

Letters from the President and Past President

Dear FEDEMAC reader,

I have to inform you that a group of funny people met in Bruxelles on your behalf and decided to make me President of FEDEMAC. No, it is not a joke! God forgive them, they did not know what they were doing! Anyhow, let us get to know each other.

My name is Arnaldo, I was born in Rome on Boxing day of the year 1946, early Capricorn. I'm married with Enza with whom I have Marco (32), Sara (28) and Roberta (21). Asia, our lovely 8 years old Boxer, would be offended if forgotten here.

I was 12 when I first started to work in this business; I did not achieve good results in my studies and, as often happened in those days, my father Aldo sent me as a summer helper to the company warehouse. It was a punishment; I loved it!

Ever since I spent part of my summer time in the company that one day became my own (1981). Starting so early I was able to experience and to learn this wonderful profession from scratch. From 2004, I shared the ownership with Enza and Marco forming the company 1877 STEIN srl where 1877 stands for the year of establishment, STEIN for the family name of the German founder (Mr Carl Stein from Frankfurt on the Oder) and srl for the type of enterprise that is equivalent to the English Ltd.

My experience relating to the association's activities started in 1974 when I joined the Board of the Italian Moving Association A.I.T.I. (former SITI) and I was elected President in 1977.

One good thing about our profession is that it does not let you get bored (reading this letter is the exception that confirms the rule). Every day there is something new to know and to learn and this last opportunity to serve you and to help our industry as President is extremely challenging and stimulating.

We have 3 years to get to know each other better and for you to ask FEDEMAC and me to achieve the targets and to give the attention that our profession deserves, on behalf of the consumers, our clients.

My team is ready to work, to fight and to share with you our concerns and to plan the strategies in order to pursue our goals; let me introduce them to you:

Mr. Lucien Pot – 1st Past President, Vice-President & Treasurer; Mr. Denis Caulfield – 2nd Past President, FEDEMAC Ambassador and young movers' Peter Pan; Mr. Tony Richman – Past President and co-opted Board Member for lobbying; Mr. Aivars Usans – Board Member in charge of FEDEMAC future and projects; Mrs. Sabine Hartmann – newly elected Board Member; Mr. Stephen Vickers – newly elected Board



photo: archive

Member; Mr. Roberto Megia Rodriguez – newly elected Board Member and Dr. Ellen Troska who is in charge of FEDEMAC headquarters in Hattersheim. You will hear more about them in the near future.

Please feel free to communicate with me arnaldo.righetti@fedemac.com or with our Secretariat headquarters@fedemac.com for any query, suggestion, warning, etc. you might have.

So as you attend to your daily business, relay your comments, ideas and suggestions to us and accept my very best wishes for a happy New Year.

Your sincerely

Arnaldo Righetti
FEDEMAC President

Time for the next step

Well, my friends, this is my last President's letter (or should I say my first Past-President's letter) to all of you. My 3 years term for my presidency have ended and I am very happy that our General Assembly appointed Arnaldo Righetti as our new President. Looking back on the past 3 years, I notice that FEDEMAC has expanded in several new countries and that the working-agenda of the Board has changed into an active business and action plan. I agreed with your new President and with the Board my availability for re-election so that I can continue to support the work of FEDEMAC and the new President with his important tasks and duties. I would like to thank my

Board for its support and trust during my presidency and especially when I was doing my work in the "Dutch" way. Big thanks to Ute, Aivars, Arnaldo, Carl, Denis, Klaus, and of course to our co-opted Board Member Tony. A dedicated thank you also to Dr. Ellen Troska, who is in charge of FEDEMAC headquarters in Hattersheim and my Personal Assistant for her input, advices and balance in the Board.

I am very confident in handing over the tasks to Arnaldo who, I'm sure, will lead FEDEMAC to new targets. He knows that he can count on his new board.

Lucien Pot
Past President



photo: archive

Italian movers towards future

In the past, Italian movers have operated with the minimum of legislation and official restrictions. They have had to be responsible and attentive to the ethics of the industry. This has allowed the irregular operators to operate with much freedom in the moving market.

The Italian moving Association A.I.T.I. was created by a small group of 15 leading companies. It was closely connected to FIDI and did not really represent the Italian national moving business.

Four years ago, it was decided to transform A.I.T.I. to truly represent the industry at national level, but we had to wait until 2009 to introduce the changes necessary to fulfill the aims and intention of the founders.

A.I.T.I. moved into the offices of CONFETRA (the confederation that represents all national associations involved with transportation, forwarding, warehousing and logistics) and employed Dr. Peter Foppen as its Deputy Secretary.

