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OPERATIONS SUMMIT 2016

Hong Kong

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SINGAPORE PREVIEW:

30th IELA CONGRESS + 4th IELA PARTNERING EVENT / June 27th • July 2nd 2015

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

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CHAIRMAN'S CORNER



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IELA – A Group of Specialists

Forwarding agents are always a little ahead of their time. This is not least due to historical development. For as long as anyone can remember goods have been transported all over the world. And since then there have been people who organise the transports. This requires a lot of finesse.

Forwarding agents are certainly something very special. Perhaps a little more open to new ideas, a bit more flexible than others and certainly always somewhat under pressure. Anyone who chooses a career in the forwarding sector knows that things are constantly in motion. And this should be seen as absolutely positive. Business people in a freight forwarding company hold the international threads together. What counts are excellent organisational talents, endurance and foresight. There is very little routine in the freight forwarding business. Every day is a new challenge, any minute a situation can turn by 180 degrees.

Life in the forwarding business is very rich in variety. Those who work in this sector must be fully committed.

Thanks to the latest in modern technology, shipping companies have been connected for decades. Even before the age of the Internet, freight forwarding companies knew at all times, what was happening on the other side of the world. In short: forwarding agents are communication specialists with a worldwide network of contacts.

What could be better than meeting all of these specialists in one place? The IELA Anniversary Congress in Singapore provides the ideal platform.

What could be better than to compare notes with around 200 of these specialists at the Congress and nearly 335 at the Partnering Event and reminisce on mutual undertakings of the past or discuss future projects and difficulties face to face and seek solutions together?

What could be better than getting a new perspective on things, listening to and learning from each other?

In our field of exhibition and event logistics industry there is no better possibility than the annual IELA Congress and the IELA Partnering Event!

Take advantage of this opportunity and come to Singapore. Let us do business together and celebrate IELA's 30th birthday.

I'm looking forward to a successful IELA Anniversary Congress in Singapore! ◀

Cheers

Christoph

►► Schönbrunn Palace.

►MEMBERS NEWS



IELA'S SENIORS CLUB MEETING 2015

September 4th – 6th 2015, Vienna

The IELA SENIORS CLUB will have its 10th meeting from September 4th till September 6th 2015 in Vienna, Austria.

On early Friday afternoon the participants will get together. This year's gathering will start with a two hour stroll through the city with a state-certified, English-speaking tour guide. In the evening the attendees may enjoy a three course menu to recharge their batteries.

On Saturday, the guests will be picked up for an eight hour bus tour through Vienna. Special highlights of the tour will be the visit of the Stephansdom, the Kaisergruft and the Grand Tour through Schönbrunn Palace. A cozy coffee break in a traditional Viennese coffee house will be rounding off the tour. We will end the day with a relaxed dinner at the Heurigen Mayer in Heiligenstadt.

Let this year's **Seniors Club Meeting** end with a joint farewell breakfast on Sunday. To all sponsors (in alphabetical order): Thank you very much for your kind support!

- > Agility Fairs & Events, *Australia*
- > Amit Ltd., *Israel*
- > Blue Water Shipping A/S, *Denmark*
- > BTG Messe-Spedition GmbH, *Germany*
- > Clamageran Foirexpo, *France*
- > EF-GSM Ltd., *United Kingdom*
- > GBH Exhibition Forwarding Ltd., *United Kingdom*
- > IELA Board of Management
- > Inter ExpoLogistics, *Switzerland*
- > On-Site Denmark Aps, *Denmark*
- > On-Site Exhibitions AB, *Sweden*
- > Orient Marine Lines Pvt Ltd, *India*
- > R.E. Rogers India Pvt Ltd, *India*
- > Schenker Deutschland AG, *Germany*
- > SEV, *Switzerland*
- > Transit Air Cargo, *Singapore*
- > TWI Group Inc., *Canada*
- > TWI Group Inc., *USA*
- > UniGroup Logistics, *USA*
- > Ziegler Expo Logistics, *Belgium*

VIENNA 2015
September
4th - 6th

Newly retired members are most welcome. We hope to meet more friends in the following years and looking forward to an exciting 10th Seniors Club Meeting in Vienna! ◀

►► Johann Strauss Monument in Stadt Park.



►► Stephansdom.



►► Schönbrunn Palace.

►► Would you like to join the Seniors Club?

Please contact
hansruedi.brauchli@bluewin.ch

►MEMBERS NEWS



►► Karl Buehler
Former IELA Chairman
and Honorary Member

KARL BÜHLER

It is with deep sorrow that we have learned that our former **Chairman and Honorary Member, Karl Buehler**, passed away in early March of this year.

Since the early days, **Karl** has been a prominent leader of IELA from its beginning. At the 1992 Congress in Sydney, he was elected onto the Board of Management. In 1996 at the Congress in Bangkok, Karl became the 6th Chairman of IELA. He resigned from the Board in 1998 at the Congress in Sun City. In recognition of his immense merits, he was made an Honorary Member of IELA.

Steve Barry, a founding member of IELA remembers: "As IELA was developing, TWI's relationship with the Schenker corporate office, represented by Karl, was also developing. I was keeping Karl updated on our progress in the initial stages. As IELA became more of a reality, Karl's involvement grew, especially with the involvement of Schenker UK, Australia and Dubai. I believe that without Karl's influence within the Schenker corporate operation, the acceptance of IELA would not have happened as early as it did. In addition, as Karl became more involved in IELA, I think it influenced the other major players to refrain from forming another association, which could have competed with IELA. While it's impossible to define all the benefits of Karl's participation in IELA, it certainly was nothing but beneficial from the earliest days of his involvement."

IELA owes a lot to Karl Buehler. We shall remember him not only as a great leader, but also as a charming, friendly and straightforward friend and partner.

The IELA family would like to convey their sincerest condolences to Dorle and to Karl's family. ◀



SUOMEN MESSULOGISTIIKKA OY: OFFICIAL ON-SITE AGENT AT TAMPERE EXHIBITION AND SPORTS CENTRE

We are very happy to inform you that **Suomen Messulogistiikka Oy** has been appointed as the official on-site handling agent for exhibitions organised by **Tampereen Messut at Tampere Exhibition and Sports Centre**. The contract takes effect on July 1st 2015.

The city of Tampere is the second largest city in Finland and Tampereen Messut the second largest exhibition company in the country.

Suomen Messulogistiikka is the only company in Finland, which is able to provide all the exhibition logistics services with own machinery and staff in all three most significant exhibition venues. These venues are Helsinki Fair Centre, Tampere Exhibition and Sports Centre and Jyväskylän Paviljonki.

As a result of the contract, we are able to offer our partners, as well as our customers, even better overall service in Finland, providing the high-standard services for any kind of events at the major Exhibition & Congress Centres in Finland.

We would like to take this opportunity to thank you all for your always great collaboration and your trust over the years. ◀



►► Erkki Koski
Managing Director

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MEMBERS NEWS



43RD WORLDSKILLS COMPETITION SÃO PAULO 2015

Waiver is an IEA member since 2007, with its first Congress attendance in Santiago de Chile.

With more than 25 years of experience in event logistics we are pleased to announce that Waiver Logistics was appointed as the Sole Official Logistics Partner and On-site handling agent for the 43rd WorldSkills Competition that will take place at Anhembi Parque, São Paulo, Brazil from 11th to 16th August 2015.

The **WorldSkills Competition** occurs every two years and is the biggest vocational education and skills excellence event in the world. The competitors represent the best of their peers and are selected from WorldSkills' Member countries and regions. They will demonstrate technical abilities both individually and collectively to execute specific tasks for which they study and will perform in the future. Skills competitions are held around the world to showcase and inspire world-class excellence in skills and introduce youth to a variety of skilled careers.

Waiver Logistics will be responsible for the collection and handling of the cargo including Customs procedure and will be offering all logistical services during and after the event including Tool Boxes transportation to World Skills Members. ◀



►►Aurivan Silva

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►►For further information please contact:

►►Ms. Malina Stevanovic

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UNIVERSAL EXPRESS HAS ESTABLISHED A SUBSIDIARY IN BELGRADE

Universal Express now has a subsidiary company in Belgrade, Serbia located at the Belgrade Fair Ground. After 11 years of experience in Serbia offering services within its sister Removals Company, Universal Express Fairs and Exhibits d.o.o. has been formed as a specialist exhibition logistics provider. Managed by **Ms. Malina Stevanovic**, services are provided throughout Serbia including the Novi Sad fairground. ◀

MEMBERS NEWS



►►Claudio Machado and Mariane Ewbank
of Fulstandig Shows e Eventos MC Ltda, Brazil

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RECOGNITION OF TEAM EFFORTS

For years, most freight forwarders ran away from defence shows in Brazil.

The simple thought of facing the strict regulations and military restrictions could cause a heart attack on agents. Bad experiences of the past always came to their minds.

However, this image might have changed after the LAAD Defence & Security 2015 was held last April in Rio de Janeiro. A task force composed by official freight forwarders, Clarion Events as the organiser, the Brazilian Ministry of Defence, the Brazilian Army and Brazilian Customs made possible a successful event with shipments cleared and delivered in time for the show without stress and frustration.

With more than 150 licenses issued for controlled items and over 25 tons of goods shipped from several countries have been delivered in time at the show site.

Fulstandig offered a fully equipped and itinerant office at the venue to all agents and exhibitors before, during and after the show.

The exportation of the shipments was concluded two weeks after the end of the show – another demonstration of the high level of Fulstandig services.

The professionalism, efficiency and support towards exhibitors and agents offered by **Fulstandig** got the recognition of the Brazilian Ministry of Defence and Clarion Events - a medal was bestowed during the show.

Fulstandig credits this medal to its team and agent partners who trusted in them.

For **Fulstandig** the medal proves that the success of any event is a combination of team effort, hard work and strong cooperation between reliable freight forwarders, show organisers, good agents and local authorities.

The medal also proves that working according to IEA Standards of Performance will be worth it! ◀



IEA ON THE RUN POSTPONED TILL DUBLIN 2016

It is with great regret that we announce we have decided to postpone our 'one to one on the run' event until the **2016 Congress in Dublin**. After much debate about the heat and humidity, cooler heads prevailed, and we decided it unwise to put our runners at risk in the extreme heat and humidity of Singapore. For you fellow **Road Runners**, we hope you will still spend some quality time together in a healthy activity and for those who aren't, make it goal for yourself to participate in Ireland. You won't regret it! ◀

► NEW MEMBERS

Introducing three new partners to the network
WELCOME TO IELA!

AGILITY FAIRS & EVENTS LOGISTICS LTD

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Industrial Estate
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The Team

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Mr. Garcia Newell
Mr. Andy Bates
Mr. Tim Marchant
Mr. Dan Flower
Mr. Kevin Watkins

- Managing Director
- Business Development Manager
- Key Accounts Co-Ordinator
- UK Operations Manager
- International Operations Manager
- Logistics Manager

About Agility Fairs & Events Logistics Ltd

We are the UK division of the **Agility Fairs & Events** group of companies. Our UK fairs and events teams are based at the National Exhibition Centre (NEC) in Birmingham and at ExCeL in London.

We provide domestic and international exhibition, freight customs clearance and specialist on-site handling for exhibitions and events.

An award winning company, who is dedicated to providing world class customer care and adherence to strict health & safety procedures. Together with an understanding and commitment to corporate social responsibility throughout our services.

Our multi-lingual team has extensive knowledge of the main UK and international show venues. ◀

Our Services

- Global freight forwarding by road, sea and air.
- Exhibition, conference and event logistics.
- Museum, road-show and special project logistics.
- Product Launches.
- Sport event logistics.
- Warehouse storage at our NEC (Birmingham) and ExCeL (London) warehouse facilities. ◀

► NEW MEMBERS

WELCOME TO IELA!

DB SCHENKER LOGISTICS NETHERLANDS

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The Netherlands



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The team

Mr. Lars Pohlmann

- Director Business Unit Fairs & Exhibitions – Sport Events

Mr. Sander van Bohemen

- Business Development Manager

Mr. Özkan Aksoy

- Head of Fairs National

Ms. Nicole Biesheuvel

- Director Sales, Marketing & Communication

About DB Schenker Logistics Netherlands

DB SCHENKER fairs & events offers you a unique service.

Today **DB Schenker** is active in more than 140 countries at more than 2,000 locations. As official trade fair forwarder we are located at the most important trade fairs worldwide. In the Netherlands we are represented at the Amsterdam RAI. Because of this we can offer you a tailor-made solution, we have short lines of communication and the management stays in control wherever in the world your event takes place.

