

WORLD

INTERNATIONAL EXHIBITION LOGISTICS ASSOCIATION

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Introducing four
new partners
to the network

HIGH ON LOGISTICS

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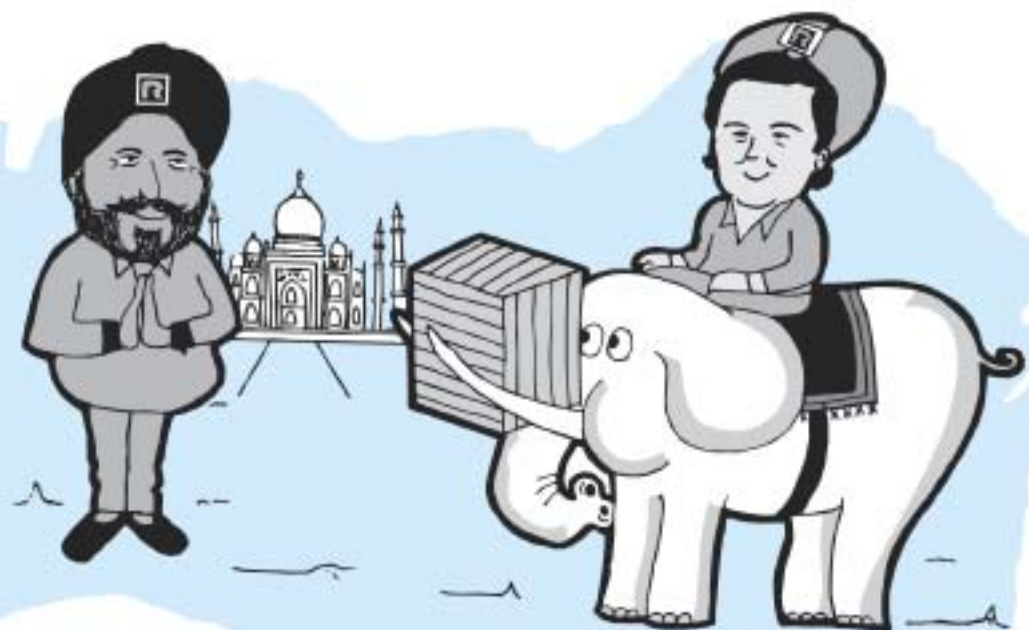
29th IELA CONGRESS + 3rd IELA PARTNERING EVENT / June 28th • July 3rd 2014

PLUS ► MEMBERS NEWS ► IELA NEWS ► MEMBER'S LISTING



ROGERS
WORLDWIDE

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A package to India

R.E.ROGERS INDIA was incorporated in 1986 with a vision of handling exhibition cargo in India and abroad. Since inception we have been market leaders in this growing and complex industry - providing services to organizers, venues, governments, trade associations, exhibitors and event managers throughout the world. In recent years, we have also expanded into areas as defence, sports, music concerts, etc.

We have our own offices / warehouses / infrastructure in Delhi, Mumbai, Bangalore and Hyderabad, covering all the major hubs of the country. We also have all relevant accreditations of quality, environment and health / safety.

In addition, we play a very prominent role in the national / global fraternity as leading members of various key associations.

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Tel.: 91-11-2694 9801/9802/5898/5899; Fax: 91-11-2694 9803, 2694 5900

E-mail: rerid@rogersworldwideindia.com; Website: www.rogersworldwideindia.com

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► EDITOR & ADVERTISING
Elizabeth Niehaus ► elizabeth@iela.org

IELA Secretariat
TQ Consulting GmbH
Lindenhof 6
6060 Sarnen, Switzerland
T. +41 41 661 1718
F. +41 41 661 1719
W: www.iela.org

► DESIGN
DGCVer ► www.estudiogdcver.com.ar

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► CHAIRMAN'S CORNER



► CHAIRMAN
Robert Moore

CONTACT DETAILS

T. +61 9 933 033 03
E. remoore@agilitylogistics.com

Dear all,

I am writing my last Chairman's report as we all gear up to arrive in Amsterdam for our biggest event ever! Certainly I am sad to be relinquishing the Chair as the last three years have been amongst the most challenging and rewarding of my career.

I have always adopted the viewpoint that any relationship with an Association is about what you can do for it rather than what the Association can do for you. Certainly from my first IELA meeting, as the host, in Sydney in 1992 until today my enthusiasm for our great Association has never diminished.

Where else could we get nearly 150 different companies together, many fierce competitors, socialising and more importantly doing business over a few days each year? Lifelong friendships are made and as evidenced by the Seniors Club these go on forever.

So over the past three years what have we achieved? Certainly getting the transition completed was a major highlight given the initial issues from the London Congress. The major highlight though was the establishment of our Partnering Event which has now become a major benefit to our members and more importantly brought new members across the line.

We now have harmony, friendship, family and good business!

The Board has been most supportive and I must thank **Christoph** and **Achim** for their support and teamwork as they have been with

me through the majority of the journey. **Alan Hunter** was my rock, covering off the administrative matters. I still miss him very much. **Elizabeth** of course came on board after Seoul and has grown with us. Her enthusiasm has helped us develop the networking and she is now well and truly part of the IELA family.

So to Amsterdam, I am thrilled that **Christoph** as my Vice Chairman will stand for the position of Chairman, this is a great move and of course a generational change! **Christoph** was born to the role, his father being one of the founders of IELA!

Moving forward I intend (if re-elected) to stay on the Board for two more years to head up the Organisers Committee. This has always been a key plank in our strategy and I intend to develop further through my UFI committee links and other associations I have worked with globally over the years.

My final request is that all you very active, enthusiastic men and women look to the future, volunteer for committees, end up chairing them and then on to the Board! We need talent and over the next couple of years there will be several board positions becoming vacant.

On a sad note I have passed our condolences on to Hans and Alice Brauchli who lost their son Stefan after a long illness. Hans has been very much part of IELA forever and is of course our Lifetime President.

See you all in Amsterdam! ◀

Robert Moore

MEMBERS NEWS



EXPOTRANS HAS BEEN APPOINTED AS OFFICIAL FORWARDER OF THE CROCUS EXPO IN MOSCOW!

We are very excited to announce that, in addition to Fiera Milano, Mi.Co. and Rimini Fiera, since January 1st 2014 **Expotrans** has been appointed **as official forwarder of the Crocus Expo in Moscow!**

From now on, we can operate directly with Crocus Expo customs office and the on-site exclusive handler Crocus Transport, for any show in the 2014 calendar, regardless of the organiser.

Sales will be performed by EXPOTRANS Headquarters in Rome, coordinating local service with our Russian company OOO EXPORUSTRANS, operating specialized exhibition forwarding in Moscow since 2007 from their Krasnaya Presnja office and which you may have already enjoyed their service.

New staff will join our Moscow team of Krasnaya Presnja's main office, managing countrywide F&E and start a new branch Crocus a dedicated office located on-site. It will be fully operational from this February in Pavilion number 3.

This experience represents a great opportunity to confirm once again Expotrans' role in the international world of exhibitions forwarding and to prove ourselves a trustworthy logistic partner also abroad.

Daniele and **Mirella** will be at disposal for any information or requests about exhibitions at **Crocus Expo**.

You can reach them at the following numbers:

daniele.bergonzoni@expotrans.it
Mob. Russia + 7 903 716 3810
Mob. Italy + 39 335 6158176
Tel. + 39 051 864466

mirella.giardina@expotrans.it
Tel. + 39 06 65004846

We hope to see you soon in Moscow! ◀



▶▶ Back (from left to right): **Markus Eichenberger, Dominique Geiser**
Middle (from left to right): **Regula Winter, Mathias Schatzmann, Erich Forrer**
Front (from left to right): **Fabien Bilger, Fiona Lewis, Michael Keckeisen**



As part of the currently ongoing restructuring of **BTG** in Switzerland, we have great pleasure in announcing that effective from 1st March 2014 **BTG Events Europe AG** has gone into operation.

This new enterprise, belonging to the **BTG Suisse Holding AG**, specialises in the logistics handling of exhibitions and events in the CIS States, in the Baltic States, as well as in the whole of Europe. In particular the countries in Eastern Europe and the CIS States were always a subject, which we as BTG Suisse wanted to develop further.

Mr. Mathias Schatzmann has been appointed as Managing Director of BTG Events Europe AG and together with his colleagues Erich Forrer and Michael Keckeisen, the team of BTG Events Europe AG can offer you complete solutions for events in the above-mentioned countries.

BTG has its own offices at the most important fairgrounds in Moscow, such as Crocus Expo, Expocentr Krasnaya Presnja, All-Russian Exhibition Centre VVC and Sokolniki Park. These offices serve you as a contact point for all matters relating to exhibition handling, as well as for any possible queries or problems which may arise. You will be delighted with our comprehensive service!

Please contact us! Our staff will gladly answer any queries you may have.

BTG Europe Events AG
Unterlettenstrasse 11
CH-9443 Widnau

Tel. +41 (0) 71-726 70 90
Fax +41 (0) 71-726 70 99
E-Mail: widnau@btg-suisse.ch

▶▶ www.btg-suisse.ch ◀

BTG Suisse AG
Salinenstrasse 11
CH-4133 Pratteln

Tel. +41 (0) 61-337 25 70
Fax +41 (0) 61-337 25 79
E-Mail: pratteln@btg-suisse.ch

MEMBERS NEWS



Continuing their long-standing partnership, Hannover Fairs Australia has again selected **DB Schenker in Australia** for the thirteenth time as their official integrated freight and logistics partner for **CeBIT**, Asia Pacific's largest business and ICT showcase.

CeBIT Australia 2014 will be held from 5th to 7th May 2014 at Sydney Olympic Park.

DB SCHENKER IN CeBIT AUSTRALIA 2014

Spreading over 2 large exhibition halls, CeBIT 2014 will attract more than 500 exhibitors from start-ups, established brands, local to global and small to large companies categorised into 21 key business technologies.

With over 5,000 solution experts from the ICT industry, commerce and services, as well as 34,000 highly qualified professional visitors from Australia and around the world will attend the exhibition. The high tech event will also feature a large variety of conferences and digital workshops.

DB Schenker will showcase its services and strong position in supplying logistics

solutions to the ICT and consumer electronics industries at the event.

With their experienced team in Australia and around the globe **DB Schenker Fairs & Exhibitions** will service the exhibitor's logistical needs. Flying in the latest high tech equipment last minute from Asia, moving containers of standbuilding material from overseas for the custom built stands, arranging domestic transport for the local exhibitors, on-site equipment & manpower hire and loading dock traffic management, no job is too big or too small to ensure CeBIT Australia 2014 will be a success for all exhibitors! ◀

▶▶ www.dbschenker.com



ESI GROUP PURSUES ITS DEVELOPMENT IN LOGISTICS FOR DOMESTIC GAMES

We are pleased to announce that the French company **MARTINI TECHNOTRANS** joined **ESI Group**, effective 18th April 2014.

MARTINI TECHNOTRANS is well known in South East of France (French Riviera) as a major player in logistics for events in this area, for more than 20 years. Their activity is focused on fairs & exhibitions, transport of fine art pieces, packing and customs formalities.

This new step in our development allows us to strengthen our presence in this part of France, and

to pursue our global strategy: providing our high-standard services for any kind of events, for any industry and at any venue in France.

Thanks to this merger, **ESI Group** welcomes 15 experienced colleagues, based in permanent offices located in Cannes, Nice and Antibes (including a 2500 sqm warehouse dedicated to events).

Mr. Eric Folco and his colleague **Mrs. Sophie Lebaron** will have the pleasure to meet you all in Amsterdam during our Congress : if you wish to get more information about their services, facilities, projects... Please do not hesitate to ask for an appointment!

Main events in Nice (Acropolis venue)
ESCVS ICAPP
WDN & OPTICAL IUGA
SEMINT ECCE
SCMR EUROPHARMAT...

Main events in Cannes (Festivals Palace)
TFWA MIPTV
ILTM MIPCOM
FACE TO FACE MAPIC ...

The **MARTINI TECHNOTRANS** crew will be managed by **Mr. Eric Folco**, under the direction of **Mr. Amaury Chaumet**.

Looking forward to see you again soon,

Evelyne Duval ◀

▶▶ For any question on the above, please contact : Evelyne.duval@group-esi.com / e.folco@martinitechnotrans.fr



► **Klaus Rauch**,
BTG Messe-Spedition
GmbH and IELA Founder
and **Ravinder Sethi**,
R.E. Rogers India.

A BEER WITH A FRIEND

It was the year 1986 when **Kiran** and I incorporated **R.E. Rogers India**. Considering I never wanted to be in freight forwarding, let alone exhibition logistics, and to top it off, had no clue of doing business - what was I thinking at the time!!

Anyway, I'll leave that story for another day.

1986 was also a momentous year in our logistics world. After a few years of dabbling, seven gentlemen sipping Swiss wine in Zurich formalised IELA in 1985 and Montreux hosted the 1st General Assembly in June 1986: 14 members, 4 prospective members, 44 participants. There was a financial loss of CHF 9042.95 for the Assembly.

Sitting in Delhi at that time, I was struggling with boxes, and balance-sheets!

Very soon I got aware of this almost alien association. Got info on telexes (remember those!), word of mouth, telefax, and from March 1989, the 'IELA Report'. But there was no way I would join IELA - absolutely no way. We were doing well, we didn't need it to secure business, and what was it called by critics - the **Hans Brauchli pet**, the **Steve Barry fan club**, the **Klaus Rauch hobby**, etc.

But something else was also happening in those years. Besides being business associates, **Klaus Rauch** and I were becoming good friends. So, he started to pressure me to join the 'club'. And then one day in the summer of 1995, sitting in a beer-garden in Munich, I succumbed - well, he was paying for the beer!

I still remember that day. I warned Klaus I won't last long in IELA, and I'm only doing it for him. Little did I know that this afternoon

would change my entire perception and attitude to our logistics world?

So, June 1995 was our first presence - the 10th General Assembly in Montreux: 56 members and 102 participants. True to my word, I was a rebel from day one. But, in all honesty, **Kiran** and I enjoyed ourselves thoroughly - there was a nice warmth, that IELA spirit Hans talked of did exist, we met old friends, we made new friends, and we did business!

Once in, **Klaus** and **Richard Geddes** (bless them both) now put pressure on me to become an active and aggressive member - do something for IELA. So, that's what started happening. Then in May 2001, I got elected to the Board - 16th IELA Congress, Beijing: 64 members and 116 participants.

From within the Board, there was an elevation to Chairman - 20th Congress in New Delhi, February 2005. In my home town - a dream come true! My tenure finished in 2007, till I 're-surfaced' for round two in Munich last year. Notwithstanding this, the involvement was always there and only growing.

Look where we are today. Training programs, standards, recognition, networking, partnering and, in Amsterdam, we are going to be in amazing numbers!

So, the message from my own experience of the last 20 years: This non-believer became a die-hard believer. I gave a lot to IELA, but trust me; IELA gave much more back to me and our company. A win-win situation.

Thank you, Klaus, for that beer!

Ravinder ◀



DHL TRADE FAIRS & EVENTS OPENS SECOND BRANCH IN COLOGNE

DHL Trade Fairs & Events significantly expanded its business activities in 2013 and subsequently needed new premises. On April 15th, 2014, the **DHL Freight** subsidiary opened a second branch office in Cologne and relocated several departments. Among those are **DHL Arts** and the trade show team working for customers participating at trade shows on the local fairgrounds as in Cologne, Düsseldorf and Essen. By means of the new facilities, DHL also expands its event warehousing capabilities to strengthen its logistics services for fine arts.

*"2013 has been a very successful year for us. Moving some of our departments into bigger facilities comes naturally, particularly because the new warehouse will not just benefit the event business, but will improve other services as well. This allows us to support our customers even better than before", said **Vincenzo Scudato**, Managing Director **DHL Trade Fairs & Events**.*

The new location close by the Koelnmesse fairground provides 4,000 square meters of warehousing space. Overall 14 **DHL** employees will be working in the new venues, with a staff of six being responsible for event logistics. DHL Trade Fairs & Events has been a specialist for trade fair and event logistics for more than 45 years now and operates offices in every important trade fair city worldwide. The new office in Cologne is the 22nd branch in the global network.

Key contact details:
Gregor Klammer
Tel.: +49 2203 36800 23
Email: gregor.klammer@dhl.com

DHL Trade Fairs & Events GmbH
Welser Straße 10D
51149 Cologne
Germany

► www.dhl-tfe.com ◀

MEMBERS NEWS



► **Dong Lixin**
Gehua-BTG
General Manager

It is the first and only logistics company working in The First Culture Free Trade Zone in China.

Beijing Gehua Art Company is a state-run company, the leading company on the Beijing cultural market and one of the largest organizers of culture shows. As a part of the Gehua Cultural Development Group they built up "The First International Culture Trade Service Center" near Beijing Airport, which mainly consists of three functional areas - the international cultural commodity exhibition and trade center, the service industry international logistics center and the cultural bonded area.

The cultural bonded area as a part of the business focuses on cultural and art exchange, design and production of cultural products, creative high-end art exhibition and other areas of international cultural trade services. The



► Warehouse of Gehua-BTG

BTG - PART OF CHINA'S FIRST CULTURE FREE TRADE ZONE

provision of display, promotion, trade, logistics, warehousing, guarantee, leasing, finances, tax and other professional services all goes together to form a professional international cultural trade services system.

Beijing Gehua-BTG International Logistics Co., Ltd. has officially taken over the Beijing Gehua cultural bonded warehouse operations center and has been providing management services since the beginning of this year.

It has a bonded port function, export processing zones, a bonded logistics zone, international transit, distribution, procurement, entrepôt trade, an export processing business and provides the basis for deferred import tax until final importation.

This bonded warehouse is set in the Beijing Tianzhu comprehensive bonded area, with an indoor area of 12,500 square meters (including hydraulic lifting and 12 unloading platforms) and an office space of 1,000 square meters.

The warehouse is divided into three parts:

1) the bonded goods storage area

This is mainly for the goods of general trade bonded storage and distribution.

► From left to right:
Christoph Rauch (Managing Director BTG Messe-Spedition GmbH), **Zhong Yuan** (General Manager BTG China Ltd.), **Wang Jianqi** (President of Gehua Group), **Li Danyang** (General Manager of Gehua Group). After the official signing ceremony on the occasion of the establishment of Gehua-BTG International Logistics.

Companies importing goods can benefit from the good policy of the bonded area, deferred import tax, distributed collection, cheap storage, no time limit on the exemption from customs duties, inspection-free license - these are all advantages compared to the conventional customs procedures bonded area, which of course attract customers.

2) the bonded exhibition hall

This provides a bonded display trading platform for imported luxury cars, yachts, international brand consumer goods, works of art, auctions, high value items, jewelry, precision instruments, etc.

3) six special warehouses with constant temperature and humidity control

This is for fine arts, artwork and precious goods storage.

Beijing Gehua-BTG International Logistics Co. Ltd. also provides a scope of services, including: customs clearance, import and export transportation services, special focus on fine arts, such as paintings, sculptures, antiques, ceramics, valuable items, classical furniture etc., warehouse services in the bonded warehouse, bonded electronic commerce, logistics finance, finance leasing and packing services.

If you have any inquiries or questions, please kindly find our contact details below:

Dong Lixin
General Manager
dong.lixin@gehua-btg.cn
Tel.: +86 10 8460 1258
Mobil: +86 1380 118 8271 ◀

IELA NEWS

NEW
IELA EVENT

Hong Kong Convention and Exhibition Centre

IELA OPERATIONAL SUMMIT 2016, HONG KONG



► Achim Lotzwick
Member of IELA
Board of Management

Dear Members,

"What about us?"

A question I have been hearing many times when I was advertising IELA to the backbone of our operation, to the individuals who run the operation. True

experts, carrying out an exhibition project in administration or being present at an exhibition site, making things happen.

