AFTER 25 YEARS OF BUSINESS
IELA GETS ‘BACK TO BASICS’

IELA CONGRESS & GENERAL ASSEMBLY
PARIS, FRANCE Thursday 24th-Sunday 27th June 2010
There has been a lot of communication in recent months from your Board of Management, you all have been sent several emails informing you of IELA developments.

During the Congress in Paris we will have time and opportunity to talk about the association. All of us on the Legal Board and the Board of Management are looking forward to having fruitful discussions with everybody.

The membership to IELA is a business tool. Like any tool, it’s only good if it’s being put to use. If I have state-of-the-art tools in my house but don’t use them to repair a dripping faucet, there is little value in having these tools. Things don’t improve automatically because I have the right tools, I need to make a proactive decision to operate them, with skills. Then, if I decide to use the tools, selection of the right item is crucial. Little sense employing a hammer or a chain saw to repair a dripping faucet.

To me, IELA is the same. Membership and subsequent business success is not automatic. I have to make a conscious decision to make my IELA Membership work for me. Which IELA tools work and craft benefits for me?

Quick and easy realization is that IELA provides unique networking opportunities to me. During the Congress I can take advantage of structured and casual networking opportunities. Easy to meet and greet so many agents in a very short time, I otherwise would need three months travelling to see them all. Because of IELA’s Membership Policy, the agents I’m meeting at a Congress are the Leaders of our Industry in their particular markets.

If I’m smart, I’m offering the same networking opportunities also to my operational staff. The proper tool for that is sending them to attend the IELA Winter Seminar. In January 2011 the Winter Seminar will return to Zurich and Daniel Bataller and Jim Kelty are already very busy preparing the event. More on this on page 10 of this IELA Report.

What else is there? The other day there was a complaint stemming from what an exhibitor can expect from an Exhibition Logistics Provider. Unreasonable demand met reality. IELA was very helpful, and settled the case, referring the exhibitor to the Standards of Performance displayed on the IELA Website. It made the customer understand that the Quality Management Standards, that are agreed upon by more than 100 of the world’s leading Exhibition Transport Specialists, simply don’t contain the responsibility he assumed would exist. Not only did we reach an agreement, the exhibitor continues working with us. IELA Membership, used as a tool, worked.

Many of the items delivered by the Working Groups can be applied to improve day-to-day business. It takes a little creativity and imagination, and not everything may necessarily work for
WELCOME

Achim Lotzwick

your toolbox, I won’t stop you. See ya’ll in Paris!

And if you now are racing off to clean the dust from

well-being of our group.

association and your input is very important to the

any of the Boards. IELA is an open and transparent

responsibilities as a Chairperson or a member of

Working Group, and eventually accepting

Management. You can support IELA by joining a

the Working Group Chairpersons and the Board of

happen for you. It’s the Working Group Members,

There’s a team working on concepts to make IELA

appreciating how good it was before.

In good health. When it’s happening, you don’t

think much about it. Only when it’s lost, you start

Being an IELA-Member, in my opinion, is like living

in good health. When it’s happening, you don’t

think much about it. Only when it’s lost, you start

appreciating how good it was before.

There’s a team working on concepts to make IELA

happen for you. It’s the Working Group Members,

the Working Group Chairpersons and the Board of

Management. You can support IELA by joining a

Working Group, and eventually accepting

responsibilities as a Chairperson or a member of

any of the Boards. IELA is an open and transparent

association and your input is very important to the

well-being of our group.

And if you now are racing off to clean the dust from

your toolbox, I won’t stop you. See ya’ll in Paris!

1985 TO 2010 - 25TH JUBILEE OF IELA

It all started back in 1979 when Steve Barry and Hans R. Brauchli started

discussing the possibility to create a

platform where companies active in the

field of exhibition freight forwarding

can meet. In 1983, a first official

meeting attended by Steve Barry,

Ernest Droessaert, David J. Gardner,

Klaus Rauch, Peter Kuoni and Hans R.

Brauchli took place in Geneva to study

the possibility to set up a legal

organization for those companies

involved in the International Exhibition

Transport and Service Industry.

After many months of preparation, the

birth of IELA finally took place in

Geneva on 6 March 1985. The seven

founding members were:

BTG, Augsburg

Foirexpo, Paris

Gondrand Bros., Zurich

Inter-Transport, Geneva

Lep Fairs, Birmingham

Entrepôts de Vevey, Vevey

TWI, San Mateo

Hans R. Brauchli was elected as the first

president of the Board of Directors,

members were Peter Kuoni and Klaus

Rauch.

At the same time, Hans R. Brauchli was
elected as the first Chairman of the

Board of Management, members were

Steve Barry, Ernest Droessaert, Philip

Powell and Klaus Rauch.

A few highlights of IELA’s history:

October 1985 - Publication of the first

‘IELA DIARY’ (later on called

‘IELA REPORT’ and presently ‘IELA

WORLD’).

June 1990 - 5th General Assembly

in Munich, Germany

Attended by 41 members with 75

participants.

July 1991 - IELA has now 59 members

located in 30 countries

October 1994 - IELA sponsors a lunch

at the UFI Congress in Singapore.

June 1995 - 10th General Assembly in

Montreux, Switzerland

Out of 71 members, 56 are attending

with 102 participants.

January 2000 - IELA has its own booth

at the INTEREXPO CHINA 2000 and

participates actively at various

workshops.

July 2000 - 17 IELA participants from

11 countries attended the first joint

IELA/SACEOS Training course in

Singapore.

A few dates and facts show the

impressive growth of IELA since the

very first days. IELA owes a lot to its

past leaders who have invested a lot

not only of their time and energy but

also their financial resources to make of

IELA the platform where people doing

the same job can meet and find

solutions to their mutual problems.

To conclude this shortcut of IELA’s

history, let me quote a few thoughts

published in 2008 by Paul Bridle in the

‘ami’ magazine and which based on

what IELA experienced these last

months, are certainly worth while some

harder to force new growth.

And if you want to grow your association, you could

another person’s point of view. It could

be that what you are standing for is not

what prospective joiners need.

If you want to start a new association, you

plant a fresh seed. If you want to

nurture a growing shrub, prune back

hard to force new growth.

and

If you want to grow your association, simply by adding membership may not

be the way to do it; take a step outside

your association and look at it from

another person’s point of view. It could

be that what you are standing for is not

what prospective joiners need.

Hans R Brauchli
Delegates and their Companions have a fun packed programme ahead of them at the Le Méridien Etoile Hotel, Paris starting with the Welcome Cocktail Party on Thursday evening. The first opportunity of many to “get back to basics” and network face-to-face, an opportunity which is rapidly disappearing with the power of electronic communications, but one of IELA’s founding principles still as important today as it was 25 years ago.

Friday morning the Companions head off to explore the delights of Paris, whilst Delegates commence with the formal part of our Programme. After a short break, you will be delighted and inspired by Paul Woodward our keynote speaker (see panel). Now the real fun starts as we kick-off with Networking Practices, followed after lunch with Formal Networking One to One.

Friday evening, Delegates and Companions will have time to relax and enjoy the kind hospitality of our French members; Clamageran Foirexpo and ESI Expo Services International at a specially selected Parisian venue.

Saturday, IELA’s Grand Day Out, the highlight for many, when Delegates and Companions can enjoy a fun packed day together and an opportunity to reinforce those all important friendships. Comfortable shoes and clothes highly recommended.

Sunday morning, the Companions head off for another wonderful day in Paris. Delegates, have a full day ahead, starting off with the early morning Open Meetings for the Working Groups where each and every delegate is invited to come along and express their opinions and get involved. After lunch it is the Open Forum Q&A, followed by the Chairman’s Closing Address, but it is not quite over yet . . .