In addition to arranging the logistics for trade fairs and exhibitions, **DB SCHENKER fairs & events** is also a big player in the field of sport events. Sport events are becoming increasingly larger, more important and more complex. Therefore, the wishes and requirements of sports associations, sponsors, media and suppliers have also increased. As logistics partner of, among others, the Olympic Games and the football World Cup we know the complexity of the events industry like no other. Whilst most people only see the front of the sporting event, our presence is strong behind the scenes. The implementation of security systems, complex customs and excise formalities, order picking/packing and the provision of just-in-time delivery at the location are all part of our services. Not only the participants in the sporting events go for gold, so do our employees at Fairs & Events.

No matter how varied and complex your requirements are, DB Schenker Logistics Netherlands will arrange your logistics needs professionally and flexibly. ◀

Our Services

- Comprehensive tailor-made advice.
- Transport possibilities over land, sea and by air or a combination of these.
- Assistance during the unpacking and construction and assembly of your booth.
- Collection, storage and returning of the packaging materials.
- The collection, storage and delivery of valuable goods susceptible to theft.
- Transport and assembly insurance.
- The possibility to arrange all kind of customs formalities.
- On-site warehousing for daily supply (production, catalogues, samples, promotion guides, etc.).
- Delivery of goods in a timely manner to your booth.
- Own equipment: forklifts, cranes, trucks, special material etc. ◀

► NEW MEMBERS



WELCOME TO IELA!

KATLEGO GLOBAL LOGISTICS (PTY) LTD

Unit 2 Acacia Park
Capital Hill Business Park
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South Africa



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The team

Mr. Moses Maboi	► Managing Director
Ms. Lebogang Kumakwe	► Executive Personal Assistance
Ms. Lauretta Kgasi	► Project Manager

About Katlego Global Logistics (Pty) Ltd

Established in 1998, **Katlego Global Logistics** is a Level 1 B-BBEE company specializing in international Freight Forwarding, Trade Fairs & Exhibitions, Customs Clearing, Courier & Transport, Warehousing & Freight Distribution, licensed and approved agent in the transportation Class 1.1 Cargo & Project Cargo, Air and Vessel Charters and Expertise in Southern Africa & Cross Border Logistics.

With our Head Office in Johannesburg and branches in Durban and Cape Town as well as a reliable network of international partners, we are able to service customers within Southern Africa and globally.

Our Vision:

To be the leading company in the Freight Logistics industry known for excellent service delivery

Our Mission:

To lead with insight and innovation, constantly strengthening the company's resilience and ensuring that our customers' needs are addressed with the utmost efficiency. ◀

Our Services

- International Freight Forwarding: Air, Sea, Rail & Road.
- Licensed Customs Clearing Agents.
- International and Domestic Exhibitions Freight Forwarding.
- Warehousing & Distribution.
- National and International Courier.
- International Trade Advice. ◀

IELA® OPERATIONS SUMMIT

NEW IELA EVENT

SAVE YOUR
PLACE!

January 28th - 30th 2016
Hong Kong

THE NEW ANGLE OF
NETWORKING FOR THE
OPERATIONAL LEVEL

OS
2016



Registration will start online on June 29th 2015

Secure your space and register easily: <https://os.iela-events.com>

The event is funded by IELA and limited to 100 participants (one delegate per full member only) !

>> See more on page 56.

HAPPY 30th ANNIVERSARY IEA!

CLAMAGERAN-FOIREXPO IS PROUD TO BE ONE OF THE FOUNDING MEMBERS.

IEA began in 1985 with 7 founding members located in 5 countries. Today IEA has grown to include 143 members in 49 countries. As one of IEA's founding members, Clamageran-Foirexpo has grown along side IEA.

As the number one French exhibition freight forwarder, Clamageran-Foirexpo continues our dedication in provid-

ing superior service by partnering with show organizers, exhibitors and exhibition venues.

Annually, we deal with over 700 trade shows, events, and congresses not only in France but worldwide and are involved in all major industries including: Aerospace & Defence – Pharmaceutical – Oil & Gas – Foods – Motor shows – Construction – Machineries – Sports – and many more.



Clamageran-Foirexpo is a member of various trade associations including:



We are honoured to announce that since April 30th, 2015, **CLAMAGERAN-FOIREXPO IS CERTIFIED ISO 20121: 2012** (Certificate no: SEMS 630265) and operates a Sustainability Management System for Events with the requirements of ISO 20121 : 2012 for the following scope:

Transportation, handling, storage of materials, customs for participants in fairs and other events.



IMPORT SERVICES

We are able to provide you with a full range of logistics services:

- Door to booth transportation service working closely with our worldwide network of specialized agents.
- On site permanent operation offices with telephone, fax, internet
- Port or airport collection, assistance
- Inland transportation
- On site lifting (forklift, cranes, cherry picker, scissor lift, labour)
- Interim storage of material on site (In / out)
- Customs clearance (temporary import, permanent entry, Ata carnet)
- Unpacking - repacking
- Empties storage
- Insurance
- Worldwide re-forwarding after the show.



CLAMAGERAN-FOIREXPO – ON SITE / OPERATION OFFICES:
Tel. in France: 01 439 518 03 – Tel. from Overseas: +33(0)1 439 518 03

■ **PARIS EXPO** - Porte de Versailles
(and other exhibition venues in Paris)
Tel.: +33 1 572 518 01/18 70
Fax: +33 1 453 028 81
Email: paris@clamageran.com

■ **Paris Nord Villepinte-Le Bourget**
shows at Disneyland Paris
City of Lille and Northern
regions of France
Tel.: +33 1 48 63 32 53
Fax: +33 1 48 63 32 38
Email: villepinte@clamageran.com

■ **Eastern & Western regions**
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Fax: +33 4 78 90 51 61
Email: lyon@clamageran.com

■ **South of France**
Monaco - Marseille
Tel.: +33 6 206 371 98
Fax: +33 1 453 028 81
Email: french Riviera@clamageran.fr

■ **LYON Eurexpo**
(and other exhibition venues
in Lyon and region)
Tel.: +33 4 789 006 00
Fax: +33 4 789 051 61
Email: lyon@clamageran.com

■ **Europe - Overseas trade shows**
Tel.: +33 1 686 332 20
Fax: +33 1 686 323 05
Email: export@clamageran.com

■ **Worldwide agents services**
Tel.: +33 1 572 515 09
Fax: +33 1 453 028 81
Email: paris@clamageran.com

EXPORT SERVICES

The export division is the natural progression of over 40 successful years of our import division meeting our clients' needs by providing a full range of services for French companies exhibiting abroad.

Thank you for your trust and great support over the years.

www.clamageran.com
export@clamageran.fr
Fax: +33 (0)1 48 63 23 05

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30th IELA CONGRESS and 4th PARTNERING EVENT
June 27th • July 2nd 2015, Singapore

WHERE BUSINESS UNFOLDS



30th IELA CONGRESS
& General Assembly



4th PARTNERING EVENT

June 27th • 30th 2015, Singapore

June 30th • July 2nd 2015, Singapore

WHERE OPPORTUNITIES BEGIN • WHERE CONNECTIONS BLOOM • WHERE BUSINESS UNFOLDS



IELA SECRETARIAT
Elizabeth Niehaus

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Welcome to Singapore

"Once upon a time" on March 6th 1985 IELA was officially registered and our association was born in the office of Inter-Transport Ltd. in Geneva, Switzerland.

30 years after our seven founding members brought the association into being, we are proud to announce that the membership grew up to 143 members representing 49 countries and 32 affiliates. A network of over 175 professional partners worldwide!

After the IELA Standards of Performance entered into force in March 1987 a high level of quality and professionalism is linked to the IELA brand. Over the past 30 years IELA developed as the elite echelon of the world's best exhibition and event logistics providers, with no doubt.

The passionate volunteer work of the Board of Management, the Working Groups and the engagement of the international members influenced on the association's development and made up the substance and spirit of IELA as it is today.

Our goal as an Association is to continue to focus on strengthening our network, boosting our brand and working on new projects giving our members more tools which support their daily work and business development.

The number of pre-arranged business meetings over the past three years shows the strength and power of the Association and the unique platform IELA provides to the Industry and to our all individual network:



Spectacular Singapore will be no exception: By the time going for print six weeks before the event already 199 delegates from 39 countries registered for the **IELA Congress**, the members-only-event. 335 delegates representing 45 countries committed already to join the **4th Partnering Event** and the demand increases daily. Indeed, we became masters in exceeding our own expectations. IELA is stronger than ever.

Let us proudly celebrate 30 years of unique history within the IELA family and friends and get captured by the atmosphere that will surround us in Singapore.

Join us at the Gala Dinner taking place on June 29th 2015 at Clifford Pier taking you on a journey of magic and emotion. Don't miss our sundown celebration on the beach at SENTOSA Island on July 1st!

Our hosts, **Agility Fairs & Events** and **Transit Air Cargo Pte Ltd** are looking forward to welcoming you on-site.

Spectacular Singapore awaits you.
Where opportunities begin, where connections bloom, where business unfolds.

See you on-site!
Elizabeth ◀

RECORDS ON REGISTRATION!
IELA CONGRESS 2015

199 Congress registrations
(199 delegates +
12 companions)

RECORDS ON REGISTRATION!
IELA PARTNERING
EVENT 2015

335 delegates representing
187 companies
from 45 countries



WHERE BUSINESS UNFOLDS

HOTEL DETAILS / CONGRESS PROGRAMME



Hotel Details

Located in the heart of the metropolis, the **Pan Pacific hotel** in Singapore is the perfect base for discovering the vibrant city.

The hotel cultivates an oriental atmosphere, refined with a pacific touch – and just outside the door a multitude of fantastic shopping centres, cafes, bars and museums that make the Marina Bay so popular. Popular attractions such as Marina Bay Sands, Esplanade - Theatres on the Bay, Singapore Flyer, Gardens by the Bay and part of the Formula One racing circuit are also within walking distance.

Pan Pacific Singapore

7 Raffles Boulevard I Marina Square
Singapore 039595
Phone: +65 6336 8111

> Travel

Distance from the Hotel
• From Changi Airport Singapore: 17,3 km
(Duration: approx. 20 minutes).

Transportation from and to the airport



> By MRT

The journey on the MRT in the city is inexpensive and straightforward. Between 05:26 and 23:18 the MRT departs regularly from the terminals 2 and 3. Just follow the signs “Train to City” in all three terminals (from terminal 1 you go by Shuttle-Train to terminal 2 or 3 firstly).

At the station Tanah Merah you have to change onto the railways that travel to the city (directly opposite platform).

A one-way ticket for one person costs approx. S\$ 2,50 and can be purchased on the ticket machines on the platform.

The hotel is centrally accessible by public transport. You can reach the nearest MRT stations by a fine-minute walk:
• Promenade Station (Circle Line)
• Esplanade Station (Circle Line)
• City Hall Station (interchange for the North-South and East-West Lines)



> By Taxi

When you arrive at the Changi Airport Singapore, you can find several waiting taxis in front of the arrival hall. The journey to the city costs approx. S\$ 18,00 up to S\$ 38,00, reliant on the distance. Estimated travel time to the hotel is approximately 20 minutes, depending on traffic and weather conditions.