In November, at the extraordinary General Assembly held at Roman Chamber of Com-

merce, the Italian Undersecretary of Infrastructure and Transport, Mr. Bartolomeo Giachino, pledged to deal with the removal industry's needs. This included the establishing of professional qualifications and the fight against pirate companies. This is to be dealt with by the National Transportation and Logistics Council.

This formal pledge on behalf of the Italian Government concluded the "Progetto Trasloco (removal project)" meeting that was highly supported by the associations Learn To Be Free (LTBF) and Pro.Ge.A.

At the Roman Chamber of Commerce Stock Exchange, Ms. Irene Pivetti, LTBF President and former President of the Italian Parliament's Low Chamber, participated actively in the presence of distinguished representatives of INAIL (National Insurance Institute for Work Accidents), of the Department for Equal Opportunities of the Presidential Council and of the Roman Chamber of Commerce. They stressed the necessity and urgency of a separate regulation for this industry.

Several qualified speakers intervened, notably CONFETRA Director, Dr. Piero

Luzzati, who dealt with the forthcoming EU regulations as well as with the approaching negotiations for the renewal of the industry's national collective labor agreement. LTBF President, Ms. Pivetti, assured her organization's lobbying activity concerning EU regulations and training.

A.I.T.I. Vice President, Dr. Sandro Gobbi, stressed the sensitivity of such services as being provided at a very traumatic time for a family or a company.

A.I.T.I. President, Mr. Massimo Miani, in conclusion, congratulated the professionalism of the enterprises which specialize in our field. He stressed the need for an urgent revision of the present VAT regulations for taxing private customers. This will assist in the fight against the pirate carriers and tax evasion.

Prof. Gaudenzio Marrocchi
Presidential Advisor

Dr. Peter B.G. Foppen
Secretary

The Future of Transport in Europe

With its communication on "A sustainable future for transport: Towards an integrated, technology-led and user friendly system", the Commission started a debate for a Transport White Paper 2010 – 2020.

Ageing, migration, environmental challenges, scarcity of fossil fuels, urbanization and global trends most likely will be some of the most important challenges which will shape transport policy in the coming decade. Decarbonising of transport shall be at the centre of this transport policy.

Addressing urban mobility will undoubtedly play a growing role in the European Transport Policy and will require concerted action by regional and local authorities. This is one of the main working areas for the removal industry. For instance environmental zones

in cities will need an EU framework to safeguard a certain level of harmonization. The same applies for the introduction of electrical vehicles in urban mobility to avoid fragmentation or inconsistent approaches.

An open and free internal market for people and goods is one of the pillars of the European Union. An open market without barriers will lead Europe to new ways of economic development and growth. The challenge for the market and authorities is to find the proper balance in this development together. In that way prosperity and well being can go hand in hand. It is the responsibility for authorities to set the framework, standards and limits.

It is the responsibility of the market to enterprise within these conditions. The market has the power to realize the goals set by the authorities. Therefore

a renewed and an optimal cooperation between authorities and the transport industry is needed to realize the ambitions in a new European Transport Policy. This cooperation should be based on trust and ample opportunity for entrepreneurship within clear preconditions.

It is in this framework that FEDEMAC should continue her important contribution to shape a common transport policy in the interest of the European removal industry. After many years of working within FEDEMAC as part of my professional activities, my involvement in the removal industry finally comes to an end. I thank all colleagues and friends in FEDEMAC for their cooperation and friendship and I wish them and FEDEMAC all the best for the future.

Henk Kramer
TLN (Transport en Logistiek Nederland)

Delahaye Moving Announcement

Delahaye Moving is delighted and honoured to announce that our Managing Director, Mrs. Elisabeth Delahaye, has been awarded the prestigious Chevalier Ordre de la Couronne (Knight of the Order of the Crown) by King Albert II of Belgium for

services to the Belgian state. She received the medal from H.E. Ambassador Jean-Michel Veranneman de Watervliet.

The Ordre de la Couronne was created in 1897 by King Leopold II of Belgium to recognise heroic deeds or distinguished service.

Elisabeth Delahaye founded Delahaye Moving over 30 years ago. Delahaye Moving is a privately-owned international removals company in Europe and has an unrivalled reputation for service.

Delahaye Moving SARL

Arnaldo Righetti is the new President of FEDEMAC – Members celebrate the 50th anniversary of the umbrella association of the European moving industry

The Federation of European Movers Associations (FEDEMAC) e.V. elected Arnaldo Righetti as their new President at the General Assembly on 21 November 2009 in Brussels, Belgium. Righetti, from Italy, succeeds Lucien Pot who has just completed a 3-year presidential term. Pot, from The Netherlands, will continue to serve on the FEDEMAC Board.

