisation evolved to provide its clients effective and innovative solutions in a highly competitive and challenging industry. We offer a convenient “Single point Contact” service to our customers, tailored to their specific logistics needs.

Masstrans Freight LLC is multi-modal functional freight forwarding company with in-house custom brokerage licence and other essential service delivery functions like warehousing, transportation, skilled labour etc. thus ensuring customized and unique freight forwarding, exhibition & events logistics solutions to each of its global customers.

Our motivated, experienced, committed team understands customers special needs for extraordinary care, precision timing and close attention to every detail.

With offices in Dubai and Abu Dhabi, Masstrans Freight LLC is equipped to deliver specialized exhibition and events logistics services within not only United Arab Emirates but also cater to the rest of the Middle East through our specialised network of associates.

Masstrans Freight LLC as an export agent ensures that the exhibitors get a reliable, economical and smooth transportation of exhibits to any part of the world.
MOVERS INTERNATIONAL PVT LTD.

44, LGF, World Trade Centre,
Babar Road, Connaught Place
110001 New Delhi,
INDIA

General Management
T: +91 11 43412244
F: +91 11 23411144
ho@moversintl.com www.moversintl.com

The Team

Mr. Harpreet Singh
Vice President Operations
Mr. Munish Bhardwaj
Head Product Development Exhibition
Mr. Rajeek Chada
Business Head-Exhibitions, Events & Removals
Ms. Deepli Sharma
Sales Manager Fairs & Exhibitions
Mr. Prashant Khanna
Sales Manager (Inbound)

Mr. Kamaldeep
Asst. Sales Manager (Outbound)
Ms. Mamatha Kumari
Asst. Sales Manager Exhibitions
Mr. Himanshu Grover
National Manager (Fine Arts & Removals)
Ms. Anjali Narang
Overseas Coordinator (Outbound)
Ms. Himanshi
Overseas Coordinator (Inbound)

About Movers International Pvt Ltd.

Movers International, founded in November 1999, is one of India’s leading integrated inbound and outbound exhibition logistics service providers. We provide comprehensive services including venue logistics, warehouse management, transportation, customs clearance, freight forwarding, on-site handling, transit or long storage.

Our strength:

- Movers International is an ISO 9001:2000 company having our IATA, MTO & in-house customs license.
- Movers has a professional team of over 280 people having own offices at 13 cities in India; providing door to door services in air, sea, road and rail freight transport.
- Movers International is one of the leading companies in exhibition events, art, packing and house hold removals in India.
- Annual special rate contracts with airlines and shipping lines.
- Quality control with in-house customs clearance team at major airport & ports in India.
- Own transport vehicles for reliable and on time delivery of the goods to the venue.
- In-house professional trained packers & carpenters for last minute requirement by exhibitors for packing of machines or exhibits.
- We use quality packing material and English speaking supervisor.
- Material Handling equipment, drivers, labours and supervisors of the industry for hire.
- Dedicated warehouse fully insured for transit or long storage; strong room, temperature control for art exhibits.

Our Services

- Trade Fairs & Exhibition Logistics
- Conference and Seminar Logistics
- Private Demos and Road Show Logistics
- Museum and Fine Art Handling
- Sports Events Freight Logistics
- Performing Events Freight Logistics
- Freight Forwarding by Air- Sea – Road – Rail
Munich, June 29th • July 4th

**28th IELA Congress & 2nd IELA Partnering Event**

**ENGINEERING PROFESSIONALISM**

**BREAKING NEW RECORDS**

in attendance, in numbers of decision makers in one place and number of pre-arranged business meetings.

---

**28th IELA Congress**

You can see it in their smiles: *Bob Moore* and *Christoph Rauch*, IELA’s Chairman and Vice-Chairman, can’t stop grinning when you ask them about Munich. It’s no wonder that the two are in a good mood because IELA’s positive development over the past year exceeded all expectations.

Indeed, Munich has proven itself: With 157 delegates representing 41 countries, the 28th IELA Congress & General Assembly was an immense success. The strong attendance and commitment really did go to show the key role of the event as knowledge and networking platform, as THE meeting point of the industry worldwide.

Four new Board members were elected. *Mariane Evbank* from Fulsband Shows and Events Brazil, *Ulrich Kasimir* from DB Schenker Germany, *Jim Kelly* from Airways Freight Corporation USA and *Ravinder Sethi* from R.E. Rogers India.

The breakout sessions in Munich enabled the development of tighter *Working Groups*, which build the core and spirit of our association. The Working Group sessions focused on new training materials and courses, raising the awareness of the IELA Standards and evolving the IELA presence in developing countries.

A group focusing on O H & S under the chairmanship of *Ravinder Sethi* will work closely with other associations and organisers to ensure IELA members practice safe work methods on all sites they operate globally.

Our keynote speakers gave input of customer’s orientated services and the challenges in the exhibition and event forwarding industry:

*Mr. Thomas Khoo*, “Global Overview on the ASEAN Trade Fair Industry – Where’s the beef”™.
*Mr. Nicol Puchner*, “Motor Shows Logistics by BMW, MINI and Rolls-Royce”™.

*Both presentations are available to all members under the new MEMBER ZONE at www.iela.org.*
Breaking new records in attendance, in numbers of decision makers in one place and number of pre-arranged business meetings.

Munich, June 29th – July 4th
28th IELA Congress & 2nd IELA Partnering Event

You can see it in their smiles: Bob and Chris, IELA’s Chairman and Vice-Chairman, can’t stop grinning when you ask them about Munich. It’s no wonder that the two are in a good mood because IELA’s positive development over the past year exceeded all expectations.

Indeed, Munich has proven itself: With 157 delegates representing 41 countries, the 28th IELA Congress & General Assembly was an immense success. The strong attendance and commitment really did go to show the key role of the event as knowledge and networking platform, as THE meeting point of the industry worldwide.

Four new Board members were elected. Martin Ewbank from Fulstandig Shows and Events Brazil, Ulrich Kasmir from DB Schenker Germany, Jamie Kelty from Airways Freight Corporation USA and Ravinder Sethi from R.E. Rogers India.

The breakout sessions in Munich enabled the development of tighter Working Groups, which build the core and spirit of our association. The Working Group sessions focused on new training materials and courses, raising the awareness of the IELA Standards and evolving the IELA presence in developing countries.

A group focusing on O H & S under the chairmanship of Ravinder Sethi will work closely with other associations and organisers to ensure IELA members practice safe work methods on all sites they operate globally.

Our keynote speakers gave input of customer’s orientated services and the challenges in the exhibition and event forwarding industry: Mr. Thomas Kho, “Global Overview on the ASEAN Trade Fair Industry – Where’s the beef”*. Mr. Niccol Puchner, “Motor Shows Logistics by BMW, MINI and Rolls-Royce”*.

*Both presentations are available to all members under the new MEMBER ZONE at www.iela.org.
Waldemar Müller’s refreshing keynote “Service should make fun!” will remain as
unforgettable moment in the history of all IELA Congresses. In his inspiring and humorous way,
he shared with all delegates what customers really want and how service should make fun.
Learn and laugh at its best! Enjoy again the outstanding motivation program: Mr. Müller’s video
is also available to all IELA members via the MEMBERZONE at www.iela.org.

General comments on the 2013 DAY OUT “The Bavarian Olympics”: “One of the best IELA
Events EVER”, Daniel Batailler, Gondrand International, Zurich. “Have not had so much fun in
many years!”, Ravinder Sethi, R.E. Rogers India.

Robert Moore, Chairman of IELA, commented that the Munich Congress was the most successful
for many years. The addition of four new Board members meant that the America’s North and
South has a presence as well as the inclusion of serious industry players in Ravinder Sethi and
Ulrich Kasmir. In Mariane we welcome our first South American Board member. This will take
IELA to higher standards and give us greater global reach. The Partnering Event was the largest
ever gathering of exhibition forwarders globally! Coupled with the IELA Congress the 3.273 one
to one meetings generated major opportunities for exhibition logistics organisations! The success
in Munich and our plans for Amsterdam 2014 certainly will make the future of IELA very exciting!
In October the IELA Board is meeting in Sydney for a two day brainstorming session to plan the
important levers that will drive the association for the next five years.

The Munich outcome: We love IELA. A strong brand, a strong association delivering more
tangible benefits to our members.

We look forward to welcoming our members in 2014 to the 29th IELA Congress in Amsterdam
from June 28th to July 1st 2014.
A refreshing keynote “Service should make fun!” will remain as an unforgettable moment in the history of all IELA Congresses. In his inspiring and humorous way, he shared with all delegates what customers really want and how service should make fun.