If you have a lot of luggage, or you are travelling with more than four people in the group, you can hire a Maxi Cab for S\$ 50,00. ◀

30th IELA Congress Programme & General Assembly

SATURDAY, JUNE 27TH

12:00-20:00	Congress Registration
17:00-18:00	Induction Meeting by Achim Lotzwick, IELA Past Chairman Introduction to First Time Participants & New Members (Ocean 12-14, First Floor)
18:00-20:00	Photoshoot IELA Portraits (Atrium, Ground Floor)
19:00-21:00	Welcome Cocktail IELA Congress <i>Dress Code: Smart Casual</i> (Atrium, Ground Floor)

SUNDAY, JUNE 28TH

07:00-08:00	Breakfast for Delegates & Companions staying at PAN PACIFIC hotel
08:00-08:30	Registration to the General Assembly (Pacific Ballroom Foyer, Ground Floor)
08:30-09:00	Welcome & Roll Call (Pacific Ballroom, Ground Floor)
09:00-10:00	General Assembly (Pacific Ballroom, Ground Floor)
10:00-10:30	Coffee Break (Pacific Ballroom Foyer, Ground Floor)
10:30-12:00	Working Group Sessions (Pacific Ballroom, Ground Floor)
12:00-13:30	Lunch (Pacific Ballroom Foyer, Ground Floor)
13:30-15:30	Formal Networking Sessions Part 1 6 Slots (Pacific Ballroom, Ground Floor)
15:30-16:00	Coffee Break (Pacific Ballroom Foyer, Ground Floor)
16:00-18:00	Formal Networking Sessions Part 2 6 Slots (Pacific Ballroom, Ground Floor)
19:15-19:30	Bus Departure to Host Dinner (Meeting Point: Hotel Lobby)
19:45-23:00	Host Dinner <i>Dress Code: Casual</i> (Jumbo Seafood)

MONDAY, JUNE 29TH

07:00-09:00	Breakfast for Delegates & Companions staying at the PAN PACIFIC hotel
09:30-11:00	Working Group Closing Sessions (Pacific Ballroom, Ground Floor)
11:00-11:30	Coffee Break (Pacific Ballroom Foyer, Ground Floor)
11:30-12:30	31 st IELA Congress, Dublin 2016 2017 Congress: Candidates presentations & voting (Pacific Ballroom, Ground Floor)
12:30-14:00	Lunch (Pacific Ballroom Foyer, Ground Floor)
14:00-14:30	Keynote speaker: Mr. Stephen Tan, Chairman of Singapore Exhibition Services (Pacific Ballroom, Ground Floor)
14:30-15:00	Keynote speaker: Mr. Mark Cochrane, UFI’s Regional Manager Asia (Pacific Ballroom, Ground Floor)
15:00-15:30	Keynote speaker: Mr. Nat Wong, President at Reed Exhibitions Greater China (Pacific Ballroom, Ground Floor)
15:30-16:00	Coffee Break (Pacific Ballroom Foyer, Ground Floor)
16:00-17:00	Q & A session with the keynote speakers (Pacific Ballroom, Ground Floor)
17:30	Vice-Chairwoman’s Closing Session (Pacific Ballroom, Ground Floor)
19:15	Bus Departure to Gala Dinner & Awards Night (Meeting Point: Hotel Lobby)
19:45-24:00	Gala Dinner & Awards Night <i>Dress Code: Dark lounge suit/Dinner jacket & cocktail dress</i> (Clifford Pier)

HOST MEMBERS



TUESDAY, JUNE 30TH

09:30	Bus Departure to DAY OUT (Meeting Point: Hotel Lobby)
10:00-15:30	DAY OUT (Singapore ZOO - The World’s Best Rainforest Zoo)
19:00-21:00	Welcome Cocktail Partnering Event <i>Dress Code: Smart Casual</i> (Gardens By the Bay - Silver Leaf) ◀



WHERE BUSINESS UNFOLDS

IEA FORUM 2015

IEA FORUM 2015

For the second time we present the **IEA FORUM 2015**, building the bridge between organisers, venues and exhibition freight forwarders. This questions & answers session will enable participants to join efforts delivering the best level of services to exhibitors and event customers.

We are very proud to welcome key players in the Asian exhibition and event logistics industry at our this year's Congress: **Mr. Stephen Tan** (Chairman of Singapore Exhibition Services), **Mr. Mark Cochrane** (UFI's Regional Manager Asia) and **Mr. Nat Wong** (President at Reed Exhibitions Greater China).

The **IEA FORUM 2015** offers the possibility to work out new questions. Have your say and send us your suggestions till Friday, June 5th to elizabeth@iea.org ◀

Keynote speaker's Biographies



▶▶ **Nat Wong**
Reed Exhibitions Greater China President

Nat Wong has been President of **Reed Exhibitions Greater China** since 2012. He joined the company from Agility Logistics Fairs and Events where he was the Global President since 2005. Agility acquired Trans-Link Exhibition Logistics Pte Ltd in 2004 when he was Deputy Group Managing Director. Reed Exhibitions is a part of the Reed Elsevier Group.

Under Nat's leadership, RXGC is growing steadily in China organizing 55 trade exhibitions annually. The business is vibrant in a massive market and leading the field in organic growth through expansion into the Western region and inorganic growth on the Mergers & Acquisition front. In his time at RXGC, Nat completed 6 acquisitions and 9 new launches and won many local and international awards and commendations. Early this year, under his leadership, RXGC inked a cooperation agreement with China Foreign Trade Centre which oversees The Canton Fair/Canton Fairgrounds and National Exhibition & Convention Centre in Dahongqiao.

Prior to this appointment, Nat has achieved and pioneered several major successes in the M.I.C.E. industry and also possesses the unique experience for having held senior management positions in MNCs in almost every major sector of the M.I.C.E. industry.

In 2001-2, he led a local SME exhibition company to 25th and 16th positions consecutively in the Singapore Enterprise 50 (E50) Awards for emerging local businesses and introduced ITMA into Asia, the world's largest textile machinery exhibition in 2001. Nat was also first off the blocks during the SARS crisis in 2003 to encourage investors back into Asia and spoke at an UFI event in Europe on "Opportunities in the Post-SARS Era".

Nat is a strong supporter of event organizing education and had been actively involved in countless training initiatives with UFI, IAEE, national event associations and non-profit funding organizations. He believes that the future of the industry lies in the smooth management and skill-sets transition in the 30th to 40th year of the Asian business as it reaches the first stage of maturity in its life cycle. ◀



▶▶ **Mark Cochrane**
UFI Regional Manager Asia Pacific

Mark Cochrane is the **UFI Regional Manager, Asia Pacific**. He is also the Managing Director of Business Strategies Group (BSG), a business intelligence and strategy consulting firm focused on the B2B media industry in Asia – with a particular emphasis on exhibitions and events in Asia. Through its consulting practice and its relationship with UFI, BSG works with major exhibition organisers, venues and governments across Asia.

Mark has been based in Hong Kong for 18 years and joined BSG in 2006. Prior to BSG, Mark worked in a variety of roles primarily focused on B2B media and market research including three years at Global Sources in marketing roles and three years at The Gartner Group as a senior research analyst. Mark earned an MBA from Thunderbird, the American Graduate School of International Management, in 1997. Mark is on the board of the Business Information Industry Association and presents regularly on the exhibition industry at various conferences and events in Asia. ◀



▶▶ **Stephen Tan**
Singapore Exhibition Services Chairman

Stephen Tan, Chairman of **Singapore Exhibition Services** since January 2015, was previously Chief Executive of company since 1989. He joined the company as Joint Deputy CEO in 1984. During his stint as Chief Executive, he was also responsible for the Allworld Exhibitions Alliance's corporate marketing plans in Asia and has been President of Allworld Exhibitions since 2003.

In the 1990s, Mr Tan managed and spearheaded the establishment of Allworld Exhibitions Alliance's Asian offices in Hong Kong, Shanghai, Kuala Lumpur, Bangkok and Manila. He also assumed management responsibilities of Allworld's programme of events in Taipei and Vietnam.

In 2007, Mr Tan received the Special Recognition Award at The Singapore Tourism Awards. The Award was presented to him by The Singapore Tourism Board (STB) in recognition of his strong commitment and extraordinary contributions to the MICE industry in Singapore.

From 2005, Mr Tan headed the ISO working group to pilot Singapore's national standard for exhibitions towards ISO status. Its members include representatives from leading exhibition management services companies in France, Germany, Italy, Russia, the UK and the US. The ISO 25639 - International Standard for Exhibition Terminology was completed in 2008 and is the first ISO standard for the global exhibition industry.

In 1996, Mr Tan was elected and served for three years as the Vice President of UFI –The Global Association of the Exhibition Industry. He was the first Asian to hold this office in the Executive Committee of this prestigious world body for exhibition organisers. He is now a member of the UFI Board of Directors.

From 1989 to 1991 and 1992 to 1996, Mr Tan served as the President of the Singapore Association of Convention and Exhibition Organisers and Suppliers (SACEOS).

Mr Tan, a Singapore Citizen, was awarded a PSC (Public Service Commission) scholarship by the Singapore government in 1968 to undergo his tertiary education in Southampton, UK. Funded by Vosper-Thonycroft Shipbuilders, he graduated as an Electrical Engineer in 1972, and worked for 11 years in the shipbuilding industry prior to joining the exhibitions industry. ◀

WHERE BUSINESS UNFOLDS

DAY OUT / IELA GOLF

Join IELA's Wild Discover Tour & The SBR Grand Prix

Tuesday, June 30th 2015.

DAY OUT

The IELA 2015 Day Out will take place at the amazing Singapore Zoo.

Covering 26 hectares, the park is home to over 2,800 animals representing over 300 species and is known as the world's best Rainforest Zoo.

Take your seat at the Safari bus and enjoy the ride through Singapore Zoo!

Starting at the bus stop Wild Africa, you can experience life in the wilderness on your own, watching Nyalas, Cheetahs, Hunting Dogs and Warthogs in their natural environment.

Next, you will see the SPH Foundation Conservation Centre. Singapore Zoo continues to contribute to the global conservation effort with its captive breeding programmes of endangered animals. In 2014, the Zoo bred over 100 animals, many of them endangered or threatened in the wilderness.

Past the chimpanzees and the African Penguins, you will reach the next stop: the Elephant Ride. Hop off the bus and take some pictures.

Further along the road you will reach the area Elephants of Asia that leads to the Pavilion by the Lake with a wonderful view of the Primate Kingdom showing Douc Langur, Arapaima, Patas Monkeys, Crested Macques, Colobus Monkeys and Capuchin Monkeys.

Passing the Great Rift Valley of Ethiopia and the Australian Outback, where guests are immersed in habitats representing the respective geographical region, we finish our discovery tour.

After Lunch, get ready for a new team building experience SBR: Solve it – Build it – Race it! Solve It Build It Race It (SBR) is a corporate team building event with a race car theme that combines corporate team building games and business team building exercises to emphasize “thinking-out-of-the box” and creative problem solving. SBR Teams of 20 participants compete to complete fun and challenging mental puzzles in order to earn cash and build the best dragster race car! Everyone will have a great time! And if you forget the business for a second and passionately take part in the game, you might benefit from an additional advantage: Puzzles are the essence of innovation and thinking “out of the box”. Give it a try! ◀

Dresscode: Streetwear.

Bus Departure from PAN PACIFIC HOTEL at 9:30.

Meeting Point: Hotel Lobby.

▶ SINGAPORE ZOO



▶ MARINA BAY GOLF COURSE

IELA GOLF

We are pleased to invite you to the **2015 IELA Golf Tournament** taking place on Thursday, July 2nd at the **Marina Bay Golf Course**, Singapore.

Opened in November 2006, Marina Bay Golf Course is Singapore's first and only 18-hole golf course which is open to the public. Located strategically in the heart of town, the course offers golfers great accessibility and a picturesque view of the city skyline.

Enjoy the tournament, the great scenery, the golf and of course the relaxed, informal networking.

Arrangements for transport will be made from PAN PACIFIC hotel to Marina Bay Golf Course at approx. 08:00 am.

The tee will be reserved from 09:00 so there will be plenty of time to check-in, and collect the clubs, which are available for hire.

After a round of golf enjoy lunch at the Club Café: Sitting on the cozy terrace, having a lovely view, getting ready for the Cup Handover. The trophy will be presented to the winner, graciously donated by Agility Singapore and Nat Wong (a former IELA Golf Tournament winner) again, kindly sponsored by E.S.I. Group, France.

Who will be the successor of the 2014 champion, Mr. Frederic de Weck from E.S.I. Group? All coursed have some tricky conditions.

It is scheduled that transportation will depart from the Club at 16:00 to return to the hotel.

Cabs will be available for those who wish to return earlier. Also a good alternative for those who wish to go straight ahead to the airport from the Golf Course, travel time is about 30 to 40 minutes.

Please let us know if you are interested in joining the IELA Golf Tournament and send us a short email including your mobile number and your needs (Full or Half Set of Clubs, left- or right-handed) and your handicap as well to markus@iela.org. ◀

Marina Bay Golf Course

Thursday, July 2nd 2015.

▶▶ The 2015 Golf Open is kindly sponsored by E.S.I. Group, France.



Bus Departure from PAN PACIFIC HOTEL at 8:00.

Meeting Point: Hotel Lobby.