"What about us?". Good question:

We have an IELA that caters to the individual situation of so many: young operational staff, being at their beginning of a career, assembling in Zurich at the IELA Winter Seminar; top representatives of IELA Member Companies gather at our annual Congress, and we have the Seniors Club for retired individuals who want to stay in touch.

But IELA does not have a platform where the operational staff of IELA Members can meet, network and benchmark. The people who do the daily work. The people who have the experience, the knowledge, the dedication to achieve what IELA is all about. The people who maintain the spirit of IELA.

So when I was asked "what about us?" – I didn't have an answer. In full realization that we need to embrace all of our staff by IELA, I was fortunate enough to have the opportunity to bring up the issue in the IELA Board of Management (BOM). Why not spend the surplus of a financially successful IELA to create networking benefits for the IELA work force of true exhibition freight logistics experts, the heroes of our day-to-day business? The BOM was enthusiastic about the idea to create a new **IELA Industry Event**, and to make it unique in a way that the IELA financial surplus would be used to cover most of the expenses.

Present planning is underway to have the event not only once, but every January in a year where we don't have an IELA Winter Seminar. Presently we are looking to launch the spectacle from **January 28th to January 31st in the year 2016 (Winter Seminar in January 2015). As it appears, the venue will be Hong Kong and IELA is graced to be hosted by the Hong Kong Convention and Exhibition Centre.**

Participants at the **IELA Operational Summit** will enjoy the sterling IELA mix of social- and industry related events. The program will be designed to deliver networking benefits, benchmarking amongst industry peers and entertaining elements. Similar to our IELA Congress, there will be floor sessions, receptions, excursions, a gala

dinner and the opportunity to meet the members of the IELA Board of Management.

More details will be published thru the different stages of the planning of the project.

It has been decided by BOM that there will be no registration fee to attend the IELA Operations Summit. All financing for the venue, the social events, catering and disbursements will be covered by IELA. This unique membership benefit is available to IELA Members only. By relieving participants from any kind of registration fee, IELA Members are provided with a cost efficient networking and benchmarking opportunity to have their key staff connect with the international IELA Community.

Article 4 of IELA Articles points out that the purpose of the association is to promote communication and co-operation between its members. Thanks to many years of hard work, IELA is enjoying the fortunate situation, that our financial stability provides the resources to meet the challenges of Article 4 in this highly profiled and sophisticated fashion. Closing the gap between Winter Seminar – Congress – Seniors Club we are thrilled to give IELA Members the opportunity to a new angle of networking in our association. Watch this space, more news will be forthcoming!

Achim Lotzwick ◀

IELA's SENIORS CLUB MEETING 2014

This year's gathering will take place in Stockholm from June 13th till 15th 2014.

The **IELA's Seniors Club** wishes to thank the following companies for their generous contribution to our this year's event.

- AGILITY FAIRS & EVENTS, AUSTRALIA
- AMIT LTD, ISRAEL
- CLAMAGERAN FOIREXPO, FRANCE
- CRETSCHMAR MESSE CARGO, GERMANY
- GBH EXHIBITION FORWARDING, ENGLAND
- IELA BOARD OF MANAGEMENT
- INTER EXPOLOGISTICS, SWITZERLAND
- ON-SITE EXHIBITION AB, SWEDEN
- R.E. ROGERS, INDIA
- SCHENKER DEUTSCHLAND AG, GERMANY
- TRANSIT AIR CARGO, SINGAPORE
- TWI GROUP INC, USA
- ZIEGLER EXPO LOGISTICS, BELGIUM



Stockholm

IELA NEWS

IELA INNOVATORS



► Niall Thompson
Interflow Logistics Ltd.,
Dublin
Managing Director

The best new ideas often sound crazy the first time you hear of them, because often they don't fit the normal pattern. A lot of people will reject them at first. They will raise a lot of idea killers: Who wants this? It doesn't suit our business mix, you won't get the support and so on. Innovation does not end at the first no, that's when it really starts. You have to be brave and defend your idea.

Inspire, surprise and convince them I was recently told. To create massive financial success and make a positive impact on the world we need to innovate. Can I be a market mover as well as an exhibition freight forwarder. I think we need to look at the market outside our organisation and actively invest in changing the market so that our services have substantially greater opportunities to generate revenue and make an impact in the world. Not sure what working group this would come under but I would be interested to have an open discussion. ◀

EXHIBITION LOGISTICS LEADER IN FRANCE

TRANSPORT – CUSTOMS BROKERAGE – ON SITE HANDLING

CLAMAGERAN on site & operation offices:

PARIS EXPO - Porte de Versailles
(and other exhibition venues in Paris)
Tel: +33 1 572 518 01/10
Fax: +33 1 453 028 81
Email: paris@clamageran.com

Paris Nord Villepinte-Le Bourget
shows at Disneyland Paris-City of Life and Northern regions of France
Tel: +33 1 48 03 02 05
Fax: +33 1 48 03 02 05
Email: villepinte@clamageran.com

CLAMAGERAN on site & operation offices:

Europe - Overseas trade shows:
Tel: +33 1 486 322 00
Fax: +33 1 486 322 05
Email: europe@clamageran.com

CLAMAGERAN-FOIREXPO

CLAMAGERAN on site & operation offices:

EMM Europe
Zoo and other exhibition venues in Lyon and around
Tel: +33 4 789 006 00
Fax: +33 4 789 006 00
Email: emm@clamageran.com

Eastern & Western regions of France
Tel: +33 6 15 94 88 44
Fax: +33 4 78 00 57 61
Email: lyon@clamageran.com

South of France - Monaco - Marseille
Tel: +33 6 238 377 05
Fax: +33 1 453 028 81
Email: french@clamageran.com

Worldwide agents services:
Tel: +33 1 572 518 09
Fax: +33 1 453 028 81
Email: paris@clamageran.com

For a trusted
logistics solution to your trade shows &
events throughout France and Worldwide
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We've run them
perfectly!

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Tel. from Overseas: +33 (0)1 439 518 03

► For further information, please contact: hansruedi.brauchli@bluewin.ch

► NEW MEMBERS

Introducing four new partners to the network
WELCOME TO IELA!

AMR GROUP INC.

4495 West Hacienda Avenue
Suite 4
NV 89118 Las Vegas
USA



General Management
T: +1 702 8006385
F: +1 702 8797069
chris.ray@amrworldwide.com

www.amrworldwide.com

The Team

Mr. Chris Ray	► President
Mrs. Jennifer Padilla	► Operations Manager
Mrs. Meredith Freeman	► Marketing support and administration
Mrs. Susan Ray	► Accounts Manager

About AMR GROUP INC.

AMR Group Inc was founded on the idea of providing the very best support to the exhibitions and events industry in a reliable and trustworthy fashion. The staff has over 35 years' experience helping show organizers, pavilion organizers, exhibit builders and exhibiting companies fulfill the need for reliable, knowledgeable and trustworthy logistics services on a global scale. Being a family owned company creating customized solutions for each client helps **AMR Group** stand apart from the competition. Reliable exhibition logistics service is their passion.

Our Services

- Import exhibition services in all U.S. locations
- Export exhibition services to 120 countries worldwide
- Transport by air, sea, truck
- Customs clearance
- On-site customer support
- Project Cargo ◀

► NEW MEMBERS

WELCOME TO IELA!

EKOL LOJISTIK AS

Hastahane Mahallesi Caddesi No 82
Hadimköy (Boyalık) - Arnavutköy
34555 Istanbul
TURKEY



General Management
T: + 90 216 564 3352
F: + 90 216 564 3333
fair@ekol.com

www.ekol.com

The Team

Mr. Alpay Altioğ	► Manager Fairs & Exhibitions
------------------	-------------------------------

About EKOL LOJISTIK AS

Ekol offers tailored solutions for companies in fair logistics that make a difference.

Holding the title of the fastest growing Turkish logistics company in Europe, **Ekol** is now providing service in Germany, Romania, Italy, Bosnia, France, Greece, Hungary and Ukraine with its over 86.000 sqm of own warehouses and 1.200 multinational employees.

The Fair Logistics Department of **Ekol**, which is expert in the field, has the skills to serve with the same quality all over the world predominantly in the textile, food and construction – building sector.

Offering integrated logistics services with a customer oriented organizational structure, **Ekol** provides solutions to bring competitive advantage to its customers, thanks to its fleet, technological infrastructure allowing cargo tracking and monitoring, high quality of services, wide network of agencies all around the world, and a team specializing in fairs and exhibitions.

Ekol stands out among its competitors with its undamaged delivery guarantee and different transportation models for fair logistics, and offers its customers the tailored solutions they need.

Ekol provides services for exhibitors, stand manufacturers and fair organizers where customer-specific solutions are needed for events such as fairs, special exhibitions, congresses, meetings and concerts that are the most important aspects of international trade and global economy. ◀

Our Services

- Insurance
- Duty-paid or free of duty warehousing services
- Exhibition area consulting
- Distribution and loading services in Turkey
- Import/export customs clearance services
- International transportation services: Road, Air, Sea, Intermodal
- Distribution services and import procedures in the countries hosting the fairs ◀

► NEW MEMBERS

WELCOME TO IELA!

MENDELSSOHN COMMERCE EVENT LOGISTICS

1600 Courtney Park Dr. E, Unit 2
Mississauga,
Ontario L5T 2W8
CANADA



General Management
T : +1 416 863 9339
F : +1 416 863 5149
apatterson@mend.com

www.icecorp.ca

The Team

Mr. Alan R. Patterson	► Director, International Events and National Accounts
Mr. Andrew Horlick	► Sales Manager, International Events
Mr. Danny Mekhuri	► International Events Operations Manager

About MENDELSSOHN COMMERCE EVENT LOGISTICS

Mendelsohn Commerce is a division of ICECORP Logistics Inc. With over 30 years of experience, we handle over 1,000 events per year. We are one of the largest customs and transportation providers in Canada specializing in the Meetings, Conventions, Trade Shows and Special Events Industries.

Our global network is tailored to the unique demands of our customers, and whether you are a Meeting Planner, Show Producer, Exhibitor, Sponsor, or Vendor, we will provide a custom logistics solution to meet your needs. We handle events cargo covering everything from ocean and airfreight, to courier and final mile delivery.

We also provide material handling at the show site and provide on-site supervision for easy access to our customers. Leave your customs and transportation needs to us. Mendelsohn Commerce has you covered! ◀

Our Services

- International air and ocean freight forwarding
- Inland trucking
- Advance warehousing and on-site handling
- Storage
- Service desk at all events
- Preparation of export documents and return shipment requirements
- Preparation of customs forms and shipping manuals
- Liaison between show management and exhibitors
- Customized solutions for: Music, Entertainment, Museums, Theatre, Sporting Events and the Television and Film industry ◀

► NEW MEMBERS

WELCOME TO IELA!

PROTRAC LTDA FAIRS & EXHIBITIONS

Calle 106
No. 5662 Office 703
Bogota
COLOMBIA



General Management
T: +57 312 514 1688
F: +57 1613 6654
antonio.rodriguez@protrac Ltda.com www.protrac Ltda.com

The Team

Mr. Antonio Rodriguez	► Managing director
Ms. Pammela Rodriguez	► Sales Backoffice
Mrs. Deisy Villa	► Accounting dept

About PROTRAC LTDA FAIRS & EXHIBITIONS

Comprehensive logistic chain for fairs, shows and events

From start to finish we perform the whole process of delivery of goods until they reach the booth, including customs brokerage.

Handlings at port, airport and at fair site, as well as local and international transports until the delivery of goods reaches the booth. We offer the same service process for goods return, while including picking up the exhibition materials from the booth.

Our service makes the difference

As a specialized expert freight forwarding company in handling fairs we understand how important all exhibition goods are regardless the value or volume size.

We only use customs regulations applying for fairs events & shows

During the whole process our staff is always taking special care of your goods even during domestic transport.

To avoid any cargo damage, we never use Courier companies to move our cargo between cities. Your customer, the exhibitor, always gets a personalized and friendly service by means of team members and staff from our company, depending on the cargo volume, during delivery and pick up of the cargo at the booth. This service stays available during the fair to help the exhibitor at any time, even in cities other than Bogota. There is always a friendly relationship between exhibitor and PROTRAC LTDA.

You as our partner will always be well informed by our company during the whole process, including pictures of the cargo each step of the way. We standby and make sure our customers are at ease and know everything is being taken care of. ◀

29th IELA CONGRESS and 3rd PARTNERING EVENT
June 28th – July 3rd 2014

HIGH ON LOGISTICS

The Industry's best in Amsterdam

HOST MEMBERS



valverde

Van der Helm - Hudig
Rotterdam B.V.



29th IELA Congress & 3rd Partnering Event

June 28th • July 3rd 2014, NH Hotel Krasnapolsky, Amsterdam



IELA SECRETARIAT
Elizabeth Niehaus

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

RECORDS ON REGISTRATION!
IELA
CONGRESS 2014

210 Congress registrations
(194 delegates +
16 companions)

RECORDS ON REGISTRATION!
IELA PARTNERING
EVENT 2014

333 delegates representing
189 companies
from 55 countries

IELA gets HIGH ON LOGISTICS: Come and get with us

What attracts people to Amsterdam? Water canals, coffee shops and Antje Pikantje? Maybe. But what attracts exhibition logistics freight forwarders to Amsterdam this year? Exactly, IELA's 29th Congress from June 28th to July 1st and IELA's 3rd Partnering Event from July 1st to July 3rd!

IELA is quickly rising to the occasion as the recognized quality brand of the exhibition logistics industry. Every year we strive to break old records with new ones. We continue to bring you quality networking with lasting business benefits, getting the key players to come together once a year for the biggest event in the industry. This year we are HIGH ON LOGISTICS in Amsterdam.

We will meet in the international and dynamic city of Amsterdam that with its diversity, very much reflects the different cultures, experiencing other trades and enjoy doing business.

Our hosts Peter Busscher (CEVA Showfreight B.V.), Bas Wiendels and Marc Uitenbroek (Valverde B.V.), as well as Ger Kluter and Bas Oversier (Van der Helm-Hudig B.V.) are extremely excited to welcome us in their city. Three days fully focused on networking and brainstorming between Members. Two days fully focused on structured and professional networking with agents from over 50 different countries.

We are getting closer and closer to the IELA events. Our delegates list continues to grow. It is only 2 months before the event and we already have 333 delegates from 55 countries representing 189 companies, an astonishing number of registrations! We aim to continue this success that Amsterdam will be the biggest number of participants the industry has seen at a networking platform so far.

As our slots are beginning to fill up, we are preparing MyAgenda, the software to arrange your 1-2-1 meetings, to go live with our registered delegates on Wednesday April 23rd to Tuesday June 17th. There will be 8 weeks time to create your agenda for the Congress and Partnering Event. If the numbers of slots run out, you may still be able to arrange informal meetings with your counterparts via email. All those who have registered by this time will be on the participants list which is published in this IELA Report. The IELA Report has a total printed coverage of 1.500 magazines. An electronic edition is also been distributed via email to organisers, associations and press agencies all over the world. Don't miss the opportunity to be part of this amazing networking experience.

We would like to extend our heartfelt thanks and appreciation to our present 2014 sponsors: Agility Fairs & Events Logistics Pte Ltd (Singapore), Airways Freight Corporation, AMR Group Inc., BTG Messe-Spedition GmbH, Buhariwala Logistics, Cargolive S. de R.L de C.V., CHS Expo Freight, Ekol Logistics AS, ELF Shipping LLC, Europa Showfreight, Expotrans S.r.l., Expowesttrans LLC, Fulstanding Shows e Eventos MC Ltda., GBH Exhibition Forwarding Ltd., IAL Nigeria Limited, Inter ExpoLogistics Ltd., KEMI-LEE Co. Ltd., Mars Logistics, Masstrans Freight LLC, netlog network logistix gmbH, Orient Marine Lines Pvt Ltd, PSBedi Group, Resa Expo Logistics, R.E. Rogers India Pvt. Ltd., Suomen Messulogistiikka Oy, TWI Group, Valverde B.V., Ventana Serra Shows & Eventos and Ziegler Expo Logistics.

This is your opportunity to meet with the best and brightest in the industry. IELA's networking is the industries event of the year: IELA's 29th Congress, June 28th – July 1st, and IELA's 3rd Partnering Event, July 1st– July 3rd, Amsterdam.

Experience the best exhibition logistics networking event in 2014! We want to see you there!
Get HIGH ON LOGISTICS with us!

For more information please contact Elizabeth Niehaus at Elizabeth@iela.org
Tel. +41 41 661 1718 – www.iela.org

BEYOND BORDERS



►► **Udo Smit**
CEVA Showfreight
Supervisor Domestic Events

CONTACT DETAILS
E. udo.smit@cevalogistics.com



►► **Peter Busscher**
CEVA Showfreight
Supervisor International

CONTACT DETAILS
E. peter.busscher@cevalogistics.com

Dear members, welcome to The Netherlands!

We are proud to be a host member at the 29th IELA Congress!

The Netherlands is.....

A small country between Germany, Belgium and the North Sea.
A small country with a huge logistical history.
A small country with many people and different cultures.
A small country with huge possibilities and even more solutions.



We have one of the biggest harbors in the world, one of the bigger airports of Europe.

And we have Amsterdam, a city which never sleeps and with a huge international atmosphere.

The Netherlands has a lot to offer, not only for tourists, but most certainly for business too.

We look forward to meeting you and hope you enjoy our wonderful city.

Have a GREAT time in Amsterdam!

Udo and Peter ◀

Van der Helm - Hudig
Rotterdam B.V.



►► **Ger Kluter**
Van der Helm-Hudig
Manager Expo Logistics

CONTACT DETAILS
E. g.kluter@helmhudig.nl



►► **Bas Oversier**
Van der Helm-Hudig
Sales Manager Expo Logistics

CONTACT DETAILS
E. b.oversier@helmhudig.nl

Welcome to Amsterdam!

Welcome to our beautiful and fascinating city of Amsterdam. Amsterdam has always been open for new ideas and throughout the history it has dared to look beyond borders, just like we will do at the 29th IELA Congress!

Amsterdam has a history of creating wealth through global trade. In the 1600s, ships from the city sailed all over the world's continents and formed the basis of a worldwide trading network. Inspiring us to do the same in Exhibition Logistics.

Like the merchants from Amsterdam who made the city rich by reaching out to the world, we are also looking beyond the borders of our own country. We are open to new ideas and always looking to find new solutions for our logistic challenges.

No better place to cross the border than in Amsterdam!

Ger and Bas ◀



2014 CONGRESS SPONSORS





Dam Square

Hotel Details



> By bus

NH Grand Hotel Krasnapolsky is very accessible regardless of means of transportation.

The **NH Grand Hotel Krasnapolsky** and conference centre sits in a fantastic central location overlooking Dam Square in the thriving heart of Amsterdam.

As the largest 5* conference hotel of the Benelux countries, it boasts an impressive assortment of accommodation types and an abundance of facilities to suit the needs of both the leisure and business visitor.

NH Grand Hotel Krasnapolsky

Dam 9
1012 JS Amsterdam
The Netherlands
Phone +31 20 5549111

> Travel

- Distance from the Hotel
 - From Schiphol Airport: 17,3 km
 - From Amsterdam Central Station: 1,2 km
- Transportation from and to the airport.

There is a Connexion shuttle service from Schiphol Airport to the hotel. A one-way ticket for one person costs approx. EUR 16.50 and can be purchased on the bus.

It departs every 30 minutes from 06:00 in the morning to 21:00.

Guests arriving by car can park in the secured hotel garage which can accommodate 150 cars, costs are EUR 5,- per hour or EUR 50.00 per 24 hours.