Learn and laugh at its best! Enjoy again the outstanding motivation program: Mr. Müller's video is also available to all IELA members via the MEMBERZONE at www.iela.org.

General comments on the 2013 Day Out “The Bavarian Olympics”:


“Have not had so much fun in many years!”, Richard Schütte, R.E. Rogers India.

Robert Moore, Chairman of IELA, commented that the Munich Congress was the most successful for many years. The addition of four new Board members meant that the America's North and South has a presence as well as the inclusion of serious industry players in Europe. In Munich we welcome our first South American Board member. This will take IELA to higher standards and give us greater global reach. The Partnering Event was the largest ever gathering of exhibition forwarders globally! Coupled with the IELA Congress the 3,273 one-to-one meetings generated major opportunities for exhibition logistics organisations! The success in Munich and our plans for Amsterdam certainly will make the future of IELA very exciting!

In October the IELA Board is meeting in Sydney for a two day brainstorming session to plan the important levers that will drive the association for the next five years.

The Munich: We love IELA. A strong brand, a strong association delivering more tangible benefits to our members.

We look forward to welcoming our members in 2014 to the 29th IELA Congress in Amsterdam from June 28th to July 1st 2014.
We were enthralled by what IELA men and women from around the world can do, and we are greatly encouraged by their passion to win and motivation in all disciplines:

- Tractor parcour
- Wheelbarrow rally
- Mattress race
- Pitchfork targeted draft
- Beer crate stacking
- Beer crate relay
- Lifting and holding beer steins

Athletes have taken great strides but few could compare to those of Michael Beckers with Airways Freight USA. He beat all of the odds and even went against Erkki Koski with Suomen Messulogistiikka Oy Finland and Luis Henrique Ferronatto with Waiver Brasil.

This was a tough man who knew what he wanted to accomplish and set out to do just that. Congratulations Michael! 😄

Michael Beckers (Gold), Erkki Koski (Silver), and Luis Henrique Ferronatto (Bronze) with Kiran Sethi of R.E. Rogers India, sponsor of the 2013 Day Out.

No doubt: The Bavarian Olympics has been one of the best DAY OUTs in the history of all IELA Congresses.
2012 Award Winners

Best Site Agent: Ishikawa-Gumi Ltd., Japan

How did you get involved with the industry?
Ishikawa-Gumi Ltd. became a member of IELA in 1994 and has engaged in freight handling for the exhibition with members of each country closely.

Why do you think that Ishikawa-Gumi has been elected as your counterparts as Best Site Agent 2012?
For the development of exhibition industries, Ishikawa-Gumi Ltd. made strong efforts to become a best service provider. Our goal from the beginning was to provide the best service to the exhibitor and show organizer. This was achieved by a strong network of experts with IELA members.

At the New Delhi General Congress in 2000, we were elected "Best Export Agent", and in 2012 we have been elected "Best on site agent".

This double award is the pride of our company.

What do you think that IELA has done for you?
We sincerely appreciate IELA member cooperation.

We are very glad to hear that Munich General Congress 2013 had many participants and ended in great success. We are very honored by the award "Best Site Agent".

Ishikawa-Gumi Ltd.
Mr. Tatsuo Shigeta
Director of Exhibition

Best Export Agent: EPLUS EXPO INC., Korea

How did you get involved with the industry?
EPLUS EXPO board members, Mr. J.S Lee, Mr. Steve, Mr. H.K. Yoo, Mr. J.H Cho, realized logistics' bright future and growth potential in this industry in different places.

A sudden inspiration made us think: What could be better than establishing a professional logistics consulting company run by our young mind?
Now we do the best consulting in the most efficient way to meet the needs of our clients' with our young passionate spirit.

Why do you think that EPLUS EXPO INC. has been elected by your counterparts as Best Export Agent 2012?
We are proud to say that we were elected as Best Export Agent 2012. Therefore today our major client, Samsung Electronics, has entered into the thriving market and has hosted big and small events in various places to an increasing extent. This gives us additional opportunities for business with more IELA members in more diverse venues.

What do you think that IELA has done for you?
It seems that the most crucial thing in this field is "trust" as we always face new challenges in unchartered waters.

Becoming and being an IELA member means we must be able to depend on ourselves once we get our foot on the ladder.

At the same time it gives more credibility to EPLUS EXPO Inc. until we are part of IELA members.

EPLUS EXPO INC.
Mr. H.K. Yoo
General Director
IELA Road Runner 2013

One of the things that has been most affirming to me as an IELA member has been the discovery that, no matter how far apart we are geographically and culturally, we still find common interest that inevitably strengthen our relationships within the organization... And I am not talking about our common interest in our work, but those universal kinds of interest we have outside our business. One of those interest that fifteen IELA members discovered in Munich, was running.

While organizing the event was a little bit last minute, the outcome of the first IELA 5K could not have been better. With the running guidance of professional trainer, Sonja Von Opel, the participants got a running tour that was a perfect mix of old town Munich and the natural beauty of the Englischen Garten, with enough sightseeing stops for us beginners to catch our breath, while being educated about the history of the city. The pace was enough to push us and yet still leave us with enough wind to talk, laugh, and learn about each other and yes even find a new business opportunity along the way.

Ask any of the participants and I think you hear that while the numbers were slight, the quality of time spent was great, and so we want to continue the '1-2-1 on the run' tradition in Amsterdam, so pack your running shoes and consider participating in this great opportunity!

Brad Watson
Airways Freight Corp
www.airwaysfreight.com

Editor’s note:
Watch video highlights from Munich!

IELA CUSTOMS MANUAL

Doubts about Customs in other countries?
Check ultimate version of "Customs Files" on our site.

Click on Knowledge Center

If you know about any changes on the customs regulation in your country, please share this important information with us:
adminiela@iela.org.
Many thanks for your contribution!

IELA 2013 STANDARDS SURVEY

Save the date! The next IELA Standards Surveys will be launched on Wednesday January 15th 2014

New format! Easier and faster! We need and want to hear you.

The survey works through critical peer to peer appraisal.
Encourage your team to participate in the 2013 Standards Surveys. It is a crucial step for your success!

IESI GROUP

N° 1 in France

The only global offer in the events industry
Import & Export dept. / Defense & Aeronautics / Food & Drinks / Fine Arts / Theaters & Living shows

www.group-esi.com
A record of 3,273 pre-arranged business meetings established IELA’s Partnering Event as the largest get-together business platform of the exhibition logistics industry.

The largest event gathering exhibition logistics providers globally celebrated its second edition in Munich.

With 307 delegates representing 177 companies (84 members and 93 non-members) from 51 countries, the 2nd Partnering Event was the biggest event ever bringing together decision makers from the exhibition freight forwarding industry worldwide.

The networking platform even exceeded our own high expectations: over 3,270 pre-arranged meetings took place on a single day only in Munich.

There had been two days full of developing business. We would be delighted to welcome you and your colleagues to the next edition in 2014. We are working already on next year’s program and application forms. The registration procedure will start in November at the latest.

Save the dates and join us in Amsterdam from July 1st to 3rd 2014. Don’t miss it!
The largest event gathering exhibition logistics providers globally celebrated its second edition in Munich.

With 307 delegates representing 177 companies (84 members and 93 non-members) from 51 countries, the 2nd Partnering Event was the biggest event ever bringing together decision makers from the exhibition freight forwarding industry worldwide.

The networking platform even exceeded our own high expectations: over 3,270 pre-arranged meetings took place on a single day only in Munich.

There had been two days full of developing business. We would be delighted to welcome you and your colleagues to the next edition in 2014. We are working already on next year’s program and application forms. The registration procedure will start in November at the latest.

Save the dates and join us in Amsterdam from July 1st to 3rd 2014. Don’t miss it!

Testimonials:

“Great event! That’s how to get to know people!” Matthew Dell’Orto, GlobeX Logistics, USA.

“Very useful event!” Heikki Mattola, CHS Expo Freight, Finland.

“I just want to congratulate the team at IELA for putting together what has been the best logistics networking event that I have attended. I think the one to one meeting format, reception and end of event party was excellent... Well done to you all”, Garcia Newell, Agility, UK.

“First of all I would like to thank you all who organized this, it was wonderful. Though I was attending it for the first time I was wondering how it would be. But right from day one that I arrived in Munich it was so graceful and the warmth all the members had for each other was great. Everything was well arranged. The meetings were partly successful which should go through, and had an opportunity to meet agents personally who I have been in touch with for over a decade.” Brunno Rodrigues, Freightworks Dubai Express LLC, UAE.