Sunday evening both Delegates and Companions are invited to the Silver Anniversary Gala Awards Dinner, a very special event to end a very special 25th Congress.

Enjoy the 25th Anniversary IELA Congress and here’s to doing some great business.
SPEAKERS

PAUL WOODWARD
Paul Woodward is the founder and Chairman of Business Strategies Group Limited (www.bsgasia.com), a business intelligence and strategy consulting firm which specialises in business media, information and events in Asia. As well as consulting to the private sector, Paul manages the Asia/Pacific office of UFI, the Global Association of the Exhibition Industry (www.ufi.org).

Paul has been based in Hong Kong and involved in the development of business media and events in the Asia Pacific region since 1985. He has conducted over 500 business intelligence and strategy consulting projects since 1990.

Prior to founding BSG in 2000, he was Managing Director of Asian Strategies Ltd., the research and strategy consulting division of Miller Freeman Asia and a Director of Miller Freeman Asia, now UBM Asia. There he was responsible for regional strategy development, corporate communications and businesses around the Asia-Pacific region.

Paul has been named as the future Managing Director of UFI, due to take over that position in July 2010 following Vincent Gérard’s retirement.

THIERRY HESSE
Thierry HESSE, after a PhD in Law and a degree from the Paris Institute of Political Studies worked for GENERALE de SERVICE INFORMATIQUE (G.S.I.). Before becoming Managing Director of Touring Secours, a round-the-clock breakdown assistance throughout France.

He then worked for the CAISSE CENTRALE des MUTUELLES AGRICOLES as Director for Rural Prevention Department before becoming a Director at the advertising agency BERNARD KRIEF CONSULTANTS. Since 1989, he has been working for the Organizing Committee for the Paris Motor, two-wheel and Sports shows, becoming the General Organizer in 1991. In 2007, he was elected President of Foires, Salons, Congrès et Evénements de France, the French association of the Exhibition and Event sector. He’s also the President of OJS (Office de Justification des Statistiques) since 2009.

HOST MEMBERS

CONGRESS DETAILS

HOTEL
Le Méridien Etoile
81 Boulevard Gouvion Saint-Cyr
75848 Paris Cedex 17 France
T: +33 (0)1 40 68 34 34
W: www.lemeridienetoile.com

TRAINS
Eurostar: www.eurostar.com
(Gare du Nord only 20 mins from Hotel)
SNCF - www.sncf.com
Tube: www.ratp.com

AIRPORT TRANSFERS
Charles de Gaulle (25 km / 15 miles)
30 minutes drive
45 minutes by rail
30-45 minutes by Bus (stops across the street from the Hotel every 30 mins)
Orly (15 km / 9 miles)
30 minutes drive
40 minutes by rail
30-45 minutes by Bus
www.aeroportsdeparis.fr

BY CAR
From East
Take the A4 Motorway to Boulevard Périphérique North and exit at Porte Maillot (Metz-Nancy). Take Blvd. Gouvion St Cyr on the right of the Congress Center.

From North
Take the A1 Motorway to Boulevard Périphérique West and exit at Porte Maillot. Take Blvd. Gouvion St. Cyr on the right of the congress Center.

From West
Take the A13 Motorway to Boulevard Périphérique North and exit at Porte Maillot (Rouen-Le Havre). Take Blvd. Gouvion St Cyr on the right of the Congress Center.

Parking
There is a car park underneath the Hotel, approx €27 per day. Please present your ticket to the Concierge and you will receive a 20% discount

More travel information can be found at http://www.transilien.com/web/site/accueil/guide-du-voyageur/reseau/lang/en

COMPANIONS PROGRAMME

FRIDAY, 25TH JUNE
This morning you will be chauffeur driven through Paris in the quintessential symbol of French motoring – the Citroen 2CV! You will be charmed by this quaint open top car as you view the most famous sites in Paris.

Lunch will be at one of the few remaining great Parisian brasseries decorated in the 1930s – art deco style reigns. After a sumptuous lunch you will be returned to the Hotel where you can relax before a busy evening ahead or for the more adventurous you may wish to explore Paris on foot and be enticed by the amazing array of shops.

SUNDAY, 27TH JUNE
Today, you will visit the Louvre Museum, one of the most beautiful museums in the world. Sadly, it is impossible to see it all, but your Guide will take you to the museum’s three masterpieces; the Mona Lisa, the Winged Victory of Samothrace, Venus de Milo and many other highlights - an art lovers dream.

After a busy few hours, it is time for a long and leisurely lunch at a typical French bistro before returning to the Hotel.

THIERRY HESSE
Thierry HESSE, after a PhD in Law and a degree from the Paris Institute of Political Studies worked for GENERALE de SERVICE INFORMATIQUE (G.S.I.). Before becoming Managing Director of Touring Secours, a round-the-clock breakdown assistance throughout France.

He then worked for the CAISSE CENTRALE des MUTUELLES AGRICOLES as Director for Rural Prevention Department before becoming a Director at the advertising agency BERNARD KRIEF CONSULTANTS. Since 1989, he has been working for the Organizing Committee for the Paris Motor, two-wheel and Sports shows, becoming the General Organizer in 1991. In 2007, he was elected President of Foires, Salons, Congrès et Evénements de France, the French association of the Exhibition and Event sector. He’s also the President of OJS (Office de Justification des Statistiques) since 2009.

HOST MEMBERS
## 25th IELA CONGRESS - PARIS 2010 - PROGRAMME

### THURSDAY 24TH JUNE

<table>
<thead>
<tr>
<th>Time</th>
<th>Function</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>1200 - 1800</td>
<td>Registration - General Assembly</td>
<td>Lobby</td>
</tr>
<tr>
<td>1700 - 1800</td>
<td>Induction for New Members &amp; First Time Congress Attendees ONLY</td>
<td>Diderot</td>
</tr>
<tr>
<td>1900 - 2100</td>
<td>Welcome Cocktail sponsored by RE Rogers India Pvt Ltd</td>
<td>Longchamp</td>
</tr>
</tbody>
</table>

### FRIDAY 25TH JUNE

<table>
<thead>
<tr>
<th>Time</th>
<th>Function</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>0700 - 0900</td>
<td>Breakfast for delegates &amp; companions</td>
<td>Hotel Restaurant</td>
</tr>
<tr>
<td>0730 - 0915</td>
<td>Registration - General Assembly</td>
<td>Lobby</td>
</tr>
<tr>
<td>0900 - 0915</td>
<td>Welcome</td>
<td>Corot</td>
</tr>
<tr>
<td>0915 - 1045</td>
<td>GENERAL ASSEMBLY</td>
<td>Corot</td>
</tr>
<tr>
<td>1045 - 1115</td>
<td>Coffee break sponsored by BTG Messe-Spedition GmbH</td>
<td>Gouvion Lobby</td>
</tr>
<tr>
<td>1115 - 1145</td>
<td>Speaker - Paul Woodward, CEO UFI</td>
<td>Corot</td>
</tr>
<tr>
<td>1145 - 1200</td>
<td>Q &amp; A</td>
<td>Corot</td>
</tr>
<tr>
<td>1200 - 1215</td>
<td>Speaker - Thierry Hesse, Président of the FSCEF</td>
<td>Corot</td>
</tr>
<tr>
<td>1215 - 1230</td>
<td>Q &amp; A</td>
<td>Corot</td>
</tr>
<tr>
<td>1230 - 1400</td>
<td>Buffet Lunch sponsored by Orient Marine Lines Pvt. Ltd</td>
<td>Auteuil</td>
</tr>
<tr>
<td>1400 - 1600</td>
<td>Formal Networking 1-2-1 (Part One)</td>
<td>Vincennes &amp; St Cloud</td>
</tr>
<tr>
<td>1600 - 1615</td>
<td>Coffee break</td>
<td>Gouvion Lobby</td>
</tr>
<tr>
<td>1615 - 1645</td>
<td>Formal Networking 1-2-1 (Part Two)</td>
<td>Corot</td>
</tr>
<tr>
<td>1645</td>
<td>End of Conference Day 1</td>
<td>Corot</td>
</tr>
<tr>
<td>1830</td>
<td>Departure for Local Evening - please be prompt</td>
<td>Hotel Foyer</td>
</tr>
<tr>
<td>Midnight</td>
<td>Return to Hotel</td>
<td>Hotel</td>
</tr>
</tbody>
</table>