Arnaldo Righetti is one of the co-founders of the fast-growing Italian removers' association, A.I.T.I., and has been on the Board of FEDEMAC since November 2006. After his election as President, Righetti thanked the members for their faith in him.

"I accept my election willingly. I will support FEDEMAC's interests and issues wholeheartedly and I will continue Lucien Pot's successful job", he stated.

Ute Hannich from Germany, Klaus Moericke from Spain and Carl Bohn from Denmark have all ended their time on the Board. Ute Hannich has been part of the Board since 1998 and became the Treasurer nine years ago; a position which she held for a number of years. Earlier, she was working as the Head of FEDEMAC's office before leaving to join the management team in the family moving company. Klaus Moericke has been a Board Member since 1993. He also served as Treasurer between 1997 and 2000 before becoming President of FEDEMAC for the years 2000 to 2002. Carl Bohn has been a member of the FEDEMAC Board since November 2003.

The remaining Board members from Ireland (Denis Caulfield), Latvia (Aivars



photos: archive

The new FEDEMAC President, Arnaldo Righetti, with the Past Presidents Lucien Pot, Denis Caulfield, Klaus Moericke, Johan Wiersma, Tony Richman, and Bernard Desponds

Usans) and The Netherlands (Lucien Pot) as the Treasurer were all re-elected to serve a further term.

However, changes are now in store for the Federation as several new members have also been elected to the Board. The new Board Members are Sabine Hartmann from Germany, Stephen Vickers from United Kingdom and Roberto Megia Rodriguez from Spain.

The new line up ensures that FEDEMAC remains totally 'European', a wide representation of the moving industry.

Preceding this year's General Assembly, FEDEMAC's members, along with many guests, proudly celebrated the Federation's 50th Anniversary with a grand event. It was fitting for the event to be held in

Brussels, Europe's unofficial capital, as this is where the 'birth' of the Federation took place.

Delegates and guests were each presented with a booklet, encompassing the history of FEDEMAC throughout the past fifty years, which had been researched and published to commemorate the Anniversary.

Denis Caulfield
FEDEMAC Board Member



Sabine Hartmann, Terry Head (President of IAM) and Boris Populoh (Managing Director of FIDI)



General Assembly of FEDEMAC: Need to study the documents (David Trenchard, Matt Purdie and Stephan Vickers from the British Removal Association/Nicole Martinet and Julien Stievenart from the Belgian Movers Association)



Jean Noel Canioni (former General Secretary of the French Movers Association, CSD) and Serge Fontaine (President of CSD) in conversation with Ute Hannich (Board Member and Treasurer of FEDEMAC)

The History of FEDEMAC

I want to take this opportunity to inform our members who were not present at our General Assembly and 50th anniversary in Brussels of the production of the ultimate History of FEDEMAC.

This booklet involved numerous hours of research into the annals of the development of the European moving business from the conception of the Common Market to what it is today. The pioneers who fought and gave their time and energy to give us the efficient and worldwide respected industry which we have today.

Our ex President and current lobbying expert Tony Richman has dedicated many hours of his own time to dig into the annals of history to give us a document which will record our moving profession's development for posterity.

We have a limited number of this booklet available for purchase from the FEDEMAC headquarters. I suggest that you order your copy now. Read it and hold it in your office as a record of how and from where and the people who assured the successful businesses that you

operated today. It is our heritage and deserves to be conserved.

Contact Ellen Troska at "headquarters@fedemac.com" as soon as possible to reserve your copy.



Denis Caulfield
FEDEMAC Board Member

Departing and new Board Members

We reluctantly say goodbye to our departing Board Members, Ute Hannich, Klaus Moericke and Carl Bohn. They contributed in a big way to the development and success of FEDEMAC as it is today. Thank you very much for your wholeheartedly commitment to FEDEMAC! We are sure that you also enjoyed it.

Not only do we say goodbye to old friends, we now welcome our new Board Members. Sabine Hartmann, Stephen Vickers and Roberto Megia Rodriguez have joined us on the FEDEMAC Board. We bid you a warm and hearty welcome and are looking forward to an interesting, pleasant and successful time together, expanding the FEDEMAC horizons!



photos: archive

Denis Caulfield on behalf of the FEDEMAC Board
FEDEMAC Board Member

Ex Board Member Klaus Moericke, new Board Member Sabine Hartmann and husband, Ex Board Member Ute Hannich



Departing Board Member Carl Bohn
from Denmark



New Board Member Roberto Megia
Rodriguez from Spain



photo: BAR

New Board Member Stephen Vickers
from United Kingdom

FEDEMAC Membership News

The membership of FEDEMAC increased. Three companies became Direct Affiliates of FEDEMAC.