When you arrive at Schiphol, go to platform A7 at Schiphol Plaza; follow the signs to Taxis & Buses. Schiphol Hotel Shuttle guarantees departures at intervals of maximum 30 minutes, so you'll never have to wait longer than 30 minutes.



> By Taxi

When you arrive at Schiphol, go to platform A7 at Schiphol Plaza; follow the signs to Taxis & Buses. From there you can find taxi to take you to NH Grand Hotel Krasnapolsky.

- Distance: 16,52 km | Duration: 21 min.
- Estimated Taxi Fare:
first 2.000 meters EUR 7,50
14,52 km x EUR 2,20 per km EUR 31,96
Total EUR 39,46

Expect to pay around EUR 40 for the journey to the hotel.



> Travelling to Amsterdam by car:

The NH Grand Hotel Krasnapolsky has a guarded parking garage. Parking is based on availability. Please note due to the height of the garage, it is not possible to park SUV's or cars which are similar or higher than SUV's. **The price per 24 hours is EUR 50,00.**

Amsterdam additionally offers various Park & Ride places. These car parks are located on the outskirts of the city near motorways and have excellent public transport connections. Public transport brings you right into the centre of Amsterdam in no time.

Prices for parking in a P+R car park costs only EUR 8,00 per 24 hours.

►► For further information concerning **P+R car parks** please have a look at <http://www.iamsterdam.com/en-GB/experience/plan-your-trip/getting-around/parking/park-and-ride>.



29th CONGRESS PROGRAMME & General Assembly

Saturday, June 28th

- 12:00-20:00 Congress Registration (Beatrixlounge/Hotel entrance)
17:00-18:00 Induction Meeting by Bob Moore, IELA Chairman (Volmer Room I+II, Ground Floor)
Introduction to First Time Participants & New Members
Shooting IELA Portraits (Season Rooms, Ground Floor)
18:00-20:00 Welcome Cocktail IELA Congress (Summer Garden, Ground Floor)
19:00-21:00 Dress Code: Smart Casual

Sunday, June 29th

- 07:00-08:00 Breakfast for delegates & companions staying at NH Grand Hotel Krasnapolsky (St. John's Room I+II, Ground Floor)
08:00-08:30 Registration to the General Assembly (Conference Desks, Ground Floor)
08:30-09:00 Welcome & Roll Call (Grand Ballroom, Ground Floor)
09:00-10:00 General Assembly (Grand Ballroom, Ground Floor)
10:00-10:30 Coffee Break (Volmer Room I+II+III, Ground Floor)
10:30-12:00 Working Group Sessions (Grand Ballroom, Ground Floor)
12:00-13:30 Lunch (St. John's Room I+II, Ground Floor)
13:30-15:30 Formal Networking Sessions Part 1 – 6 Slots (Grand Ballroom and Winter Garden, Ground Floor)
15:30-16:00 Coffee Break (Volmer Room I+II+III, Ground Floor)
16:00-18:00 Formal Networking Sessions Part 2 – 6 Slots (Grand Ballroom and Winter Garden, Ground Floor)
18:15-19:15 IELA Road Runner (see separate programme)
19:15-19:30 Boat Departure to Host Dinner
19:45-23:00 Host Dinner (Restaurant STORK)
Dress Code: Casual

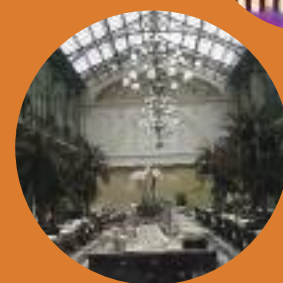
Monday, June 30th

- 07:00-09:00 Breakfast for delegates & companions staying at NH Grand Hotel Krasnapolsky (St. John's Room I+II, Ground Floor)
09:30-11:00 Working Group Closing Sessions (Grand Ballroom, Ground Floor)
11:00-11:30 Coffee Break (Volmer Room I+II+III & Winter Garden, Ground Floor)
11:30-12:30 30th IELA Congress, Singapore 2015 (Grand Ballroom, Ground Floor)
2016 Congress: Candidates presentations & voting
12:30-14:00 Lunch (Volmer Room I+II+III, Ground Floor)
14:00-16:00 HIGH ON LOGISTICS, IELA 2014 Forum, Part 1 (Grand Ballroom, Ground Floor)
16:00-16:30 Coffee Break (Volmer Room I+II+III & Winter Garden, Ground Floor)
16:30-17:30 HIGH ON LOGISTICS, IELA 2014 Forum, Part 2 (Grand Ballroom, Ground Floor)
17:30 Chairman's closing session (Grand Ballroom, Ground Floor)
19:15 Boat Departure to Gala Dinner & Award Night
19:45-24:00 Gala Dinner & Award Night (Het Scheepvaartmuseum)
Dress Code: Dark lounge suite & cocktail dress

Tuesday, July 1st

- 09:30 Bus departure to DAY OUT
10:00-15:30 DAY OUT: A touch of Dutch!
19:00-21:00 Welcome Cocktail Partnering Event (NH Grand Hotel Krasnapolsky, Winter Garden, Ground Floor)
Dress Code: Smart Casual

HIGH ON LOGISTICS!



2014 CONGRESS SPONSORS





Building the Bridge - HIGH ON LOGISTICS FORUM at IELA's 29th Congress

Building the bridge between organisers, venues and exhibition freight forwarders IELA presents this year the **HIGH ON LOGISTICS Forum** during the Amsterdam Congress for the first time. The direct way to interact with organisers and suppliers enables both partners to have the same goals delivering the best level of services. IELA makes it possible to open the discussion so that unanswered questions directed at organisers can be responded to, face to face at IELA's **HIGH ON LOGISTICS Forum 2014**. Your questions become the voice and will be heard!

Actually **194 delegates** representing **109 companies** registered for the **29th IELA Congress** and **333 participants** from **189 companies** are going to attend the **3rd IELA Partnering Event**. Not only the increasing numbers of participants but also the demand for strengthened cooperation between organisers and logistics providers show that the exhibition industry needs closer encouragements to guarantee innovative professional solutions and enhanced customer orientation. If we want to deliver a total experience at exhibitions, we need to complement and strengthen each other.

IELA's campaign "**Building the Bridge**" started with the new column the Organiser's Corner in the IELA Report No. 72. IELA members were requested which questions they would ask organisers. With this input we sum up the most important ones:

- > **1)** What global geographical areas do you see as the markets for the exhibition industry? How is your organisation preparing for these new markets?
- > **2)** Handling & Logistics Providers as well as stand contractors are more being looked as the organiser's vendors, rather than their partners. Do you agree with this? Is it good? If not, what can the partners do to change it?
- > **3)** As an organiser of large events, what would be your expectations from onsite handling & logistics solution provider working at your shows? Also, what would you believe will be the evolving role of an onsite handling & logistics solutions provider in future?
- > **4)** What are the major factors which organisers use for deciding and choosing its official onsite handling agent? Is the IELA membership, standing for high quality standards, an important selection criteria?
- > **5)** How in your opinion IELA and its members play an active role and contribute effectively in the efforts of organisers of fulfilling their goals towards sustainability? Which are the specific areas where you would like IELA and its member to focus on this issue?

Now we want to have a live open dialogue based on the Organiser's corner. IELA's HIGH ON LOGISTICS forum 2014 will offer the possibility to work out new questions. Have your say and send us your suggestions **until Friday, May 30th** to elizabeth@iela.org.

IELA is very pleased to confirm the participation of the following BENELUX key players to this year's HIGH ON LOGISTICS forum: **Mrs. Cornélien Baijens** (Managing Director of easyFairs in the Netherlands and Belgium), **Mr. Peter Willem Burgmans** (Managing Director of MCI NL), **Mr. Martin van Nierop** (Operations Director at RAI), among others.

The **IELA HIGH ON LOGISTICS Forum** will take place during IELA's 29th Congress on June 30th 2014 from 14:00 to 18:00 at the NH Grand Hotel Krasnapolsky in Amsterdam.

For more information please contact **Elizabeth Niehaus** at Elizabeth@iela.org
Tel. +41 41 661 1718 – www.iela.org

HIGH ON LOGISTICS FORUM

Confirmed key note speakers



▶▶ **Cornélien Baijens**
easyFairs
Managing Director
in the Netherlands and Belgium



▶▶ **Peter Willem Burgmans**
MCI NL
Managing Director



▶▶ **Martin van Nierop**
RAI
Operations Director

BUILDING THE BRIDGE



2014 CONGRESS SPONSORS





IELA ROAD RUNNER COMMUNITY

►►Where: Front Entrance
of NH Grand Hotel Krasnapolsky

►►When: June 29th at 18:15



►►Brad Watson
Airways Freight Corp., USA
Member of IELA Organisers Working Group

The 2014 IELA Road Runner is kindly sponsored by
Airways Freight Corp., USA



How many times have you found yourself in a conversation that began with, "Wouldn't it be great if....", and it actually came about? One of those rare exceptions that this happened was last year in Munich, after a few members raised such a question after struggling to find a time or a place for exercise during the IELA Congress in Barcelona. With minimal planning, legs and feet were given the idea, resulting in the first 1-2-1 on the run event on the streets of Munich at the 2013 Congress. Good ideas are easy to turn into action when there is a demand, so it should come as no surprise that we will be doing it again this year in Amsterdam.

There is no closer or more intimate way to see a city and feel the culture than through the soles of your feet. This year, our routes will take us through Dam Square, van Gogh Museum, Heineken Brewery, the canals, Skinny Bridge, the flower market, and yes, the red light district. We will again offer two different pace options. An accelerated group that will run approximately 7.5 km (about 1 hour), and a casual group, that will run approximately 5 km (about 45 minutes) with more stops for sightseeing and photos. This year, we will also have two guides per group and a photographer that will give evidence to your dedication.

We will depart from the front entrance of the NH Grand Hotel Krasnapolsky. Please note this is 15 minutes after the last 1-2-1 Meeting ends, so you might want to ask your last meeting partner if they prefer to have your meeting on the run. If you are interested we encourage you to register yourself (and whomever else you are registering) by sending your name, and shirt size to: Madeleine@iela.org

Hope to see you there!

Brad Watson ◀



29th IELA Congress
& 3rd Partnering Event

June 28th • July 3rd 2014, NH Hotel Krasnapolsky, Amsterdam



IELA GOLF OPEN

Holland is the NEW golf destination

►►Where: Golfbaan Naarderbos

►►When: July 3rd at 08:00 am

►►www.golfbaannaarderbos.nl

As this is being written the first Major of the Season, the Masters at Augusta, has just started. However, equally as important as far as **IELA Partnering Event Delegates** are concerned, on Thursday July 3rd 2014 the **3rd IELA Golf Open** will take place.

We will depart from the hotel at 08:00am and the tee will be served at around 09:00am. The transport from the course to the hotel will depart at 16:00pm so that you will be back in the hotel at 17:00pm at the latest.

A hand full of players will compete to win the superb trophy donated by Agility Singapore and Nat Wong (a former IELA Golf Tournament Winner) which has again been kindly sponsored by EXPOWESTRANS LLC.

Who will be the successor of the **2012 Champion Mr. Amaury Chaumet** (E.S.I Group) and of the **2013 Champion Mr. Ray Sharma** (R.E. Rogers India Worldwide). All courses in the Netherlands Amsterdam have some tricky conditions.

The terrain is very flat which means course designers have a challenge to make golf courses interesting. Some of the preferred courses use sand dunes and coastline for a dramatic effect. As much of the land lies at or just below sea level, many holes have a water hazard. The wind which comes in from North Sea also plays an important factor.

Golf in the Netherlands is not new; in fact the game "het kolven" (first recorded in the 14th century) required a ball to be hit with a stick - not unlike a golf club or hockey stick - towards a target. The first golf clubs in the country were created at the turn of the 20th century.

Coming in third, Golf is a favorite Dutch sport with over 300.000 active golfers, over 200 golf courses of which some of them are over 100 years old. According to Golf World's September 2013 issue with the Top 100 golf courses of Continental Europe, Holland makes a good claim to sport, it's in the highest proportion of Top courses of any major European country.

►►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 need (Full or Half Set of Clubs, left or right handed) to markus@iela.org ◀

The 2014 IELA Golf Open is kindly sponsored by
Expowestrans LLC., RUSSIA








2014 CONGRESS SPONSORS







► No. of registered delegates (status 30.04.2014): 194

► No. of countries represented: 44

► IELA CONGRESS PARTICIPANTS

Title	Name	Full Name	Company	Country
Ms.	Laura	Anchava	BTG-Expotrans S.A.	► Argentina
Mr.	Robert	Moore	Agility Fairs and Events Pty. Ltd.	► Australia
Mr.	Ron	Koehler	Schenker Australia Pty Ltd	Australia
Ms.	Eve	Novikova	Caspian Freight Services LLC	► Azerbaijan
Mr.	Johan	Hollaender	Kristal BVBA	► Belgium
Mr.	Pieter	Francken	Ziegler Expo Logistics	Belgium
Mr.	Jean-Marc	Salmon	Ziegler Expo Logistics	Belgium
Mrs.	Mariane	Ewbank	Fulstanding Shows e Eventos MC Ltda	► Brazil
Mr.	Claudio	Machado	Fulstanding Shows e Eventos MC Ltda	Brazil
Ms.	Renata	Vinhas	Transportes Fink Ltda.	Brazil
Ms.	Claudia	Almeida	Transportes Fink Ltda.	Brazil
Mr.	Andrew	Horlick	 Mendelssohn Event Logistics/ ICECORP Logistics	► Canada
Mr.	Alan	Patterson	 Mendelssohn Event Logistics/ ICECORP Logistics	Canada
Ms.	Sandi	Trotter	TWI Group Inc. (Canada)	Canada
Ms.	Alicia	Mayer	DECA Express SA	► Chile
Ms.	Carolina	Sanchez	DECA Express SA	Chile
Mr.	Vincent	Jiang	Agility Fairs & Events Logistics (Shanghai) Co. Ltd.	► China
Mr.	Eric	Ye	Agility Fairs & Events Logistics (Shanghai) Co. Ltd.	China
Ms.	Cherie	Ren	Bondex Logistics Co., Ltd	China
Mr.	Roland	Tse	Bondex Logistics Co., Ltd	China
Ms.	Cathy	Zang	Bondex Logistics Co., Ltd	China
Mr.	Charles	Duan	BTG International Freight Forwarding Co, Ltd.	China
Mr.	Owen	Ouyang	BTG International Freight Forwarding Co, Ltd.	China
Mr.	Yide	Qian	 Shanghai Expotrans Limited	China
Ms.	Wei	Shen	 Shanghai Expotrans Limited	China
Mr.	Zhen Wu	Sun	 Shanghai Expotrans Limited	China
Mr.	Xu	Xu	Sinotrans Beijing Company	China
Mr.	Li	Lian Zhi	Sinotrans Beijing Company	China
Mr.	Shi	Zhi Gang	Sinotrans Beijing Company	China
Ms.	Wang	Shan	Sinotrans Beijing Company	China
Mr.	Henry	Zhang	Sinotrans Logistics Development	China
Mr.	Cui	Xiao	Sinotrans Logistics Development	China
Mr.	Lou	Guangtao	Sinotrans Logistics Development	China
Mr.	Chris	Chan	Unitex Logistics Co., Ltd.	China
Ms.	Karen	Ngo	Unitex Logistics Co., Ltd.	China
Mr.	Thomas	Lau	Schenker International (H.K.) Ltd.	China

 NEW MEMBER OF June 28th • July 3rd 2014, NH Hotel Krasnapolsky, Amsterdam





Title	Name	Full Name	Company	Country
Mr.	Antonio	Rodriguez	 PROTRAC LTDA	► Colombia
Mr.	Garbis	Ferahian	Orbit Moving & Storage Ltd.	► Cyprus
Mr.	Tomas	Dospisil	Centrumsped S.R.O.	► Czech Republic
Mr.	Sameh	Guirguis	Samehco Int'l Forwarding & Exhibition Services	► Egypt
Mr.	Sherif	Khayat	Quick Cargo Door-to Door Services	Egypt
Mr.	Claus	Baek	Blue Water Shipping A/S	► Denmark
Mr.	Heikki	Mattola	 CHS Expo Freight	► Finland
Mr.	Erkki	Koski	Suomen Messulogistiikka Oy	Finland
Mr.	David	Palomo Sanchez	Suomen Messulogistiikka Oy	Finland
Mr.	Dominique	Filiberti	Clamageran - Foirexpo	► France
Mr.	Lucien	Lawson	Clamageran - Foirexpo	France
Ms.	Evelynne	Duval	ESI Group	France
Mr.	Emmanuel	Pitchelu	ESI Group	France
Mrs.	Sophie	Lebaron	ESI Group	France
Ms.	Beatrice	Carron	ESI Group	France
Mr.	Eric	Folco	ESI Group	France
Ms.	Sally	Al Salman	World Exhibition Logistics	France
Mr.	Patrick	Rejaud	World Exhibition Logistics	France
Mr.	Ralf	Chmielewski	Agility Logistics GmbH	► Germany
Mr.	Claus	Hoelzer	Agility Logistics GmbH	Germany
Mr.	Dirk	Kastenhofer	BTG Messe- Spedition GmbH	Germany
Mr.	Klaus	Pauluschke	BTG Messe- Spedition GmbH	Germany
Mr.	Christoph	Rauch	BTG Messe- Spedition GmbH	Germany
Ms.	Simona	Steppich	BTG Messe- Spedition GmbH	Germany
Mr.	Vincenzo	Scrudato	DHL TFE Germany	Germany
Ms.	Katrin	Witzke	DHL TFE Germany	Germany
Mr.	Bernd	Keil	Gondrand ATEGE GmbH	Germany
Mr.	Robert	Schildger	Gondrand ATEGE GmbH	Germany
Mr.	Jörg	Kessenbrock	Hansa-Messe-Speed GmbH	Germany
Mr.	Kai	Peltzer	Hansa-Messe-Speed GmbH	Germany
Mr.	Ulrich	Kasimir	Schenker Deutschland AG	Germany
Mr.	Roland	Kreitmayr	Schenker Deutschland AG	Germany
Mr.	Ulrich	Manten	Schenker Deutschland AG	Germany
Mr.	Dimitris	Kostas	Orphee Beinoglou SA	► Greece
Mr.	Manos	Tsantes	Orphee Beinoglou SA	Greece
Mr.	Vikrant	Gogia	Group A Logistics India Pvt. Ltd.	► India
Mr.	Neeraj	Makhija	 Movers International Pvt. Ltd.	India
Mr.	Harpreet	Singh	 Movers International Pvt. Ltd.	India
Mr.	Shirish	Kulkarni	Orient Marine Lines Pvt. Ltd.	India
Mr.	Vicki	Bedi	P S Bedi & Co. Pvt. Ltd.	India
Mr.	Jatin	Bharadwaj	P S Bedi & Co. Pvt. Ltd.	India