We would like to extend our heartfelt thanks and appreciation to our 2013 Congress and Partnering Event sponsors.
INDUSTRY NEWS

CEIR Index Second Quarter Results in line with Economists’ Projection but slightly lags behind macro economy as real GDP Gains 1.4%

DALLAS, 19 August 2013 - The Center for Exhibition Industry Research (CEIR) announces that data collected for the annual CEIR Index report for the second quarter marked the twelfth consecutive quarter of year-on-year growth increasing 1.2 percent overall, which is down only slightly, 0.3 percentage point, when compared to the second quarter of last year. While the growth of the exhibition industry was on par with GDP in the first quarter, the exhibition industry slightly lagged behind the macro economy as real GDP gained 1.4 percent year-on-year.

“Overall, the second quarter results continue on a positive upswing, and they confirm that the exhibition industry has effectively weathered the recession and is a valuable business practice despite ongoing uncertainty from lawmakers in Washington,” says CEIR’s economist Allen Shaw, Ph.D., Chief Economist for Global Economic Consulting Associates, Inc.

By industry sector, the leaders so far in 2013 have been Professional Business Services (BZ) increasing 3.9 percent, Raw Materials and Science (RM) increasing 3.9 percent and Food increasing 3.4 percent. Conversely, the Government (GV) sector declined dramatically, by nearly 10 percent, which is attributed to retrenchment of state and local government expenditures and sequestration imposed on federal government limiting government attendees at exhibitions. CEIR’s economists found the biggest surprise with the Building, Construction, Home and Repair (HH) sector which declined by 1.8 percent even though real estate construction had a strong rebound during the same period.

It is anticipated that there will be minimal growth through 2013; however, the exhibition industry will gain momentum in 2014 and track with GDP growth for the long-term.

As an objective measure of the annual performance of the exhibition industry, the CEIR Index measures year-over-year changes in four key metrics to determine overall performance: Net Square Feet of Exhibit Space Sold; Professional Attendance; Number of Exhibiting Companies; and Gross Revenue. The CEIR Index provides exhibition industry performance across 14 key industry sectors: Business Services; Consumer Goods; Discretionary Consumer Services; Education; Food; Financial, Legal and Real Estate; Government; Building; Construction, Home and Repair; Industrial/Heavy Machinery and Finished Business Inputs; Communications and Information Technology; Medical and Health Care; Raw Materials and Science; Sporting Goods, Travel and Entertainment; and Transportation.

For more information about the CEIR Index, an Analysis of the 2012 Exhibition Industry and Future Outlook report or Predict – CEIR’s Annual Exhibition Industry Outlook Conference, contact CEIR Executive Director Cathy Breiden, CAE, CMP, at cbreiden@ceir.org or +1 (972) 687-9201.

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.

The strongest metric in the second quarter was professional attendance which jumped 3.9 percent, the biggest gain since the first quarter of 2012. This increase was a percentage point higher than the 2.9 percent increase last year. Real Revenues showed a slight increase as well, 1.4 percent, but were down compared to 2.0 percent over the same time in 2012. Net Square Feet was flat this quarter and down from a 1.0 increase in the second quarter of last year. Finally, Exhibitors declined by 0.5 percent compared to 0.1 percent increase that was seen during the same time last year.

Overall Exhibition Industry Grew 1.2% Marking Three Years of Consecutive Growth
UFI’s Global Exhibition Barometer
11th edition (July 2013)

The 11th Global Barometer survey, conducted in June 2013, was answered by 217 companies from 56 countries. Its results, combined with those of the previous surveys, provide an insight into the impact of the economic crisis on the exhibition industry since the end of 2008. The general outlook is positive with a majority of companies in all regions still declaring turnover increases. The first half of 2014 even appears to be the first period in the last 5 years when all regions reach a strong rate of around 3 companies out of 4 expecting a turnover increase. Whereas this rate has occurred since 2010 in Asia/Pacific and in the Americas -with the exception of year 2012-, it was only reached in the second half of 2012 for Middle East & Africa and it won’t be reached until the beginning of 2014 for Europe. This turnover growth does not however directly translate into operating profit, at least in 2012 and 2013, as less than one company out of 2 on average in all regions except the Americas project an increase of more than 10% when compared to 2012. In the Americas and for both 2012 and 2013, a slight majority of companies have declared an increase of more than 10% of their annual profit. The Americas also remain the only region to have a majority of respondents declaring that the impact of the “economic crisis” on their exhibition business is now over. For those companies who consider that it is not yet over, almost 10% believe that it will end in 2013, around 40% in 2014, another 40% in 2015 and the remaining after 2015. In fact, the “global economic uncertainty” and “the state of the national/regional economy” remain the top issues for a majority of companies.

Global connect on MICE expertise

Thomas Khoo, a pioneer of the exhibition industry in Singapore and a veteran organiser in Asia since 1974, gets appointed as the International Consultant to drive international events to the new KEC venue in Taiwan. The appointment was signed in Taipei on 8th August 2013.

Kaohsiung Exhibition Centre (KEC), invested by the Ministry of Economic Affairs of Taiwan (MOEA) and built at a cost of NTD 3 Billion (USD 100 millions), is the second Operate-Transfer Project for national exhibition and convention venue in Taiwan. The OT Contract was signed by Uniplan Taiwan Corporation, a German-Taiwan joint venture company, against six contenders. The OT Agreement was signed on 19th August 2013 between MOEA and Kaohsiung Exhibition Centre Corporation (KECC), a subsidiary of Uniplan Taiwan Group.

“I am honoured and delighted to have guru organiser Thomas Khoo of Interfama to share his expertise and vast experience in trade fairs with the KEC Team in a new era of trade fairs in the companies operating Europe-wide. This is the first time the report contains trade fairs in Belgium and Luxemburg.

In total, the trade fairs and exhibitions audited reported 679,789 exhibitors, 67.2 million visitors and 24.8 million m² of rented space. 36% were fairs for trade visitors, 35% events for consumers only and 29% were fairs for trade visitors and the general public. UFI estimates that the audited trade fairs in this report represent 50% of the European exhibition market.

The events covered took place in Austria, Belgium, Bulgaria, Croatia, the Czech Republic, Finland, France, Germany, Hungary, Italy, Luxemburg, Moldavia, Montenegro, Poland, Portugal, Romania, Russia, Slovenia, Spain, Sweden, The Netherlands, Turkey and Ukraine.

In each case one or more public accountants or other independent organisations ensured the relevant rules were observed. The FKM – Society for Voluntary Control of Trade Fair and Exhibition Statistics is responsible for the auditing system and the body of rules in Germany and for auditing a number of exhibitions abroad.

Audited key figures for nearly 2,500 trade fairs in Europe

Euro Fair Statistics 2012 lists trade fairs from 23 countries

The brochure entitled Euro Fair Statistics 2012 which has now been published by UFI, The Global Association of the Exhibition Industry, contains audited exhibitor, space and visitor figures for 2,494 trade fairs and exhibitions in Europe. The brochure presents data from 13 auditing organisations in 23 countries, including Germany’s FKM – Society for Voluntary Control of Fair and Exhibition Statistics.

With these statistics the countries involved aim to facilitate the planning of trade fairs and evaluation of trade fair success, in particular for

Kaohsiung Exhibition Centre” said Mr. Michael Ts. Chairman of KEC.

“I am happy to have the opportunity to participate in this exciting venture in a new venue in Taiwan. Interfama has been organising trade fairs serving over 50 industries in eleven countries in the past 40 years, and involved in tourism infrastructures like exhibition venues in Asia, including a role as consultant for MICE (Meeting-Incentive-Convention-Exhibition) to Las Vegas Sands’ successful bidding for Integrated Resorts in Singapore.” said Mr. Thomas Khoo, President of Interfama.

The Kaohsiung Exhibition Centre will be officially opened on 14th April 2014 with the Fasteners Show as the first trade fair taking up the entire exhibition space. This will be followed by the first Taiwan International Boat Show in May 2014 and other events lined up for 2014 and 2015.

Major international events held in Kaohsiung before the opening of the KEC include the World Game in 2009 and the Asia Pacific Cities Summit 2013. Both the two events were managed by Uniplan Taiwan Group.

>> For info, contact KEC Marketing at: hj-kuo@uniplan.com.tw or info@interfama.com.sg.

About CEIR

CEIR (Conferences, Exhibitions, Incentives, Research) provides exhibition industry measures year-over-year changes in four key economic performance across 14 key industry sectors: Business Services; Consumer Space Sold; Professional Attendance; Number of Exhibiting Companies; and Gross Revenue. The

The next Global Barometer survey will be run in December 2013.