Due to the fact that national movers associations do not exist in Finland, Greece, and Malta, moving companies from these countries can become Direct Affiliates of FEDEMAC. In July 2009, three companies from these countries joined FEDEMAC. It is a great pleasure to welcome the new Direct Affiliated Companies. Please find following the contact details of our latest FEDEMAC Members:

Muuttopalvelu Niemi Oy, Hankasuontie 11, FIN -00390 Helsinki, Tel +358 9 5420 5478, Fax +358 9 5420 5430, Contact person: Kenneth Lindroos, kenneth.lindroos@niemi.fi, www.niemi.fi

Goldair Cargo S.A., P.O. Box 179, Thessi Rykia, GR - 19 300 Aspropyrgos, Tel +30 211 180 4 266 - 286, Fax +30 211 180 4 238, Contact person: Maria Lekakou, mleakou@goldair.gr, www.goldair.gr

Cube Relocations, 18, Triq Hal-Warda, M - Attard ATD1406, Tel +356 2721 2721, Fax +356 2142 1197, Contact person: Chris Vassallo, chris@cuberelocations.com, www.cuberelocations.com

Industry Moves One Step Closer to Global Standard

The global household goods industry continues to pursue the development of a globally recognized standardized code for the electronic transmission and sharing of shipment related data. This effort is being conducted under the initiative and coordination of the International Association of Movers (IAM), formerly known as the Household Goods Forwarders Association of America.

In 2008, IAM pursued approval as an Accredited Standards Developer from the USA-based **American National Standards Institute** (ANSI). According to IAM President Terry Head, "...the approval process was very extensive. It took the Association well over a year to develop the processes and procedures which were required to be fully documented to obtain final approval from ANSI as an accredited developer." Gordon Keene, a principal of Abba International and chairman of the IAM Technology and Communications Committee, has been the lead on IAM's efforts since Boris Populoh left employment at IAM to become Managing Director of the FIDI Global Alliance, based in Brussels.

IAM, through its "Technology Partnership," made up of a variety of other well-known industry trade associations, including FEDEMAC, has just recently completed the development of the proposed codified USA set of "Standards." These are not quality standards, but standards that facilitate and allow for the sharing of shipment-related data between reciprocating trading partners, accounts/customer, and/or even security or Customs and Immigration focused entities.

As part of the latest step in about an 18-step process, IAM has distributed ballots to members of the partnership's Consensus Committee, which is made up of representatives from IAM, FEDEMAC, FIDI, AMSA, PAIMA, and CAM as well as several software vendors and knowledgeable industry users of electronic HHG systems.

Terry Head recently had the opportunity to meet with members of the FEDEMAC Board and briefly address the FEDEMAC Council during his attendance at the FEDEMAC 50th Anniversary Celebration in Brussels in mid-November.

Denis Caulfield said that it is inevitable that this procedure is going to be introduced

into the international moving business in the near future in one format or another. FEDEMAC & Europe cannot afford to ignore it or to take this opportunity to have an input into the final presentation. We appreciate the opportunity that Terry Head has given us to input our ideas and suggestions from a European point of view. We will closely monitor and make our suggestions as the process advances.

Once the representatives of the consensus committee have voted, IAM will then formally submit the Standards to ANSI for publication in the U.S. Federal Register. The formal publishing of the Standard provides for a reasonable comment period; any comments or concerns must be addressed before final approval of the standards is issued by ANSI.

After receiving final approval from ANSI on the US Standards, the next step will be to pursue ISO approval from the International Standard Organization. Its anticipated obtaining ISO approval may take an additional six months.

Terry Head
IAM President

Young Movers Conference 2010

Happy New Year all you young Movers! We are all a year older and so are your businesses. Are these businesses as healthy as you? I am sure that under the present financial restraints that a lot of them are not. So how do we assure that they remain healthy and continue to grow? Definitely not by cutting down on marketing, exciting new projects, expanding our networks or making new business contacts. We must continue to make new friends in associated businesses and to exchange moves and clients between ourselves. Long live the young movers conferences! They are going from success to success. Probably the most effective and cheapest marketing projects of the moving business at present. You guys and girls have managed to develop them into a great mix of business and educational networking programs. I hope that your bosses realise that the attendance costs are recovered by reciprocation work, often within months. I still need aspiring actors for our piece de theatre in Rome in May, so let me know if you are available. Wages are good!! Marco and his team are well advanced in the arrangements for YMC Rome in May. Here is his report. See you there!