### COMpanions' PROGRAMME - DAY 1

- 1000 Departure from the Hotel - please be prompt | Hotel Foyer
- 1500 Return to Hotel | Hotel

### SATURDAY 26TH JUNE

<table>
<thead>
<tr>
<th>Time</th>
<th>Function</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>0700 - 0900</td>
<td>Breakfast for delegates &amp; companions</td>
<td>Hotel Restaurant</td>
</tr>
<tr>
<td>1000</td>
<td>Departure from the Hotel - please be prompt</td>
<td>Hotel Foyer</td>
</tr>
<tr>
<td>1600</td>
<td>Return to Hotel</td>
<td>Hotel</td>
</tr>
<tr>
<td></td>
<td>Evening at leisure</td>
<td></td>
</tr>
</tbody>
</table>

### SUNDAY 27TH JUNE

<table>
<thead>
<tr>
<th>Time</th>
<th>Function</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>0700 - 0900</td>
<td>Breakfast for delegates &amp; companions</td>
<td>Hotel Restaurant</td>
</tr>
<tr>
<td>0800 - 0900</td>
<td>Individual Committee Meetings / Open Sessions</td>
<td>t.b.c.</td>
</tr>
<tr>
<td>0915 - 0930</td>
<td>Address by new IELA Chairman</td>
<td>Corot</td>
</tr>
<tr>
<td>0930 - 1030</td>
<td>Recap of Friday’s Session</td>
<td>Corot</td>
</tr>
<tr>
<td>1030 - 1050</td>
<td>Coffee break</td>
<td>Gouvion Lobby</td>
</tr>
<tr>
<td>1050 - 1200</td>
<td>Breakout Sessions - to be advised</td>
<td>Diderot, Pascal, Descartes, Corot</td>
</tr>
<tr>
<td>1200 - 1230</td>
<td>Congress Venue Presentation - 10 minutes each</td>
<td>Corot</td>
</tr>
<tr>
<td>1230 - 1345</td>
<td>Buffet Lunch sponsored by Transit Air Cargo Inc.</td>
<td>Auteuil</td>
</tr>
<tr>
<td>1345 - 1525</td>
<td>Feedback - Breakout Sessions - 4 x 10 minutes</td>
<td>Corot</td>
</tr>
<tr>
<td>1525 - 1545</td>
<td>Coffee break</td>
<td>Gouvion Lobby</td>
</tr>
<tr>
<td>1545 - 1625</td>
<td>Session - to be confirmed</td>
<td>Corot</td>
</tr>
<tr>
<td>1625 - 1645</td>
<td>Open Forum Q &amp; A</td>
<td>Corot</td>
</tr>
<tr>
<td>1645 - 1700</td>
<td>Chairman’s Closing Address</td>
<td>Corot</td>
</tr>
<tr>
<td>1700</td>
<td>End of Conference Day 2</td>
<td>Corot</td>
</tr>
<tr>
<td>1930</td>
<td>Departure for Gala Awards Dinner - please be prompt</td>
<td>Hotel Foyer</td>
</tr>
<tr>
<td>Midnight &amp; 0100</td>
<td>Return to Hotel</td>
<td>Hotel</td>
</tr>
</tbody>
</table>

### COMpanions' PROGRAMME - DAY 2

- 0915 Departure from the Hotel - please be prompt | Hotel Foyer
- 1500 Return to Hotel | Hotel
Q What are the major customs documents required for imports?
A. •Original Commercial Invoice / Packing List,
•Original AWB or B/L ,
•Copy of the exhibitor’s booth/pavilion rental contract,
•Certificate of Origin (depending on the origin of the cargo),
•Health Certificate / Certificate of Free Sales / Certificate of Analysis, etc. may be required for food & beverages.
Please always check the requested documents with your Brazilian agent, based on the detailed description and H.S. Codes of the items.

Q Is fumigation requested on wooden packages?
A. Yes.

Q Is it possible to send the goods directly to the fair ground or do they have to be stopped by a customs point first?
A. No, all goods must go through customs points at the ports/airports or bonded warehouse. They can be delivered to fair ground only after customs clearance procedures are completed.

Q Is Temporary Import possible in Brazil?
A. Yes, it is possible. And please also note that restricted goods which require import licenses such as medical, dental and veterinary products, can only be imported under Temporary basis.

Q How and by whom is the Customs Bond Fee paid ?
A. Customs bond is paid by the Brazilian agent to the customs and the bond fee is charged to the Export agent or exhibitor directly.

Q What is the average period required for customs clearance?
A. The average customs clearance period may change between 2 – 20 working days, depending on the mode of transport (LCL seafreight shipments usually take longer time) and the description of the goods. You may be required to make the shipment even 30 days prior to delivery date, if goods contain restricted items. Please always check the consignment deadlines with your Brazilian agent on spot basis.

Q What are the major problems experienced in Brazilian customs?
A. Wrong declaration of description, serial numbers, quantity, value on the Invoices; weight discrepancy on the documents; “As agreed” clause on the AWB may cause serious delays and costs in the Brazilian customs, as these are the problems difficult to sort out.

Q Is sales allowed during the exhibitions?
A. Deals can be closed with the buyers; but goods which are imported Temporarily at the entry, can not be taken away during the show. If these goods are sold, they must be taken to the bonded warehouse after the show, where the buyer has to apply for a nationalization paying all taxes & duties. The machine can be released only after customs approve the nationalization.

Q What are the restricted & prohibited items for Permanent Importation?
A. For the importation of food, beverages, medical and dental products, there is additional bureaucracy involving the Ministry of Agriculture and Health. Permanent Importation of these items may require an import license or even a legal representative based in Brazil. Please always check procedures and requirements for these items, with your Brazilian agents.

Q What is the average inspection (physical check) on exhibits mandatory in Brazil?
A. Yes, it is mandatory for almost all shipments. Also photos of the items are taken by the agents for checking at re-export.

Q Is customs inspection (physical check) on exhibits mandatory in Brazil?
A. Yes, it is mandatory for almost all shipments. Also photos of the items are taken by the agents for checking at re-export.
November 2009.
Manager, effective from 5th company, as our General Amaury CHAUMET in our announce the arrival of Mr November, we are pleased to customers and contractors last As we informed our agents, Duval at the head of our company Amaury Chaumet succeeds to René managed major transport France, Amaury CHAUMET years in exhibitions field in deontology.
Opening an office in Moscow, managed by Mr Frederic DEWECK, specialized in events, industrial & special projects,
Therefore, we have re-defined the responsibilities of the team, in order for you to contact easily the right person.

Our team is proud and excited that he choose E.S.I. to fulfill his project.
Since Amaury’s arrival among us, we have already improved our organization:
• Reinforcement of our events team : We have welcomed Emmanuel PITCHELU as our Development and Import Manager, Laurent LABARRERE as sales & operations manager for events in U.E.,
• Creating a new department specialized in logistics, events, special projects to Russia and Eastern Europe countries, managed by Mrs Chantal BUREL
• Opening an office in Moscow, managed by Mr Frederic DEWECK, specialized in events, industrial & special projects,
Therefore, we have re-defined the responsibilities of the team, in order for you to contact easily the right person.