WHERE BUSINESS UNFOLDS

SINGAPORE MAP



1. Raffles Hotel

2. Pan Pacific Hotel
Delegates staying

3. The Singapore Flyer



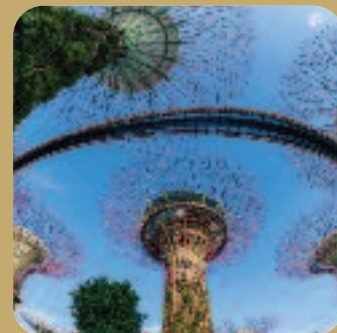
4. The Esplanade



5. Marina Bay Sands



6. The Merlion Park

7. Gardens by the Bay
PE Welcome Cocktail

8. Marina Bay Golf Course



9. Universal Studios

10. Sentosa Beach
PE Night

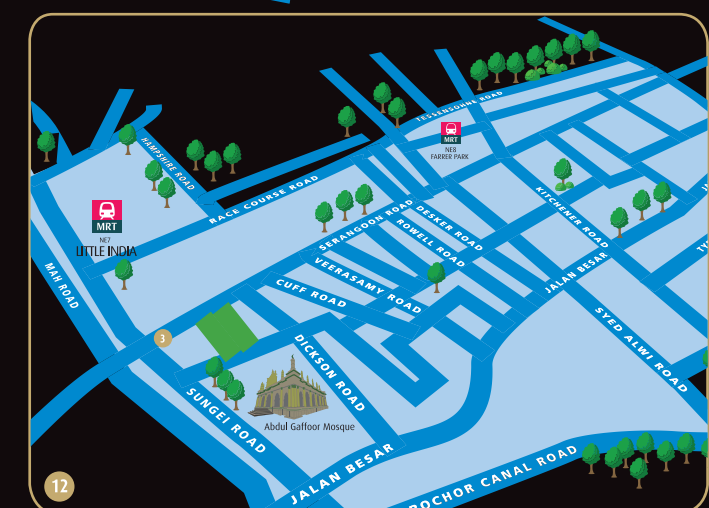
11. China Town



12. Little India

13. Clifford Pier
Gala Dinner14. Suntec
Tour to the fairground

MARINA BAY



1 Raffles Hotel

2 Pan Pacific Hotel

3 Singapore Flyer

4 Esplanade

5 Marina Bay Sands

6 Merlion Park

7 Gardens by the Bay / PE Welcome Cocktail

8 Marina Bay Golf Course

9 Universal Studios

10 Sentosa Beach / PE Night

11 China Town

12 Little India

13 Clifford Pier / Gala Dinner

14 Suntec / Tour to the fairground



WHERE BUSINESS UNFOLDS





CONGRESS PARTICIPANTS


►No. of registered delegates (status 15.05.2015): 199
►No. of represented members so far: 107
►No. of countries represented so far: 39 •



			NEW MEMBER OF	
Title	Name	Full Name	Company	Country
Mr.	Klaus	Pauluschke	BTG-Expotrans S.A.	Argentina
Ms.	Laura	Drobiszewski	Agility Fairs & Events Pty. Ltd.	Australia
Mr.	Robert	Moore	Agility Fairs & Events Pty. Ltd.	Australia
Mr.	Ron	Koehler	Schenker Australia Pty. Ltd.	Australia
Mr.	Ben	Wilson	Schenker Australia Pty. Ltd.	Australia
Mr.	Henry	Osborne	Caspian Freight Services LLC	Azerbaijan
Mr.	Pieter	Francken	Ziegler Expo Logistics	Belgium
Mr.	Jean-Marc	Salmon	Ziegler Expo Logistics	Belgium
Ms.	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
Ms.	Claudia	Almeida	Transportes Fink Ltda - Fairs & Exhibitions	Brazil
Ms.	Renata	Vinhas	Transportes Fink Ltda - Fairs & Exhibitions	Brazil
Mr.	Luiz	Braga	Waiver Logistics	Brazil
Mr.	Marcelo	Paradela	Waiver Logistics	Brazil
Mr.	Aurivan	Silva	Waiver Logistics	Brazil
Mr.	Alan R.	Patterson	Mendelssohn Commerce Event Logistics	Canada
Ms.	Alicia	Mayer	DECA Express S.A.	Chile
Ms.	Carolina	Sanchez	DECA Express S.A.	Chile
Mr.	Estanislao	Sanchez	DECA Express S.A.	Chile
Mr.	Antonio	Rodriguez	PROTRAC Ltda Fairs & Exhibitions	Colombia
Mr.	Kim	Skaug	On-Site Denmark Aps	Denmark
Mr.	Sameh	Guirguis	Samehco Int'l Forwarding & Exhibition Services	Egypt
Mr.	Heikki	Mattola	CHS Expo Freight	Finland
Mr.	Erkki	Koski	Suomen Messulogiistiikka Oy	Finland
Mr.	Lucien	Lawson	Clamageran Foirexpo	France
Ms.	Lea	Mangin	E.S.I. Group - Expo Services International	France
Mr.	Emmanuel	Pitchelu	E.S.I. Group - Expo Services International	France
Ms.	Sally	Al Salman	World Exhibition Logistics	France
Mr.	Patrick	Rejaud	World Exhibition Logistics	France
Mr.	Ralf	Chmielewski	Agility Fairs & Events GmbH (Germany)	Germany
Mr.	Philipp	Woll	BTG Expo GmbH	Germany
Mr.	Roland	Woll	BTG Expo GmbH	Germany
Mr.	Dirk	Kastenhofer	BTG Messe-Spedition GmbH	Germany
Mr.	Fabian	Schaefer	BTG Messe-Spedition GmbH	Germany
Ms.	Simona	Steppich	BTG Messe-Spedition GmbH	Germany
Mr.	Achim	Lotzwick	Cretschmar MesseCargo GmbH	Germany
Mr.	Vincenzo	Scrudato	DHL Trade Fairs & Events	Germany

Title	Name	Full Name	Company	Country
Mr.	Tobias	Sielaff	Hansa-Messe-Speed GmbH	Germany
Mr.	Christian	Varela	Hansa-Messe-Speed GmbH	Germany
Mr.	Kay	Lohe	Kuehne + Nagel (AG & Co.) KG - KN Expo & Event Logistics	Germany
Mr.	Sebastian	Gahren	Kuehne + Nagel (AG & Co.) KG - KN Expo & Event Logistics	Germany
Mr.	Matthias	Dornscheidt	Schenker Deutschland AG	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 S.A.	Greece
Ms.	Pauline	Leung	BALtrans Exhibition & Removal Ltd.	Hong Kong
Ms.	Joanna	Lam	JES Logistics Ltd.	Hong Kong
Mr.	Albert	Tsui	JES Logistics Ltd.	Hong Kong
Mr.	Biu	Wing Wong	JES Logistics Ltd.	Hong Kong
Mr.	Thomas	Lau	Schenker International (HK) Ltd.	Hong Kong
Ms.	Christine	Pan	Schenker International (HK) Ltd.	Hong Kong
Mr.	Chris	Chan	Unitex Logistics Ltd.	Hong Kong
Ms.	Karen	Ngo	Unitex Logistics Ltd.	Hong Kong
Mr.	Miklós	Bartkó	MASPED Logisztika Kft.	Hungary
Mr.	Tibor	Dankó	MASPED Logisztika Kft.	Hungary
Ms.	Krisztina	Kanyó	MASPED Logisztika Kft.	Hungary
Mr.	Vikrant	Gogia	Group A Logistics 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.	Sanjay	Kulkarni	Orient Marine Lines Pvt Ltd.	India
Mr.	Aashish	Kulkarni	Orient Marine Lines Pvt Ltd.	India
Mr.	Vicki	Bedi	PSBedi Group	India
Mr.	Jatin	Bharadwaj	PSBedi Group	India
Mr.	Waki	Rais	PSBedi Group	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.	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.	Parag	Padhya	Siddhartha Logistics Co. Pvt. Ltd.	India
Mr.	Sandy	Mithal	Translink Express (India) Pvt. Ltd.	India
Mr.	Niall	Thompson	Interflow Logistics Ltd.	Ireland
Mr.	Ron	Berry	AMIT Logistics	Israel
Mr.	Offer	Gideon	AMIT Logistics	Israel
Ms.	Simone	Rigon	Cogefrin SpA	Italy



Title	Name	Full Name	Company	Country
Mr.	Mauro	Sartori	 Cogefrin SpA	Italy
Mr.	Guido	Fornelli	Expotrans S.r.l.	Italy
Ms.	Cristina	May	Gondrand S.p.A. - Fercam Group	Italy
Mr.	Enrico	Carniglia	OTIM SpA	Italy
Mr.	Mario	Carniglia	OTIM SpA	Italy
Mr.	Roberto	Pasini	Saima Avandero SpA	Italy
Mr.	Agostino	Montini	Saima Avandero SpA	Italy
Mr.	Kei	Nakamura	Blueline Co., Ltd.	Japan
Mr.	Toshihiro	Sasahara	Blueline Co., Ltd.	Japan
Mr.	Justin	Choi	EPLUS Expo Inc.	Korea
Mr.	Steve	Hwang	EPLUS Expo Inc.	Korea
Mr.	Seon	Jeon	Kemi-Lee Co., Ltd.	Korea
Ms.	Christine	Oh	Kemi-Lee Co., Ltd.	Korea
Mr.	Trans	Park	Korea GLS, Inc.	Korea
Mr.	Jay	Jeong	Korea GLS, Inc.	Korea
Mr.	Kyung Rock	Min	Korea Interlink Inc.	Korea
Mr.	Kumarason	Arumugam	JIM Project & 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
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.	René	Carvajal García	Naib Group	Mexico
Mr.	Edgar	González Rosales	Naib Group	Mexico
Mr.	Olusegun	Lawal	IAL Nigeria Limited	Nigeria
Mr.	Dariusz	Akonom	netlog Polska Sp.Z.o.o.	Poland
Ms.	Magdalena	Drewek	Universal Express Sp. Z.o.o.	Poland
Ms.	Marzena	Zawadzka-Szulc	Universal Express Sp. Z.o.o.	Poland
Mr.	Vincent	Jiang	Agility Fairs & Events Logistics (Shanghai) Co. Ltd.	P.R. China
Mr.	Eric	Ye	Agility Fairs & Events Logistics (Shanghai) Co. Ltd.	P.R. China
Mr.	Roland	Tse	Bondex Logistics Co., Ltd.	P.R. China
Ms.	Lianfang	Yan	Bondex Logistics Co., Ltd.	P.R. China
Ms.	Cathy	Zang	Bondex Logistics Co., Ltd.	P.R. China
Ms.	Laura	Liu	BTG Int'l Freight Forwarding (Beijing) Co.,Ltd.	P.R. China
Mr.	Owen	Ouyang	BTG Int'l Freight Forwarding (Beijing) Co.,Ltd.	P.R. China
Ms.	Ting	Li	Kerry EAS Logistics Limited	P.R. China
Mr.	William	Wang	 Liaoning Air Sea Worldwide Logistics Ltd.	
			- Dalian	P.R. China
Mr.	James	Zhao	 Liaoning Air Sea Worldwide Logistics Ltd.	
			- Shanghai	P.R. China
Mr.	Karl	Yan	 Liaoning Air Sea Worldwide Logistics Ltd.	
			- Tianjin	P.R. China
Ms.	Snow	Xie	Shanghai Expotrans Limited	P.R. China
		tbc	Shanghai Expotrans Limited	P.R. China

Title	Name	Full Name	Company	Country
		tbc	Shanghai Expotrans Limited	P.R. China
		tbc	Shanghai Expotrans Limited	P.R. China
Mr.	Jake	Gu	Shanghai ITPC International Transportation Co. Ltd.	P.R. China
Mr.	Greg	Li	Shanghai ITPC International Transportation Co. Ltd.	P.R. China
Ms.	Isabel	Jin	SINOTRANS Logistics Development Co., Ltd	P.R. China
Mr.	Xiao	Cui	SINOTRANS Logistics Development Co., Ltd	P.R. China
Mr.	Henry	Zhang	SINOTRANS Logistics Development Co., Ltd	P.R. China
Mr.	Mohamad	Dib	Airlink International Qatar W.L.L.	Qatar
Mr.	Ziad	Harb	BCC Logistics Qatar	Qatar
Ms.	Priscilla	Leong	Agility Fairs & Events Logistics Pte Ltd	Singapore
Ms.	Florence	Ng	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.	Shaun	Ng	Transit Air Cargo Singapore Pte Ltd	Singapore
Mr.	Moses	Maboi	 Katlego Global Logistics Pty. Ltd.	South Africa
Ms.	Lauretta	Moroesi Kgasi	 Katlego Global Logistics Pty. Ltd.	South Africa
Mr.	Leon	Roux	Larouxnelle Logisitics and Consulting	South Africa
Mr.	Mike	Weeks	Larouxnelle Logisitics and Consulting	South Africa
Ms.	Yolanda	de Paz	Resa Expo Logistics	Spain
Ms.	Lena	Widman	On-Site Exhibitions AB	Sweden
Ms.	Anneli	Larsson	Schenker Sweden, Fairs & Exhibitions	Sweden
Mr.	Santoro	Di Franco	Agility Fairs & Events Switzerland	Switzerland
Ms.	Regula	Winter	Agility Fairs & Events Switzerland	Switzerland
Mr.	Dominique	Geiser	BTG Suisse Ltd	Switzerland
Mr.	Roberto	Fumani	Inter ExpoLogistics Ltd.	Switzerland
Mr.	Manuel	Mazzini	Inter ExpoLogistics Ltd.	Switzerland
Mr.	Daniel	Bataller	SEMPEX AG	Switzerland
Mr.	Christoph	Fritsch	SEMPEX AG	Switzerland
Ms.	Alexandra	Erdmann	Swiss Expo Logistics Ltd.	Switzerland
Mr.	Felix	Sadenwasser	Swiss Expo Logistics Ltd.	Switzerland
Mr.	Tom	Huang	Crown Van Lines Co. Ltd.	Taiwan
Ms.	Cathy	Yi	Crown Van Lines Co. Ltd.	Taiwan
Mr.	Wiwit	Janthiwatkun	Elite Transportation Services Ltd.	Thailand
Mr.	Petai	Viseshakul	Elite Transportation Services Ltd.	Thailand
Mr.	Nuttacom	Rungrassamee	Rogers Bangkok Co. Ltd.	Thailand
Mr.	Alpay	AltioK	EKOL Logistics AS	Turkey
Mr.	Mehmet	Özal	EKOL Logistics AS	Turkey
Mr.	Ersan	Ertem	Ertem International Transport Co. Ltd.	Turkey
Mr.	Erdinc	Dundar	Ertem International Transport Co. Ltd.	Turkey
Ms.	Öznur	Aslan Kebabci	Gruptrans Co. Inc.	Turkey
Mr.	Feyzan	Erel	Gruptrans Co. Inc.	Turkey
Mr.	Mehmet	Erel	Gruptrans Co. Inc.	Turkey
Ms.	Ümran	Özdindar	Gruptrans Co. Inc.	Turkey
Mr.	Yigit Ümit	Yilmaz	Gruptrans Co. Inc.	Turkey