Denis Caulfield

From the 20th to the 23rd of May 2010, the Italian Young Movers will be hosting all of their colleagues for the 16th Young Movers Conference. The YMC has shown a constant and steady growth since its birth in 1991. The friendly and intimate climate with which each YMC is built upon, makes it a great occasion for young movers to make new business contacts and to network. This year, we are very proud to welcome a member of the International Association of Movers (former HHGFAA) from the USA. They will have an interesting input on the ANSI Global standards to make. The young movers have managed to create a perfect mix of informal entertaining networking along with an interesting educational and fact finding program. Each successive year builds on this. This year, the YMC will be focusing on the environmental impact of the moving industry. The prestigious sponsorships received from AMA, the municipality-owned waste collection of Rome, and from Comieco, the National Consortium for the Recovery and Recycling of Cellulose-based Packaging, by the Italian Organizing Committee, will allow each participant to get to know more about a very delicate subject that we sometimes

ignore but that, more often, we are simply not aware of. All of this will be held & hosted in Rome, founded in the year 753 BC. Thus, a city which has been "moving" for the past 2.763 years... The Ergife Palace Hotel, a fully renewed 4 star hotel, located just 30 mins from the international airport of Fiumicino, just 10' from St. Peters and 15' from Downtown, will enable you to get the best out of your stay in Rome before, during & after the YMC itself. To guarantee your participation as well as to gain further information and details, please visit www.youngmovers.eu. The rest will be a beautiful surprise for all of you to discover; be sure not to miss! Looking forward to welcome you all in Rome in May. We wish you a Happy New Year!

*Andrea, Pino, Barbara & Gigi,
Marie-France & Marco*



photo: YMC

FEDEMAC welcomes three new Commercial Partners.

Burger Ferry Agencies is a major independent ferry agency in Northern Europe. They provide a full range of ferry destinations in the following areas: the North Sea, the English Channel, Scandinavia, the Baltic and the Mediterranean-Adriatic Sea, North-Africa and the Black Sea. The Burger Ferry Agencies are a specialist in booking crossings for accompanied and unaccompanied trailers, exceptional loads and other rolling equipment. Their comprehensive coverage means they can offer road hauliers a quick, convenient and cost-effective way to arrange their ferry crossings. For more information visit www.royalburgergroup.com or email ferry@burgergroup.com.

Cavale offers well thought-out solutions in steel for industry, art and building projects. Cavale takes care of your projects from A to Z with a personal touch. Their unique combined experience in industry, trade and project management turns every project, however big or small, into a success. It is of special interest for the European movers that Cavale offers the production of self storage building elements and building packages due to their own production. Cavale produces also about 20 own models of car wash building. Visit www.cavale.com for more information or email info@cavale.be.

Motis Ireland Ltd. provides shipping, transport and associated services in Europe. The network covers over 400 Freight Ferry routes throughout Europe and many other services associated with the European Transport industry. The head office is based in Newry, Northern Ireland. There are also local offices in Stoke-on-Trent (England), Prague (Czech Republic), Istanbul (Turkey) and Romania. The Logistic's Management division can offer Unit load services throughout Europe as well as providing the customers with a useful back-load service. To add value to their customers, Motis is able to provide fuel cards and toll facilities throughout Europe as well as insurance products. For more information visit www.motis.com or email info@motis.com.

International Diary of the Moving Industry 2010

April	11 - 16 FIDI Congress 2010, Melbourne, Australia TBD Annual OMNI Conference and 24 th General Assembly (Location to be decided)	September	11 General Assembly of DMF, Faaborg, Denmark 30 General Assembly of OMNI, San Diego, USA
May	7 - 9 Annual Meeting of SMF, Stockholm, Sweden 13 - 16 Annual Conference of BAR, Bristol, UK 20 - 23 Young Movers Conference, Rome, Italy		29 - IAM 48th Annual Meeting, San Diego, USA
June	10 - 11 General Assembly of AMÖ, Warnemünde, Germany	October	- 2 San Diego, USA
		November	26 - 28 FEDEMAC General Assembly, Amsterdam, The Netherlands TBD Fall Meeting of SMF (Location to be decided)



Bulgaria, Cyprus, Finland, Greece, Ireland, Latvia, Luxembourg, Malta, Poland, Romania, Slovakia, and Slovenia represented by Direct Affiliates.

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