Your interlocutors will be:
General Manager
Mr Amaury CHAUMET
amaury.chaumet@group-esi.com
Import Manager
Mr Emmanuel PITCHELU
emmanuel.pitchelu@group-esi.com
Export Manager
Mrs Evelyne DUVAL
evelyne.duval@group-esi.com
Transports to Russia Manager
Mrs Chantal BUREL
chantal.burel@group-esi.com
Moscow office Manager
Mr Frederic DEWECK
frederic.deweck@group-esi.com

Our aim is simple : improve the level of services provided to our customers and agents, and extend the logistics solutions which are expected from us.
In order to match with our new impulse, we re-designed our web-site.
Please visit us on: www.group-esi.com

Amaury Chaumet succeeds to René Duval at the head of our company

As we informed our agents, customers and contractors last November, we are pleased to announce the arrival of Mr Amaury CHAUMET in our company, as our General Manager, effective from 5th November 2009.
Indeed, René DUVAL, who created E.S.I. in 1984, decided to retire some months ago, and was looking for the right person who could succeed him and develop our business in the original spirit of our company: providing a high-level service to our partners and clients in respect of our industry’s deontology.
After having worked several years in exhibitions field in France, Amaury CHAUMET managed major transport companies in Eastern Europe countries. He wanted to come back to his native country and return to the events industry.

DATE AND VENUE 2010
FOR THE 5TH SENIORS CLUB MEETING

The 5th Senior Club Meeting will take place in Brussels, Belgium on Friday 21 - Sunday 23 May 2010.
We are pleased to announce a record attendance of 26 persons coming from 8 countries (3 from Japan) and that we will be honored by the presence of our Chairman Achim Lotzwick.
An exciting programme has been prepared. More to follow in the next IELA World.
Jean-Paul Moser
Hans R. Brauchli
The International Exhibition Logistics Associates is a worldwide trade association dedicated to enhancing the professionalism of the logistics and freight handling segments of the event industry. IELA has 113 members in 45 countries.

ARGENTINA
BTG-EXPOTRANS S.A.
Azopardo 1337, piso 1
C1107ADW Buenos Aires
Mrs Laura An-haya
laura@btg-expotrans.com.ar
T: +54 11 4363 9350
F: +54 11 4363 9351

AUSTRALIA
Agility Fairs & Events Pty (Australia)
P.O. Box. 1328
VIC 3043 Tullamarine
Mr Robert Moore
remotr@logistics.com
T: +61 3 9330 33 03
F: +61 3 9330 33 37

Schwenker Australia Pty Ltd
Private Bag 53
NSW 1435 Alexandra
Mr Heimo Schwarzbauer
heimo.schwarzbauer@schwenker.com
T: +61 2 4090 2295
F: +61 2 4090 692

Lagermas Intern. Spedition GmbH
Radingerstrasse 16
5020 Salzburg
Mr Hans Georg Kracher
5020 Salzburg
GmbH
Lagermax Intern. Spedition
AUSTRIA
T: +61 2 9333 03 33
NSW 1435 Alexandria
Private Bag 53
Agility Fairs & Events Pty
Australia
T: +61 3 9306 5733
F: +61 3 9306 5757

BELGIUM
Kristal bvba
Brucargo West, Building 829a
1931 Zaventem
Mrs Lieve Myvis
lieve.myvis@Kristal- logistics.com
T: +32 2 7514680
F: +32 2 7514720

Ziegler Expo Logistics
Brussels Expo
Parc des Expositions
Tentoonstellingspark
1020 Brussels
Mr Thierry Demeure
thierry.demeure@zieglergroup.com
T: +32 2 475 45 40
F: +32 2 475 45 69

BRAZIL
Fulshandig Shows e Eventos MC Ltda
Rua Elia Luiz 164 – Vila Maria
02114-010 São Paulo
Mr Claudio Machado
clm@fulshandig.com.br
T: +55 11 2207 7650
F: +55 11 2207 7654

PR CHINA
Agility Fairs & Events Logistics
(Shanghai/Hainan/Hong Kong) Co Ltd
No.1606-1608, Shanghai Mart
2299 Yan An Road (West)
200033 Shanghai
Ms Jennifer Fu & Mr Christopher Yang
fu-china@agilitylogistics.com
T: +86 21 6236 6060
F: +86 21 6236 5657

Air Sea Transport Co., Ltd.
Flat 8, 18th Storey of Futai Building
No.18 Hongkong Zhong Road
266071 Guangzhou
Ms Cathy Zang
expochina@airsea.com.cn
T: +86 532 85711995
F: +86 532 86072222 ext.218

BULGARIA
Orbit Ltd
16, Prodan Tarakchiev Str.
1540 Sofia
Mr Ludmil Rangelov
hhgs@orbit.bg
T: +359 2970 6300 / 400 / 500
F: +359 2970 7782

CANADA
Schener of Canada Limited
6535 Northwest Drive
Ontario L4V 1K2 Mississauga
Mr Peter Elek
peter.elek@schenker.ca
T: +357 25 75 1155
F: +357 25 75 5820

CZECH REPUBLIC
CENTRUMSPED s.r.o.
Vystaviste Praha
17000 Prague
Mr Tomah Guiguis
T: +420 2 3329 38 38
F: +420 2 3329 38 33

DENMARK
Blue Water Shipping A/S
Trafikhavnsg 11
6700 Esbjerg
Mr Claus Rauh
rauh@hansgroupevents.com
T: +45 7 913 4015
F: +45 7 913 4677

ERG
Quick Cargo Door-to-Door Services
P.O.Box 415 Dokki
Cairo
Mr Sherif Khayat
Sherif@agilitylogistics.com
T: +20 2 03390 262
F: +20 2 03390 133

EGYPT
Samehco Int’l Forwarding & Exhibition Services Co
32, Andalus St.
11341 Heliopolis, Cairo
Mr Sameh Guiguis
T: +20 2 245 13 55
F: +20 2 245 55 911

FINLAND
Suomen Messulogistiikka Oy
P.O.Box 55
00521 Helsinki
Mr Eriki Koski
erikki.koski@timlog.fi
T: +358 10 309 6611
F: +358 10 309 6615

FRANCE
Clamageran Foireexpo
Parc des Expositions
Porte de Versailles
75015 Paris
Mr Lucien Lawson
lclawson@clamageran.fr
T: +33 1 57 25 18 09
F: +33 1 45 30 28 81

GERMANY
ATEGE GmbH Fairs & Exhibitions
Wurzelstrasse 2
D-60327 Frankfurt
Mr Bernd Kell
kell@atege.de
T: +49 69 9746 5300
F: +49 69 9746 5333

BTG Messe-Spedition GmbH
Parkstrasse 35
86442 Langwed/Augsburg
Mr Christoph Rauh-messe@btg.de
T: +49 821 4986 145
F: +49 821 4986 231

Cretschmar MesseCargo GmbH
Reinholz Bahnhstraße 33
40599 Düsseldorf
Mr Achim Lotzwick
achim.lotzwick@cretschmar.de
T: +49 211 7401 270
F: +49 211 7401 276

DHL Trade Fairs & Events GmbH
Am Effeltor 12
50997 Köln
Mr Richard Beld
richard.beld@dhl.com
T: +49 221 39802 50
F: +49 221 39802 20

Hansa-Messe-Sped GmbH
Bombreich 94
42109 Wuppertal
Mr Jörg Kessenbrock
joerg.kessenbrock@hansa- messe-speed.de
T: +49 202 271 5850
F: +49 202 271 5858