You can download the full report in PDF: http://www.ufi.org/Medias/pdf/thetradefairexsect or/surveys/ufi_global_exhibition_barometer_july _2013.pdf
IELA MEMBERS

The International Exhibition Logistics Association is a worldwide trade association dedicated to enhancing the professionalism of the transportation logistics and freight handling segments of the event industry. IELA has 129 members in 48 countries…
FINLAND
Suomen Meisulogiistiikka Oy
P.O. Box 55
00521 Helsinki
• T: +358 10 309 6600
• F: +358 10 309 6611
laura@btg-argentina.com
• F: +54 11 4363 9351
de Buenos Aires
C1107ADW Ciudad

FRANCE
Clamageran Expoexpo
Parc des expositions
Porte de Versailles
75015 Paris
• T: +33 1 5725 1809
• F: +33 1 4530 2881
†lawon@clamageran.fr

ES.I Expo Services International
ZAC du Moulin,
2 rue du Meunier - BP 65025
95700 Roissy en France
• T: +33 1 3992 8788
• F: +33 1 3988 9827
contact@group-esi.com

WEL World Exhibition Logistics
12 Rue des freres Lumiere
77295 Mittry Mouy
• T: +33 1 6427 2117
• F: +33 1 6427 3651
sally.alsalman@wel.fr

GERMANY
Agility Logistics GmbH
Fairs & Events Germany
Karlruher Strasse 4
38880 Laatzen
• T: +49 511 8741 570
• F: +49 511 8741 5799
A.Krauser@agilitylogistics.com

BTG Messe-Spedition GmbH
Parkstrasse 35
86462 Langweid Augsburg
• T: +49 821 4986 145
• F: +49 821 4986 231
messe@btg.de

Cretschmar MesseCargO GmbH
Kohlschuter Bahnhofstrasse 33
40599 Dusseldorf
• T: +49 211 7401 1270
• F: +49 211 7401 1276
achim.lotzwick@cretschmar.de
kay.hohe@cretschmar.de

DHL Trade Fairs & Events GmbH
Am Eifeldorf 12
50997 Cologne
• T: +49 221 3980 251
• F: +49 221 3980 220
vinzenzo.scrudato@dhl.com

GONDRAIN & ATEGE
Fairs & Exhibition Branch Frankfurt
Wurzelstrasse 2
60327 Frankfurt/Main
• T: +49 69 974 653 50
• F: +49 69 974 653 44
bernd.kol@gondrand-logistics.com

Hansa-Messe-Speed GmbH
Bomberg 94
42109 Wuppertal
• T: +49 202 271 580
• F: +49 202 271 5858
martina.smieja@hansa-messe-speed.de

Schanker Deutschland AG
Corporate Office, Fairs & Exhibitions
Langer Kornweg 14 E
65451 Kelsterbach
• T: +49 6107 74410
• F: +49 6107 74413
fairs-centrale.frankfurt@dbschenker.com

GREECE
Orphée Moschopoulos-Beinoglou S.A.
2A, Krypidou St.
17674 Kallithea / Athens
• T: +30 210 946 6100
• F: +30 210 940 9897/ 943 0833
mtsantes@beinoglou.gr

HONG KONG
Baltrans Exhibition & Removal Ltd.
Unit 1, 1/F, Sunshine Kowloon Bay Cargo Centre.
59 Tai Yip Street, Kowloon Bay, Hong Kong
• T: +852 2798 6628
• F: +852 2797 5606
pauline.leung@exhibition.baltrans.com

JBS Logistics Ltd
26F Winsan Tower
98 Thomson Road, Wan Chai
• T: +852 2563 6645
• F: +852 2597 5057
albert@jbs.com.hk

Schneider International (HK) Ltd
Fairs, Events & Special Projects
35/F, Skyline Tower
39 Wang Kwong Road,
Kowloon Bay, Hong Kong
• T: +852 2585 9686
• F: +852 2272 9012
thomas.lau@dbschenker.com

HUNGARY
Mapsed Logisztika Kft.
Szikratávíró u. 17-21
H-1211 Budapest
• T: +36 1 263 7851
• F: +36 1 263 7892
bartko.miklos@masped.hu

INDIA
Group A Logistics India Pvt. Ltd
Office No. 301-302
Plot No. 50
110028 New Delhi
• T: +91 11 2589 5463
• F: +91 11 2589 6971
vikrant@groupalogistics.com

Movers International Pvt. Ltd.
44 L.G. F
Babar Road, Connaught Place
110001 New Delhi
• T: +91 11 4341 2244
• F: +91 11 2341 1144
vpo@moversint.com
bh@moversint.com

Orient Marine Lines Pvt Ltd
49, Rani Jhansi Road
11005 New Delhi
• T: +91 11 2351 4040
• F: +91 11 2362 5477
shanishk@orientm.com

PS Bed & Co. Pvt. Ltd | PSBed Group
D-10, South Extension Part - II
110049 New Delhi
• T: +91 11 4605 5200
• F: +91 11 4655 2911
nbed@psbed.com
exhibitions@psbed.com

R.E. Rogers India Pvt. Ltd.
1, Commercial Complex Pocket H B J, Santa Vihar
110076 New Delhi
• T: +91 11 2694 9801
• F: +91 11 2694 9803 / 5900
ravi@rogersworldwideindia.com

RED Logistics Ltd.
Khasra No.1027/11 Floor, Plot No.29
Road no-6, Mahipal Pur Ext
110037 New Delhi
• T: +91 11 4767 7340 / 345
• F: +91 11 4767 7334
bhwan@redlogistics.net
IELA REPORT 73

IELA MEMBERS

Schenker India Pvt. Ltd
Building No. 8C, 12th Floor,
DLF Cyber City, Phase II, Gurgaon
122002 Haryana
T: +91 124 464 5000 (128),
F: +91 124 464 5100 / 464 5200
milan.lipar@schenker.com

Siddhartha Logistics Co. Pvt. Ltd.
182, 30, Sushil,
Taran Bharat Society,
Chakala, Andheri (east)
400099 Mumbai
T: +91 22 4889 4800
F: +91 22 4089 4899
sam@siddharthalogistics.com

Translink Express (India) Pvt. Ltd.
123 Udyog Vihar
122001 Gurgaon, Haryana
T: +91 124 239 9273
F: +91 124 239 9272
del@translinkindia.ie

PHILIPPINES

Interflow Logistics Ltd.
Suite 304, The Crescent Building
Northwood Business Park,
Santry
Dublin 9
T: +353 16 853 845
F: +353 64 662 6558
niall@interflow.ie

KRAIT Ltd.
AMIT Building, Airport City
Ben Gurion Air Port,
Marman Building
P.O. Box 58
70100 Tel Aviv
T: +972 397 20001
F: +972 545 616637
rm@amit.co.il

HERMES ExHIBITIONS & PROJECTS Ltd
12 Ayalon st.
71293 Lod
T: +972 8914 6317
F: +972 8914 6316
haiti@hermes-exhibitions.com

ITALY

Bipotrans S.R.L
Via Portuense, 1555
00148 Roma presso
Commercity Isola P44
T: +39 06 6500 4846
F: +39 06 6500 3181
guido.formelli@expotrans.it

Gondrand S.P.A.
Via dei Trasporti
20060 Vignate, Milan
T: +39 02 959 33 520/521/523/3082
F: +39 02 95 66 360
may@gondrand.it

OTM Spa
Via Porro Lambertienga, 9
20159 Milan
T: +39 02 6991 2207
F: +39 02 6991 2233
giampiero.beltrami@otm.it

Saima Avandero Spa
Fairs Logistic Division
Via Dante 134
20096 Milan
T: +39 04 9869 2413
F: +39 02 9213 4766
rpasini@saima.it

JAPAN

Bjeldine Co. Ltd.
3rd Floor, Saga-cho,
MD Building, 1-18-8 Saga Koto-ku
133-0011 Tokyo
T: +81 3 5646 4775
F: +81 3 5646 4776
tsasahara@blue-line.jp

Shikawa-Gumi, Ltd
9-4, 5-Chome, Higashi-Shinagawa
140-0002 Tokyo
T: +81 3 3474 8102
F: +81 3 3474 9841
igl-exhib@shikawa-gumi.co.jp

Kintetsu World Express Sales Inc.
TD5 Mita Building
5th Floor, 2-7-13 Mita
108-0073 Tokyo
T: +81 3 5443 9455
F: +81 3 5443 9457
masahiro.naya@kw.com

JOHNNY

CML (Consolodated Marketing & Logistics Corp.)
322 King Abdullah II Street
11185 Amman
T: +962 6 585 6956
F: +962 6 585 7757
raja.khouri@cml-jo.com

KOREA

EPLUS EXPO INC.
150-14 Samsung-Dong
Lime Building 2F
139-090 Seoul
T: +82 2 566 0089
F: +82 2 566 9514
ryan@eplusexpo.com