 NEW MEMBER OF 



2014 CONGRESS SPONSORS



► IELA CONGRESS PARTICIPANTS

Title	Name	Full Name	Company	Country
Mr.	Kuldeep	Razdan	P S Bedi & Co. Pvt. Ltd.	► India
Mr.	Sudhir	Dhavan	R.E. Rogers India Pvt. Ltd.	India
Mr.	Manoj	Kumar	R.E. Rogers India Pvt. Ltd.	India
Mr.	Ravinder	Sethi	R.E. Rogers India Pvt. Ltd.	India
Mr.	Raj	Sharma	R.E. Rogers India Pvt. Ltd.	India
Mr.	Kartik	Soman	R.E. Rogers India Pvt. Ltd.	India
Mr.	Praveen	Suri	R.E. Rogers India Pvt. Ltd.	India
Mr.	Sushil	Upadhyay	R.E. Rogers India Pvt. Ltd.	India
Mr.	Ashvin	Venkatesh	R.E. Rogers India Pvt. Ltd.	India
Mr.	Sanjeev	Pant	Red Logistics Ltd.	India
Mr.	Anoop	Singh	Red Logistics Ltd.	India
Mr.	Matthias	Dornscheidt	Schenker India Pvt. Ltd.	India
Mr.	Parag	Padhya	Siddhartha Logistics Pvt. Ltd.	India
Mr.	Sameer	Pandya	Siddhartha Logistics Pvt. Ltd.	India
Mr.	Sandeep	Mithal	Translink Express Ltd.	India
Mr.	Niall	Thompson	Interflow Logistics Ltd.	► Ireland
Ms.	Hagit	Tombak	Hermes Exhibitions & Projects Ltd.	► Israel
Mr.	Alessandro	Conte	Expotrans SRL	► Italy
Mr.	Guido	Fornelli	Expotrans SRL	Italy
Ms.	Cristina	May	GONDRAND Fercam Group	Italy
Mr.	Giampiero	Beltrami	OTIM SPA	Italy
Ms.	Marta	Piccoli	OTIM SPA	Italy
Mr.	Agostino	Montini	SAIMA Avandero SPA	Italy
Mr.	Roberto	Pasini	SAIMA Avandero SPA	Italy
Mr.	Tatsuo	Shigeta	Ishikawa-Gumi, Ltd.	► Japan
Ms.	Nadine	Khouri	Consolidated Marketing & Logistics (CML)	► Jordan
Mr.	Richard	Fullarton	Kanoo Exhibition Services	► Kingdom of Bahrain
Mr.	Alex	Lewis	Kanoo Exhibition Services	Kingdom of Bahrain
Mr.	Seon	Jeon	KEMI-LEE Co., Ltd.	► Korea
Ms.	Christine	Oh	KEMI-LEE Co., Ltd.	Korea
Mr.	Kyung Rock	Min	Korea Interlink Inc.	Korea
Mr.	Joseph	Harb	BCC Logistics	► Lebanon
Mr.	Daniel	Mithran	JIM Project & Expo Logistics (M) Sdn. Bhd.	► Malaysia
Mr.	Syed Amirul	Hafidz	R.E. Rogers (Malaysia) Sdn Bhd	Malaysia
Mr.	Chris	Smith	R.E. Rogers (Malaysia) Sdn Bhd	Malaysia
Ms.	Bera	Benitez	 Cargolive S.de R.L.de C.V	► Mexico
Mr.	Nicolas	Cucidis	 Cargolive S.de R.L.de C.V	Mexico
Mr.	Diego	Marinelli	 Cargolive S.de R.L.de C.V	Mexico
Ms.	Lorena	Vazquez	 Cargolive S.de R.L.de C.V	Mexico
Mr.	Miguel Angel	Lara	Jaguar Trafimar Logistica, S.A. de C.V.	Mexico

 NEW MEMBER OF 

Title	Name	Full Name	Company	Country
Mr.	Rene	Carvajal Garcia	NAIB Group Fair Division México S.A. de C.V.	► Mexico
Mr.	Edgar	Gonzales Rosales	NAIB Group Fair Division México S.A. de C.V.	Mexico
Mr.	Olusegun	Lawal	IAL Nigeria Limited	► Nigeria
Mrs.	Marzena	Zawadzka-Szulc	Universal Express Sp. z.o.o	► Poland
Mr.	Mohamad	Dib	Airlink International Qatar W.L.L.	► Qatar
Mr.	Ziad	Harb	BCC Qatar	Qatar
Mr.	Alexey	Levitskiy	Expowestrans LLC	► Russia
Mr.	Sergey	Mints	Expowestrans LLC	Russia
Mr.	Andrey	Andreev	PAN-BALTService Ltd.	Russia
Ms.	Priscilla	Leong	Agility Fairs & Events Logistics Pte Ltd	► Singapore
Mr.	Mohd Ghazali	Saad	Agility Fairs & Events Logistics Pte Ltd	Singapore
Mr.	James	Ng	Transit Air Cargo Singapore Pte. Ltd.	Singapore
Mr.	Leon	Roux	La Rouxnelle Logistics + Consulting	► South Africa
Ms.	Yolanda	de Paz	Resa Expo Logistics	► Spain
Mr.	Pablo	Martinez	Resa Expo Logistics	Spain
Mr.	Jorge	Reina	Resa Expo Logistics	Spain
Ms.	Anneli	Larsson	Schenker Fairs & Exhibitions	► Sweden
Mr.	Thomas	Luechinger	Agility Logistics Ltd. Fairs and Events	► Switzerland
Mr.	Dominique	Geiser	BTG Suisse AG	Switzerland
Ms.	Regula	Winter	BTG Suisse AG	Switzerland
Mr.	Thomas	Hausmeister	DHL TFE Switzerland	Switzerland
Mr.	Daniel	Bataller	Gondrand International AG	Switzerland
Mr.	Hans R.	Brauchli	Inter ExpoLogistics Ltd	Switzerland
Mr.	Roberto	Fumani	Inter ExpoLogistics Ltd	Switzerland
Mr.	Manuel	Mazzini	Inter ExpoLogistics Ltd	Switzerland
Ms.	Alexandra	Erdmann	Swiss Expo Logistics AG	Switzerland
Mr.	Felix	Sadenwasser	Swiss Expo Logistics AG	Switzerland
Mr.	Tom	Huang	Crown Van Lines Co., Ltd.	► Taiwan
Mr.	Nuttacom	Rungrassamee	Rogers Bangkok	► Thailand
Mr.	Peter	Busscher	Ceva Showfreight B.V.	► The Netherlands
Mr.	Udo	Smit	Ceva Showfreight B.V.	The Netherlands
Mr.	Marc	Uitenbroek	Valverde B.V.	The Netherlands
Mr.	Bas	Wiendels	Valverde B.V.	The Netherlands
Mr.	Ger	Kluter	Van der Helm-Hudig	The Netherlands
Mr.	Bas	Oversier	Van der Helm-Hudig	The Netherlands
Mr.	Alpay	Altioek	 EKOL Lojistik	► Turkey
Mr.	Mehmet	Özal	 EKOL Lojistik	Turkey
Mr.	Ersan	Ertem	ERTEM INT'L TRANSPORT Co. Ltd.	Turkey
Mr.	Erdinc	Dundar	ERTEM INT'L TRANSPORT Co. Ltd.	Turkey

 NEW MEMBER OF 

2014 CONGRESS SPONSORS



► IELA CONGRESS PARTICIPANTS

Title	Name	Full Name
Ms.	Selmin	Kahraman
Mr.	Esber	Kaynak
Ms.	Tijen	Özer
Mr.	Feyzan	Erel
Mrs.	Ümran	Özdindar Genç
Mr.	Umit	Yilmaz
Mr.	George	Jacob
Mr.	Abuturab	Kuvawalla
Mr.	Jamil	El Khatib
Mr.	Jihad	Khoury
Mr.	Chrys	Mendonca
Mr.	Brunato	Rodrigues
Mr.	Irshad	Khan
Mr.	Manoj	Sharma
Mr.	Krishna	Kumar
Mr.	Anthony	Miles
Mr.	Vinay	Sharma
Mr.	Andreas	Barth
Mr.	Dean	Wale
Mr.	Stephen	Turner
Mr.	Roger	Bowman
Mr.	Jeff	Broom
Mr.	Jonathan	Kidd
Mr.	Neil	Goatcher
Mr.	Michael	Hunter
Mr.	Chris	Torr
Mr.	Luke	Bardell
Mr.	Daniel	Bird
Mr.	Andrew	Fleet
Ms.	Danielle	Potter
Mr.	Jim	Kelty
Mr.	Brad	Watson
Mr.	Chris	Ray
Ms.	Jennifer	Padilla
Mr.	Matt	Dell'Orto
Mr.	Ty	Warren
Ms.	Anne	Norkin
Mr.	Steve	Barry

 NEW MEMBER OF 

Company	Country
 Mars Logistics	► Turkey
 Mars Logistics	Turkey
IDA EXPO	Turkey
Gruptrans International	Turkey
Transport Co. Inc.	
Gruptrans International	Turkey
Transport Co. Inc.	
Gruptrans International	Turkey
Transport Co. Inc.	
Agility Fairs and Events Dubai	► United Arab Emirates
Agility Fairs and Events Dubai	United Arab Emirates
Airlink Abu Dhabi L.L.C. - Abu Dhabi	United Arab Emirates
Airlink International UAE	United Arab Emirates
Airlink International UAE	United Arab Emirates
Dubai Express LLC Freightworks	United Arab Emirates
ELF Shipping LLC	United Arab Emirates
ELF Shipping LLC	United Arab Emirates
Masstrans Freight LLC	United Arab Emirates
Masstrans Freight LLC	United Arab Emirates
Masstrans Freight LLC	United Arab Emirates
Schenker Logistics LLC	United Arab Emirates
Ceva Showfreight	► United Kingdom
EF-GSM Limited	United Kingdom
EF-GSM Limited	United Kingdom
Europa Showfreight	United Kingdom
European International Fairs Ltd.	United Kingdom
Exhibition Freight Ltd.	United Kingdom
GBH Exhibition Forwarding Ltd.	United Kingdom
GBH Exhibition Forwarding Ltd.	United Kingdom
Schenker Ltd., Fairs & Events	United Kingdom
Schenker Ltd., Fairs & Events	United Kingdom
 WES Logistics	United Kingdom
 WES Logistics	United Kingdom
Airways Freight Corporation	► USA
Airways Freight Corporation	USA
 AMR Group Inc.	USA
 AMR Group Inc.	USA
GlobeX Logistics	USA
GlobeX Logistics	USA
Go Events Management	USA
TWI Group Inc. (USA)	USA


29th IELA Congress
 & 3rd Partnering Event
June 28th • July 3rd 2014, NH Hotel Krasnapolsky, Amsterdam

GALA DINNER!


 The 2014 Gala Dinner is kindly sponsored by
 Valverde B.V., THE NETHERLANDS

PARTNERING EVENT NIGHT!


 The 2014 Partnering Event Night is kindly sponsored by
 PS Bedi & Co. Pvt. Ltd., INDIA

► EVENTS HIGHLIGHTS

HET SCHEEPVAARTMUSEUM

The Dutch are well-known for their history as seafaring traders. **Het Scheepvaartmuseum**, the National Maritime Museum was designed in 1656 by Daniel Stalpaert as a storehouse for the Admiralty of Amsterdam. It was built in the Golden Age, when Amsterdam was the largest port and market place in the world.

On 13th April 1973, **Het Scheepvaartmuseum** was officially opened by Princess Beatrix. The renovation started in 2007 with costs mounting up to 58 million EUR paid by the government.

The large inner courtyard was recently covered in a glass roof decorated with twinkling lights inspired by the compass lines on an old sea map. The costs are 3 million EUR.

Today the museum embodies 500 years of maritime history. It has the second-largest maritime collection in the world. The collection contains paintings, scale models, weapons and world maps among others. **Het Scheepvaartmuseum** has been completely renovated, but still exudes history and is a beautifully imposing and impressive building in the heart of Amsterdam.

Be seduced by the maritime atmosphere when we set sail to the **Gala Dinner on June 30th 2014**. Ship ahoy! ◀

HEINEKEN BREWERY

If you are a fan of **Dutch pilsner beer** then this is the place for you! This brewery was established in 1864.

Today **Heineken** is one of the three largest producers in the world. In 1988 **Heineken** closed their old Amsterdam brewery and opened a tour for fans of its beer.

The museum shows the impressive brass beer tanks, the famous gold medal from the Universal Exhibition in Paris, France from 1889, old photographs and state decorations the family received.

Learn how to pour the perfect beer or create your own beer bottle!

Are you in the mood for more? Then join us and taste the Heineken experience during our **Partnering Event Night on July 2nd 2014**. ◀



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Majestic Rijksmuseum

COMPANION PROGRAMME!

COMPANION PROGRAMME

Sunday, June 29th from 9:30 - 12:00 a relaxing **Private Boat ride** through the **beautiful scenic Amsterdam canals** will take place. The best way to see Amsterdam is by water. The boat ride will include an English speaking guide to give you insight of the famous canals. Summer vibes floating through the canals, enjoy the view and listen to the soothing lapping of the water on the banks of Amsterdam. Later in the day from **12:00 - 16:00** there will be a **High Tea Cook Workshop**, making sandwiches, scones, and cakes. Make your cake and have it too! Plenty of time to indulge, drink your tea have a bite to eat and relax.

Monday, June 30th from 9:30 - 12:00 a **Private Tour** through the **Majestic Rijksmuseum** is planned. With an English speaking guide the programme will start off with a cultural private tour of the famous Rijksmuseum. Be impressed by the museums artworks, and see the famous paintings in a quiet and calm environment. After a typical Dutch lunch, of breads, cheeses, and cold cuts, there will be time for shopping. A guided tour will lead you through the "Nine Streets" which is one of the best shopping districts of Amsterdam. Boutiques, designer clothes, cool gadgets and restaurants, the guide will tell you stories about the Nine Streets and give you tips for the best shops to your liking.

Programme Schedule:

Sunday 29th of June

09:30 - 12.00 Private Boat ride through the beautiful Amsterdam Canals
12.00 - 16.00 High tea workshop (including lunch)

Monday 30th of June

09.30 - 12.00 Private tour with Guide through the Majestic Rijksmuseum
12.00 - 16.00 Lunch and shopping in "Nine Streets" ◀



2014 CONGRESS SPONSORS



29th IELA Congress
 & 3rd Partnering Event

June 28th - July 3rd 2014, NH Hotel Krasnapolsky, Amsterdam



DAY OUT!



Where: Dutch Farm

When: July 1st at 09:30 - 15:30



Kiran Sethi
 R.E. Rogers India

The 2014 IELA DAY OUT is kindly sponsored by
 R.E. Rogers India



A TOUCH of DUTCH

The **IELA 2014 Day Out** will be taking place at a traditional Dutch farm just a 20 minute drive from Amsterdam. There will be time for laughing and competition as well as enough time for business talk.

Get ready for the **Clog Dancing Workshop**, where guests will be taught step by step the traditional Dutch way of dancing. Make the experience complete by wearing the traditional Dutch clothing and accessories! Everyone will be laughing when they have the chance to show off their dancing skills in clogs.

If dancing isn't your thing, then maybe you are better with games. **Dutch farmhouse Games** will take place on the meadows. To name a few of the activities: jeu de farmer, the living wheelbarrow run, clog racing, throw the eel, milk-the-cow, pull 'm over the cow dung, put the farmer where he belongs, eel darting, play skittles with cheese, children's bowling, do the sackcloth-walk, throw the pitchfork, farm woman is looking for a farm man, goal shooting, horse-shoe throwing, water balance and a lot more of these hilarious and attractive games.

More of a sports fan? Nowhere in the world is a sport as accessible as **Farmersgolf**. Everybody can play Farmersgolf, no sports background is required. Farmersgolf is a variation on the classic golf game but with a difference. "The green" is a vast barnyard, 9 holes determine the route through the landscape. Who finishes the 9 holes in the least amount of hits, is the winner!

Last but not least for everyone's efforts and of course for our more competitive participants the best part is saved for last. The day will end with an award ceremony. Have a drink and enjoy the awards won for all the activities played during the day!

Kiran Sethi ◀



PARTNERSHIPS

3rd PARTNERING EVENT
July 1st – July 3rd 2014



2014 PARTNERING EVENT SPONSORS



3rd Partnering Event

July 1st • 3rd 2014, NH Hotel Krasnapolsky, Amsterdam



IELA Networking



▶▶ Sandi Trotter
TWI Group Inc., CANADA
Vice Chair of Membership
Working Group

CONTACT DETAILS
E. strotter@twigroup.com

I am looking forward to our **Networking Event** this year. I have been to many other such events over the years and can say without a doubt that we know how to do it right!

The congress itself provides the opportunity to see friends and renew old acquaintances, while helping our association to improve and grow. The networking event offers the potential to add to the list of our (your) IELA partners. It is a forum to discover new business possibilities, rekindle lost ones and strengthen existing ones.

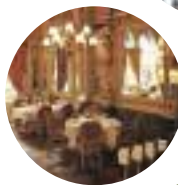
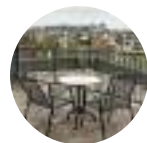
It can be quite a challenge to meet with so many people in one day, preventing yourself from sounding like a recorded message as you market your company. I have often found my cheeks aching because I have been smiling so much! While I'm definitely no expert, here are some tips you might find helpful:

- > Be on time; make sure you know your schedule. If you have to cancel or postpone the meeting, inform your partner. It can be very embarrassing to sit at an empty table by yourself in a room full of networkers!
- > Use simple language when talking with your networking partner, it is likely you don't share a common language
- > Make sure you have researched your target. It can be very uncomfortable for both parties if you discover in the first 30 seconds that there are no potential business opportunities
- > Look for an identifying quality about the individual or their company that you are meeting with. Meeting seventeen people in one day can cause everything to become one big blur, regardless of how many notes you make
- > Don't do all the talking - make sure you provide ample time for both parties to sell their company. Remember, it's an opportunity for both participants.
- > Smile, relax, enjoy – we are all there for the same purpose, to meet new people, discuss business opportunities and develop what we hope will be long lasting relationships

This year TWI will be sending 4 representatives to Amsterdam. The highest number of participants we have ever sent, a true testament to the quality of the **IELA Partnering Event**.

Sandi Trotter ◀

HIGH ON LOGISTICS!



3rd IELA PARTNERING EVENT PROGRAMME

Tuesday, July 1st

15:00-20:00	Event Registration (Beatrixlounge/Hotel entrance)
19:00-21:00	Welcome Cocktail (NH Grand Hotel Krasnapolsky, Winter Garden, Ground Floor)

Wednesday, July 2nd

07:00-08:30	Breakfast for delegates staying at the NH Grand Hotel Krasnapolsky (St. John's Room I+II, Ground Floor)
08:30-08:45	Welcome (Grand Ballroom, Ground Floor)
08:45-10:45	Formal Networking Sessions Part 1 – 6 Slots (Grand Ballroom, Volmer Room I+II+III and Winter Garden, Ground Floor)
10:45-11:15	Coffee Break (St. John's Room I+II, Ground Floor)
11:15-13:15	Formal Networking Sessions Part 2 – 6 Slots (Grand Ballroom, Volmer Room I+II+III and Winter Garden, Ground Floor)
13:15-14:15	Lunch (St. John's Room I+II, Ground Floor)
14:15-16:15	Formal Networking Sessions Part 3 – 6 Slots (Grand Ballroom, Volmer Room I+II+III and Winter Garden, Ground Floor)
16:15-16:45	Coffee Break (St. John's Room I+II, Ground Floor)
16:45-17:45	Formal Networking Sessions Part 4 – 3 Slots (Grand Ballroom, Volmer Room I+II+III and Winter Garden, Ground Floor)
17:45-18:00	Closing Session (Grand Ballroom, Ground Floor)
19:45	Bus Departure to Heineken Brewery
20:00-24:00	Partnering Event Night (Heineken Brewery) <i>Dress Code: Casual</i>

Thursday, July 3rd

08:00	Bus Departure to IELA Golf Tournament
09:00-16:00	IELA Golf Tournament (Golfbaan Naarderbos)
10:00	Bus Departure to Amsterdam RAI
10:30-12:00	Tour to Amsterdam RAI
09:00-14:00	Informal Networking (NH Grand Hotel Krasnapolsky & Others)

2014 PARTNERING EVENT SPONSORS



IELA 3rd Partnering Event

July 1st • 3rd 2014, NH Hotel Krasnapolsky, Amsterdam



Tour to Amsterdam RAI

With more than 50 major international conventions and 70 trade fairs and exhibitions each year, **Amsterdam RAI** is one of Europe's foremost venues for major international events.