Schwenker Deutschland AG
Corporate Office, Fairs & Exhibitions
Langer Kornweg 34
65451 Kelsterbach
Mr Ulrich Kasimir
pakim@schwenker.com
T: +49 6107 74410
F: +49 6107 74413

IELA MEMBERS’ LIST APRIL 2010
IELA MEMBERS
WWW.IELA.ORG
IELA MEMBERS

SWITZERLAND

Agility Logistics Ltd
Fairs & Events
P.O. Box
4002 Basel
Mr Thomas Luechinger
E-mail

DHL Logistics (Switzerland) Ltd
Trade Fairs & Events
Heldaustrasse 66
9470 Buchs SG
Mr Mathias Schatzmann
Mathias.Schatzmann@dhl.com
T: +41 31 3370 143
F: +41 31 3370 507

TURKEY

Ertem Int'l Transport & Trade Co. Ltd
Guzelyurt Mah. Beykoop 1. Bole standsafta K2 \t

Gruptrans International
Krim Cadd-31 06570 Erick-Andarko
Mr Feyzan Eral
feyzan@gruptrans.com
T: +90 212 215 4344
F: +90 212 215 5090

Iada Expo; Ida Int'l Exhibition Consultancy And Logistics SVCS. Ltd.
Acibadem CD. Tekin Sokak
Marmara Sitesi, B Blok, D.2
Acibadem, Kadikoy
34718 Istanbul
Ms Tijen Ozer
Tijen@daexpo.com
F: +90 216 326 5852 / 5065
F: +90 216 326 5777

UNITED ARAB EMIRATES

Airlink International U.A.E.
Dubai
Mr Chys Mendonca
chyrs@airlink.ae
T: +971 4883 8111
F: +971 4883 8122

BGH Exhibition Forwarding Ltd
10 Ogroove Drive
Handsworth
Sheffield S13 9NR
Mr Michael Hunter
michael@bhgforwarding.com
T: +44 1142 690 641
F: +44 1142 693 624

Schenker Fairs & Events Ltd
Unit 2 Sylvan Court
Sylvan Road
Southfields Business Park
Laindon
Essex SS15 6TW
Mr Andreas Barth
andreas.barth@dbschenker.com
T: +44 1268 632 200
F: +44 1268 416 490

GBE Show (L.L.C.) - Freightworks
P.O. Box 5514
Dubai
Mr Irshad Khan
irshad.khan@freightworks.com
T: +971 4204 4460
F: +971 4204 4470

Kano Exhibition Services
Al Quoz Industrial Area
P.O. Box 290
Dubai
Mr Lee Alford
kezmg@dubai.ae
T: +971 4 347 60 26
F: +971 4 347 60 31

Salem Freight International
P.O. Box 44256
Suite 801, Al Saman Tower, Hamdan Street
Abu Dhabi
Mr Farook Al Zeer
sfu@europe.emirates.net.ae
T: +971 2 277 73 33
F: +971 2 262 669

United Kingdom

CEVA Showfreight
Unit 3a
National Exhibition Centre
Birmingham B40 1PJ
Mr Philip Powell
phil.powell@cevalogistics.com
T: +44 121 782 8488
F: +44 121 782 2275

EF-GSM Ltd
The Old Stables House Farm
Redhill, Wateringbury
ME18 5NN Kent
Mr Stephen Turner
steve@ef-gsm.com
T: +44 1622 816 888
F: +44 1622 817 485

Europe Showfreight
Tilston Road
Bordesley Green
Birmingham B9 4PP
Mr Jeffrey Broom
jbroomeurope.com
T: +44 121 766 8000
F: +44 121 773 4920

Exhibition Freightling Ltd.
The Oasts
Mill Court, Mill Street
East Malling ME19 6BU
Mr Neil Gooch
neil@exhibitionfreighting.com
T: +44 1732 872 338
F: +44 1732 872 339

United Arab Emirates

Airlink International U.A.E.
Dubai
Mr Chys Mendonca
chyrs@airlink.ae
T: +971 4883 8111
F: +971 4883 8122

Schenker Fairs & Events Ltd
Unit 2 Sylvan Court
Sylvan Road
Southfields Business Park
Laindon
Essex SS15 6TW
Mr Andreas Barth
andreas.barth@dbschenker.com
T: +44 1268 632 200
F: +44 1268 416 490

USA

Airways Freight Corporation
P.O. Box 1888
Fayetteville, AR 72702
Mr Bradley Watson
bradawl@airwayfreight.com
T: +1 479 442 6301 ext.100
F: +1 479 442 6300

GlobeX Logistics Inc.
4041 S. Wash Avenue, Ste. B
Las Vegas, NV 89120
Mr Peter Warren
peterwarren@globexlogistics.net
T: +1 702 433 1059
F: +1 702 433 2948

Rock IT Cargo Fairs & Exhibitions
2025 E. Linden Avenue
Linden NJ 8724
Mr William Langworthy
Bill@rock-itcargocom
T: +1 908 486 3999
F: +1 516 706 7677

Sho-Air International, Inc.
5401 Aoye Ave
Huntington Beach, CA 92649
Mrs Ken Marmolejo
kyn@shoair.com
T: +1 949 476 9111
F: +1 949 476 9992

Transit Air Cargo, Inc.
2204 East 4th Street
Santa Ana, CA 92705
Mr Claus Chirklund
claus@transitair.com
T: +1 714 380 5580
F: +1 714 571 0330

TMI Group Inc.
3490 South Pecos Road
Las Vegas, NV 89121
Mr Greg Keh
greg@globaltmi.com
T: +1 702 691 9032
F: +1 702 691 9045

Unigroup Worldwide, Inc. - UTS
One Worldwide Drive
St. Louis, MO 63026
Mr John Harrison
John.Harrison@unigroupinc.com
T: +1 732 308 0029
F: +1 732 308 0094

Spain

Resa Expo Logistic
C/Ciencias-Entrada 1,
Apartado de correos 2045
Reus, Tarragona 43280
Mr Roberto Fuman
roberto@resalogistics.com
T: +34 97 298 13 28
F: +34 97 298 13 87

Cevelop (S.L.C.) - Freightworks
P.O. Box 5514
Dubai
Mr Martin Reinhard
martin.reinhard@freightworks.com
T: +44 1268 632 200
F: +44 1268 416 690

Elbrus Forwarding Ltd
10 Ogroove Drive
Handsworth
Sheffield S13 9NR
Mr Michael Hunter
michael@bhgforwarding.com
T: +44 1142 690 641
F: +44 1142 693 624

A. J. van Deudekom B.V.
P.O. Box 310
Industrieweg 35
1115 ZG Duivendrecht
Mr Bas Oversier
bas@deudekom.nl
T: +31 20 412 39 15
F: +31 20 698 1318

Bridgewater
P.O. Box 8109
Dubai
Mr Vinay Sharma
vinay@bridgewateripping.com
T: +971 4 866 1170
F: +971 4 866 1077

TRANSPORT & TRADE Co. Ltd
Tianjin Port, Tianjin
Mr Wenyi Zhao
T: +86 22 2502 8003
F: +86 22 2507 0680

Van der Helm – Hugid Rotterdam BV
P.O. Box 1049
3160 AE Rhoon
Mr Gerard Rijke
expo@hugid.com
T: +31 10 506 6187
F: +31 10 501 6185

Siewerdtstr. 60
8050 Zuerich
Mr Daniel Bataller
d.bataller@bclond.ch
T: +41 31 798 13 28
F: +41 31 798 13 87

Trans-Impec AG Ltd
Tiefenackerstrasse 49
Kanton St.Gallen
9450 Altstatten
Mr Markus Sprecher
info@temp.ch
T: +41 71 750 03 40
F: +41 71 750 03 44