KEMI • LEE Co., Ltd
Room 201 Hanshin Arccvalley
277 43, Sungsoo-dong, 2Ga
133-120 Sungdong, Gu • Seoul
T: +82 2 561 5268
F: +82 2 564 0039
superlee@kemi-lee.co.kr

Korea Interlink Inc
#1607, KNK Digital Tower
220 Youngsin-Ro
Yondeungyo-Gu, 150-733 Seoul
T: +82 2 786 5251
F: +82 2 785 4789
kmmin@koreaninterlink.co.kr

NEW ZEALAND

BCC Logistics
Sin El Fil, Opposite Mirre Chalouhi
bldg, Parallel Towers, Bloc B,
Flours 12-13-14
P.O. Box 17-5040, Beirut
T: +961 1 48 22 11
F: +961 1 48 22 24
Georges.harb@bcclogistics.com

MALAYSIA

JM Project & Expo Logistics (M) Sdn.Bhd.
Wisma JIM, No.23
Jalan Apollo U5/194
40150 Shah Alam Selangor
T: +603 7846 1811
F: +603 7846 1944
daniel@jim.com.my

R.B. Rogers (Malaysia) Sdn Bhd
No. 7, Jalan Warden U1/76
Taman Perindustrian, Batu Tiga
40000 Shah Alam Selangor
T: +603 5510 8611
F: +603 5570 6296
chris@reskal.com.my
MEXICO

JAGUAR TRAFIA FC LOGISTICS, S.A. DE C.V.
Homero 1425-801 Col. Morales
Polanco
11540, Mexico, D.F.
• T: +52 55 5262 5983
• F: +52 55 5580 6424
  > g.kluter@helmhudig.nl
  > expo@helmhudig.nl
  > rene.carvajal@naibgroup.com.mx

New Age of International Business S.A. de C.V.
Benito Juarez # 41,
Col. Urbana Ixhuautpe
Ecatepec Edif. de Méx.
C.P. 54790
• T: +52 55 5769 7415 Ext. 101
• F: +52 55 5714 7297
  > rene.carvajal@naibgroup.com.mx

NETHERLANDS

CEVA Showfreight B.V.
Elektronweg 12
3542 AC - Utrecht
• T: +31 88 028 3100
• F: +31 65 396 8966
  > peter.busscher@cevalogistics.com

Valverde B.V.
Tripart 1, 6th Floor
Frank van de Beekstraat 46
1118 CL Schiphol Airport
• T: +31 20 653 8555
• F: +31 20 653 7685
  > info@valverde.nl

Van der Helm & Vanig Rotterdam BV
P.O. Box 1049, 3160 AE Rhoon
• T: +31 10 506 6187
• F: +31 10 501 6185
  > info@helmhudig.nl

NIGERIA

IAL NIGERIA LIMITED
IAL Place, 16 Birma Road,
Apapa, Lagos
• T: +234 1 270 7508
• F: +234 1 545 1091
  > olusegunlawal@ialnigeria.com

P.R. CHINA

Agility Fairs & Events Logistics (Shanghai) Co., Ltd.
1/F, Building #9, Int. Business Park (IP)
280 Linlong Road,
Changning District
200335 Shanghai
• T: +86 21 6236 6060
• F: +86 21 6236 5667
  > fairs-china@agilitylogistics.com

Bondex Logistics Co., Ltd
International Capital Plaza
Room 2408-2409 No. 1318 North Sichuan Road
200008 Shanghai
• T: +86 21 3639 8692
• F: +86 21 6876 0433
  > cathy@bondex.com.cn

BTG International Freight Forwarding (Beijing) Co., Ltd.
Room 503 Building 4
No 12 Xinyuanxilu, Chaoyang District
100027 Beijing
• T: +86 10 8460 1067
• F: +86 10 6461 9507
  > zhong.yuan@btg.cn

Kerry EAS Logistics Limited
No 21, Xiaoyuan Road
Dongsanhuan Bei Lu, Chaoyang District
100027 Beijing
• T: +86 10 8454 6634
• F: +86 10 6468 9680
  > adali@kerryeyes.com

Shanghai JPC International Transportation Co., Ltd.
28F Bldg. 2, Lane 137
200063 Shanghai
• T: +86 21 6260 6613
• F: +86 21 6260 6624
  > jake@jpctrans.net.cn

Sinotrans Beijing Company
400, 4th Floor/ Hall 1
China Intern. Exh. Center
100028 Beijing
• T: +86 10 8460 1638
• F: +86 10 6467 7828
  > zhishigang@sinotrans.com

Sinotrans Logistics Development Co., Ltd
Room 722, Sinotrans Plaza
A43 Zhixiemen Beidajie
100044 Beijing
• T: +86 10 6229 5216
• F: +86 10 6229 5798
  > jinxiaomiao@sinotrans.com

PORSUL

CYTRANS - Tornos e Transportes, Lda
Zona Industrial da Rainha
Rua Dr. J. Morais Júnior,
193/203/205
4410-066 Serzedo - VNG
• T: +351 22 75369 6068
• F: +351 22 75369 69
  > cregal@cytrans.pt

RN Trans Actividades Transporte S.A.
Loures Business Park
Estrada Nacional 115
2660-515 S. Julião do Tojal
• T: +351 21 324 62 07
• F: +351 21 324 62 11
  > fairs@imtrans.pt

QATAR

AlJink International Qatar W.L.L
P.O. Box 23036,
Al-Doha, Doha
• T: +974 444 3416 78
• F: +974 444 3430
  > joe.oun@bcllogistics.com
  > ziad.harb@bcllogistics.com
  > exhibitions.qatar@bcllogistics.com

BCC Qatar
Ground Floor- Office Number B3
Cinema Traffic Signal,
P.O. Box 14043, Doha
• T: +974 444 3416 78
• F: +974 444 3430
  > exhibition.qatar@bcllogistics.com

RUSSIA

Expowestras ZAO
14, Krasnopresnenskaya quay
Exhibition Complex
123100 Moscow
• T: +7 495 605 6650
• F: +7 495 605 3431
  > adviser@ewt.ru
IELA MEMBERS

PAN-BALT Service Ltd.
103, Bolshoy Prospect
Vasilevsky Island
199106 St. Petersburg
T: +7 812 322 6038
F: +7 812 322 6098
info@pan-baltservice.spb.ru

Argentina
Arts & Events Logistics
P. E. Ltd. (Argentina)
No. 9, Guemes 1223
2442 CABA
Buenos Aires
T: +54 11 4829 5244
F: +54 11 4829 5245
raquel@artsandevents.com.ar

ASIA

SWEDEN

DHL Trade Fairs & Events
Kopingsvagen 40
724 60 VÄSTERåS
T: +46 21 495 4232
F: +46 21 417 510
jonas.uddesko@dhldhl.com

On-Site Exhibitions AB
Norra Gubbergatan 30
416 63 Gothenburg
T: +46 31 707 3070
F: +46 31 707 3075
goran@onsitegroup.se

Schenker AB, Div Air & Ocean
Fairs & Exhibitions
P.O.Box 84,
S-431 21 Molndal
T: +46 31 337 0570
F: +46 31 337 0507
Anneli.larsson@dbschenker.com

SWISS EXPO LOGISTICS AG
Zürcherstrasse 46
8400 Winterthur
T: +41 52 213 3300
F: +41 52 213 3322
alexandra.erdmann@swiss-expologistics.com

Netherlands

Gondrand International AG
(Switzerland)
Messezentrum Zurich
Siewerdtstrasse 60
8050 Zurich
T: +41 44 315 4410
F: +41 44 315 4415
daniel.batatelli@gondrand-logistics.com

Gondrand International AG
(Switzerland)
Messezentrum Zurich
Siewerdtstrasse 60
8050 Zurich
T: +41 44 315 4410
F: +41 44 315 4415
daniel.batatelli@gondrand-logistics.com

THAILAND

Elite Transportation Services Ltd
102, 3rd Floor Soi Sukhumvit 26,
Sukhumvit Road Klongtoey, 10110 Bangkok
T: +66 2 258 2991
F: +66 2 258 5990
ririporn@elite-thai.com

Rogers Bangkok Co. Ltd
90/1 Moo.4
Bangchalong, Bangplee
10540 Samutprakan
T: +66 2 752 6479
F: +66 2 752 6420
nuttacom@rogers-asia.com

TURKEY

Ertam International Transport Co. Ltd.
Baris Mah. Samsun Cad.
Rea Is Mer., No:37 K.3 Beylikduzu
34520 Istanbul
T: +90 212 852 0060
F: +971 4885 5903
ersan@ertemgroup.com