Apart from the 22 conference and meeting rooms, 11 exhibition halls, 7 restaurants and multi-functional lounges, **Amsterdam RAI** offers numerous specialized services such as catering, audiovisual technology, special events, hostess service and marketing communication.

In 2012, the **Amsterdam RAI Convention Centre** hosted 629 events which attracted nearly 1.4 million visitors (2011: 1.6 million and 2010: 1.4 million). The total number of exhibitors in 2012 was 16.364 (2011: 16.453 and 2010: 15.688). The RAI was in use for international events on 265 days.

RAI Holding achieved a net turnover of EUR 134.7 million, 0,8% more than the EUR 133.9 million realized in 2011.

We are pleased to invite you to join the tour on **Thursday July 3rd**. The bus to Amsterdam RAI will leave the NH Grand Hotel Krasnapolsky at 10:00 a.m.

▶▶ Please let us know if you are interested in attending the tour and send us a short email to Madeleine@iela.org ◀



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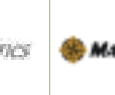
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► No. of registered delegates (status 30.04.2014): **333**

► No. of countries represented: **55**

►IELA PARTNERING EVENT PARTICIPANTS

Title	Name	Full Name	MEMBER OF	Company	Country
Mr.	Mounir	Robai		TRANSIT ROBAI MOUNIR / INTERTRANS Branch	► Algeria
Ms.	Laura	Anchava		BTG-Expotrans S.A.	► Argentina
Mr.	Robert	Moore		Agility Fairs and Events Pty. Ltd.	► Australia
Mr.	Heimo	Schwarzbauer		Schenker & Co. AG	► Austria
Ms.	Eve	Novikova		Caspian Freight services LLC	► Azerbaijan
Mr.	Pieter	Francken		Ziegler Expo Logistics	► Belgium
Mr.	Jean-Marc	Salmon		Ziegler Expo Logistics	► Belgium
Mr.	Sergio	Corredato		Fiorde - TTI Log Logistica Internacional	► Brazil
Mr.	Marcos	Krekovski		Fiorde - TTI Log Logistica Internacional	Brazil
Mrs.	Mariane	Ewbank		Fulstandig Shows e Eventos MC Ltda	Brazil
Mr.	Claudio	Machado		Fulstandig Shows e Eventos MC Ltda	Brazil
Mr.	Anderson	Marisa		Fulstandig Shows e Eventos MC Ltda	Brazil
Mr.	Fabio	Machado		POPCARGO Shows e Eventos Ltda	Brazil
Mr.	Reginaldo	Suares		POPCARGO Shows e Eventos Ltda	Brazil
Ms.	Claudia	Almeida		Transportes Fink Ltda.	Brazil
Ms.	Renata	Vinhas		Transportes Fink Ltda.	Brazil
Mr.	Sidnei	Brandao		Ventana Serra Shows & Events	Brazil
Ms.	Claudia	Grigolon		XPO Eventos E Logistics Ltda.	Brazil
Ms.	Carole	Baribeau		Cargolution Inc.	► Canada
Ms.	Carole	St-Cyr		Cargolution Inc.	Canada
Mr.	Andrew	Horlick		Mendelssohn Event Logistics/ ICECORP Logistics	Canada
Mr.	Alan	Patterson		Mendelssohn Event Logistics/ ICECORP Logistics	Canada
Ms.	Shan	Beg		TWI Group Inc. (Canada)	Canada
Ms.	Sandi	Trotter		TWI Group Inc. (Canada)	Canada
Ms.	Alicia	Mayer		DECA Express SA	► Chile
Ms.	Carolina	Sanchez		DECA Express SA	Chile
Mr.	Vincent	Jiang		Agility Fairs & Events Logistics (Shanghai) Co. Ltd.	► China
Mr.	Eric	Ye		Agility Fairs & Events Logistics (Shanghai) Co. Ltd.	China
Ms.	Liza	Suen		APT Showfreight Limited	China
Ms.	Shirley	Xing		APT Showfreight Shanghai Co., Ltd.	China
Ms.	Cherie	Ren		Bondex Logistics Co., Ltd.	China
Mr.	Roland	Tse		Bondex Logistics Co., Ltd.	China
Ms.	Cathy	Zang		Bondex Logistics Co., Ltd.	China
Mr.	Charles	Duan		BTG International Freight Forwarding Co., Ltd.	China
Mr.	Owen	Ouyang		BTG International Freight Forwarding Co., Ltd.	China
Mr.	Weimin	Zha		Go-Express Co., Ltd.	China
Mr.	Ramon	Zhu		Go-Express Co., Ltd.	China
Ms.	Xunjie	Fu		MyFreight International Logistics Co., Ltd.	China

Title	Name	Full Name	MEMBER OF	Company	Country
Mr.	YingZhi	Zhang		MyFreight International Logistics Co., Ltd.	► China
Mr.	Yide	Qian		Shanghai Expotrans Limited	China
Ms.	Wei	Shen		Shanghai Expotrans Limited	China
Mr.	Zhen Wu	Sun		Shanghai Expotrans Limited	China
Mr.	Yi	Yao		Shanghai HI-EXPO International Logistics Co. Ltd.	China
Mr.	Li	Lian Zhi		Sinotrans Beijing Company	China
Mr.	Shi	Zhi Gang		Sinotrans Beijing Company	China
Ms.	Shan	Wang		Sinotrans Beijing Company	China
Mr.	Xu	Xu		Sinotrans Beijing Company	China
Mr.	Henry	Zhang		Sinotrans Logistics Development Co., Ltd	China
Mr.	Cui	Xiao		Sinotrans Logistics Development Co., Ltd	China
Mr.	Lou	Guangtao		Sinotrans Logistics Development Co., Ltd	China
Ms.	Lisa	Xu		Transit Air Cargo Singapore Pte. Ltd. Beijing	China
Mr.	Ocean	Zhang		Transit Air Cargo Singapore Pte. Ltd. Beijing	China
Mr.	Chris	Chan		Unitex Logistics Ltd.	China
Ms.	Karen	Ngo		Unitex Logistics Ltd.	China
Ms.	Emily	Wu		Windart International Logistics Co., Ltd.	China
Ms.	Carine	Chan		Air Sea Worldwide Logistics Ltd.	China
Mr.	Antonio	Rodriguez		Protrac Ltda Fairs & Exhibitions	► Colombia
Mr.	Garbis	Ferahian		Orbit Moving & Storage Ltd.	► Cyprus
Mr.	Tomas	Dospisil		Centrumsped S.r.o	► Czech Republic
Mr.	Petr	Slaby		Schenker spol. S.r.o	Czech Republic
Mr.	Claus	Baek		Blue Water Shipping A/S	► Denmark
Mr.	Lars	Kristiansen		Blue Water Shipping A/S	Denmark
Mr.	Lasse	Reuss		Blue Water Shipping A/S	Denmark
Mr.	Mohamed	Abdel Hady		Rocket Transport Services	► Egypt
Mr.	Sameh	Guirguis		Samehco Int'l Forwarding & Exhibition Services	Egypt
Mr.	Urmaz	Palk		UPEX LS Ltd.	► Estonia
Mr.	Heikki	Mattola		CHS Expo Freight	► Finland
Ms.	Irmeli	Ikonen		Schenker Oy Air & Ocean	Finland
Mr.	Erkki	Koski		Suomen Messulogistiikka Oy	Finland
Mr.	David	Palomo Sanchez		Suomen Messulogistiikka Oy	Finland
Mr.	Dominique	Filiberti		Clamageran - Foirexpo	► France
Mr.	Lucien	Lawson		Clamageran - Foirexpo	France
Mr.	Amaury	Chaumet		ESI Group	France
Mr.	Frederic	De Weck		ESI Group	France
Mr.	Laurent	Labarrere		ESI Group	France
Ms.	Véronique	Barlay		Global Exposition Services	France

2014 PARTNERING EVENT SPONSORS

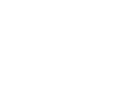


IELA PARTNERING EVENT PARTICIPANTS

Title	Name	Full Name	MEMBER OF	Company	Country
Mr.	Jérôme	Perrin		Global Exposition Services	France
Ms.	Sandra	Ruppe		Global Exposition Services	France
Mr.	Alexandre	Bled		MEET SAS	France
Mr.	Claude	Guyot		MEET SAS	France
Ms.	Sally	Al Salman		World Exhibition Logistics	France
Mr.	Patrick	Rejaud		World Exhibition Logistics	France
Mr.	Ralf	Chmielewski		Agility Logistics GmbH	Germany
Mr.	Claus	Hoelzer		Agility Logistics GmbH	Germany
Mr.	Volker	Baumann		BTG Expo GmbH	Germany
Mr.	Roland	Woll		BTG Expo GmbH	Germany
Mr.	Dirk	Kastenhofer		BTG Messe-Spedition GmbH	Germany
Mr.	Klaus	Pauluschke		BTG Messe-Spedition GmbH	Germany
Mr.	Christoph	Rauch		BTG Messe-Spedition GmbH	Germany
Ms.	Simona	Steppich		BTG Messe-Spedition GmbH	Germany
Mr.	Robert	Knestele		Conceptum Sport Logistics	Germany
Mr.	Sunny	Kalsi		Delpport Business Xpress Logistics e.K.	Germany
	tbc	tbc		DHL TFE Germany	Germany
Ms.	Marianna	Vamos		DHL TFE Germany	Germany
Ms.	Katrin	Witzke		DHL TFE Germany	Germany
Mr.	Alberto	Garcia Morales		Europfast Messe- & Eventlogistik GmbH	Germany
Mrs.	Yesim	Garcia Morales		Europfast Messe- & Eventlogistik GmbH	Germany
Mr.	Olivier	Raue		Expo Speed GmbH	Germany
Ms.	Anja	Homann		Fairexx Logistics for Exhibitions GmbH	Germany
Mr.	Bernd	Keil		Gondrand ATEGE GmbH	Germany
Mr.	Robert	Schildger		Gondrand ATEGE GmbH	Germany
Mr.	Thomas	Englbauer		Joker Logistics Exhibitions & Events GmbH	Germany
Mr.	Claus	Pohl		Joker Logistics Exhibitions & Events GmbH	Germany
Mr.	Andreas	Loibl		netlog network logistix GmbH	Germany
Mr.	Matthias	Beyer		PANEXPO GmbH	Germany
Mr.	Michael	Horré		PANEXPO GmbH	Germany
Mr.	Norbert	Kastl		PRO Messe-Service GmbH	Germany
Mr.	Thomas	Kieweg		PRO Messe-Service GmbH	Germany
Mr.	Robert	Wimmer		PRO Messe-Service GmbH	Germany
Mr.	Ulrich	Kasimir		Schenker Deutschland AG	Germany
Mr.	Roland	Kreitmayr		Schenker Deutschland AG	Germany
Mr.	Ulrich	Manten		Schenker Deutschland AG	Germany
Ms.	Manuela	Natzke		Schenker Deutschland AG - Berlin	Germany
Mr.	Karsten	Wilhelmi		Schenker Deutschland AG - Cologne	Germany
Mr.	Olaf	Bosse		Schenker Deutschland AG - Düsseldorf	Germany
Mr.	Yildirim	Kayisi		Schenker Deutschland AG - Düsseldorf	Germany
Mr.	Michael	Jones		Schenker Deutschland AG - Essen	Germany
Mr.	Marco	Hardtmann		Schenker Deutschland AG - Hamburg	Germany
Mr.	Ralf	Hermanns		Schenker Deutschland AG - Hannover	Germany

Title	Name	Full Name	MEMBER OF	Company	Country
Mr.	Matthias	Hampel		Schenker Deutschland AG - Kelsterbach	Germany
Mr.	Nick	Herzberger		Schenker Deutschland AG - Kelsterbach	Germany
Ms.	Sabine	Auer		Schenker Deutschland AG - Munich	Germany
Mr.	Rick	Lawrenz		Schenker Deutschland AG - Munich	Germany
Ms.	Christine	Rösler		Schenker Deutschland AG - Nuremberg	Germany
Mr.	Rolf	Brosius		Schenker Deutschland AG - Stuttgart	Germany
Ms.	Agnes	Hofmann		Schenker Deutschland AG - Stuttgart	Germany
Mr.	Michael	Tenenbaum		SOS Global GmbH	Germany
Mr.	Dimitris	Kostas		Orphee Beinoglou SA	Greece
Mr.	Manos	Tsantes		Orphee Beinoglou SA	Greece
Mr.	Tibor	Danko		Masped Logisztika Kft.	Hungary
Mr.	Uttam	Gupta		BIG Logistics India Pvt. Ltd.	India
				(Bright India Group)	India
Mr.	Armayesh	Buhariwala		Buhariwala Logistics	India
Mr.	Vikrant	Gogia		Group A Logistics India Pvt. Ltd.	India
Mr.	Neeraj	Makhija		Movers International Pvt. Ltd.	India
Mr.	Harpreet	Singh		Movers International Pvt. Ltd.	India
Mr.	Shirish	Kulkarni		Orient Marine Lines Pvt. Ltd.	India
Mr.	Vicki	Bedi		PS Bedi & Co. Pvt. Ltd.	India
Mr.	Jatin	Bharadwaj		PS Bedi & Co. Pvt. Ltd.	India
Mr.	Kuldeep	Razdan		PS Bedi & Co. Pvt. Ltd.	India
Mr.	Sudhir	Dhavan		R.E. Rogers India Pvt. Ltd.	India
Mr.	Manoj	Kumar		R.E. Rogers India Pvt. Ltd.	India
Mr.	Ravinder	Sethi		R.E. Rogers India Pvt. Ltd.	India
Mr.	Raj	Sharma		R.E. Rogers India Pvt. Ltd.	India
Mr.	Kartik	Soman		R.E. Rogers India Pvt. Ltd.	India
Mr.	Praveen	Suri		R.E. Rogers India Pvt. Ltd.	India
Mr.	Sushil	Upadhyay		R.E. Rogers India Pvt. Ltd.	India
Mr.	Ashwin	Venkatesh		R.E. Rogers India Pvt. Ltd.	India
Mr.	Sanjeev	Pant		Red Logistics Ltd.	India
Mr.	Anoop	Singh		Red Logistics Ltd.	India
Mr.	Matthias	Dornscheidt		Schenker India Pvt. Ltd.	India
Mr.	Parag	Padhya		Siddhartha Logistics Pvt. Ltd.	India
Mr.	Sameer	Pandya		Siddhartha Logistics Pvt. Ltd.	India
Mr.	Sahil	Mithal		Star Worldwide Group	India
Mr.	Sandeep	Mithal		Translink Express Ltd.	India
Mr.	Amit	Singh		Transpole Logistics Put. Ltd.	India
Mr.	Deddy	Fierdausz		PT. Bakhtera Freight Worldwide	Indonesia
Mr.	Mohd Rasyid	Bin Abdullah		R.E. Rogers (Indonesia)	Indonesia
Mr.	Amir	Rabie		Tehran Tarabar Co.	Iran
Mr.	Niall	Thompson		Interflow Logistics Pvt. Ltd.	Ireland
Mr.	Abe	Pirian		Abetrans Logistics Ltd.	Israel
Mr.	Simone	Rigon		Cogefrin SPA	Italy
Mr.	Mauro	Sartori		Cogefrin SPA	Italy
Mr.	Alessandro	Conte		Expotrans srl	Italy

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IELA PARTNERING EVENT PARTICIPANTS

Title	Name	Full Name	MEMBER OF	Company	Country
Mr.	Guido	Fornelli		Expotrans srl	Italy
Ms.	Cristina	May		GONDRAND Fercam Group	Italy
Ms.	Ivana	Brundi		N.A.C Expeditions	Italy
Mr.	Giampiero	Beltrami		OTIM SpA	Italy
Mr.	Mario	Carniglia		OTIM SpA	Italy
Ms.	Marta	Piccoli		OTIM SpA	Italy
Ms.	Silvia	Rosin		Schenker Italiana SPA	Italy
Mr.	Tatsuo	Shigeta		Ishikawa-Gumi, Ltd.	Japan
Mr.	Yuji	Sakamaki		Nissin Corporation	Japan
Mr.	Akihiko	Yamamoto		Nissin Corporation	Japan
Mr.	Shin	Sasaki		PACIFIC Inc.	Japan
Ms.	Nadine	Khoury		Consolidated Marketing & Logistics (CML)	Jordan
Mr.	Ziad	Harb		BCC KSA Branch	Kingdom of Saudi Arabia
Mr.	Kyeongsoo	Kim		Daewon Logipia Co., Ltd.	Korea
Mr.	Seon	Jeon		KEMI-LEE Co., Ltd.	Korea
Ms.	Christine	Oh		KEMI-LEE Co., Ltd.	Korea
Mr.	Shane	Kim		Korea GLS Inc.	Korea
Mr.	Trans	Park		Korea GLS Inc.	Korea
Mr.	Joseph	Harb		BCC Logistics	Lebanon
Mr.	Vaidas	Beniusis		PAN-LITService	Lithuania
Mr.	Ian	Croxson		Show Carriage c/o Al Buwaba Al Libya LLC	Lybia
Mr.	Chong Lee	Ngiam		Curio Pack Sdn. Bhd.	Malaysia
Mr.	Albert	Perianayagam		Felix Expo Logistics (M) Sdn. Bhd.	Malaysia
Mr.	Daniel	Mithran		JIM Project & Expo Logistics (M) Sdn. Bhd.	Malaysia
Mr.	Syed Amirul	Hafidz		R.E. Rogers (Malaysia) Sdn. Bhd.	Malaysia
Mr.	Chris	Smith		R.E. Rogers (Malaysia) Sdn. Bhd.	Malaysia
Ms.	Bera	Benitez		Cargolive S.de R.L. de C.V	Mexico
Mr.	Nicolas	Cucidis		Cargolive S.de R.L. de C.V	Mexico
Mr.	Diego	Marinelli		Cargolive S.de R.L. de C.V	Mexico
Ms.	Lorena	Vazquez		Cargolive S.de R.L. de C.V	Mexico
Mr.	Miguel Angel	Lara		Jaguar Trafimar Logistica, S.A. de C.V.	Mexico
Mr.	Rene	Carvajal Garcia		NAIB Group Fair Division México S.A. DE C.V.	Mexico
Mr.	Edgar	Gonzalez Rosales		NAIB Group Fair Division México S.A. DE C.V	Mexico
Mr.	Jorge	Koszeg		PRO KIO SRL de C.V.	Mexico
Mr.	Nicolas	Rougerie		Timar Group	Morocco
Mr.	Olusegun	Lawal		IAL Nigeria Limited	Nigeria
Mr.	Roberto	Mesa		LMC Sea Air Services Inc.	Philippines
Mr.	Dariusz	Akonom		netlog network logistix Polska	Poland
Ms.	Marzena	Zawadzka-Szulc		Universal Express Sp.z.o.o.	Poland
Mr.	Mohamad	Dib		Airlink International Qatar W.L.L.	Qatar