Sponsorship

IELA MEMBERS' LIST APRIL 2010
## IELA AFFILIATE MEMBERS

### BRAZIL

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

### GERMANY

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

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

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

Schenker Deutschland AG - Düsseldorf  
T: +49 211 4362810  
F: +49 211 4542648  
fairs.duesseldorf@dbschenker.com

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

Schenker Deutschland AG - Frankfurt am Main  
T: +49 61 07 74 560  
F: +49 61 07 74 559  
weiseidel@dbschenker.com

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

### INDIA

R.E. Rogers India Pvt Ltd - Bangalure  
T: +91 60 2469 0555  
F: +91 60 2413 3881  
rogers@bgl.vsnl.net.in

R.E. Rogers India Pvt Ltd - Hyderabad  
T: +91 40 2311 2374  
F: +91 40 2311 2375  
rogersindia_hyd@hotmail.com

R.E. Rogers India Pvt Ltd - Mumbai  
T: +91 22 28208323; 3824; 3845  
F: +91 22 28208942  
rogers_mumbai@vsnl.com

### ITALY

Expotrans S.r.l. - Milan  
T: +39 02 3662 8606  
F: Import: +39 02 3662 8610; 4531  
alessandra.dellavedova@expotrans.it

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

### SPAIN

TRANSNATUR S.A. - Coslada/Madrid  
T: +34 91 6707900  
F: +34 91 6707929  
fairs@mad.transnatur.com

### TRANSNATUR S.A. - Paterna/Valencia

### SWITZERLAND

Gondrand LTD - Basel  
T: +41 61 285 32 90  
F: +41 61 281 05 94  
e.mantin@gondrand.ch

### UNITED ARAB EMIRATES

Airlink Abu Dhabi L.L.C. - Abu Dhabi  
T: +971 2 634 9597  
F: +971 2 631 1417  
jamil@airlinkauh.ae

### U.S.A

TWI Group, Inc. - Los Angeles  
T: +1 310 568 9300  
F: +1 310 338 0316  
dcamier@twiglobal.com

TWI Group, Inc. - New York  
T: +1 718 712 6300  
F: +1 718 712 6053  
rlibertelli@twiglobal.com

TWI Group, Inc. - San Francisco  
T: +1 650 357 1302  
F: +1 650 357 7563  
miller@twiglobal.com

---

**IELA MEMBERSHIP**

Following the discussions on strategic objectives at the London General Assembly in June, the outcomes was that focus should be made on White Spot Countries, without compromising on ‘quality’, one of the unique identifiers that ensure IELA member companies stand out from the crowd.

To assist the pro-active approach of the IELA Executive Management, you the IELA members are asked to recommend specialist event logistics providers that you know deliver a quality service. Email Anna with contact details of any companies that you would be prepared to sponsor for IELA membership.

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

Dear all, I would like to thank you all for supporting me for this position as Chairman of Membership Working Group. I hope I can continue to lead this Group on the same lines as was led by Mr. Greg Keh and Mr Alan Hunter.

There have been discussions on quality verses quantity members and views of this Group for quality membership have prevailed and I am sure we all shall continue to maintain the same. At the same time one point of discussions has always been about adding members from White Spot countries. Efforts have been made by Greg and Alan as well as most of us to identify these White Spots and promote IELA for bringing in membership from these areas.

Awareness and importance of IELA has already been established thru various forums and this has reflected in growth of Membership in last couple of years.

One of the issues which had been discussed is, whether we should dilute some of the criteria for qualification of the applicant from White Spot areas or should there be some concession in Membership Fees? I would welcome your valued suggestions on these issues so that we can discuss it in proper earnest during the IELA Congress in Paris.

Looking forward to your suggestions and comments and once again thanking you for your support.

Best Regards
SHIRISH KULKARNI

FROM THE OUTGOING CHAIRMAN

The highlight of my short period of time as Chairman of the Membership Working Group was being invited to attend the Board of Management (BOM) meeting in Las Vegas last December, together with two other Chairmen of Working Groups, John Harrison (Organisers) and Jim Kelty (Training).

This gave us the opportunity of informing the BOM of the up-to-date situation concerning our respective Groups. I gave a detailed report of the work the Group had done during 2009.

Since I took office after the London Congress there had been 38 enquiries for possible membership, however after further investigation it transpired that 11 of the companies are not involved in the Trade Fair Industry! Of the 27 positive enquiries, 21 did not reply after being sent the membership information pack. However, the remaining companies have shown interest and have been processed.

A lot of work has been carried out on “White Spot” countries as far as research by The Secretariat is concerned, as well as members giving the matter serious thought.

Although the race to a membership of 150 has been abandoned, every effort is being made to increase the membership with quality admissions.

Various other matters concerning the Membership Group were discussed including ways of ensuring that companies have an incentive to join during the period after the Annual Congress.

By attending the BOM meeting it also helped me to understand how the BOM worked. Little did I know that shortly after the meeting, circumstances would change insomuch that I was asked if I would accept the position of Treasurer of IELA and put my name forward for election to the BOM.

This meant that it was necessary to find and appoint a new Chairman of the Membership Working Group. The BOM considered two applications and finally agreed that Shirish Kulkarni of Orient Marine Lines in India should take over with immediate effect. I wish him well in his new position and I know that he will do a great job together with the very supportive group of members.

I would like to take this opportunity of thanking my predecessor, Greg Keh for his invaluable advice and support during my short period of office. In addition, I would like to thank Anna for all her help, advice, supply of information and hard work in processing applications when they are received at The Secretariat.

Last, but certainly not least, I would like to thank every member of the Group for their support and dedication when considering the various applications as and when they have been received.

Thank you to you all.

ALAN HUNTER

NEW CHAIRMAN
Shirish Kulkarni

CONTACT DETAILS
T. +91 11 23514040/45359921 (direct) E. shirishk@orientm.com
IELA’s prominent Winter Seminar returns to its popular venue in Zurich, Switzerland January 12-16, 2011. Following the unique character of the previous events, the next Winter Seminar will again combine compelling classroom sessions and networking opportunities for the participating students in the Wednesday-to-Sunday timetable.

The Seminar begins on Wednesday evening much like an IELA Annual Congress with an informal reception for introductions and a gathering for all to meet each other. The process of everyone meeting is continued the following morning with an intense “speed dating” session structured for a series of face-to-face discussions for all of the individuals.

The heart of the event follows over the next three days with comprehensive classroom sessions covering a wide range of industry-focused topics. History of IELA, Application of Tariffs, Customer Service, Insurance Coverage & Liability, IELA Standards, Export and Site Agent Responsibilities are just some of the presentations delivered in a highly interactive format to allow as much “hands-on” student participation as possible. A Customs Workshop is also planned to provide an in-depth look into current customs issues and regulations as they affect exhibition shipments in the USA, Europe and Asia.

Group work on three different case studies are carried out by the participants – the prep work being done prior to their arrival and a report on the results given to the entire seminar group in Zurich. The primary aim with this exercise is to provide timely information on the subjects and, at the same time, promote valuable networking even before the students arrive in Switzerland.

As in previous meetings, all presentations are conducted by representatives of IELA Member companies and industry-related professionals, all volunteering their time and expense to be a part of the Winter Seminar. IELA is very much alive when member companies involve themselves so heavily in the association’s projects. A selection of guest speakers will also deliver presentations of particular interest for those in the exhibition industry.

The students will also get the opportunity to tour the Zurich Fairgrounds while an exhibition is in progress with a thorough look at the logistical environment of this important exhibition site. A final exam at the end of the Winter Seminar concludes the three days of intense learning with the student having the top score winning an invitation to the next IELA General Assembly.