Gruptrans International Transport
and Trade Co., Ltd.
Kirim Cad.36-1
6510 Ersek-Ankara
T: +90 312 215 4344
F: +99 312 215 0909
feyzan@gruptrans.com

IDA EXPO
Ida Ünalbar arası Puer
Ataturk Cad. Yildiz Apt. No:10
06 Sahrayicedid
34734 Kadikoy, Istanbul
T: +90 216 467 6591
F: +90 216 467 6595
Tijen@idaexpo.com

Ukraine

Crown Van Lines Co., Ltd
4-F Fl., No. 165 sec.
5 Men Sheng East Road, Taipei
T: +886 2 2746 7621
F: +886 2 2746 7622
exhibition@crownvan.com
Through Transport Ltd.
8th Floor, No. 94-96
Section 2, Chien-kuo North Road
10479 Taipei city
T: +886 2 2502 8003
F: +886 2 2507 0660
ben@csl.com.tw

romania

PHILIPPINES

Bill L@rockitcargo.com
• T: +1 949 476 9111
• F: +1 714 460 1835
4480 South Pecos Road
W. w r l d
5401 Argosy Ave
B u l l o c k s
A n c o t t e r h a u s e
M I R
S S E IT AG

SWITZERLAND

Agility Logistics Ltd
Bleicherstrasse 27
4002 Basel
T: +41 61 691 3377
F: +41 61 691 7036
tluxcunger@agilitylogistics.com

BTG Suisse Ltd.
Salinenstrasse 61
4133 Pratteln
T: +41 61 337 2571
F: +41 61 337 2579
markus.eichenberger@btg-suisse.ch

DHL Logistics (Switzerland) Ltd
Trade Fairs & Events
Heldaustrasse 66
9470 Buchs SG
T: +41 81 755 1335
F: +41 81 755 1413
mathias.schatzmann@dhl.com

SOUTH AFRICA

LA Rouxelle Logistics and Consulting
The Palisade, Unit G9
39 Kelly Road, Jet Park, 1620
T: +27 11 397 8866
F: +27 11 397 3963
leon@larouxelle.co.za

SPAIN

Resa Expolistic
C/Ciencias Entrada 1
Receso Ferial Gran Via M2
Apartado de correos 2045
08908 Hospital/Barcelona
T: +34 93 233 4745
F: +34 93 263 1894
pmartinez@resamartesacional.com
Mars Logistics
Merkez Mah. Degirmenbahce
Cad. No:21
Yenibosna Bahcelievler
Istanbul
 • T: +90 212 411 4444 / 4180
 • F: +90 212 411 4445
 > esberkaynak@marslogistics.com

United Arab Emirates
Agility Pairs & Events Dubai UAE
P.O. Box 36683,
Dubai
 • T: +971 4813 1100
 • F: +971 4886 3878
 > gcob@agilitylogistics.com

Airlink International U.A.E
P.O. Box 10466,
Dubai
 • T: +971 4883 8111
 • F: +971 4883 8122
 > chrys@airlink.ae

Bridgeway Shipping & Cargo Services LLC
P.O. Box 8109,
Dubai
 • T: +971 4886 1170
 • F: +971 4886 1077
 > javed@bridgewayshipping.com

Dubai Express (LLC) - Freightworks
P.O. Box 5514,
Dubai
 • T: +971 4204 4404
 • F: +971 4204 4558
 > p.praveen@freightworks.com

ELF Shipping LLC
P.O. Box 30344
Deira, Dubai
 • T: +971 4255 6220
 • F: +971 4268 6845
 > irshad.khan@elfshipping.com

Kanoo Exhibition Services
Al Qyez Industrial Area
P.O. Box 290,
Dubai
 • T: +971 4347 6026
 • F: +971 4347 6031
 > r.fullerton@bicikanoo.com

Masstrans Freight LLC
Al Asmawi Building,
Dubai Investment Park
P.O. Box 127315,
Dubai
 • T: +971 4885 5902
 • F: +971 4885 5903
 > vinay@masstrans.ae

Schenker Logistics LLC
Mezz-2, Al Saman Tower,
Hamdan Street
P.O. Box: 44256
Abu Dhabi
 • T: +971 2627 7333 (ext. 112)
 • F: +971 2626 2669
 > farook.alzeer@dbschenker.com

United Kingdom
CBA Showfreight - UK
Unit 3a, National Exhibition Centre
Birmingham
B40 1PP Birmingham
 • T: +44 121 782 8888
 • F: +44 121 782 2875
 > dean.wale@cbalogistics.com

EF-GSM Ltd
The Old Stables House Farm
Redhall Wateringbury,
ME 18 5NN Kent
 • T: +44 162 281 6888
 • F: +44 162 281 7485
 > steve@ef-gsm.com

Europa Showfreight
Europa House
PrLogis Park, Midpoint Way
Minworth, Birmingham, B76 9EH
 • T: +44 121 351 1700
 • F: +44 121 773 4920
 > jbroomeuropa@worldwide.co.uk

European International (Pairs) Ltd
Units 6510, Skiffs Manor
Farm Moor Lane,
Marsh Green Edenderry
TN8 SRA Kent
 • T: +44 173 286 0330
 • F: +44 173 286 0331
 > j.m.callaghan@european-intl.com

Exhibition Freight Ltd
The Granary, Moat Farm
Collier Street
TN12 9RR Kent
 • T: +44 189 273 2009
 • F: +44 189 273 2010
 > neil@exhibitionfreighting.co.uk

GBN Exhibition Forwarding Ltd
10 Orgreave Drive, Handsworth
518 9AR Sheffield
 • T: +44 114 269 6641
 • F: +44 114 269 3624
 > michael@gbnforwarding.com

Schenker Limited Pairs & Events Services
Unit 2, Sylvan Court, Sylvan Road
Southfields Business Park
SS15 6IW Laindon
 • T: +44 126 863 2200
 • F: +44 126 841 6490
 > derek.cassidy@dbschenker.com

WES Group – Worldwide Exhibition Specialists Ltd.
Unit 28, Stansted Distribution Centre
Start Hill, Bishops Stortford
CM22 7DG – Hertfordshire
 • T: +44 208 508 2224
 • F: +44 122 336 7618
 > andrew@wes-group.com

USA
Airways Freight Corporation
3849 West Wedington Drive
AR 72702 Fayetteville
 • T: +1 479 442 6301 ext 100
 • F: +1 479 442 6800
 > bradw@airwaysfreight.com

Global X Logistics Inc.
2652 E. FM 407, Ste. 230
Bartonville, TX 76226
 • T: +1 940 584 0606
 • F: +1 940 584 0607
 > twarren@globalxlogistics.net

GO Events Management Inc.
36 Seabright Street, Brooklyn
11231 NY
 • T: +1 718 624 2000
 • F: +1 718 625 2337
 > ammen@goeventsgmt.com

Rock-It Cargo Pairs & Exhibitions
2025 E. Linden Avenue
NJ 8724 Linden
 • T: +1 908 486 3939
 • F: +1 916 706 7577
 > Bill@rockitcargo.com

Sho-Air International, Inc
5401 Argus Ave
92649 Huntington Beach, CA
 • T: +1 949 476 9111
 • F: +1 949 476 9992
 > kym@shoair.com

Transit Air Cargo, Inc.
2204 E. 4th Street
92705 Santa Ana, CA
 • T: +1 800 247 1600 ext. 800
 • F: +1 714 460 1835
 > gkhodayar@transitair.com

TWI Group Inc. (USA)
4480 South Pecos Road
NV 89121 Las Vegas
 • T: +1 702 691 9032
 • F: +1 702 691 9045
 > gkeh@twigroup.com

UniGroup Logistics
One Worldwide Drive
MO 63026 St. Louis
 • T: +1 732 308 0029
 • F: +1 732 308 0094
 > John_Harrison@uwwlogistics.com
I.E.L.A. REPORT 73

UILA MEMBERS

Ziegler Expo Logistics Brussels Expo
Brussels
- Tel: +32 2 475 4540
- F: +32 2 475 4569
- jean-marc_salamon@zieglergroup.com

BRAZIL

Fink Sao Paulo S/A
Sao Paulo, SP
- Tel: +55 11 3835 3399
- F: +55 11 3835 3366
- fairs-sp@fink.com.br

GERMANY

Cretschmar MesseCargo GmbH
Leipzig
- Tel: +49 341 520 430 14
- F: +49 341 520 430 10
- karsten.klictscher@cretschmar.de

DHL Trade Fairs & Events GmbH
Frankfurt/Main
- Tel: +49 69 9767 141 112
- F: +49 69 9767 141 130
- katrin.witzke@dhl.com

DHL Trade Fairs & Events GmbH
Leipzig
- Tel: +49 221 398 01246
- F: +49 221 398 0220
- katrin.witzke@dhl.com