Title	Name	Full Name	Company	Country
Mr.	Esber	Kaynak	Mars Hava ve Deniz Kargo Tasimaciligi AS	Turkey
Mr.	George	Jacob	Agility Fairs and Events	UAE
Mr.	Abuturab	Kuvawala	Agility Fairs and Events	UAE
Mr.	Steen	Hartwig	Dubai Express (LLC) (Freightworks)	UAE
Mr.	Praveen	Pudhuvail	Dubai Express (LLC) (Freightworks)	UAE
Mr.	Brunato	Rodrigues	Dubai Express (LLC) (Freightworks)	UAE
Mr.	Irshad	Khan	ELF SHIPPING LLC	UAE
Mr.	Manoj	Sharma	ELF SHIPPING LLC	UAE
Mr.	Ignatius	Alva	Kanoo Exhibition Services	UAE
Mr.	Byiju	Daniel	Masstrans Freight LLC	UAE
Mr.	Krishna	Kumar	Masstrans Freight LLC	UAE
Mr.	Anthony	Miles	Masstrans Freight LLC	UAE
Mr.	Garcia	Newell	 Agility Fairs & Events Logistics Ltd.	UK
Mr.	David	Richards	 Agility Fairs & Events Logistics Ltd.	UK
Ms.	Sharon	Robinson	CEVA Showfreight	UK
Mr.	Dean	Wale	CEVA Showfreight	UK
Mr.	Daniel	Harding	CEVA Showfreight	UK
Mr.	Jeff	Broom	Europa Showfreight	UK
Mr.	Jim	Callaghan	European International (Fairs) Ltd.	UK
Mr.	Neil	Goatcher	Exhibition Freightng Ltd.	UK
Mr.	Michael	Hunter	GBH Exhibition Forwarding Ltd.	UK
Mr.	Andrew	Fleet	WES-Group	UK
Ms.	Danielle	Potter	WES-Group	UK
Mr.	Michael	Beckers	Airways Freight Corp.	USA
Mr.	Jim	Kelty	Airways Freight Corp.	USA
Mr.	Matt	Dell’Orto	AMR Group, Inc.	USA
Mr.	Chris	Ray	AMR Group, Inc.	USA
Mr.	Ty	Warren	GlobeX Logistics Inc.	USA
Ms.	Anne	Norkin	Go Events Management	USA
Ms.	Gul	Khodayar	Transit Air Cargo, Inc.	USA
Ms.	Tania	Khodayar	Transit Air Cargo, Inc.	USA
Ms.	Jeannie	Rooker	Transit Air Cargo, Inc.	USA
Mr.	Steve	Barry	TWI Group Inc. (USA)	USA
Mr.	Greg	Keh	TWI Group Inc. (USA)	USA

CONGRESS SPONSORS



WHERE BUSINESS UNFOLDS

EVENT HIGHLIGHTS

Clifford Pier, The Fullerton Bay Hotel.

Monday, June 29th 2015.

IELA GALA DINNER & AWARDS NIGHT

Glamorous night at Clifford Pier

IELA is excited to celebrate its 30th Anniversary during the **Gala Dinner & Award Night** on Monday June 29th in front of the majestic scenery of Clifford Pier.

Built in 1933, **Clifford Pier** preserves inherent hawker culture and honours its historical role as the landing point of Singapore’s forefathers. It is similarly appreciated as a melting pot of diverse cultures. The pier has a simple but unique architecture with a roof structure comprising concrete arched trusses in a riband form.

How else to describe the stunningly beautiful lobby with its genuine five star service? You would never believe this spot once harboured one of the city’s original bustling ports of call for maritime trade. Since 1933 ships have been warmly greeted with savoury local specialties dished out by floating hawkers. Honouring that charming bit of history, The Clifford Pier acts as a mecca for Southeastern Asian nibbles.

It is hard to imagine the glittery shores of Marina Bay hosting anything other than the sleek luxuries it is known for with The Fullerton Bay Hotel being its crown jewel. As such, it is a lovely thought that The Clifford Pier pays respect to the rich tradition of the bay’s enterprising background, combining the best that the old Singapore has to offer then and now with a local – tinted menu.

The local cuisine merges with the curved aesthetic of the cavernous dining room. As if plucked from the set of a Baz Luhrmann film, the lushly appointed space is swathed in nautical hues of mineral blues, sandy buffs and rich textures. Under ivory arches with a view to the bay, the familiar cuisine at The Clifford Pier is just the opulence you would expect for IELA’s 30th Anniversary celebration.

Let yourself be enchanted by the magical building and an outstanding atmosphere! Year-long celebrations will come to a close as we spend an elegant evening honouring the history of our association, while presenting and acknowledging the top performers of the IELA STANDARDS SURVEY 2014 and the winners of the IELA AWARDS 2014: Best Domestic Agent & Best Export Agent.

Don’t miss it! ◀

Dresscode: Dark lounge suit/Dinner jacket & cocktail dress.

Bus Departure from PAN PACIFIC HOTEL at 19:15.

Meeting Point: Hotel Lobby.

4th PARTNERING EVENT
June 30th • July 2nd 2015, Singapore

WHERE CONNECTIONS BLOOM



4th IELA PARTNERING EVENT

June 30th • July 2nd 2015, Singapore

W H E R E B U S I N E S S U N F O L D S



MEMBERSHIP WORKING GROUP
CHAIRMAN
Ravinder Sethi
R.E. Rogers India Pvt Ltd, India

CONTACT DETAILS
T: +91 11 26 94 98 01
E: ravi@rogersworldwideindia.com

Welcome to a place where opportunities begin

Dear Friends,

It gives me great pleasure welcoming you to IELA's 4th Partnering Event in Singapore!

Your presence is very historic, being part of our thirtieth anniversary. How time flies - it's like yesterday we played host to our twentieth in Delhi!

This is a time when I'm supposed to address you first timers on how to utilize your day, how to conduct meetings, how to maximize your networking, etc., etc.

But I will not do that. You're all very intelligent people and know exactly how to maximize your value for money.

What I will address is to look around the hall and see where in the midst do you stand?

You'll find an array of pioneers, stalwarts, peers, and (maybe) legends. Go to them, they will welcome you, talk to them, pick their brains, share their experience, and gain from their knowledge.

Lastly, don't forget to have fun. Singapore is an amazing place, and our hosts absolutely brilliant. Make the best of your stay.

God Bless!

Ravinder Sethi ◀



4th IEA Partnering Event Programme

TUESDAY, JUNE 30TH

15:00-20:00	Event Registration (PAN PACIFIC hotel)
19:00-21:00	Welcome Cocktail <i>Dress Code: Smart Casual (Gardens by the Bay - Silver Leaf)</i>

WEDNESDAY, JULY 1ST

07:00-08:30	Breakfast for Delegates staying at the PAN PACIFIC
08:30-08:45	Welcome <i>Please be seated at the first table of your agenda starting at 08:45 (Pacific Ballroom, Ground Floor)</i>
08:45-10:45	Formal Networking Sessions Part 1 6 Slots (Pacific Ballroom, Ground Floor & First Floor)
10:45-11:15	Coffee Break (Pacific Ballroom Foyer, Ground Floor & First Floor)
11:15-13:15	Formal Networking Sessions Part 2 6 Slots (Pacific Ballroom, Ground Floor & First Floor)
13:15-14:15	Lunch (Pacific Ballroom Foyer, Ground Floor & First Floor)
14:15-16:15	Formal Networking Sessions Part 3 6 Slots (Pacific Ballroom, Ground Floor & First Floor)
16:15-16:45	Coffee Break (Pacific Ballroom Foyer, Ground Floor & First Floor)
16:45-17:45	Formal Networking Sessions Part 4 3 Slots (Pacific Ballroom, Ground Floor & First Floor)
17:45-18:00	Closing Session (Pacific Ballroom, Ground Floor & First Floor)
19:30	Departure to Partnering Event Night (Meeting Point: Hotel)
20:00-24:00	Partnering Event Night <i>Dress Code: Casual (Sentosa Beach)</i>

THURSDAY, JULY 2ND

08:00	Bus Departure to Golf Tournament (Meeting Point: Hotel Lobby)
09:00-16:00	Golf Tournament (Marina Bay Golf Course)
10:00	Meeting for the tour to the fairground (Meeting Point: Hotel Lobby)
10:30-12:00	Tour to SUNTEC
09:00-14:00	Informal Networking (Event hotel) ◀

HOST MEMBERS



PARTNERING EVENT SPONSORS



WHERE CONNECTIONS BLOOM

PARTNERING EVENT PARTICIPANTS

Title	Name	Full Name
Mr.	Klaus	Pauluschke
Mr.	Diego	Sita
Ms.	Laura	Drobiszewski
Mr.	Robert	Moore
Mr.	Ben	Wilson
Mr.	Heimo	Schwarzbauer
Mr.	Henry	Osborne
Mr.	Joris	Leonaers
Ms.	Anne	Mueller
Mr.	Pieter	Francken
Mr.	Jean-Marc	Salmon
Ms.	Tamara	Araujo
Ms.	Heloisa	Melo
Ms.	Mariane	Ewbank
Mr.	Claudio	Machado
Mr.	Anderson	Marisa
Mr.	Gustavo	Fontonlan
Mr.	Fabio	Machado
Ms.	Claudia	Almeida
Ms.	Renata	Vinhas
Mr.	Sidnei	Brandao
Mr.	Luiz	Braga
Mr.	Marcelo	Paradela
Mr.	Aurivan	Silva
Mr.	Felipe	Cheregatti
Ms.	Claudia	Grigolon
Mr.	Edson	Santos
Ms.	Carole	Baribeau
Ms.	Carole	St-Cyr
Mr.	Sean	Kosa
Mr.	Alan R.	Patterson
Mr.	Christopher	Morrison
Mr.	Derek	Pimentel
Ms.	Shan	Beg
Mr.	Antonio	Rodriguez
Mr.	Dr. Magdy	El Zeki

- ▶ Number of registered attendees (status 15.05.2015): 335
- ▶ Number of registered companies: 187
- ▶ Number of represented countries so far: 45 •

MEMBER OF



Company	Country
BTG-Expotrans S.A.	Argentina
HOBBIT Worldwide Logistics S.A.	Argentina
Agility Fairs & Events Pty. Ltd.	Australia
Agility Fairs & Events Pty. Ltd.	Australia
Schenker Australia Pty. Ltd.	Australia
Schenker + Co. AG	Austria
Caspian Freight Services LLC	Azerbaijan
Heavy Logistics nv	Belgium
Schenker NV	Belgium
Ziegler Expo Logistics	Belgium
Ziegler Expo Logistics	Belgium
CAF EVENTOS	Brazil
CAF EVENTOS	Brazil
Fulstandig Shows e Eventos MC Ltda.	Brazil
Fulstandig Shows e Eventos MC Ltda.	Brazil
Fulstandig Shows e Eventos MC Ltda.	Brazil
POP Cargo Ltda	Brazil
POP Cargo Ltda	Brazil
Transportes Fink Ltda - Fairs & Exhibitions	Brazil
Transportes Fink Ltda - Fairs & Exhibitions	Brazil
Ventana Serra Shows e Eventos Ltda.	Brazil
Waiver Logistics	Brazil
Waiver Logistics	Brazil
Waiver Logistics	Brazil
XPO Eventos e Logistica Ltda	Brazil
XPO Eventos e Logistica Ltda	Brazil
XPO Eventos e Logistica Ltda	Brazil
Cargolution Inc.	Canada
Cargolution Inc.	Canada
Mendelssohn Commerce Event Logistics	Canada
Mendelssohn Commerce Event Logistics	Canada
North American Logistics Services Inc.	Canada
North American Logistics Services Inc.	Canada
TWI Group Inc. (Canada)	Canada
PROTRAC Ltda Fairs & Exhibitions	Colombia
Overseas Int. Services	Egypt