After spending 3 days inside, the Winter Seminar spend their final day on a wonderful excursion to the Swiss Alps for a bit of sledding, snowball fights and lunch and dessert with a tremendous view of the skyline of the Swiss mountains.

The Winter Seminar presentations are structured for new employees as well as regular staff members. The contacts and networking they obtain during this fast-paced week will remain with them for years to come.

Full details, schules and registration information will be available at the IELA General Assembly in Paris. In the meantime, if you have questions or need any information please contact the Secretariat or Jim Kelty, Training Committee chairman at JimKelty@airwaysfreight.com
ORGANISERS WORKING GROUP

Admittedly, due to the recent legal issues facing IELA, the changes in the BOM, Legal Board and Secretariat, efforts and plans within the Organiser Working Group have been somewhat stalled since my recent participation at the IELA BOM meeting in Las Vegas last December.

IELA's 25th Birthday is upon us. This anniversary is a culmination of many years of effort, dedication, collaboration and relationships between and among many IELA members over the years.

So, given this, I would be remiss not to acknowledge some of those members who left, or resigned, for a variety of reasons, in the wake of the recent legal confusion and waste. All of them have contributed significantly to IELA; and, also, both directly and indirectly, to the Organiser Working Group.

A hearty thanks to Greg Keh, Phil Powell, Guido Fornelli, Neil Goatcher, and Declan Gane for their combined years of contributions to the BOM, Legal Board and Secretariat. I still look forward to the opinions, comments and counsel of these valuable colleagues. I believe they leave a positive, indelible impact on IELA.

As with any relationship, it would be hard to find one that did not have a period of volatility in 25 years; that differences did not surface; the relationship itself in question. Our Acting Chairman Achim Lotzwick has advised that the legal issues are withdrawn; order is restored. We commend Achim’s efforts during a very difficult transition.

Fundamentally sound relationships, despite volatility, can endure and strengthen as differences are resolved. IELA is no exception to this.

So IELA’s 25th Birthday reflects the enduring value of our Association; the value of its ‘reason to be’. I believe each of us can cite examples of how we individually and collectively benefit from our membership in IELA.

The question still remains: how do we continue to create IELA value and benefits for its members? It seems to me, that is our basic Mission. For one, the answers lie in the voluntary efforts and ideas of all IELA members; both established and, particularly newer members. I’m certain there are many more solutions.

That’s why I’m excited about the potential our new members bring to IELA and the Organiser Working Group. Most of them reside in geographic regions that have not been neglected by IELA. Yet, in a way, these areas have not been actively represented or emphasized.

I approached the IELA BOM meeting in Las Vegas to highlight and correct this situation; to assist, if possible with funds or otherwise, legitimate efforts to create IELA.

Recognition in those relatively ‘untouched’ global regions. I believe it’s fair to say that IELA Recognition has matured well in Europe (not as well in Eastern Europe), North America, Australia and certain parts of Asia. But not so in the North African Region, Mexico, Central & South America, parts of the Middle East.

The new members of our Group such as Feras Bensouad-Libya, Rene Carvajal in Mexico, Agustin David in Argentina, Vinay Sharma in Dubai and Vicki Bedi in the Asian sub continent and beyond can assist with this development; not just because of the geographic localities, but their global business reach.

This is NOT to say that the Group’s efforts will be entirely focused on these “new areas”. There’s always room for development in our ‘mature’ areas. For example, witness Elaine Wong of Baltrans’ accomplishment—she recently established a reciprocal web link with the CHINA ASSOCIATION FOR EXHIBITION CENTERS.

In our court, we are proceeding to create an IELA link with the EXPO PROMOTER WEB site, they promote 37,975 Fairs and currently maintain 262 Web Partners.

It’s all about developing an IELA ‘BRAND’. Because, as an IELA member, you may never know, or directly link the business you receive due to our ‘BRAND’. But, chances are, IELA Membership may be, at least in part, responsible for your success. This, not counting the business you receive from your new and established IELA colleagues.

Paris, at the 25th Birthday, will be an opportunity to see and reinforce these notions.
A new year, a new beginning....

In 2009, we have come a long way – with IELA quality standard documents as well as IELA standard forms such as commercial invoice/packing list or worksheet available on the net for all members to use, if they wish to do so. So take a look!

At this stage, ready for download on the IELA website are:

IELA STANDARD FORMS:

<table>
<thead>
<tr>
<th>DESCRIPTION</th>
<th>FILE TYPE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial invoice/packing list</td>
<td>invoice.pdf</td>
</tr>
<tr>
<td>Commercial invoice/packing list</td>
<td>invoice.xls</td>
</tr>
<tr>
<td>SAMPLE Commercial invoice/packing list</td>
<td>sample_invoice.pdf</td>
</tr>
<tr>
<td>Worksheet</td>
<td>IELA Worksheet.pdf</td>
</tr>
<tr>
<td>Worksheet</td>
<td>IELA Worksheet.xls</td>
</tr>
</tbody>
</table>

QUALITY STANDARD DOCUMENTS:

| IELA Quality Control Protocol – On-site Agents | quality-protocol-onsite.xls |
| IELA Quality Control Protocol – Export Agents | quality-protocol-export.xls |

We will continue with more forms throughout the year – but don’t worry, we want to keep it to the “basics” and most certainly avoid communication overload. Keep it simple....

Again, the idea is for you, the members, to use this section as a “library of tools” – you can use it, we certainly encourage you to do so, but it’s not compulsory.

Apart from that, the Standard Surveys have now closed and the results are currently being evaluated by the IELA Secretariat. Once the analysis is finalised, we will provide an update to all of you.

The subject of the Surveys is certainly one of interest – and there are many different opinions within IELA about the benefits of the surveys. Some offer full support, others question their existence, and some are simply arguing the types of questions asked.

As the Standards Group, we want to take this matter up when we are all meeting again in Paris. We believe it is important to discuss the subject of the surveys, in particular the types of questions asked and their relevance to today’s market.

What do you – the member – think about the surveys? How would you like to see the surveys different? Do you believe in their true benefit? Many questions come to mind.....

To you, the member – we encourage you to let us know your thoughts, ideas and suggestions for those surveys. Anything we can use as discussion points in Paris will certainly help.
Hello again, after the toughest period of the year. We all have been very busy with the year-end issues, new year plannings, busy shows, problematic shipments, etc.

And back to IELA issues, here we go with a list of our activities since our last meeting at the IELA Report:

1-Customs forms:
The answers received in London from members to the questionnaire (and also the number of responses) showed us that customs forms were just good marketing tools for IELA members and in fact not a practical tools referred for daily business. They are not even known by many of the operations people. So we decided to simplify the forms, considering that the existing forms consumed a lot of time and energy to fill in.

New template of the Customs Form has been worked out by Sameh Guirguis (Customs Working Group Member) by the end of October 2009. Existing data of each country have been transferred to new forms by the Secretariat and published on the IELA web site under the new on-line system. Thanks to Declan, Anna and Anika (from My World of Expo) for the dedicated and speedy work during this period.

The new forms have been reviewed by all the members and updated in November 2009.

2-Customs links:
A very useful and creative suggestion by Jorge Reina of Reca Internacional, was to publish links on the IELA web site, to customs web-sites of the member countries in order to enable members to reach the correct and up-to-date information on local regulations and applications, as well as HS Codes.

New template of the Customs Form has been worked out by Sameh Guirguis (Customs Working Group Member) by the end of October 2009. Existing data of each country have been transferred to new forms by the Secretariat and published on the IELA web site under the new on-line system. Thanks to Declan, Anna and Anika (from My World of Expo) for the dedicated and speedy work during this period.

The new forms have been reviewed by all the members and updated in November 2009.