Schenker Deutschland AG
Berlin
- Tel: +49 30 3012995 421
- F: +49 30 3012995 429
- fairs.berlin@dbschenker.com

Schenker Deutschland AG
Cologne
- Tel: +49 221 98131-8810
- F: +49 221 98131-8890
- fairs.koeln@dbschenker.com

Schenker Deutschland AG
Dusseldorf
- Tel: +49 211 4362810
- F: +49 211 4542648
- fairs.dusseldorf@dbschenker.com

Schenker Deutschland AG
Essen
- Tel: +49 201 959791-12
- F: +49 201 959791-25
- fairsessen@dbschenker.com

Schenker Deutschland AG
Hannover
- Tel: +49 511 87005 20
- F: +49 511 87005 49
- fairs.hannover@dbschenker.com

Schenker Deutschland AG
Munich
- Tel: +49 89 94224300
- F: +49 89 94224339
- fairs.muenchen@dbschenker.com

Schenker Deutschland AG
Nuernberg
- Tel: +49 911 81748-10
- F: +49 911 81748-25
- fairs.nuernberg@dbschenker.com

Schenker Deutschland AG
Stuttgart
- Tel: +49 711 18560-3300
- F: +49 711 18560-3349
- fairs.stuttgart@dbschenker.com

Schenker Deutschland AG
Frankfurt am Main
- Tel: +49 6107 74906
- F: +49 6107 74556
- fairs.frankfurt@dbschenker.com

Schenker Deutschland AG
Hamburg
- Tel: +49 40 35547430
- F: +49 40 314845
- fairs.hamburg@dbschenker.com

Schenker Deutschland AG
Leipzig
- Tel: +49 221 398 01246
- F: +49 221 398 0220
- katrin.witzke@dhl.com

Schenker Deutschland AG
Hanover
- Tel: +49 511 87005 20
- F: +49 511 87005 49
- fairs.hannover@dbschenker.com

Schenker Deutschland AG
Munich
- Tel: +49 89 94224300
- F: +49 89 94224339
- fairs.muenchen@dbschenker.com

Schenker Deutschland AG
Nuernberg
- Tel: +49 911 81748-10
- F: +49 911 81748-25
- fairs.nuernberg@dbschenker.com

Schenker Deutschland AG
Stuttgart
- Tel: +49 711 18560-3300
- F: +49 711 18560-3349
- fairs.stuttgart@dbschenker.com

Schenker Deutschland AG
Frankfurt am Main
- Tel: +49 6107 74906
- F: +49 6107 74556
- fairs.frankfurt@dbschenker.com

Schenker Deutschland AG
Hamburg
- Tel: +49 40 35547430
- F: +49 40 314845
- fairs.hamburg@dbschenker.com

Email the contact details of any companies that you would be prepared to sponsor for IELA membership. Email your recommendations to membership@iela.org

IELA currently has 129 members in 48 countries worldwide.
Please note that the IELA Secretariat has included all recent changes in contact details in the new IELA membership list available on www.iela.org

Email adminiela@iela.org with all amendments to your company details.
******ORGANISERS WORKING GROUP******

IELA’s OHS5 Task Group

"Mission is Recognition".

Thank you, John Harrison, for embedding these words.

It was in the year 2005 that IELA voiced its first concerns to the Industry on Health and Safety. After all these years, I am very pleased to inform there is today an awakening.

The exhibition world is taking this matter very seriously, and IELA is a major player in this.

At Munich, under the guidance of our Chairman, a high level Task Group, under my leadership, was formed to take our concerns to the global bodies who matter.

The Group:

Priscilla Leong, Agility, Singapore

James Ng, Transit Air Cargo, Singapore

Shirish Kulkarni, OML, India

Vinay Sharma, Masstrans, Dubai

Guido Porelli, Expotrans, Italy

Simona Steppich, BTG, Germany

Achim Rauser, Agility, Germany

Michael Hunter, GBH, UK

Lou Kerpers, Rock-it, USA

In a short span of a few months, the Group has succeeded in putting our concerns forth to various bodies. One-to-one messages in the Far East, IAEE, AEO, Mid-East, to name a few.

The most prominent achievement is with UFI. Today, UFI is not only listening, but also carrying our message to their membership. In their upcoming Congress in Seoul next month, we will be holding meetings with prominent players; the next UFI Asia-Pacific Seminar in Bangalore (March 2014) has me as a speaker on the subject; and very relevantly, IFEs have also agreed to hold hands with us.

We are being heard - credit of which goes to efforts over the years to the Johns, Achims, etc.

As head of this powerful group, I assure the membership of ‘concrete’ results when we meet in Amsterdam.

Ravinder Sethi
MEMBERSHIP WORKING GROUP

Dear Friends,

Let me first of all thank you for the wonderful Congress we had in Munich. For me personally it was a great pleasure and honour to welcome you in my hometown.

This is my first report as the new Chairman of the Membership Working Group. At this stage I would like to thank Shirish for all the work he has done in the past years with this Group.

Since Shirish’s last report IELA managed to cover one of the white spots and we are happy to welcome Caspian Freight Services Ltd. as IELA member in Azerbaijan.

In Munich we had a very constructive working session, discussing about the future action of this working group. Several important matters have been discussed:

First of all, Sandi Trotter, TWI Group Inc., Canada, has been suggested as the Vice-Chair for this group and Sandi fortunately accepted.

The最重要的 matter, of course, was the discussion about identifying and getting new members for the association. All action undertaken is still under the headline “quantity AND quality”. The selection process is still very hard and each applicant must be a serious player in the fairs and event logistics industry. The so-called “White Spots” are of major interest and most probably we will be able to welcome another two “White Spot” country members pretty soon.

Action after the Congress already started and we already have a couple of applications underway. The major target group was of course the group of companies which participated in the Partnering Event.

Rewriting the application kit was one of the topics. The idea was to make it more ‘strict’ and clearer, to rephrase, add or delete some of the questions. A small task force of five people have volunteered to take on this job.

The system of reviewing the application packs has been changed to the format we had in the past. After the Secretariat has received the completed pack, it will be sent to the Membership Working Group for their input. After a week the pack will then be forwarded to the Board to vote on the application.

The idea was entertained to place advertisements in exhibition-related magazines worldwide in order to win new members.

A new idea has been proposed. The Group wants to work on so-called ‘neutral’ or ‘blind’ applications, so that screening of application packs becomes more unemotional by not knowing the applicant’s name.

Looking forward to seeing you all very soon again and whenever you have input for the Membership Working Group, please do not hesitate to contact one of the members of the Group at any time.

Christoph Rauch
**STANDARDS & CUSTOMS WORKING GROUP**

**Munich 2013, full package of a successful Congress**

The success of a Congress is composed by: impeccable organization, interesting content, high level of audience for networking, good venue, entertainment and of course the great Bavarian food. I am glad that we had a short break to burn part of the calories gained during our fun IELA running!

The team that prepared the new marketing material such as brochures with Standards must be also mentioned for their great job. It is really nice to see members reading the material. It was even better hearing them saying that they would show it to their colleagues who were not there. We all must be conscious about the Standards.

Besides the networking and entertainment, it is during the Congress that some decisions and changes can be announced and made. In Munich it was decided the merger between the Standards and Customs Working Group. We became a big team with me as the Chairperson and Michael Hunter from GBH as Vice Chair. It is a lot of brains working on ideas and solutions.

This merger has already showed that it was a good move. We just had updated the “Customs Files” for several countries. You can check it out in our website—very useful information! And if you know about any changes on the customs regulation in your country, please send us to.

The Survey results were also presented to the members. The response of the 2012 Survey was positive, but as I keep saying—we need and we want more members answering the questionnaire. And to make that happen we are developing a new format to make it easier and faster.

It is important to clarify that the Survey is not only the tool for the IELA Awards; it is also a valuable tool to all of us to identify where we can get better in our business. To check own scores a password and login had been sent by the Secretariat to all members. It is simple to access and understand.

Among several key topics discussed during the Working Group meeting and also during our presentation, a quite interesting one was brought up—“How to better disseminate Standards to the staff”. I think that this is a very tricky issue. Firstly, we need to ask ourselves if we follow them. I am confident that we all work accordingly to the IELA Standards of Performance otherwise we would not be part of IELA neither working to each other, right? Secondly, do we inform our team members about our Standards? How? Using Intranet, internal manual of procedures? This is one of the tasks we have in our group and we hope to get good and practical ideas. Here is an invitation for you, in case your company already does it. Share with us.

I don’t know if you could notice, but I am always saying “share with us”, “please send to us”. Well, my dears, I believe a lot in interactivity. That’s one of the reasons I joined IELA: to interact with agents that are the best on their markets.