4th IELA PARTNERING EVENT

June 30th • July 2nd 2015, Singapore

W H E R E B U S I N E S S U N F O L D S

Title	Name	Full Name	Company	Country
Mr.	Mohamed	Abdel Hady	Rockit 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
Mr.	Lucien	Lawson	Clamageran Foirexpo	France
Mr.	Amaury	Chaumet	E.S.I. Group - Expo Services International	France
Mr.	Frederic	de Weck	E.S.I. Group - Expo Services International	France
Mr.	J��rome	Perrin	Global Exposition Services	France
Ms.	Sandra	Rupp��	Global Exposition Services	France
Mr.	Alexandre	Bled	MEET SAS	France
Mr.	Claude	Guyot	MEET SAS	France
Ms.	Dominique	Mermoz-Daudey	MEET SAS	France
Ms.	Sally	Al Salman	World Exhibition Logistics	France
Mr.	Patrick	Rejaud	World Exhibition Logistics	France
Mr.	Ralf	Chmielewski	Agility Fairs & Events GmbH (Germany)	Germany
Mr.	Volker	Baumann	BTG Expo GmbH	Germany
Mr.	Philipp	Woll	BTG Expo GmbH	Germany
Mr.	Roland	Woll	BTG Expo GmbH	Germany
Mr.	Dirk	Kastenhofer	BTG Messe-Spedition GmbH	Germany
Mr.	Fabian	Schaefer	BTG Messe-Spedition GmbH	Germany
Ms.	Simona	Steppich	BTG Messe-Spedition GmbH	Germany
Mr.	Achim	Lotzwick	Cretschmar MesseCargo GmbH	Germany
Mr.	Vincenzo	Scrudato	DHL Trade Fairs & Events	Germany
Mr.	Olivier	Raue	Expo Speed GmbH	Germany
Mr.	Alberto	Garcia Morales	Globalfast Messe- & Eventlogistik	Germany
Ms.	Yesim	Garcia Morales	Globalfast Messe- & Eventlogistik	Germany
Mr.	Tobias	Sielaff	Hansa-Messe-Speed GmbH	Germany
Mr.	Christian	Varela	Hansa-Messe-Speed GmbH	Germany
Mr.	Kay	Lohe	Kuehne + Nagel (AG & Co.) KG-KN Expo & Event Logistics	Germany
Mr.	Sebastian	Gahren	Kuehne + Nagel (AG & Co.) KG-KN Expo & Event Logistics	Germany
Mr.	Dirk	Br��ckner	netlog network logistix GmbH	Germany
Mr.	Christian	Kausch	netlog network logistix GmbH	Germany
Mr.	Andreas	Mattick	Rock-It Cargo Germany GmbH	Germany
Ms.	Sabine	Auer	Schenker Deutschland AG - Munich	Germany
Mr.	Matthias	Dornscheidt	Schenker Deutschland AG	Germany
Mr.	Ralf	Hermanns	Schenker Deutschland AG - Hannover	Germany
Mr.	Claus	Hoelzer	Schenker Deutschland AG - Duesseldorf	Germany
Mr.	Ulrich	Kasimir	Schenker Deutschland AG	Germany
Mr.	Roland	Kreitmayr	Schenker Deutschland AG	Germany
Mr.	Ulrich	Manten	Schenker Deutschland AG	Germany
Ms.	Christine	Roesler	Schenker Deutschland AG - Nuremberg	Germany
Mr.	Sunny	Kalsi	Skyper Group Logistics GmbH	Germany
Ms.	Pauline	Leung	BALtrans Exhibition & Removal Ltd.	Hong Kong
Mr.	Kevin	Cai	Go-Express Logistics (HK) Ltd.	Hong Kong

Title	Name	Full Name	Company	Country
Ms.	Joanna	Lam	JES Logistics Ltd.	Hong Kong
Mr.	Albert	Tsui	JES Logistics Ltd.	Hong Kong
Mr.	Biu	Wing Wong	JES Logistics Ltd.	Hong Kong
Mr.	Chris	Chan	Unitex Logistics Ltd.	Hong Kong
Ms.	Karen	Ngo	Unitex Logistics Ltd.	Hong Kong
Mr.	WS	Chan	Expotransworld Ltd.	Hong Kong
Ms.	Elaine	Wong	Expotransworld Ltd.	Hong Kong
Mr.	James	Wu	Expotransworld Ltd.	Hong Kong
Mr.	Mikl��s	Bartk��	MASPED Logisztika Kft.	Hungary
Mr.	Tibor	Dank��	MASPED Logisztika Kft.	Hungary
Ms.	Krisztina	Kany��	MASPED Logisztika Kft.	Hungary
Ms.	Andrea	Foeldes	Schenker Ltd.	Hungary
Mr.	Uttam	Gupta	BIG Logistics India Pvt. Ltd.	India
Mr.	Armayesh	Buhariwala	Buhariwala Logistics	India
Mr.	Surjeet	Sachdev	ELF Shipping India	India
Mr.	Yogendra	Vaychal	Gemini Logistics	India
Mr.	Vikrant	Gogia	Group A Logistics Pvt. Ltd.	India
Mr.	Neeraj	Makhija	Movers International Pvt. Ltd.	India
Mr.	Harpreet	Singh	Movers International Pvt. Ltd.	India
Mr.	Nitin	Gupta	Orient Marine Lines Pvt Ltd.	India
Mr.	Shirish	Kulkarni	Orient Marine Lines Pvt Ltd.	India
Mr.	Sanjay	Kulkarni	Orient Marine Lines Pvt Ltd.	India
Mr.	Aashish	Kulkarni	Orient Marine Lines Pvt Ltd.	India
Mr.	Sunny	Pawar	Orient Marine Lines Pvt Ltd.	India
Ms.	Maryola Hyacintha	da Silva	P.N. Writer Company Pvt Ltd.	India
Mr.	Dayle	de Souza	P.N. Writer Company Pvt Ltd.	India
Mr.	Stephen	Thomas	P.N. Writer Company Pvt Ltd.	India
Mr.	Vicki	Bedi	PSBedi Group	India
Mr.	Jatin	Bharadwaj	PSBedi Group	India
Mr.	Waki	Rais	PSBedi Group	India
Mr.	Sudhir	Dhavan	R.E. Rogers India Pvt. Ltd.	India
Mr.	Shrenik	Jain	R.E. Rogers India Pvt. Ltd.	India
Mr.	Manoj	Kumar	R.E. Rogers India Pvt. Ltd.	India
Mr.	Darayus	Palia	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.	Parag	Padhya	Siddhartha Logistics Co. Pvt. Ltd.	India
Mr.	Al	Mithal	Star Worldwide Group	India
Mr.	Sandy	Mithal	Translink Express (India) Pvt. Ltd.	India
Ms.	Rini	Budi Astuti	Agility Fairs & Events	Indonesia

4th IELA PARTNERING EVENTJune 30th • July 2nd 2015, Singapore

WHERE BUSINESS UNFOLDS

Title	Name	Full Name	Company	Country
Mr.	Aufridus	Purwasunu	Agility Fairs & Events	Indonesia
Mr.	Deddy Syah	Fierdausz	PT. Bakhtera Freight worldwide	Indonesia
Mr.	Agung	Nugroho	PT. Bakhtera Freight worldwide	Indonesia
Mr.	Markus	Julianto	PT Vissasa Parama Nati	Indonesia
Mr.	Andi	Muljadi	PT Vissasa Parama Nati	Indonesia
Mr.	Mohd Rasyid	Abdullah	Rogers Indonesia	Indonesia
Mr.	Ron	Berry	Amit Logistics	Israel
Mr.	Offer	Gideoni	Amit Logistics	Israel
Mr.	Simone	Rigon	Cogefrin SpA	Italy
Mr.	Mauro	Sartori	Cogefrin SpA	Italy
Mr.	Guido	Fornelli	Expotrans S.r.l.	Italy
Ms.	Cristina	May	Gondrand S.p.A. - Fercam Group	Italy
Mr.	Enrico	Carniglia	OTIM SpA	Italy
Mr.	Mario	Carniglia	OTIM SpA	Italy
Mr.	Agostino	Montini	Saima Avandero SpA	Italy
Ms.	Eriko	Abe	Agility Ltd.	Japan
Ms.	Tokiko	Inaba	Agility Ltd.	Japan
Mr.	Yoshimichi	Yoneda	Agility Ltd.	Japan
Mr.	Hiroshi	Hyogo	Blueline Co., Ltd.	Japan
Mr.	Kei	Nakamura	Blueline Co., Ltd.	Japan
Mr.	Toshihiro	Sasahara	Blueline Co., Ltd.	Japan
Mr.	Yasuhito	Funakoshi	Fairtrans International Ltd.	Japan
Mr.	Takashi	Oide	Fairtrans International Ltd.	Japan
Mr.	Shoei	Tanabe	T-Exworks	Japan
Mr.	Ziad	Harb	BCC Logistics KSA	Kingdom of Saudi Arabia
Mr.	Justin	Choi	EPLUS Expo Inc.	Korea
Mr.	Steve	Hwang	EPLUS Expo Inc.	Korea
Mr.	Seon	Jeon	Kemi-Lee Co., Ltd.	Korea
Ms.	Christine	Oh	Kemi-Lee Co., Ltd.	Korea
Mr.	Trans	Park	Korea GLS, Inc.	Korea
Mr.	Jay	Jeong	Korea GLS, Inc.	Korea
Mr.	Kyung Rock	Min	Korea Interlink Inc.	Korea
Ms.	Victoria	Song	SEUM EXPO LOGISTICS Co. Ltd.	Korea
Mr.	Sony	Sebastian	Fusion Shipping & Logistics Co. W.L.L.	Kuwait
Mr.	Vaidas	Beniusis	JSC PAN-LITService	Lithuania
Mr.	Mark	Novoselskij	JSC PAN-LITService	Lithuania
Ms.	Irene Geok Lin	Leow	Agility Logistics Sdn Bhd	Malaysia
Mr.	Chong Lee	Ngiam	Curio Pack Sdn Bhd	Malaysia
Mr.	Chong Terk	Ngiam	Curio Pack Sdn Bhd	Malaysia
Mr.	Albert	Perianayamgam	Felix Logistics (M) Sdn Bhd	Malaysia
Mr.	Chandra Ganesh	Thamby Rajah	Felix Logistics (M) Sdn Bhd	Malaysia
Mr.	Kumarason	Arumugam	JIM Project & 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

Title	Name	Full Name	Company	Country
Mr.	Chris	Smith	R.E. Rogers (Malaysia) Sdn Bhd	Malaysia
Mr.	Louis	Kerpan	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.	René	Carvajal García	Naib Group	Mexico
Mr.	Edgar	González Rosales	Naib Group	Mexico
Ms.	Naz	Yusoff	Transit Air Cargo - Myanmar Office	Myanmar
Mr.	Olusegun	Lawal	IAL Nigeria	Nigeria
Ms.	Hilda	Mok	Transit Air Cargo - Manila Office	Philippines
Mr.	Dariusz	Akonom	netlog Polska Sp. Z.o.o.	Poland
Ms.	Magdalena	Drewek	Universal Express Sp. Z.o.o.	Poland
Ms.	Marzena	Zawadzka-Szulc	Universal Express Sp. Z.o.o.	Poland
Mr.	Vincent	Jiang	Agility Fairs & Events Logistics (Shanghai) Co. Ltd.	P.R. China
Mr.	Eric	Ye	Agility Fairs & Events Logistics (Shanghai) Co. Ltd.	P.R. China
Ms.	Candy	Jiang	APT Showfreight Shanghai Co., Ltd.	P.R. China
Ms.	Rain	Tian	APT Showfreight Shanghai Co., Ltd.	P.R. China
Mr.	Jimmy	Zhu	APT Showfreight Shanghai Co., Ltd.	P.R. China
Mr.	Roland	Tse	Bondex Logistics Co., Ltd.	P.R. China
Ms.	Lianfang	Yan	Bondex Logistics Co., Ltd.	P.R. China
Ms.	Cathy	Zang	Bondex Logistics Co., Ltd.	P.R. China
Ms.	Laura	Liu	BTG Int'l Freight Forwarding (Beijing) Co.,Ltd.	P.R. China
Mr.	Owen	Ouyang	BTG Int'l Freight Forwarding (Beijing) Co.,Ltd.	P.R. China
Mr.	Weimin	Zha	Go-Express Co. Ltd.	P.R. China
Mr.	Ramon	Zhu	Go-Express Co. Ltd.	P.R. China
Mr.	Marco	Brettschneider	Kuehne + Nagel Limited	P.R. China
Mr.	William	Wang	Liaoning Air Sea Worldwide Logistics Ltd. - Dalian	P.R. China
Mr.	James	Zhao	Liaoning Air Sea Worldwide Logistics Ltd. - Shanghai	P.R. China
Mr.	Karl	Yan	Liaoning Air Sea Worldwide Logistics Ltd. - Tianjin	P.R. China
Ms.	Jennifer	Fu	MyFreight International Logistics Co. Ltd.	P.R. China
Ms.	Sally	Mingming	MyFreight International Logistics Co. Ltd.	P.R. China
Mr.	Massimo	Ragazzi	OTIM Int'l Freight Forwarding (Shanghai) Co. Ltd.	P.R. China
Ms.	Snow	Xie	Shanghai Expotrans Limited	P.R. China
		tbc	Shanghai Expotrans Limited	P.R. China
		tbc	Shanghai Expotrans Limited	P.R. China
		tbc	Shanghai Expotrans Limited	P.R. China
Mr.	Xin	Zhang	Shanghai Hi-Expo International Logistics Co., Ltd.	P.R. China
Mr.	Jake	Gu	Shanghai IPTC International Transportation Co., Ltd.	P.R. China