2014 PARTNERING EVENT SPONSORS



Title	Name	Full Name	MEMBER OF	Company	Country
Mr.	Jonas	Ericsson		Gulf Agency Co. Qatar W.L.L.	Qatar
Mr.	Mikko	Wieru		Gulf Agency Co. Qatar W.L.L.	Qatar
Ms.	Anna	Akimova		Expo Forward LLC	Russia
Mr.	Alexey	Levitskiy		Expowestrans LLC	Russia
Mr.	Sergey	Mints		Expowestrans LLC	Russia
Mr.	Pavel	Ershov		OOO BTG Exhibition Logistics	Russia
Ms.	Priscilla	Leong		Agility Fairs & Events Logistics Pte Ltd	Singapore
Mr.	Mohd Ghazali	Saad		Agility Fairs & Events Logistics Pte Ltd	Singapore
Mr.	Abdul Ghani	Bin Zainolabidin		APT Showfreight (S) Pte Ltd	Singapore
Mr.	Gerald	Pillai		Rhema Events & Arts Services Pte. Ltd.	Singapore
Mr.	James	Ng		Transit Air Cargo Singapore Pte. Ltd.	Singapore
Ms.	Naz	Yusoff		Transit Air Cargo Singapore Pte. Ltd.	Singapore
Ms.	Jacqui	Nel		Exhibition Freightng GSM South Africa	South Africa
Ms.	Chantal	O'Shea		Exhibition Freightng GSM South Africa	South Africa
Mr.	Leon	Roux		La Rouxnelles Logistics + Consulting	South Africa
Mr.	Richard	Harper		Richard Harper Logistics Pty. Ltd.	South Africa
Ms.	Belina	Flores		Agility Spain S.A.	Spain
Mr.	Eduard	Mir		Agility Spain S.A.	Spain
Mr.	Juan Carlos	Perez		Comarfex Logistica De Ferias	Spain
Mr.	Javier	Oliver		EVOLUTION Logistics	Spain
Mr.	Jose	Tost		EVOLUTION Logistics	Spain
Ms.	Yolanda	de Paz		Resa Expo Logistcs	Spain
Mr.	Pablo	Martinez		Resa Expo Logistcs	Spain
Mr.	Jorge	Reina		Resa Expo Logistcs	Spain
Mr.	Tomas	Hagman		Expoint Logistics AB	Sweden
Mr.	Johan	Zethelius		Expoint Logistics AB	Sweden
Ms.	Anneli	Larsson		Schenker Fairs & Exhibitions	Sweden
Mr.	Thomas	Luechinger		Agility Logistics Ltd. Fairs and Events	Switzerland
Mr.	Dominique	Geiser		BTG Suisse AG	Switzerland
Ms.	Regula	Winter		BTG Suisse AG	Switzerland
Mr.	Sebastian	Stahl		Conceptum Sport Logistics	Switzerland
Mr.	Thomas	Hausmeister		DHL TFE Switzerland	Switzerland
Mr.	Fabio	Freschi		Expo-Cargo Ltd. Basel	Switzerland
Mr.	Reto	Frick		Expo-Cargo Ltd. Basel	Switzerland
Mr.	Roger	Bütikofer		Expo-Cargo Ltd. Zurich	Switzerland
Mr.	Peter	Kubias		Expo-Cargo Ltd. Zurich	Switzerland
Mr.	Roberto	Fumani		Inter ExpoLogistics Ltd	Switzerland
Mr.	Tobias	Käser		International Expo Services AG	Switzerland
Ms.	Valerie	Martin		Pelichet Expositions SA	Switzerland
Mr.	Christian	Boehme		Sempex AG	Switzerland
Mr.	Christoph	Fritsch		Sempex AG	Switzerland
Mr.	Thomas	Hoeller		Sempex AG	Switzerland
Ms.	Alexandra	Erdmann		Swiss Expo Logistics AG	Switzerland
Mr.	Felix	Sadenwasser		Swiss Expo Logistics AG	Switzerland
Mr.	Stefan	Haerri		T-Link Management Ltd.	Switzerland

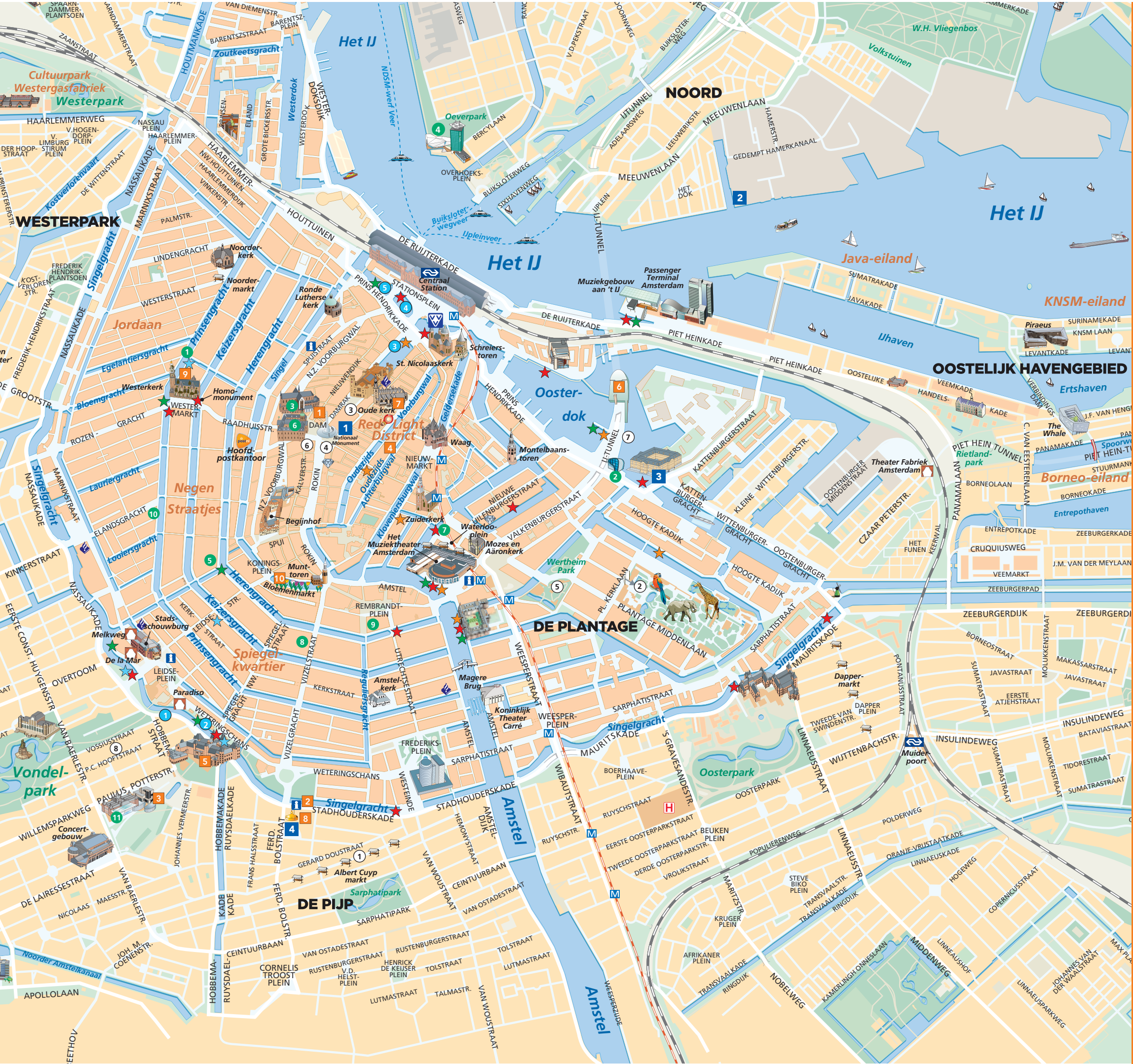
►IELA PARTNERING EVENT PARTICIPANTS

Title	Name	Full Name	MEMBER OF	Company	Country
Mr.	Thomas	Wirz		T-Link Management Ltd.	► Switzerland
Mr.	Tom	Huang		► Crown Van Lines Co., Ltd	► Taiwan
Ms.	Allison	Yang		Eurotran Expo Service Co. Ltd.	Taiwan
Ms.	Jasmine	Yang		Eurotran Expo Service Co. Ltd.	Taiwan
Mr.	Hasnai	Kongkaew		APT Showfreight (Thailand) Limited	► Thailand
Mr.	Nuttacom	Rungrassamee		► Rogers Bangkok	Thailand
Mr.	Tongchai	Chiochan		Sun Expo Services, Co. Ltd.	Thailand
Mr.	Toranee	Chiochan		Sun Expo Services, Co. Ltd.	Thailand
Mr.	Peter	Busscher		► Ceva Showfreight B.V.	► The Netherlands
Mr.	Udo	Smit		► Ceva Showfreight B.V.	The Netherlands
	tbc	tbc		► Ceva Showfreight B.V.	The Netherlands
Mr.	Oksan	Aksoy		DB Schenker Logistics B.V.	The Netherlands
Mr.	Kiran	Baldew		DB Schenker Logistics B.V.	The Netherlands
Ms.	Nicole	Biesheuvel		DB Schenker Logistics B.V.	The Netherlands
Mr.	Lars	Pohlmann		DB Schenker Logistics B.V.	The Netherlands
Mr.	Sander	Van Bohemen		DB Schenker Logistics B.V.	The Netherlands
Mr.	Dennis	Nagel		GPS Fairs & Exhibitions - Global Pieter Smit BV	The Netherlands
Mr.	Rudolf	Van Aalderen		GPS Fairs & Exhibitions - Global Pieter Smit BV	The Netherlands
Mr.	Jurgen	Abbing		IMPECO Sport & Event Logistics	The Netherlands
Mr.	Jarno	Pietersen		IMPECO Sport & Event Logistics	The Netherlands
Mr.	Marc	Uitenbroek		► Valverde B.V.	The Netherlands
Mr.	Bas	Wiendels		► Valverde B.V.	The Netherlands
Mr.	Ger	Kluter		► Van der Helm- Hudig	The Netherlands
Mr.	Bas	Oversier		► Van der Helm- Hudig	The Netherlands
Mr.	Coskun	Bilen		DB Schenker Arkas	► Turkey
Mr.	Ersin	Zafer		DHL TFE Turkey	Turkey
Mr.	Alpay	Altioek		► EKOL Lojistik	Turkey
Mr.	Mehmet	Özal		► EKOL Lojistik	Turkey
Mr.	Erdinc	Dundar		► ERTEM INT'L TRANSPORT Co. Ltd.	Turkey
Mr.	Ersan	Ertem		► ERTEM INT'L TRANSPORT Co. Ltd.	Turkey
Ms.	Selmin	Kahraman		► Mars Logistics	Turkey
Mr.	Esber	Kaynak		► Mars Logistics	Turkey
Mr.	Feyzan	Erel		► Gruptrans International Transport Co. Inc.	Turkey
Mrs.	Ümran	Özdindar Genç		► Gruptrans International Transport Co. Inc.	Turkey
Mr.	Umit	Yilmaz		► Gruptrans International Transport Co. Inc.	Turkey
Mr.	George	Jacob		► Agility Fairs and Events Dubai	► United Arab Emirates
Mr.	Abuturab	Kuvawalla		► Agility Fairs and Events Dubai	United Arab Emirates
Mr.	Jamil	El Khatib		► Airlink Abu Dhabi L.L.C. - Abu Dhabi	United Arab Emirates
Mr.	Jihad	Khoury		► Airlink International UAE	United Arab Emirates
Mr.	Chrys	Mendonca		► Airlink International UAE	United Arab Emirates
Mr.	Brunato	Rodrigues		► Dubai Express LLC Freightworks	United Arab Emirates



Title	Name	Full Name	MEMBER OF	Company	Country
Mr.	Vijay	Dande		E-Freight International LLC	► United Arab Emirates
Mr.	Suresh	Samikutty		E-Freight International LLC	United Arab Emirates
Mr.	Irshad	Khan		► ELF Shipping LLC	United Arab Emirates
Mr.	Manoj	Sharma		► ELF Shipping LLC	United Arab Emirates
Mr.	Dinesh	Nair		JKK International Freight LLC	United Arab Emirates
Mr.	Koshy	John		JKK International Freight LLC	United Arab Emirates
Mr.	Dean	Haddow		Kinetic Event Logistics	United Arab Emirates
Mr.	Reza	Ahmed		► Masstrans Freight LLC	United Arab Emirates
Mr.	Daniel	Byiju		► Masstrans Freight LLC	United Arab Emirates
Mr.	Anthony	Miles		► Masstrans Freight LLC	United Arab Emirates
Mr.	Vinay	Sharma		► Masstrans Freight LLC	United Arab Emirates
Mr.	Dinesh	Kumar		Milton Trans Middle East	United Arab Emirates
Mr.	Saril	Kumar		Milton Trans Middle East	United Arab Emirates
Mr.	Andreas	Barth		► Schenker Logistics LLC	United Arab Emirates
Ms.	Rodney	Fernandes		Shipping Trading and Lighterage Company (Stalco)	United Arab Emirates
Mr.	Muhammed	Mahmood		Shipping Trading and Lighterage Company (Stalco)	United Arab Emirates
Mr.	Dan	Flower		Agility Fairs & Events	► United Kingdom
Mr.	Garcia	Newell		Agility Fairs & Events	United Kingdom
Mr.	David	Richards		Agility Fairs & Events	United Kingdom
Mr.	Dean	Wale		► Ceva Showfreight	United Kingdom
Mr.	Jeff	Broom		► Europa Showfreight	United Kingdom
Mr.	Jonathan	Kidd		► European International Fairs Ltd.	United Kingdom
Mr.	Neil	Goatcher		► Exhibition Freight Ltd.	United Kingdom
Mr.	Michael	Hunter		► GBH Exhibition Forwarding Ltd.	United Kingdom
Mr.	Chris	Torr		► GBH Exhibition Forwarding Ltd.	United Kingdom
Mr.	Andrew	Fleet		► WES Logistics	United Kingdom
Ms.	Danielle	Potter		► WES Logistics	United Kingdom
Mr.	Jim	Kelty		► Airways Freight Corporation	► USA
Mr.	Brad	Watson		► Airways Freight Corporation	USA
Ms.	Jennifer	Padilla		► AMR Group Inc.	USA
Mr.	Chris	Ray		► AMR Group Inc.	USA
Mr.	Matt	Dell'Orto		► GlobeX Logistics	USA
Mr.	Ty	Warren		► GlobeX Logistics	USA
Ms.	Anne	Norkin		► Go Events Management	USA
Ms.	Mary	Ptak		Masterpiece International Ltd.	USA
Mr.	John	Chadwick		ML International	USA
Mr.	Mark	Lopata		ML International	USA
Mr.	Louis	Kerpan		Rock-It Cargo USA LLC	USA
Mr.	Henrique	Schumann		THREE WAY	USA
Ms.	Laura	Kao		Transgroup Worldwide Logistics	USA
Mr.	Steve	Barry		► TWI Group Inc. (USA)	USA
Ms.	Ellie	McKinnon		► TWI Group Inc. (USA)	USA
Mr.	Andy	Neo		APT Showfreight Vietnam Co. Ltd.	► Vietnam
Mr.	Jerry	Tran		Transit Air Cargo Vietnam Co. Ltd.	Vietnam







29th IELA Congress & 3rd Partnering Event

June 28th • July 3rd 2014, NH Hotel Krasnapolsky, Amsterdam



IELA EVENTS

- 1 NH GRAND HOTEL KRASNAPOLSKY
- 2 HOST DINNER: RESTAURANT STORK
- 3 GALA DINNER: HET SCHEEPVAARTMUSEUM (MARITIME MUSEUM)
- 4 PARTNERING EVENT NIGHT: HEINEKEN BREWERY

AMSTERDAM TOP 10

- 1 DAM SQUARE
- 2 AMSTERDAM CANAL CRUISE
- 3 THE VAN GOGH MUSEUM
- 4 THE RED LIGHT DISTRICT
- 5 RIJKSMUSEUM
- 6 THE SCIENCE CENTER NEMO
- 7 OUDE KERK
- 8 THE HEINEKEN FACTORY
- 9 THE ANNE FRANK HOUSE
- 10 THE FLOWER MARKET

MUSEUMS

- 1 AMSTERDAM TULIP MUSEUM
- 2 ARCAM (Centre for Architecture)
- 3 DE NIEUWE KERK
- 4 EYE FILM INSTITUUT NEDERLAND (Film Institut)
- 5 HET GRACHTENHUIS
- 6 KONINKLIJK PALEIS AMSTERDAM (Royal Palace)
- 7 MUSEUM HET REMBRANDTHUIS (Rembrandt House Museum)
- 8 STADSARCHIEF AMSTERDAM (City Archives)
- 9 TASSENMUSEUM HENDRIKJE (Museum of Bags and Purses)
- 10 WOONBOOTMUSEUM (Houseboat Museum)
- 11 STEDELIJK MUSEUM

PLACES OF INTEREST & ATTRACTIONS

- 1 ALBERT CUYPMARKT (Market)
- 2 ARTIS ROYAL ZOO
- 3 de BIJENKORF (Department Store)
- 4 GASSAN DAM SQUARE
- 5 HORTUS BOTANICUS AMSTERDAM
- 6 MADAME TUSSAUDS AMSTERDAM
- 7 MUSEUMHAVEN AMSTERDAM (Museum Port)
- 8 PC HOOFDSTRAAT (Exclusive Shopping)


CANAL CRUISES & BOAT SERVICES

- 1 BLUE BOAT COMPANY
- 2 CANAL COMPANY
 - Canal Bike (Pedal Boats)
 - Canal Bus (Hop On Hop Off Canal Cruise)
 - Canal Hopper (Hop on Hop Off Sloops)
- 3 GRAY LINE
- 4 HOLLAND INTERNATIONAL RONDVAART
- 5 REDERIJ LOVERS & FLOATING DUTCHMAN
 - MUSEUM LINE (Hop On Hop Off Canal Cruise)

CANAL BIKE (Pedal Boats)

CANAL BUS (Hop On Hop Off Canal Cruise)

CANAL HOPPER (Hop On Hop Off Canal Sloops)

MUSEUM LINE (Hop On Hop Off Canal Cruise)

THEATRE & CONCERT HALL

POLICE STATION

POST OFFICE

TOURIST OFFICE

TOURIST AGENCY

MARKET

HOSPITAL

METRO STATION

RAILWAY STATION

FERRY

►INDUSTRY - NEWS



2013 CEIR Index Results Released

Exhibition Industry Growth Continues and Acceleration Predicted in 2014

DALLAS, 31 March 2014 –The Center for Exhibition Industry Research (CEIR) President & CEO Brian Casey, CEM reported the findings of the CEIR Index Report during a session at the Society of Independent Show Organizers CEO Summit. The CEIR Index analyzes the 2013 exhibition industry and provides a future outlook for the next three years. As an objective measure of the annual performance of the exhibition industry, the CEIR Index analyses 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.

For 2013, the industry showed overall growth of 1.09 percent and was in line with its economists' forecast for the year. The outlook for growth in 2014 is projected to accelerate and continue through 2016.

"Even though 2013 only showed incremental growth, there was positive movement across a majority of the sectors and there was growth in all metrics," said CEIR Economist Allen Shaw, Ph.D., Chief Economist for Global Economic Consulting Associates, Inc. "Each metric measured by the Index saw positive growth in 2013. Net Square Feet (NSF) grew 0.8%, the number of Exhibitors increased 0.5%, the number of Attendees increased 2.0%, and Real Revenues grew 0.9%. Of these metrics, the number of attendees finally exceeded the previous peak in 2007, which is great news since it is a leading indicator of the exhibition industry."

CEIR Chairman Dennis Slater said, "The economy and the exhibition industry are both recovering and showing signs of slow but steady growth. From first-hand experience, I know the construction industry was hit hard during the recession, but from the results of our major event, CONEXPO-CON/AGG, I believe we are on the path to recovery. The trusted index data produced by CEIR will continue to be the source we need and depend on for the overall health of the exhibition industry." ◀



UFI puts the Global Exhibition Industry Statistics Report on the table

The worldwide exhibition association UFI has a new edition of Global Exhibition Industry Statistics Report out. The report provides data and trends to the exhibition markets by regions and industries available, according to the study the rented stand space has grown worldwide in the period between 2008 and 2010 by 8%, matches between 2010 and 2012 by a further 2% to 124 million m², 58% of organisers from the UFI Members recorded an average annual growth of the leased area between 2006/2007 and 2011/2012; 42% showed a decline. 13 UFI members achieve an annual leased area of over 500,000 m².