And all of them work following standards of procedures, providing top Services to their customers.

Exchanging ideas, methods and experiences is a good way to make our Association and ourselves stronger and stronger.

So, let’s interact!

Mariane
WORKING GROUP NEWS

PR & MARKETING WORKING GROUP

Dear Friends,

After two months, it is time to start with our work.

First of all I would like to say welcome to all the new Working Group members who confirmed their further participation:

- Eve from Caspian Freight, Anne from GemGo, Alexandra from Swiss Expo Logistics, Yolanda from RESA, Sally from WEL, and Claus from Agility.

The "old" members Dani (Agility), Vicki (HS BEDI), Klaus (BTG) and me (Cretschmar) are very happy and proud to get so much new energy flowing.

Let us start with the upcoming projects:

1. A recurring discussion is the benefit of IELA for members and possible applicants. Also at the Partnering Event I always hear the question "why should I become a member of IELA - what is my additional benefit?" Naturally we have already written and defined the several benefits. However as a PR and Marketing group we are in a position to evaluate the idea of additional benefits for the next year. We all are in touch with the market and the demands and wishes of IELA. Our door is now open. I am looking forward to all your comments and ideas about new benefits. We welcome all ideas big or small.

   a) In Munich we heard the idea of a customer flyer specifically for exhibitors. I am also looking forward for your input on this issue. Our general attitude is to "keep it simple".

   b) Enclosed you can find the two IELA logos used by members on their business cards or letterhead. As you can see the appearance is completely different.

   Please tell me your ideas how we can make the CI of IELA stand out more clearly, without changing too much. The better the CI of IELA is defined the more serious IELA will be taken by the market. We shall define standards of using IELA logo.

   c) In Munich we heard the idea of a customer flyer specifically for exhibitors. I am also looking forward for your input on this issue. Our general attitude is to "keep it simple".

   d) In the upcoming months shortly before Amsterdam (maybe a year later because of the 30th anniversary of IELA 2015) we have to do the pre-selection of the proposals for a new head-slogan for IELA. Your ideas and proposals are very welcome. Elizabeth will introduce the search for the new slogan in the next few weeks to all IELA members.

   e) We will be happy to discuss any other project you would like to bring to our groups attention.

Best regards

Kay Lohe
**TRAINING WORKING GROUP**

**Training is an opportunity**

IELA is stronger than ever and is most capable of improving our association further more. The decision to increase the number of members on the board of management brought not only fantastic knowledge and experience of our business into BOM, but also four new members who have been heavily involved with the IELA training. This also means better possibilities to develop IELA training offers to its members.

The first concrete step was to launch the IELA Training Manual project. The objective for the manual is to gather a general reference manual, covering the whole operational process where we are involved. The purpose of the manual is to ease and improve the efficiency to train new employees into the exhibition logistics. As we are creating a new internal tool for training, we are establishing an opportunity for future development. Use of the manual, improves IELA unity on an operational level. It will be one of the tools to meet IELA standards and quality.

The manual gives new information to those who are new to the exhibition logistics. For professionals, it is a good reminder of the details that make the quality, and what must be discussed with people new in the business. We aim to publish the IELA Training Manual in the next IELA Congress 2014 in Amsterdam.

In the future the Training Manual, which is a collection of knowledge and information about exhibition logistics, can be used as a tool to create guides and training manuals for exhibitors. There is need to support our customers when they have new staff organizing exhibition shipments, or when they are targeting new geographical markets and exhibitions. IELA presents the best possible expertise and global coverage, so it is quite natural that exhibitors can get this support from any IELA member. We have the opportunity to support IELA members to meet these expectations.

Exhibition is face-to-face marketing and it is the most powerful marketing media. Face to face training represents the most efficient form of training. IELA Winter Seminar is held every two years in Zürich and will be held next time in January 2015. It is the most efficient training in the exhibition logistics business. IELA Winter Seminar is an opportunity for networking, benchmarking and learning in an exciting and memorable atmosphere. Winter Seminar formats have proven successful and efficient.

IELA has successfully increased its number of members and strengthened its geographic coverage. This gives us the opportunity to arrange more training events and also take these events to new locations. We have decided to start a project to investigate the possibility to arrange a face-to-face training event in Asia. The objective of this project is to define the most suitable place, time, and format.

It is difficult to perform above expectation, and many new people from the members of the companies are needed to participate in the effort for maximum output. On the other hand, some resources are required to keep the focus on issues that are valuable for IELA members. I am sure that both projects have started to fulfill their objectives and have all the necessary support from the members.
THE IELA BOARD OF MANAGEMENT

Board Functions

CHAIRMAN
Robert Moore
remoore@agilitylogistics.com

VICE CHAIRMAN
Christoph Rauch
christoph.rauch@btg.de

TREASURER
Ulfich Kasimir
ulfich.kasimir@dbshenker.com

MEMBERS
H S Bedi
hsbedi@psbedi.com
Peyman Bari
peyam@grouptrans.com
Mariane Dzban
meweunbank@outstandig.com.br
Jim Kelly
jimkelly@airwaysfreight.com
Achim Lotzwick
achim.lotzwick@cretschmar.de
James NG
james ng@tacs.com.sg
Ravinder Sethi
ravi@rogersworldwideindia.com

THE COMMITTEE

CHAIRMAN
Bas Oversier
bas.oversier@deudekom.nl

MEMBERS
Ron Berry
ron@jamico.oril
Achim Rauser
ARauser@agilitylogistics.com

SECRETARIAT
Elizabeth Niehaus
elizabeth@ielao.org

HONORARY MEMBERS
Mr. Stephen J. BARRY
Mr. Ron BARRY
Mr. Hans BRAUCHLI
Mr. Karl BÜHLER
Mr. Thierry GUGGENBERG
Mr. Dieter PRABULL
Mr. Greg KIB
Mr. Achim LOTZWICK
Mr. Jean-Paul MOYER
Mr. Ravinder SETHI

Members Moves

Under this heading, we publish internal news from our members such as appointment, change of telephone or telefax numbers, new e-mail addresses and change of contact details. Please note that the IELA Secretariat has included all recent changes in contact details in the new IELA Membership list available on www.iela.org

- Agility Fairs & Events Logistics Pte. Ltd., Singapore
  New Email: fairs-singapore@agilitylogistics.com

- Exhibition Freight UK Ltd, UK
  New address: The Granary, Moat Farm
  Collier Street
  Kent, TN12 9RR
  Neil@exhibitionfreight.co.uk
  Tel: +44 (0) 1892 732009
  Fax: +44 (0) 1892 732010
  New site: www.exhibitionfreight.co.uk

- On-Site Exhibitions AB, Sweden
  New address: Norra Gubberogatan 30
  S-416 63 GOTHENBURG
  T: +46 31 707 3070
  F: +46 31 707 3075
  www.onstegroup.se

- Schenker AB, Sweden
  New Contact: Anneli Larsson, Manager Fairs & Exhibitions
  Tel: +46 31 3370 0409
  Fax: +46 31 21 7759
  Anneli.Larsson@dbschenker.com

New Members

- MARS LOGİSTİK ULUSLARARASI Taşmacılık ve Taşma, Turkey
  E-mail: mastransfreightllc@mastrans.com

- MASTRANS FREIGHT LLC, UAE

- MOVERS INTERNATIONAL PVT LTD., India

- WBS GROUP (Worldwide Exhibition Specialists LTD.), UK

IELA Collateral

The next IELA REPORT will be published in January and will be distributed as printed version to all members (10 copies) and Munich delegates. Unlimited amounts are available at just CHF 3.00 each. Let us know if you would like to receive extra copies for your marketing activities.

Contact Elizabeth for details on bulk discounts and to place your order: Elizabeth@ielao.org

Available also to non-members

IELA International Exhibition Logistics Association
4, rue Charles-Bonnet | P.O. Box 399 | 1211 Geneva 12 | Switzerland
VAT registration number: CHE-100.318.856
OUR ORIGIN IS A PROMISE
EXHIBITION 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 complement each other very well and are always up-to-date. Of course, trainings in all fields on a regular basis are taken for granted.

CONTACT
SWISS EXPO LOGISTICS AG • Zürcherstrasse 46 • 8400 Winterthur • Switzerland
Phone +41 52 213 33 00 • Fax +41 52 213 33 22 • info@swiss-expologistics.com • www.swiss-expologistics.com
When your show starts, we have already finished. With the full range of freight transportation services we deliver your exhibition goods and event equipment around the globe. At the right time, at the right place, and at competitive rates. No matter whether it is big and bulky or small and sensitive.

Challenge us now.

sales.fairs@dhl.com