4th IELA PARTNERING EVENT

June 30th • July 2nd 2015, Singapore

W H E R E B U S I N E S S U N F O L D S

Title	Name	Full Name	Company	Country
Mr.	Greg	Li	 Shanghai IPTC International Transportation Co., Ltd.	P.R. China
Ms.	Sophia	Lei	Shenzhen Talent and Sea-Ever Logistics Co. Ltd.	P.R. China
Ms.	Joyce	Lian	Shenzhen Unitop Logistics Co., Ltd.	P.R. China
Mr.	Oliver	Ou	Shenzhen Unitop Logistics Co., Ltd.	P.R. China
Mr.	Xiao	Cui	 SINOTRANS Logistics Development Co., Ltd	P.R. China
Ms.	Isabel	Jin	 SINOTRANS Logistics Development Co., Ltd	P.R. China
Mr.	Henry	Zhang	 SINOTRANS Logistics Development Co., Ltd	P.R. China
Ms.	Lisa	Xu	Transit Air Cargo - Beijing Office	P.R. China
Ms.	Lily	Gao	Transit Air Cargo - Shanghai Office	P.R. China
Ms.	Betty	Zhao	Transit Air Cargo - Shenzhen Office	P.R. China
Mr.	Mohamad	Dib	 Airlink International Qatar W.L.L.	Qatar
Mr.	Jonas	Ericsson	Gulf Agency Company Qatar (W.L.L.)	Qatar
Mr.	Mikko	Wieru	Gulf Agency Company Qatar (W.L.L.)	Qatar
Ms.	Anna	Akimova	ExpoForward	Russia
Ms.	Ekaterina	Liamina	ExpoForward	Russia
Ms.	Svetlana	Zolotilova	ExpoForward	Russia
Ms.	Priscilla	Leong	 Agility Fairs & Events Logistics Pte Ltd	Singapore
Ms.	Alice	Lum	 Agility Fairs & Events Logistics Pte Ltd	Singapore
Ms.	Florence	Ng	 Agility Fairs & Events Logistics Pte Ltd	Singapore
Ms.	Jessie	Ong	 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.	Samuel	Chow	APT Showfreight (S) Pte Ltd	Singapore
Mr.	Gerald	Pillai	Rhema Events & Arts Services Pte. Ltd.	Singapore
Mr.	Vincent	Tan	Rogers Singapore	Singapore
Mr.	Derek	Cassidy	Schenker Pte Ltd	Singapore
Mr.	James	Ng	 Transit Air Cargo Singapore Pte Ltd	Singapore
Mr.	Shaun	Ng	 Transit Air Cargo Singapore Pte Ltd	Singapore
Ms.	Jacqui	Nel	EF-GSM South Africa	South Africa
Ms.	Chantal	O'Shea	EF-GSM South Africa	South Africa
Mr.	Moses	Maboi	 Katlego Global Logistics Pty Ltd	South Africa
Ms.	Lauretta	Moroesi Kgasi	 Katlego Global Logistics Pty Ltd	South Africa
Mr.	Leon	Roux	 Larouxnelle Logistics and Consulting	South Africa
Mr.	Mike	Weeks	 Larouxnelle Logistics and Consulting	South Africa
Ms.	Manuela	Natzke	Schenker South Africa	South Africa
Mr.	Juan Carlos	Pérez Mármol	Comarfex Logistica de Ferias, S.L.	Spain
Mr.	José	Tost Colom	Evolution Logistics	Spain
Ms.	Yolanda	de Paz	 Resa Expo Logistics	Spain
Ms.	Anneli	Larsson	 Schenker Sweden, Fairs & Exhibitions	Sweden
Mr.	Santoro	Di Franco	 Agility Fairs & Events Switzerland	Switzerland
Ms.	Regula	Winter	 Agility Fairs & Events Switzerland	Switzerland
Mr.	Dominique	Geiser	 BTG Suisse Ltd	Switzerland
Mr.	Roger	Bütikofer	Expo-Cargo AG	Switzerland

Title	Name	Full Name	Company	Country
Mr.	Reto	Frick	Expo-Cargo AG	Switzerland
Mr.	Peter	Kubias	Expo-Cargo AG	Switzerland
Mr.	Wolfgang	Fraessle	Kuehne + Nagel Management 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 Ltd.	Switzerland
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WHERE CONNECTIONS BLOOM

EVENT HIGHLIGHTS



►►The 2015 Partnering Event Night is kindly sponsored by **PSBedi Group, India**.



Sentosa Island.

Wednesday, July 1st 2015.

Dresscode: Casual
Don’t forget your flip-flops!

Departure from PAN PACIFIC HOTEL at 19:30.

Meeting Point: Hotel Lobby.

IELA PARTNERING EVENT NIGHT 2015

Night Beach Party at Sentosa Island

Sentosa Island is Singapore’s favourite leisure destination with exciting attractions, golden beaches, luxe retreats and the country’s first integrated resort. An island located just 10 minutes south of Singapore city. Enjoy a quick getaway from the bustling city.

Located at Siloso Beach, the Sapphire Pavilion and its beachfront are the perfect venue for a unique corporate event experience. With a spectacular view on the horizon, delegates will enjoy and relax after an intense event day.

In front of the nighttime beach as a backdrop it will be time to celebrate and toast to a successful Partnering Event 2015!

Join us at the Siloso Beach for a great networking opportunity linked with a magnificent gastronomic experience we hope you will never forget. ◀



►ORGANISER'S CORNER

BUILDING THE BRIDGE IN THE EXHIBITION INDUSTRY

Organiser's Portrait:

SUNTEC, Convention & Exhibition Centre, Singapore

- Founded in: 1995
- Number of employees (status December 2014): 191
- Motto: The Preferred Place to Meet



► Mr. Arun Madhok
CEO
SUNTEC

5 QUESTIONS FROM IELA TO MR. ARUN MADHOK – CEO, SUNTEC

►1. What global geographical areas do you see as the markets for the exhibition industry? How is your organisation preparing for these new markets?

Many major events are moving out of the US and Europe towards Southeast Asia and China and we are primed to be in a position to tap on these opportunities. We work closely with organisers to bring in many new events from the region into Singapore for the first time such as Inside Bitcoins, the first major Cryptocurrency Conference.

We work closely with such organisers, using our flexible space, modern lighting, cutting edge technology and other amenities to create a seamless customised experience that is unique and ideally suited for each event. In this manner we are able to grow with the events we host year on year and act as an incubator for new events.

►2. Handling & Logistics Providers as well as Stand Contractors are more being regarded as the Organisers' Vendors, rather than their Partners. Do you agree with this? Is it good? If not, what can the Partners do to change it?

Business is about building partnerships and collaborating for mutual success. As a venue, we not only provide the space that our clients require for their events but proactively support them throughout their events with a dedicated team of service professionals delivering

impeccable and personalized value-added services such as exceptional culinary solutions for example. This VenuePlus service approach has helped us in fostering more meaningful relationships with our clients that has successfully resulted in multi-year deals and long-term partnerships.

►3. As an organiser of large events, what would be your expectations from a Onsite Handling & Logistics Solutions Provider working at your shows? Also, what would you believe will be the evolving role of an Onsite Handling & Logistics Solutions Provider in future?

Our Centre has an ongoing initiative to use technology to improve the efficiency in the way the MICE business is conducted. For example, logistics providers who use GPS services in their vehicles can help us anticipate traffic flow through our loading docks and thereby facilitate more streamlined loading and unloading process. Furthermore we provide easy access to our halls for all types of vehicles by providing complimentary parking bays for service vehicles and good carriers.

►4. What are the major factors which SUNTEC uses for deciding and choosing its Official Onsite Handling Agent? Is the IELA Membership, standing for high quality standards, an important selection criteria?

We do not officially appoint any preferred partners that will restrict our clients, however

when we are asked to make recommendations, we use IELA membership as one of our recommendation criteria when presenting potential partners to our customers. The IELA Membership is a clear recognition of industry leaders and providers around the globe based on its strict requirements.

►5. How in your opinion IELA and its members play an active role and contribute effectively in the efforts of SUNTEC of fulfilling its goals towards Sustainability? Which are the specific areas where you would like IELA and its members to focus on this issue?

We are a venue that has sustainability built into our DNA, we practice the 3Rs (Reduce, Reuse and Recycle) in all our operations. One of our goals for this year includes increasing stakeholder engagement in our sustainability efforts. For example, by providing free high-speed WiFi throughout our Centre, we encourage organisers to cut down on the use of printed materials and create an ecosystem that promotes a move towards app-based solutions. We also strongly encourage our clients to choose reusable stands or using recyclable materials and, as a venue, we have developed an integrated network of electronic signages to further support them in these efforts. For those logistics providers who use electric vehicles, we provide free strategically located charging stations.

Mr. Madhok, , thank you very much for your input! ◀



2014 CEIR Index Results Released

Exhibition Industry Continues Upward Climb

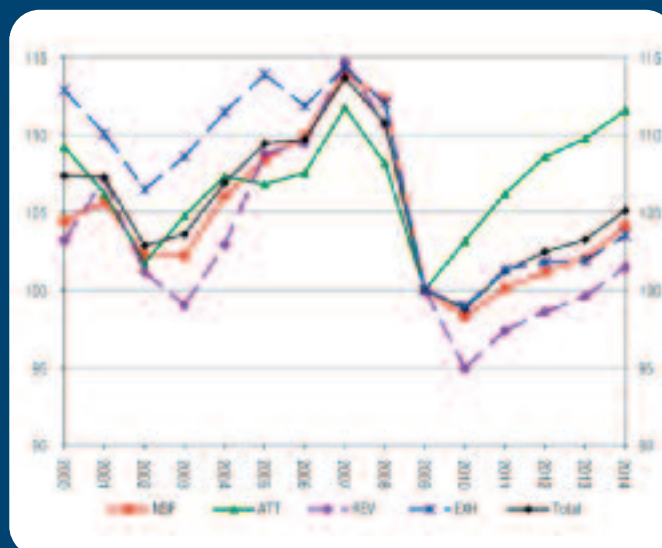
DALLAS, 13 April 2015 – Today, the Center for Exhibition Industry Research (CEIR) released the CEIR Index Report. The CEIR Index analyzes the 2014 exhibition industry and provides a future outlook for the next three years. In 2014, the Total Index increased by a moderate 1.8% for the year as a whole, one percentage point higher than in 2013 and just slightly below the 2.0% forecasted growth.

According to CEIR's President & CEO, Brian Casey, CEM, "the best performing sectors in 2014 were the Financial, Legal and Real Estate (FN) and Building, Construction, Home and Repair (HM) sectors, which respectively gained 5.2% and 5.1%. Alternately, the weakest exhibition sector was Education (ED), where the index declined by 3.0%".

"We are optimistic for the performance of the industry overall this year. Economic and job growth should continue to drive expansion in exhibitions," said CEIR Economist Allen Shaw, Ph.D., Chief Economist for Global Economic Consulting Associates, Inc.

The overall CEIR index is forecast to grow at a relatively robust rate of 2.8%, a full percentage point higher than the 2014 rate. Over 2016 and 2017, CEIR expects the overall exhibition industry to continue to grow strongly, albeit at a slower pace. The current projection shows growth at 2.4% in 2016 and 2.0% in 2017. Notably, this performance represents the fastest sustained growth in the history of the CEIR Index. By 2017, the Total index of the overall exhibition industry is expected to reach about 1.0% below its previous peak in 2007.