Overall worldwide there are 32.6 million m² exhibition hall capacities. The 15 largest national markets for hall capacities are USA, China, Germany, Italy, France, Spain, Netherlands, Brazil, Great Britain, Canada, Russia, Switzerland, Belgium, Turkey, and Mexico. The UFI members operate 220 event centers with an exhibition hall capacity of around 8.9 million m². ◀



►►The statistics are available under the following link http://ufi.org/Medias/pdf/thetra_defairsector/surveys/2014_exhibitor_industry_statistics.pdf

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.



►CUSTOMS FILE - COLOMBIA



►►Port in Barranquilla, Colombia



►►By Michael Hunter
GBH Exhibition Forwarding Ltd, UK
Vice Chair of Standards & Customs Working Group

CONTACT DETAILS
T. +44 114 269 0641
E. michael@gbhforwarding.com

►►WHAT ARE THE KEY VENUES IN COLOMBIA?

Colombia is noted for having 5 main venues for public fairs and exhibitions.

The most important out of these five venues is **Corferias**, (Corporacion de Ferias) which is located in Bogota and is home to most of the main fairs in Colombia such as are the Auto show, building fair, International Fair, Oil & Gas. Corferias are members of UFI, AFIDA and IAEM.

Another venue is **Plaza Mayor**, located in Medellin, a big tourist city. While the venue is relatively small, it draws just as much attention because some very significant fairs take place here.

The city of Cartagena de Indias, a major tourist destination and leading commercial seaport, is also the home of two other major venues; the **Centro de Convenciones Cartagena de Indias** and the **Hotel Americas**. The Hotel Americas took it upon themselves to build a very spacious place for fairs named **Centro Internacional de Convenciones y Exposiciones Las Americas**, for events that are held by the hotel.

Last but not least there is the **Centro de Eventos valle del Pacifico** located in Cali Valle del Cauca. This venue is used for public and private shows, conferences, and congresses.

As well as the venues mentioned above, hotels in the main cities of Bogota, Medellin and Cartagena are known to host events.

►What are the major customs documents required for imports?

For imports under temporary and permanent basis you are only required to supply a combined invoice packing list, as well as the usual transport documents. Your importing agent will apply for all other necessary documents.

►Is fumigation required on wooden packages?

Yes, ISPM 15 regulations apply.

►Is it possible to send the goods directly to the fair ground or do they have to be stopped by Customs first? Shipments must be cleared at the port or airport of arrival prior to delivery to the venue. However, for venues within a free zone, final clearance can be performed on site.

►Is temporary importation possible?

Yes, temporary importation is possible.

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

In some situations a Customs Bond is required and your customs broker and agent will advise you, depending on the procedure they use for each particular shipment.

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

It is not required but for your security it is recommended.

►Is customs inspection (physical check) mandatory?

Yes it is, though it is not always performed. You should allow for a physical customs check at any time.

►What is the average period required for customs clearance?

Cargo is usually cleared two working days after flight arrival.

►Are sales allowed during the exhibition?

Yes sales are allowed during the fair.

►What are the restricted & prohibited items for permanent importation?

Some examples of restricted items for permanent importation are leather products, shoes, fabric products, alcoholic beverages and vehicles. The reason for this being that Colombia is manufacturer of some of these kinds of products, so the government protects this industry.

►What are the major problems experienced with local customs authorities, if at all?

Colombian customs are very strict like the customs of other Latin-American countries, so we have to make sure all requirements are fulfilled. It is important that the weight and contents of shipments correctly match documents and the actual cargo. ◀



► **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 137 members in 49 countries...

ARGENTINA

BTG EXPOTRANS S.A.
Azopardo 1337, 1st floor
C1107ADW Ciudad
de Buenos Aires
• T: +54 11 4363 9350
• F: +54 11 4363 9351
> laura@btg-argentina.com

AUSTRALIA

Agility Fairs & Events Pty (Australia) Ltd
P.O. Box 1328
Tullamarine, VIC 3045
• T: +61 3 9330 3303
• F: +61 3 9330 3337
> remoore@agilitylogistics.com

Schenker Australia Pty Ltd
Private Bag 53
Alexandria NSW 2015
• T: +61 2 9333 0312
• F: +61 2 9333 0496
> sabine.schlosser@dbschenker.com

AUSTRIA

Lagermax Internationale Spedition GesmbH
Radlingerstrasse 16
5020 Salzburg
• T: +43 662 4090 2295
• F: +43 662 4090 692
> hansgeorg.kracher@lagermax.com

Schenker & Co. AG
Stella-Klein-Löw-Weg 11
1020 Vienna
• T: +43 57 686 231 520
• F: +43 57 686 231 529
> heimo.schwarzbauer@schenker.at

AZERBAIJAN

Caspian Freight Services LLC
Baku Expo Exhibition and
Convention Center
H. Aliyev ave., Surakhany district
AZ 1128 Baku
• T: +994 1240 448 2201
• F: +994 1240 448 2029
> info@cfs.az

BELGIUM

Kristal bvba – International Fairs & Exhibitions Logistics
Business Park Machelen / Cargo
Building 829a
1830 Machelen
• T: +32 2 751 4680
• F: +32 2 751 4720
> lieve.myvis@kristal-logistics.com

Ziegler Expo Logistics
Boechoutlaan, 107
1853 Strombeek-Bever
• T: +32 2 475 4540
• F: +32 2 475 4569
> Jean-Marc_Salmon@zieglergroup.com

BRAZIL

Fulstandig Shows e Eventos MC Ltda
Rua Eli, 164 - Vila Maria
02114-010 São Paulo
• T: +55 11 2207 7650
• F: +55 11 2207 7654
> csmac@fulstandig.com.br

Transportes Fink Ltda Fairs & Exhibitions
Estrada dos Bandeirantes, 2856
22775-110 Rio de Janeiro
• T: +55 21 3410 9711
• F: +55 21 3410 9721
> fairs@fink.com.br

Waiver Brazil
Rua Alfredo Pujol 285
Conj 13, Santana
• T: +55 11 2281 7882
• F: +55 11 2281 7782
> info.brasil@waiverlogistics.com

BULGARIA

Orbit Ltd
16, Prodan Tarakchiev Str.
1540 Sofia
• T: +359 2970 6300 400 500
• F: +359 2970 6333
> hhgs@orbit.bg

CANADA

Mendelssohn Commerce Event Logistics
1600 Courtneypark Drive East
L5T 2W8 Mississauga Ontario
• T: +1 416 863 9339
• F: +1 416 863 5149
> Apatterson@mend.com

TWI Group Inc. (Canada)
2000 Argentia Road, Suite 450,
Plaza 4, L5N 1K2 Mississauga,
Ontario
• T: +1 905 812 1124
• F: +1 905 812 0133
> strotter@twigroup.com

CHILE

DECA Express S.A.
Avenida Claudio Arrau No. 9452
Comuna de Pudahuel
9060003 Santiago de Chile
• T: +56 2 4881100 1163
• F: +56 2 4881010
> alicia.mayer@decaexpress.cl

COLOMBIA

Protrac Ltda. Fairs & Exhibitions
Calle 106
No. 5662 Office 703
Bogota
• T: +57 312 514 1688
• F: +57 1613 6654
> antonio.rodriguez@protrac Ltda.com

CYPRUS

Orbit Moving & Storage Ltd.
P.O. Box 51773
CY 3508 Limassol
• T: +357 2575 1155
• F: +357 2575 5820
> garbis@orbitcy.com

CZECH REPUBLIC

CENTRUMSPED s.r.o.
Vystaviste Praha
17000 Praha 7
• T: +420 547 423 161
• F: +420 547 423 160
> dospisil@centrumsped.cz

DENMARK

Blue Water Shipping A/S
Trafikhavnsvej 11
6700 Esbjerg
• T: +45 7913 4015
• F: +45 7913 4677
> cbaek@bws.dk

On-Site Denmark Aps
Kongevejen 18
2791 Dragør
• T: +45 3282 0210
• F: +45 3282 0211
> lars@onsitegroup.dk

EGYPT

Quick Cargo Door-to Door Services
KM28 Cairo
Alexandria desert road abu
Rawash, 74 Cairo
• T: +2 02 3539 0262
• F: +2 02 3539 0383
> khayat@quick-cargo.com
> ghada.wahab@quick-cargo.com

Samehco Intl Forwarding & Exhibition Services Co.
32, Andalos St.
11341 Heliopolis, Cairo
• T: +2 02 2454 3155
• F: +2 02 2455 5911
> sameh.guirguis@samehco.com

FINLAND

CHS Expo Freight
Itämerenkatu 5
FI-00180 Helsinki
• T: +358 20 7669 421
• F: +358 20 7669 439
> heikki.mattola@chs.fi

Suomen Messulogistiikka Oy
P.O. Box 55
00521 Helsinki
• T: +358 10 309 6600
• F: +358 10 309 6611
> erkki.koski@smlog.fi

FRANCE

Clamageran Foirexpo
Parc des expositions
Porte de Versailles
75015 Paris
• T: +33 1 5725 1809
• F: +33 1 4530 2881
> l.lawson@clamageran.fr

E.S.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 Mitry Mory
• T: +33 1 6427 2117
• F: +33 1 6427 3651
> sally.alsalman@wel.fr

GERMANY

Agility Logistics GmbH Fairs & Events Germany
Ludwig-Erhard-Anlage 1
60327 Frankfurt
• T: +49 69 976714 210
• F: +49 69 976714 298
> RChmielewski@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
Reisholzer Bahnstraße 33
40599 Düsseldorf
• T: +49 211 7401 1270
• F: +49 211 7401 1276
> achim.lotzwick@cretschmar.de
> kay.lohe@cretschmar.de

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

GONDRAND | ATEGE
Fairs & Exhibition Branch Frankfurt
Wurzelstrasse 2
60327 Frankfurt/Main
• T: +49 69 974 653 00
• F: +49 69 974 653 44
> bernd.keil@gondrand-logistics.com

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

Schenker Deutschland AG
Corporate Office,
Fairs & Exhibitions
Langer Kornweg 34 E
65451 Kelsterbach
• T: +49 6107 74410
• F: +49 6107 74413
> fairs-zentrale.frankfurt@dbschenker.com

GREECE

Orphee Moschopoulos-Beinoglou S.A.
2A, Evripidou St.
17674 Kallithea / Athens
• T: +30 210 946 6100
• F: +30 210 940 9089/ 943 0833
> mtsantes@beinoglou.gr

HONG KONG

BALtrans Exhibition & Removal Ltd.
Unit A, 1/F., Sunshine Kowloon
Bay Cargo Centre. 59 Tai Yip
Street, Kowloon Bay, Hong Kong
• T: +852 2798 6628
• F: +852 2796 5606
> pauline.leung@exhibition.baltrans.com

JES Logistics Ltd
26F Winsan Tower
98 Thomson Road, Wanchai
• T: +852 2563 6645
• F: +852 2597 5057
> albert@jes.com.hk

Schenker International (HK) Ltd
Fairs, Events & Special Products
35/F., Skyline Tower
39 Wang Kwong Road,
Kowloon Bay, Hong Kong
• T: +852 2585 9686
• F: +852 2727 9012
> thomas.lau@dbschenker.com

Unitex Logistics Ltd, China
Flat D, 18/F, Tower A
Billion Centre,
1 Wang Kwong Road,
Kowloon Bay,
Kowloon
• T: +86 755 2515 3486
• F: +86 755 2515 3480
> tm_expo@uif.com.hk

HUNGARY

MASPED Logistics Ltd.
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



► IELA MEMBERS

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@moversintl.com
> bhe@moversintl.com

Orient Marine Lines Pvt Ltd

49, Rani Jhansi Road
110055 New Delhi
• T: +91 11 2351 4040
• F: +91 11 2362 5477
> shirishk@orientm.com

PS Bedi & Co. Pvt. Ltd | PSBedi Group

D-10, South Extension Part - II
110049 New Delhi
• T: +91 11 4605 5200
• F: +91 11 4155 2911
> hsbedi@psbedi.com
> exhibitions@psbedi.com

R.E. Rogers India Pvt. Ltd.

1, Commercial Complex
Pocket H & J, Sarita Vihar
110076 New Delhi
• T: +91 11 2694 9801
• F: +91 11 2694 9803 / 5900
> ravi@rogersworldwideindia.com

RED Logistics Ltd.

Khasra No-1027/1st Floor, Plot No-29
Road no-6, Mahipal Pur Extn
110037 New Delhi
• T: +91 11 4767 7340 / 345
• F: +91 11 4767 7334
> sanjeev@redlogistics.net

Schenker India Pvt. Ltd

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

Siddhartha Logistics Co. Pvt. Ltd.

1&2, 30, Sushil,
Tarun Bharat Society,
Chakala, Andheri (East)
400099 Mumbai
• T: +91 22 4089 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.com

IRELAND

Interflow Logistics Ltd.

Suite 304, The Crescent Building
Northwood Business Park,
Santry, Dublin 9
• T: +353 16 853 845
• F: +353 64 662 0558
> niall@interflow.ie

ISRAEL

Amit Ltd

AMIT Building, Airport City
Ben Gurion Air Port,
Maman Building, P.O. Box 58
70100 Tel Aviv
• T: +972 397 20001
• F: +972 545 616637
> ron@amit.co.il

Hermes Exhibitions & Projects Ltd

12 Ayalon st.
71293 Lod
• T: +972 8914 6317
• F: +972 8914 6316
> hagit@hermes-exhibitions.com

ITALY

Expotrans S.r.l.

Via Portuense, 1555
00148 Roma presso
Commercity Isola P44
• T: +39 06 6500 4846
• F: +39 06 6500 3181
> guido.fornelli@expotrans.it

GONDRAND – Fercam Group

Via dei Trasporti
20060 Vignate, Milan
• T: +39 02 959 33
520/521/523/302
• F: +39 02 95 66 360
> may@gondrand.it

OTIM Spa

Via Porro Lambertenghi, 9
20159 Milan
• T: +39 02 6991 2207
• F: +39 02 6991 2231
> giampiero.beltrami@otim.it

Saima Avandero Spa

Fairs Logistic Division
Via Dante 134
20096 Milan
• T: +39 04 9869 2413
• F: +39 02 9213 4766
> rpsini@saima.it

JAPAN

Blueline Co. Ltd.

3rd Floor, Saga-cho,
MD Building, 1-18-8 Saga Koto-ku
135-0031 Tokyo
• T: +81 3 5646 4775
• F: +81 3 5646 4776
> tsasahara@blue-line.jp

Ishikawa-Gumi, Ltd

9-4, 5-Chome,
Higashi-Shinagawa
140-0002 Tokyo
• T: +81 3 3474 8102
• F: +81 3 3474 9841
> igl-exhi@ishikawa-gumi.co.jp

Kintetsu World Express Sales Inc.

TDS Mita Building
5th Floor, 2-7-13 Mita
108-0073 Tokyo
• T: +81 3 5443 9455
• F: +81 3 5443 9457
> masaho.naya@kwe.com

JORDAN

CML (Consolidated 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
135-090 Seoul
• T: +82 2 566 0089
• F: +82 2 564 0039
> ryan@eplusexpo.com

KEMI - LEE Co., Ltd

Room 201 Hanshin Arcvalley
277 43, Sungsoo-dong, 2Ga
133-120 Sungdomg,
Gu - Seoul
• T: +82 2 561 5268
• F: +82 2 785 4789
> superlee@kemi-lee.co.kr

Korea Interlink Inc

#1607, KnK Digital Tower
220 Youngsin-Ro
Youndeungpo-Gu, 150-733 Seoul
• T: +82 2 786 5251
• F: +82 2 785 4789
> krmin@koreainterlink.co.kr

LEBANON

BCC Logistics

Sin El Fil, Opposite Mirna
Chalouhi bldg. Parallel Towers,
Bloc B, Floors 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

JIM 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.E. Rogers (Malaysia) Sdn Bhd

No. 7, Jalan Warden U1/76
Taman Perindustrian, Batu Tiga
40000 Shah Alam Selangor
• T: +603 5510 8611
• F: +603 5510 6296
> chris@rerkul.com.my

MEXICO

CargoLive, S. de R.L. de C.V.

Platon 409, Col. Polanco,
Del. Miguel Hidalgo
11560 Mexico D.F.
• T: +52 55 5262 5983
• F: +52 55 5280 7434
> Bera.benitez@cargolive.com.mx

Jaguar Trafimar Logistica, 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
> m.lara@jaguartrafimar.com.mx

New Age of International Business S.A. de C.V.

Benito Juarez 41,
Col. Urbana Ixhuatepec
Ecatepec Edo. de Méx.
C.P. 54190
• T: +52 55 5769 7415 Ext. 101
• F: +52 55 5714 7297
> rene.carvajal@naibgroup.com.mx

NETHERLANDS

CEVA Showfreight- NL

Folkstoneweg 182
1118 LN Schiphol
• T: +31 88 028 3100
• F: +31 65 396 8966
> peter.busscher@cevalogistics.com

Valverde B.V.

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

Van der Helm - Hudig Rotterdam BV

P.O. Box 1049,
3160 AE Rhoon
• T: +31 10 506 6187
• F: +31 10 501 6185
> expo@helmhudig.nl
> g.kluter@helmhudig.nl

NIGERIA

IAL Nigeria Limited

IAL Place, 16 Burma 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 (IBP),
280 Linhong 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 2407-2408
No. 1318 North Sichuan Road
200080 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 Xinyuanxilizhongjie
Chaoyang District,
100027 Beijing
• T: +86 10 8460 1067
• F: +86 10 6461 9507
> zhong.yuan@btg.cn

Kerry EAS Logistics Limited

No 21, Xiaoyun Road
Dongsanhuan Beilu,
Chaoyang District
100027 Beijing
• T: +86 10 8454 6634
• F: +86 10 6468 9680
> adali@kerryeas.com

Shanghai Expotrans Limited

Unit 605-608, No. 555
An Yuan Road
200040 Shanghai
• T: +86 021 60131865
• F: +86 021 60131866
> xiweiwei@xptrans.com.cn

Shanghai ITPC International Transportation Co., Ltd.

28F Bldg 2, Lane 137
200063 Shanghai
• T: +86 21 6260 6613
• F: +86 21 6260 6624
> jake@itpc.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
> shizhigang@sinotrans.com

Sinotrans Logistics Development Co., Ltd

Rm. 722, Sinotrans Plaza
A43 Xizhimen Beidajie
100044 Beijing
• T: +86 10 6229 5216
• F: +86 10 6229 5798
> jinxiaomiao@sinotrans.com

POLAND

Netlog Posilka Sp.z.o.o.

ul. Pradzynskiego 12/14
01-222 Warszawa
• T: +48 22 256 7052
• F: +48 22 256 7088
> dariusz.ekonom@netlog.org.pl

Transmeble International Sp.z.o.o.