3-Country File on the IELA Report:
After a series of discussions among the Working Group Members, we decided to start a “Country File” section on the IELA Report. We started with Turkey as an example and decided to continue with another country on each IELA Report. We believe, this information can be filed as a useful guideline by the members and give a rough idea about the customs in the subject country. It is a nice tool for a comparison between the countries.

4-Publish Major Customs documents on the IELA website:
We agreed to have samples of some customs documents on the IELA web site, to at least show the members how they look in shape (ATA Carnet, ATR1, EURO1, CMR, T1, Health Certificate, Phytosanitary Certificate, Fumigation Certificate, etc.). We can also have link to the official web sites related to these documents. (like www.atacarnet.com Ms Maria Mambelli of Expotrans is working on this task and we will submit the related data to IELA Secretariat, once available.

So, hope to see you all in Paris…
MEMBERS NEWS

THE IELA BOARD OF MANAGEMENT

Board Functions

ACTING CHAIRMAN
ACHIM LOTZWICK
achim.lotzwick@cretschmar.de

VICE CHAIRMAN
CHRISTOPH RAUCH
Christoph.rauch@btg.de

TREASURER
ALAN HUNTER
alan@gbhforwarding.com

MEMBERS

MEMBER
ROBERT MOORE
remoore@agilitylogistics.com

FEYZAN EREL
feyzan@gruptrans.com

FAROOK AL ZEER
falzeer@eim.ae

SECRETARIAT
ANNA GUICHARD
anna@iela.org

Honorary Members
Mr. Stephen J. BARRY
Mr. Ernest M. DROESSAERT
Mr. Karl BUEHLER
Mr. Thierry DEMEURE
Mr. Dieter FRAEULIN
Mr. Jean-Paul MOSER
Mr. Hans BRAUCHLI
Mr. Ron BERRY
Mr. Ravinder SETHI

IELA REPORT 65
14

MEMBERS MOVES

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

NEW MEMBERS

We are pleased to welcome the following new member:

Marc Uitenbroek
Bas Wiendels
Valerde B.V.
Triport 1, 6th floor
Evert van de Beekstraat 46
1118 CL Schiphol Airport
The Netherlands
T. +31 20 653 8555
F. +31 20 653 7658
E. info@valerde.nl
Website: www.valerde.nl

Valerde is an independent International Freight Forwarder that is specialised in Event Logistics operating worldwide 24/7 and 365 days a year. We focus on service and providing keen rates. With a professional and experienced team we handle for a variety of clientele as the sole official agent or on shipment level the International Event Logistics, such as: • Tradeshows, Congresses, Fairs & Exhibitions, • Concert touring, Music & Theatre shows, • Festivals & Fine Arts events, • Sports events, • Automotive events • Lifestyle events • Outdoor events • Dangerous Goods & Industrial projects (heavy & oversized loads)

IELA SWITZERLAND ADDRESS CHANGE

Please note that the IELA Switzerland address has changed. All correspondence should be addressed to the following:

IELA - International Exhibition Logistics Associates
Route François-Peyrot 30
1218 Grand-Saconnex, Switzerland

AFFILIATES RESIGNATION

CEVA Showfreight, Duiven, London, Rotterdam & Utrecht

CHANGE OF ADDRESS

Schenker Fairs & Events Ltd
have now moved to:
Unit 2 Sylvan Court
Sylvan Road
Southfields Business Park
Laindon SS15 6TW UK

IELA EXPO

...exhibition logistics needs care!

Iida International Exhibition Consultancy and Logistics Services Inc.
Tel: +90 216 326 56 56 / 326 30 66; www.idaexpo.com

STANBUL / TURKEY

NEXT IELA REPORT
October 2010 (No 66) Deadline for articles: 13th September 2010 Email report@iela.org
NEW MEMBERS

We are pleased to welcome the following new member:

Benjamin Strelow
Head of Sales & Tradelane Development, India

Schenker India Pvt. Ltd.
DLF Building No. 8C, 12th Floor,
DLF Cyber City, Phase -II
Gurgaon – 122 002
Haryana, India
Tel.: +91 124 464 5000
Fax: +91 124 464 5100
E-mail: benjamin.strelow@db-schenker.com
Website: www.schenker-india.com

DB Schenker India offers a complete range of international air and ocean freight services as well as integrated logistics services and global supply chain solutions from a single source.

With 31 offices and over 31 warehouse locations with more than 1,000,000 sq. ft. of space, and with 1,300 logistics professionals at your service we are everywhere our customers want us to be. DB Schenker India offers business IT applications and solutions that are built on revolutionary technologies.

Facts & Figures
- Established in 1996
- 31 office locations.
- 31 warehouses.
- 1,300+ logistics experts.
- +1,000,000 sq ft of warehousing space
- Own Custom Clearance License
- ISO 9001:2000 & CTPAT Certified

ERNIE DROESSAERT
(1930 - 2009)
EX-DIRECTOR OF CLAMAGERAN-FOIREXPO, FRANCE

We would like to express our sincere condolences for the passing away of Mr. Ernie Droessaert.
He was highly respected and well known in our exhibition logistics industry as well as IELA family.

Ernie was our director until he retired and moved to Luxembourg. He attended the 4th IELA Seniors Club meeting in September 2009 in Paris and it was scheduled that he will hold the 5th meeting in Luxembourg. It’s so regretful that he can never be with us again. It’s a big loss for us because he was indeed a trustworthy partner not only during his career, but also continue after his retirement as a true friend and a kind family man.

He is now with God in a better place but left over all the best memories he had with us. He will be deeply missed by all who knew him.

CLAMAGERAN-FOIREXPO

ERNY DROESSAERT

It is with much sorrow that I tell you of my friends passing. Erny and I starting working together in 1973 at the Paris Air Show. I can remember like it was yesterday trying to find this “Erny Droessaert”, and wondering if he spoke English. It was my first venture to Paris and I wasn’t at all certain exactly how things were going to work out. When I found Erny, he was holding court in what appeared to be a gypsy wagon. He English was good, but with a heavy French accent, told me to sit down and we would discuss the business over a nice Armagnac!

Although things progressed through the years, one thing remained steadfast, our friendship. Erny could light up a room with his smile, and could tell stories about past times that made your soul glad. I was happy to have seen my friend in Paris in September, looking better that I’ve ever seen him. We had three wonderful days together that I will never forget. I know that God was watching over us in Paris and gave us this last time to be together, and I am most grateful.

Here’s to you Erny my friend, I lift my glass of Armagnac to you.

Stephen J Barry Jr
EXHIBITION LOGISTICS LEADER
IN FRANCE

PARIS EXPO - Porte de Versailles:
(And for other French regions)
Tel: +33(0)1 572 518 01
Fax: +33(0)1 453 028 81
Email: paris@clamageran.com

Paris Nord- Villepinte:
Tel: +33(0)1 486 333 34
Fax: +33(0)1 486 332 38
Email: villepinte@clamageran.com

Lyon:
Tel: +33(0)4 789 006 00
Fax: +33(0)4 789 051 61
Email: lyon@clamageran.com

Nice-Cannes-Monaco:
Tel: +33(0)6 208 377 98
Fax: +33(0)1 453 028 81
Email: french-riviera@clamageran.fr

Montpellier- Marseille:
Tel: +33(0)1 572 536 40
Fax: +33(0)1 453 028 81
Email: france_sud@clamageran.com

Worldwide agent service:
Tel: +33(0)1 572 518 09
Fax: +33(0)1 453 028 81
Email: worldwide.agent-service@clamageran.com

Export department:
Tel: +33(0)1 486 332 20
Fax: +33(0)1 486 323 05
Email: export@clamageran.com

CLAMAGERAN FOIREXPO - ON SITE / OPERATION OFFICES:

www.clamageran.com