As an objective measure of the annual performance of the exhibition industry, the CEIR Index measures year-over-year changes in four key metrics to determine overall performance: Net Square Feet of Exhibit Space Sold; Professional Attendance; Number of Exhibiting Companies; and Gross Revenue.



For more information about the CEIR Index, contact Cathy Breden, CAE, CMP or call +1 (972) 687-9201 ◀

About CEIR

CEIR provides industry-leading research on the North American exhibitions and events industry globally which optimizes performance, increases engagement, and addresses emerging customer needs. For additional information, visit ►►www.ceir.org.



► **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 143 members in 49 countries...

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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

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Dear Friends,

Welcome to Singapore!

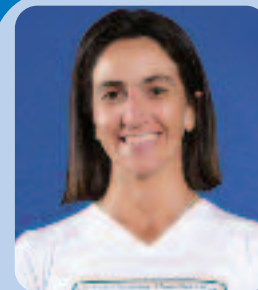
There's not much to report in this issue from the last one. Good news is that the members keep increasing -- again, quality not quantity is in the fore front. We are today 143 members from 49 countries. Truly a global association!

And here's the more interesting statistic. As of going to print, we have approximately 75% of our members and a similar 75% of countries present at Singapore. This is phenomenal, and I give maximum credit to Elizabeth and her team for this.

Membership is now growing at a constant pace. Our WG now needs to venture to newer heights. We need to establish a review mechanism for existing members. Are standards being followed? Is liability insurance being adhered to? Is IELA being promoted within our companies? etc., etc.

So put on your thinking caps (turbans), and let's have a productive /fun time in a few weeks from now.

God Bless,
Ravinder Sethi ◀



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►STANDARDS & CUSTOMS WORKING GROUP

What's your rhythm?

In my last article, I talked about the importance of the rhythm for Carnival and the similarities to our business. I also mentioned the instruments involved and that the "IELA Survey" is one of them, played by our orchestra to keep the rhythm and to be in harmony with our Standards.

Modifications of the "instrument" IELA Survey have been made in order to have more members participating. After all, our main goal is to have a clear and accurate picture if our members are following our Standards.

However, as you can see in the results below, after closing the system, the number of respondents on the IELA 2014 Survey did not increase compared to last year. The results show that not all members are interested in helping our association to identify those who are playing the notes professionally and those who need assistance to get back into the rhythm.

This year*:
 29 Non-Respondents within 138 companies included in the survey (21,01%).

Last year:
 27 Non-Respondents out of 131 participating companies (20,61%).

It is imperative to highlight that the awards are secondary goal of the Survey. The Awards are the recognition for the best "musician" of our orchestra.

We, Standards & Customs Working Group, want to understand the reasons for not participating in the

Survey as a member. And it is not because we put a lot of efforts into finding ways to offer a better system and clear questions; but to identify how we, as members, see each other's work and if we are all in the same rhythm.

IELA is known for the excellence of its members' service on freight forwarding for events and the only way to know if this is really the truth is through the Survey.

Our WG will not give up until the survey reaches 100% of answers. We will keep breaking a sweat searching for new solutions to improve the numbers of respondents. It is our duty to create mechanisms for our association to identify companies that need assistance to improve their services and also recognize those that keep our orchestra playing highly professional.

The Congress in Singapore is coming and if you have anything to say about the Survey and its methodology please come to one of our WG members. Our ears are wide open to listen to you.

Don't be shy; we all love a well played song!

**results will be given during the Congress.*

Mariane Ewbank ◀



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Dear Friends,

The Organiser committee has been focusing on linking our IELA site to country based associations via hyperlinks. Discussions are taking place in various countries and the full list of connected associations will be made available in Singapore.

As Chairman I must say only a few of the committee have been active and I believe in Singapore we need to reiterate the benefits of being part of a working group and also how it can lead to greater responsibilities in IELA.

Bob Moore ◀

► PR & MARKETING WORKING GROUP

TOPICS TO DISCUSS WITH THE GROUP

Dear Friends,

Previous working groups activities, we will cover all headings and decide what we shall keep and discard.

As I am new to this group and we are low on numbers, I believe we need to address only a few headings, set tasks and then identify how the group works and what results we can expect. I will identify and appoint a Vice Chair. My idea is assign the headings within the group and set a time line for reporting.

Organisers and Venue Newsletter

The idea is to prepare an electronic letter that will be of interest to organisers and venues. I will be speaking to UFI asking them if we were to produce such a letter what topics would they like to be included. The working group will need to prepare suggestions and a task will be set to prepare a newsletter for BOM discussion.

How to increase IELA awareness to exhibitors, organisers and venues

This one is close to my heart and I believe this can be achieved through:

Advertising campaign along with an editorial focusing on IELA, its activities and aims. Our target needs to be magazines / publishers that are in our industry. We need to identify such to cover each region so all members benefit. I am meeting with Mash Media in the UK to ask if they would consider this and what the cost would be. My aim is to secure editorials. This campaign needs to run for at least a year on a quarterly basis. Obtain costs.

Exhibiting at events within our industry. We need to research what events would be best for IELA and its members. We need to draw up a procedure for this. This will include

guidelines on how to present IELA and a procedure of gathering of visitor information and how this should be reported back to IELA.

We need to identify and list promotional materials to use, existing and possible new.

The IELA report and the survey

As of today only a third have responded to this, hopefully by June we will get more response. The results of this will be discussed and presented to the board.

Recruiting

We need to expand our group so we have balance representation. This will be a task set when IELA begins.

With regards,
Jim Callaghan ◀



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► TRAINING WORKING GROUP

Exhibitions: ALL THAT JAZZ!

Dear friends!

My Friend Mariane, vice chairman of the BOM and Chair of the Standards & Customs Working Group has introduced the concept of “getting into the Rhythm” in her last report, which was definitely an accurate image to explain what we do.

People within IELA who know me well might have a clue why I will also make a comparison between our business andJazz Music this time!

Indeed, Jazz is using the mode, or musical scale, as the basis of musical structure and improvisation. Our knowledge of the exhibition world, its unwritten laws, rules and customs is comparable to the mode and the musical scale from where we should go to reach our goals in making our business run, our clients' wishes fulfilled our projects happen, and last but not least: train our staff!

A skeleton, a foundation, is always necessary to build something and move forward in different directions, to create a wealth of proposals, ideas, debates and eventually come to achievements.

We obviously can build on things we've done and that worked out quite successfully, such as the last Zurich Winter Seminar 2015.

But apart from keeping it at very high standards, I will make sure we find new ideas, topics in order to bring new lecturers, not only exhibition freight forwarders but possibly specialists in different subjects related to our industry that may contribute something.

We also need to imagine new ways to make the training input bigger, higher, stronger.

> 1) One idea is to find out what the IELA members expect from training. For that purpose, we could let the Secretariat conduct a formal survey amongst all IELA members in order to find out precisely what they require in regards of training and if they have new suggestions to be even more efficient.

> 2) Another one is to spread out our knowledge of the Industry via training sessions provided to Organisers, Chambers of Commerce, Exhibitors, National pavilions. We could then organise lectures on Exhibition Freight at Conferences and Congresses.

That way we would also pass on a strong message on how IELA members can be useful and should be preferably used.

> 3) Find out how other associations do training, investigate further (maybe via benchmarking) and copy the successful training models.

> 4) Find ways to use the internet tool to organise short 1 hour Webinars on specific topics for operational staff and go deeper into the MOOC and the opportunities this new way of learning can bring.

More ideas might arise before the Singapore Congress, brought by actual and hopefully future members

of my Training Group, so I am sure we'll have quite a lot to discuss, prepare and present when it comes to surface.

PS: “Are you out there?” section:

Remember my Jazzy introduction: All “Musicians in the Exhibitions' world” are more than welcome into the “Band”, by joining the Training Working Group in Singapore, improvise and even perform solos! You can either contact me by mail or get in touch with me there.

Looking forward to a flourishing 30th IELA CONGRESS in spectacular Singapore

Kind regards,
Emmanuel Pitchelu ◀



OS
2016

THE NEW ANGLE OF NETWORKING



UPCOMING EVENT

HONG KONG / January 28th • 30th 2016

Hong Kong Convention and Exhibition Centre

The IELA Operations Summit will provide a platform for operational staff of IELA Member Companies. Following the spirit „Giving back benefits to members“ a target group of 100 professional individuals from the industry are invited to meet their peers from all over the globe over a period of three days (registration cost & hotel accommodation of three nights at the expense of IELA).

Hosted by the Hong Kong Convention and Exhibition Centre, this venue will provide a spectacular environment for the delegates to meet, network, benchmark and for setting new standards for the exhibition freight logistics industry.

The programme will include structured networking, workshops, educational seminars and presentations of renowned guest speakers of the Trade Fair Business.

Participants will enjoy the sterling IELA mix of social- and industry related events, taking advantage of all networking benefits, benchmarking amongst industry peers and entertaining elements.

IELA has the ambition to connect to the Exhibition Industry like Exhibition Organisers, venue Operators, Trade Associations and Exhibitors, and planning is underway to create a format for interaction during the IELA Operations Summit.

IELA makes strong efforts on delivering Members Benefits to all corporation levels having access to a full range of events:

- > the annual Congress addresses CEOs and directors,
- > the Winter Seminar targets the young professionals
- > and the Operations Summit reaches out to the operational level.

How to participate:

- > Registration will start online on June 29th 2015 (after a brief summary of the event during the Organiser WG Report)

In only a few steps you can register your staff online:

1. Create a new account at <https://ops.iela-events.com> for the delegate who is going to attend the OS 2016.
2. If you are under the first 100 registered accounts (first come – first served), you will receive a confirmation via email by the IELA Secretariat with further information on the registration procedure.
3. If you registered too late, you will be listed on a waiting list automatically.

- > only 100 places are available (first come - first serve, one place per full member only)
- > IELA will fund the registration fees as well as the hotel accommodation (3 nights).

IELA is very honored to launch this initiative as part of the 30th Association Anniversary.

Let's celebrate 30 years of delivering excellence.

Join us in Hong Kong in January 2016! ◀

IELA is proud to announce a new event that will be launched in Asia in January of the year 2016 focus on delivering more benefits to our members.

January 28th • 30th, 2016
HONG KONG
UPCOMING EVENT

For more information please contact Elizabeth or Markus at the IELA Secretariat:
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On ielareport@iela.org

►► 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 IE LA Secretariat has included all recent changes in contact details in the new IE LA Membership list available on www.iela.org

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►► IE LA Collateral

The next IE LA REPORT will be published in September and will be distributed as printed version to all members (10 copies) and Singapore delegates. Unlimited amounts are available at just CHF 3,00 each. Let us know if you would like to receive extra copies for your marketing activities.

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

Please send (company name) _____

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VAT registration number: CHE-100.318.856

Why and how to become an IE LA Member?

INTERNATIONAL EXHIBITION LOGISTICS ASSOCIATION



IE LA membership is proven to enhance a company's business opportunities

Here are a few of the benefits that, as a member of IE LA, you would enjoy:

- > Access to a network of over 170 trusted and professional partners worldwide.
- > Contact with potential clients through IE LA's partnerships with event organizations such as UFI, IAEE, AEO and others.
- > Training and shared learning seminars that develop staff at all levels.
- > Use the IE LA brand, a recognised marque of quality throughout the world.
- > Stay informed of legislative and other issues that may affect your global business.
- > Access to a global database of specialized customs procedures and regulations.
- > A continued focus on increasing the professionalism of exhibition & event logistics.
- > Annual Standards Survey – A unique customer service development tool that benchmarks company performance.
- > Website exposure via IE LA's member listing, including your company profile, contact details, company brochure and press releases.
- > Editorial coverage in the quarterly IE LA REPORT – the association's magazine.

How to apply:

- Have at least 24 months experience in the sector.
- Send us your IE LA Application Form including general information about your company and professional activity.
- The endorsement of three sponsors who are IE LA members for 24 months.
- Copy of your Liability Insurance Policy.
- Copy of your company registration by the Chamber of Commerce (or local company registration authority).
- Letter of creditworthiness from your bank.
- Your company brochure.

For further information please contact our Secretariat:
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**IELA SINCE 1985. LET'S CELEBRATE TOGETHER IELA'S 30TH ANNIVERSARY
IN SPECTACULAR SINGAPORE**

Where opportunities begin

Where connections bloom

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30TH IELA CONGRESS & 4TH PARTNERING EVENT

June 27th ∴ July 2nd 2015 ∴ Singapore

LET'S MAKE IT MEMORABLE - JOIN US IN SINGAPORE 2015.

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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