Ul. Konopickiej 19/2
60-771 Poznan
• T: +48 61 865 6807
• F: +48 61 865 6801
> konrad@transmeble.com.pl

Universal Express Sp. z.o.o.

ul. Szyszkowa 35/37
Woj.mazowieckie
02-285 Warsaw
• T: +48 22 878 3566
• F: +48 22 878 3501
> marzena.zawadzka-szulc@uex.pl





▶ IELA MEMBERS

PORTUGAL

CVTRANS - Trânsitos 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
> c.regal@cvtrans.pt

RN Trans Actividades Transitarias 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@rntrans.pt

QATAR

Airlink International Qatar W.L.L.
P.O. Box 23036,
Al-Doha, Doha
• T: +974 465 7660
• F: +974 467 5668
> m.dib@airlinkqatar.com

BCC Qatar
Ground Floor- Office Number B3
Cinema Traffic Signal,
P.O. Box 14043, Doha
• T: +974 444 3436 78
• F: +974 444 3430
> joe.aoun@bcclogistics.com
> ziad.harb@bcclogistics.com
> exhibitions.qatar@bcclogistics.com

RUSSIA

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

PAN-BALTService Ltd.
103, Bolshoy Prospect
Vasilievsky Island
199106 St. Petersburg
• T: +7 812 322 6038
• F: +7 812 322 6098
> info@pan-baltservice.spb.ru

SINGAPORE

Agility Fairs & Events Logistics Pte Ltd (Singapore)
No. 5, Changi North Way, 3rd Floor
498771 Singapore
• T: +65 6500 0250
• F: +65 6214 9592
> fairs-singapore@agilitylogistics.com

Transit Air Cargo Singapore Pte. Ltd.
111 Neythal Road
628598 Singapore
• T: +65 6438 1686
• F: +65 6438 1466
> james.ng@tacs.com.sg

SOUTH AFRICA

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

SPAIN

Resa Expo Logistic
C/Ciencias-Entrada 1
Recinto Ferial Gran Via M2
Apartado de correos 2045
08908 Hospitalet/Barcelona
• T: +34 93 233 4745
• F: +34 93 263 1894
> pmartinez@resainternacional.com

SWEDEN

DHL Trade Fairs & Events
Importgatan 27
42246 Hisings Backa
• T: +46 31 752 0203
• F: +46 31 757 0285
> sales.fairs@dhl.com

On-Site Exhibitions AB
Norra Gubberogatan 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 Mölndal
• T: +46 31 337 0570
• F: +46 31 337 0507
> Anneli.larsson@dbschenker.com

SWITZERLAND

Agility Logistics Ltd
Bleichestrasse 27
4002 Basel
• T: +41 61 691 3377
• F: +41 61 691 7036
> thuechinger@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
Heldastrasse 66
9470 Buchs SG
• T: +41 81 755 1335
• F: +41 81 755 1413
> sales.fairs@dhl.com

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

Inter ExpoLogistics Ltd
Geneva Palexpo,
30 Route François Peyrot
1218 Grand-Saconnex, Geneva
• T: +41 22 798 1328
• F: +41 22 798 1387
> manuel.mazzini@iel.ch

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

SYRIA

Darwish Logistics
P.O. Box 60690, Damascus
• T: +963 11 211 1870 ext 138
• F: +963 11 212 8911
> amer@darwishlogistics.com

TAIWAN

Crown Van Lines Co., Ltd
4-4 Fl, No. 165 sec.
5 Men Sheng East Road, Taipei
• T: +886 2 2746 7621
• F: +886 2 2746 7622
> exhibition@crownvann.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 0650
> ben@csf.com.tw

THAILAND

Elite Transportation Services Ltd
39/2, AT-Narong Road
Klongtoey
10110 Bangkok
• T: +66 2 258 2991
• F: +66 2 258 5990
> siriporn@elitethai.com

Rogers Bangkok Co. Ltd
90/1 Moo.4
Bangchalong, Bangplee
10540 Samutprakarn
• T: +66 2 752 64179
• F: +66 2 752 6420
> nuttacom@rogers-asia.com

TURKEY

EKOL LOJISTIK AS
Hastahane Mahallesi
Caddesi No 82
Hadimköy (Boyalik) -
Arnavutköy
34555 Istanbul
• T: +90 216 564 3352
• F: +90 216 564 3333
> Alpay.altiok@ekol.com

Ertem International Transport Co. Ltd.
Baris Mah. Samsun Cad.
Rea Is Merk.,
No:37 K:3 Beylikduzu
34520 Istanbul
• T: +90 212 852 0060
• F: +90 212 852 0061
> ersan@ertemgroup.com

Gruptrans International Transport and Trade Co., Ltd.
Kirim Cad.36-1
6510 Emek-Ankara
• T: +90 312 215 4344
• F: +90 312 215 5090
> feyzan@gruptrans.com

IDA EXPO- Ida Uluslar arası Fuar Dan. Ve Lojistik Hiz. Ltd. Sti.
Ataturk Cad. Yildiz Apt. No:10
D:6 Sahrayicedid
34734 Kadiköy, Istanbul
• T: +90 216 467 6591
• F: +90 216 467 6595
> Tijen@idaexpo.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 Fairs & Events Dubai UAE
P.O. Box 36683,
Dubai
• T: +971 4813 1100
• F: +971 4886 3878
> GJacob@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 & Clearing Services LLC
P.O. Box 8109,
Dubai
• T: +971 4886 1170
• F: +971 4886 1077
> javed@bridgewayshipping.com

Dubai Express (L.L.C.) - 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 Quoz Industrial Area
P.O. Box 290,
Dubai
• T: +971 4347 6026
• F: +971 4347 6031
> rfullarton@bicskanoo.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
Mez-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

CEVA Showfreight - UK
Unit 3a, National Exhibition Centre
NEC Birmingham
B40 1PJ Birmingham
• T: +44 121 782 8888
• F: +44 121 782 2875
> dean.wale@cevalogistics.com

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

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

European International (Fairs) Ltd
Units 6&10, Skitts Manor
Farm Moor Lane,
Marsh Green Edenbridge
TN8 5RA Kent
• T: +44 173 286 0330
• F: +44 173 286 0331
> jim.callaghan@european-intl.com

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

GBH Exhibition Forwarding Ltd
10 Orgreave Drive, Handsworth
S13 9NR Sheffield
• T: +44 114 269 0641
• F: +44 114 269 3624
> michael@gbhforwarding.com

► IELA MEMBERS

Schenker Limited Fairs & Events Services
Unit 2, Sylvan Court, Sylvan Road
Southfields Business Park
SS15 6TW 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 6080
> bradw@airwaysfreight.com

AMR Group, Inc.
4495 West Hacienda Avenue
Suite 4
NV 89118 Las Vegas
• T: +1 702 8006385
• F: +1 702 8797069
> chris.ray@amrworldwide.com

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

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

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



IELA currently has 137 members from 49 countries and 22 affiliates

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. ◀

> Registered Office – IELA International Exhibition Logistics Association

4, rue Charles-Bonnet, P.O. Box 399, 1211 Geneva 12, Switzerland / adminiela@iela.org
VAT registration number: CHE-100.318.856

► IELA MEMBERSHIP

To assist the pro-active approach of the the IELA Secretariat, you the IELA Members are asked to recommend specialist event logistics providers that you know deliver a quality service.

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

► IELA AFFILIATE MEMBERS

<http://www.sxc.hu>

BELGIUM

Ziegler Expo Logistics Brussels Expo
Brussels
• T: +32 2 475 4540
• F: +32 2 475 4569
> Jean-Marc_Salmon@zieglergroup.com

BRAZIL

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

GERMANY

Cretschmar MesseCargo GmbH
Leipzig
• T: +49 341 520 430 14
• F: +49 341 520 430 10
> Karsten.Klitscher@cretschmar.de

DHL Trade Fairs & Events GmbH
Frankfurt / Main
T: +49 69 976714 112
F: +49 69 976714 130
> katrin.witzke@dhl.com

DHL Trade Fairs & Events GmbH
Hannover
• T: +49 511 4756 2910
• F: +49 511 4756 2929
> katrin.witzke@dhl.com

DHL Trade Fairs & Events GmbH
Leipzig
• T: +49 221 398 0246
• F: +49 221 398 0220
> katrin.witzke@dhl.com

Schenker Deutschland AG
Berlin
• T: +49 30 3012995421
• F: +49 30 3012995429
> fairs.berlin@dbschenker.com

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

Schenker Deutschland AG
Dusseldorf
• T: +49 211 4362810
• F: +49 211 4542648
> fairs.duesseldorf@dbschenker.com

Schenker Deutschland AG
Essen
• T: +49 201 959791-12
• F: +49 201 959791-25
> fairs.essen@dbschenker.com

Schenker Deutschland AG
Frankfurt am Main
• T: +49 6107 74906
• F: +49 6107 74556
> fairs.frankfurt@dbschenker.com

Schenker Deutschland AG
Hamburg
• T: +49 40 35547430
• F: +49 40 341845
> fairs.hamburg@dbschenker.com

Schenker Deutschland AG
Hannover
• T: +49 511 87005 20
• F: +49 511 87005 49
> fairs.hannover@dbschenker.com

Schenker Deutschland AG
Munich
• T: +49 89 94924300
• F: +49 89 94924339
> fairs.muenchen@dbschenker.com

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

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

ITALY

Expotrans S.r.l.
Bologna
• T: +39 051 864466
• F: +39 051 864823
> maria.mambelli@expotrans.it

Expotrans S.r.l.
Milan
• T: +39 02 3666 9600
• F: +39 02 4540 2024
> alessandra.dellavedova@expotrans.it

UNITED ARAB EMIRATES

Airlink Abu Dhabi L.L.C.
Abu Dhabi
• T: +971 2 634 9597
• F: +971 2 639 1417
> jamil@airlinkauh.ae

Masstrans Freight LLC
Abu Dhabi
• T: +971 244 58700
• F: +971 24431290
> daniel@masstrans.ae

USA

Airways Freight Corporation Chicago Office
641 Prospect Avenue
Barrington,
60010 Illinois
• T: +847 382 9963
> jimkelty@airwaysfreight.com

TWI Group, Inc.
New York
• T: +1 718 995 0500
• F: +1 718 995 0558
> dcamier@twigroup.com



►► **CHAIRMAN**
Christoph Rauch
BTG Messe-Spedition GmbH,
Germany

CONTACT DETAILS
T: +49 821 4986 145
E: christoph.rauch@btg.de

►► **VICE CHAIR**
Sandi Trotter
TWI Group Inc., Canada
E: strotter@twigroup.com

MEMBERSHIP WORKING GROUP

Reza Ahmed
Masstrans Freight LLC, UAE

Daniel Bataller
Gondrand International AG,
Switzerland

H S Bedi
PS Bedi & Co. Pvt. Ltd, India

Jeff Broom
Europa Showfreight, UK

Feyzan Erel
Gruptrans International Transport and
Trade Co. Inc, Turkey

Michael Hunter
GBH Exhibition Forwarding Ltd., UK

Seon Jeon
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Bernd Keil
GONDRANDJATEGE GmbH, Germany

Lucien Lawson
Clamageran Foirexpo, France

Kay Lohe
Cretschmar MesseCargo GmbH,
Germany

Manuel Mazzini
Inter ExpoLogistics Ltd., Switzerland

Christine Oh
KEMI - LEE Co., Ltd, Korea

Roberto Pasini
Saima Avandero S.p.A., Italy

Mohamed Ghazali Saad
Agility Fairs & Events Logistics Pte Ltd
(Singapore), Singapore

Vinay Sharma
Masstrans Freight LLC, UAE

Praveen Suri
R.E. Rogers India Pvt. Ltd., India

►MEMBERSHIP WORKING GROUP

Dear Friends,

The Group came up with two new initiatives on how to identify and win over new potential members for IELA. The first idea was the following:

Elizabeth has recently sent out a couple of requests from members looking for agents in countries like Mauritius, Benin, Iceland or Jamaica - which is good, it's membership benefit that the association helps finding agents. The thing is that all these agents are in White Spot Countries and through this process we may find new members in places where IELA hasn't been represented before.

Sandi Trotter's suggestion was to contact the individual member who put in the request and ask them several questions about the agent in this particular country. Therefore the secretariat has created a follow-up form, which is already being used now. The questions are:

Did you find an agent in the country? Did the shipment happen?

Was it successful?

Did they honour their quoted pricing?

Were their payment terms reasonable?

Would you recommend the agent for IELA membership?

Further remarks (e.g. response time, accuracy of the information given, etc.).

The second idea, **Bernd** came up with, was to get in touch with all the Ufi members (Exhibition organisers and Venue Owners) in White Spot Countries and ask them for their logistics partners at a particular exhibition site. In case there are any positive results, then we can make contact with them and try to encourage them for example to attend the IELA Partnering Meeting as a first step.

Elizabeth and **Ravi** have already started working on the respective list and we will get in touch with the Ufi members shortly.

We really hope that in doing this we can identify and win over more members in White Spot Countries or at least companies which want to take part in our Partnering Event.

Since the last report in January, we have had a couple of applications underway and we are very happy to welcome 4 new members to IELA.

The new members are
(in alphabetical order):

AMR Group Inc., USA
Mendelssohn Commerce Event

Logistics, Canada
Netlog Polska Sp. z o.o., Poland
Protrac Ltda. Fairs & Exhibitions, Colombia

At the same time, we also received three resignations:

Rock-It Cargo, USA – will no longer be a member with effect from March 31st 2014.

Sho-Air, USA – will no longer be a member with effect from September 30th, 2014.

DHL Fairs & Events, Switzerland – will no longer be a member with effect from September 30th, 2014.

We also had one application in the Board of Management to vote, which was not accepted.

This means that IELA currently has 137 members and 22 affiliates.

I wish you all the best and I look forward to seeing you all soon in the wonderful city of Amsterdam. If you have some input for the group, please do not hesitate to contact one of us at any time.

Christoph Rauch ◀



►► **CHAIR**
Mariane Ewbank
Fulstanding Shows e Eventos MC
Ltda., Brazil

CONTACT DETAILS
T: +55 11 2207-7650
E: mewbank@fulstanding.com.br

►► **VICE CHAIR**
Michael Hunter
GBH Exhibition Forwarding Ltd., UK
E: michael@gbhforwarding.com

STANDARDS & CUSTOMS WORKING GROUP

Farook Al Zeer
Schenker Logistics LLC, UAE

Michael Beckers
Airways Freight Corporation, USA

Abla Darwish
Darwish Logistics, Syria

Samer Darwish
Darwish Logistics, Syria

Georges Harb
BCC Logistics, Lebanon

Ziad Harb
BCC Logistics, Qatar

Jihad Khoury
Airlink International, UAE

Manuel Mazzini
Inter ExpoLogistics Ltd., Switzerland

Bas Oversier
Van der Helm - Hudig Rotterdam BV,
The Netherlands

Tijen Özer
IDA EXPO- Ida Uluslar arası Fuar Dan.
Ve Lojistik Hiz. Ltd. Sti., Turkey

Christoph Rauch
BTG Messe-Spedition GmbH, Germany

Sabine Schlosser
Schenker Australia Pty Ltd., Australia

►STANDARDS & CUSTOMS WORKING GROUP

Dear all!

It has been a challenge working with the deadlines pressing, but we continue to stay motivated and goal driven through the pressure. We have given a lot of effort in order to get as many answers as possible and not to extend the deadline as many times as we did last year. We are always striving to work more efficiently.

As we had announced last year a new system was created to make the survey easier and faster. We were very excited about it, hoping that the new system would motivate more members to do the **Survey**. We also had the dedication of the Secretariat sending reminders and members of the **SCWG** chasing the non-respondents and asking them to take part in doing the **Survey**.

We are grateful and appreciate those who completed the Survey. For those members who haven't completed the questionnaire all we can say is that they missed a good opportunity to express their opinion to our members; they have not helped IELA to identify the members that are not working according to our Standards. The **Survey** is an important tool to identify in our own companies where we need to improve our services. It is also known by all of us that the non-respondents cannot receive the award.

The figures in 2013 were the highest since the start of the standards surveys in 2004 with 736 filled surveys for **Site Agents** and 881 surveys filled for **Export**. The process of the Surveys can be seen on the chart below.

YEAR	SITE AGENTS	% GROWTH	EXPORT AGENT	% GROWTH
2004	457		381	
2005	514	12,47%	326	-14,44%
2006	527	2,53%	481	47,55%
2007	666	26,38%	689	43,24%
2008	658	-1,16%	789	15,61%
2009	516	-21,58%	644	-18,38%
2010	594	15,12%	735	14,13%
2011	668	12,45%	654	-11,00%
2012	502	-24,89%	578	-11,62%
2013	736	46,61%	881	52,42%

The numbers are positive, but I still think we could do better.

A full analysis will be shown during the next congress in Amsterdam.

Survey 2013 considered 127 members in the analysis:

>100 respondents (78,74%)
>27 non-respondents (21,26%)

The non-respondents group is composed by:

>22 Non-respondents former members (22 out of 112 = 19,64%)

>5 Non-respondents new members (5 out of 15 NEW members = 33,33%)

Perhaps the new members did not feel comfortable enough to do the Survey this year, but I am confident that they will give their precious contribution in 2014 Survey.

Survey 2012 considered 118 members in the analysis:

>105 respondents (89%)
>13 non-respondents (11%)

The average for **Site Agent** in 2013 is **5,491** while in 2012 was **5,349**. There is a discrete improvement. The average for **Export Agent** in 2013 is **5,503** while in 2012 was **5,369**. Again, we have another discrete improvement.

We cannot be satisfied with this increase on the average. We must keep working hard to improve our services and it is IELA's duty to contribute with tools for the members. We have the Winter Seminar for our young professionals; we have the Working Groups to discuss strategies and we have the Congress where we can exchange experiences and knowledge. We will also keep searching for new tools and actions for our members.

Before this article ends I would like to invite you to give your opinion on what you thought about the new format of the questionnaire and what we can do better for **2014 Survey**. And for those who did not complete the Survey, we are waiting for your answers next year.

Let's interact! See you in Amsterdam.

Mariane ◀

THE IELA BOARD
OF MANAGEMENT

Board Functions

CHAIRMAN

Robert Moore
remoore@agilitylogistics.com

VICE CHAIRMAN

Christoph Rauch
christoph.rauch@btg.de

TREASURER

Ulrich Kasimir
ulrich.kasimir@dbschenker.com

MEMBERS

H S Bedi
hsbedi@psbedi.com

Feyzan Erel
feyzan@gruptrans.com

Mariane Ewbank
mewbank@fulstandig.com.br

Jim Kelty
jimkelty@airwaysfreight.com

Achim Lotzwick
achim.lotzwick@creschmar.de

James NG
james.ng@tacs.com.sg

Ravinder Sethi
ravi@rogersworldwideindia.com

THE COMMITTEE

CHAIRMAN

Bas Oversier
b.oversier@hudigveder.nl

MEMBERS

Ron Berry
ron@amit.co.il

SECRETARIAT

Elizabeth Niehaus
elizabeth@iela.org

HONORARY MEMBERS

Mr. Stephen J. BARRY
Mr. Ron BERRY
Mr. Hans BRAUCHLI
Mr. Karl BUEHLER
Mr. Thierry DEMEURE
Mr. Dieter FRAEULIN
Mr. Greg KEH
Mr. Achim LOTZWICK
Mr. Jean-Paul MOSER
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 Logistics GmbH Fairs & Events Germany**

New address:
Ludwig-Erhard-Anlage 1
60327 Frankfurt
T: +49 69 976714 210
F: +49 69 976714 298
RChmielewski@agilitylogistics.com

► **MASPED Logistics Ltd**

New telephone:
+36 1263 7851

► **RED Logistics Ltd.**

New Email:
sanjeev@redlogistics.net ◀

►► New Members

- **AMR GROUP, INC., USA**
- **EKOL LOJISTIK AS, TURKEY**
- **MENDELSSOHN COMMERCE EVENT LOGISTICS, CANADA**
- **NETLOG POLSKA SP. Z.O.O., POLAND**
- **PROTRAC LTDA. FAIRS & EXHIBITIONS, COLOMBIA** ◀

►► Members Resignation

- **ROCK-IT CARGO FAIRS & EXHIBITIONS, USA** ◀

►► IELA Collateral

The next IELA REPORT will be published in September and will be distributed as printed version to all members (10 copies) and Amsterdam 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.

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Save the dates and be part of IELA's flourished history, present and future.

30th IELA Congress, June 27th ∴ June 30th 2015, PAN PACIFIC Singapore
4th IELA Partnering Event, June 30th ∴ July 2nd 2015

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