

FEDEMAC Council 2002 – FEDEMAC under Irish Leadership

The Presidents and representatives of the National Removal Associations met from November 23rd to the 24th, 2002 in the European Capital, Brussels.

The Presidents and representatives of the National Removal Associations met from November 23rd to the 24th, 2002 in the European Capital, Brussels.

The meetings were very eventful with presentations and information about European Policies which affect and influence the European Removal Industry.

The election of the new FEDEMAC President was the highlight of the meeting and Denis Caulfield from Ireland was chosen to become the successor of Klaus Moericke from Spain.

Tony Richman, FEDEMAC Lobbying representative, Peter Vanoverveld from the Public Affairs Agency GPC and Henk Kramer, FEDEMAC representative from IRU, gave detailed information about the Lobbying activity and the way European political decision makers were approached. The report illustrated how successes at European level can be achieved even though decisions go through a lengthy process. Each proposal needs to go through different decision levels – usually the European Commission, the European Parliament and the Council of Ministers – and the complexity of the



Denis Caulfield

European decision process affects the transparency of the whole system.

In that context, FEDEMAC has recently achieved several important European policy successes such as:

- Fiscal agents are no longer essential for the payment of VAT to the relevant national tax authorities
- The Removal Industry is being considered by the Commission to be part of a pilot project in the upcoming reform to simplify VAT payments in other EU countries. This is due in particular to FEDEMAC's successful participation in a Price Waterhouse Coopers study commissioned by the European Commission

- Discussions towards the introduction of a unique custom system for the regulation of third countries EU imports of removal goods are going in the right direction and following FEDEMAC's actions, several countries have already modified their custom system

A special presentation was given by Ute Hannich on behalf of AMÖ, the German Removers association. The presentation outlined the classification of the Removal Industry within the Databank of the European Statistical Body "EUROSTAT". In future, this classification will influence banks decision concerning the creditworthiness of a company in relation to the Basel II memorandum and will define the rules for the rating procedure of companies by banks from 2008.

Beside the business sessions the participants visited the premises of the European Commission and the Chocolate Museum of Brussels. Here they learnt a lot about how to mix European politics and chocolates, the main products of Brussels!

The successful two days meeting ended with the Gala dinner and it was decided that the next Council which will take place in Copenhagen at the end of November 2003.

Ute Hannich
FEDEMAC Board member
from Germany



FEDEMAC Directory 2003 – 2004

The new FEDEMAC Directory 2003 – 2004 will be available in July 2003 and can be ordered at

Werner Brandeis Verlag
Schulstrasse, 53
D - 65795 Hattersheim

e-mail: info@moebelspediteur.de
Tel.: +49 61 90 80 09 00
Fax: +49 61 90 80 09 10



Interview with Mathieu Grosch – Belgian Member of the European Parliament



1. Why do you have a specific interest in transport issues?

Transport represents a very important economic sector in my working area:

Belgium / Germany / Holland, and in general constitutes a key factor in economic development. Fortunately, movement of persons and goods has become one of the top priorities for Public Authorities in the Member States.

2. Do you have any familiarity with removal company issues and concerns and how do these specific issues fit in the EU's transport policies?

The issues affecting Fedemac are of great interest to me insofar as the removal sector is directly concerned by the Road-transport Directives. Trans-border transport issues especially led me to become involved in the removal sector. Fedemac and the removal industry must regularly inform and update the political decision-makers as some issues like taxation, training or working hours really affects your business.

3. What are the actual general trends in the European Parliament's transport policy?

As far as road-transport is concerned, the European Parliament pursues specific objectives which can be summarized as follows:

- Monitoring of regulation to encourage the "right price"
- Elementary regulations to avoid "social dumping"
- A regulation on working hours as well as measures aiming at promoting "multimodal" transport.

Personally, I was strongly involved in the training and the working hours issues as well as many aspects of the "multimodal" transport issue. As such, I was designated in 2001 to be rapporteur for the Training Directive ("Road transport training of professional drivers for the carriage of goods or passengers") and in 1998, for a resolution on transport working hours ("Transport policy: harmonisation of social provisions").

4. Fedemac is now in the process of accepting new Eastern Members – what kind of consequence do you foresee in the transport sector following enlargement?

Enlargement represents a double challenge, firstly to preserve socio-economic cohesion at the European level and secondly to build the basis for a general economic development. I also think that enlargement will be of great benefit to Europe and will allow us to better compete with the other developed centres especially in the United States and Asia.

5. Some areas are of primary importance to FEDEMAC and the whole European removal industry, what are your views on the following issues;

a) Driving restrictions on heavy good vehicles

It seems obvious that the European carriage of goods sector must take into account the high ecological sensitivity of some geographical areas and the impact of transport on environment. It seems nevertheless disproportionate to focus all restrictions on the carriage of goods sector while being unaware of the fact that transport of the people constitutes a much bigger environmental threat. Restrictions in the goods transport sector must aim to strike a balance between economic and ecological requirements. This balance will only be reached if certain prejudices are given up.

b) Professional training of drivers

In my opinion, continuous training should be required of all the actors in the transport sector to avoid unfair competition between the companies wanting to work with qualified personnel and the others.

c) Digital Timeline for the tachograph

At present it is the Commission's responsibility to agree before 8th August 2003 to produce a definition of the technical aspects of the tachograph and prepare its introduction by August 2004. Personally, I remain sceptical regarding the concrete realisation of this project within the agreed timeline.

d) Safety in Alpine Tunnels

For a long time, safety in the tunnels was neglected by some countries. It is therefore of primary importance that a European regulation imposes some basic criteria. In this context, it seems obvious that one should take into account the technical

aspects of the various transport means allowed to use the tunnels while it seems unthinkable to exclude other transports which just don't comply with technical measurements.

e) Payment of VAT on international moves

At a European level, taxation generally suffers from a basic lack of harmonisation especially regarding procedures. National administrations often confuse the prerogative of taxation which always comes under the national scope with the procedure of taxation which can be harmonised and coordinated. One seems to be unaware that administrative worries are one of the biggest handicaps to freedom of movement of goods and your sector is one of the first to suffer from it.

f) Import of household goods from third countries

The problems previously described are even worse as far as relations between Member States and third countries are concerned. In that respect, it is obvious that some countries adopt a nationalist reflex and continue ignoring the legal procedures facilitating the importation of non-merchants goods. It is therefore important to help decision-makers focus their attention on this particular area.

6. How can these issues be addressed and solved at EU level ?

In general, sectors as those managed by FEDEMAC have to invest a lot in lobbying at the European level but must also be aware of the fact that in the co-decision procedure, the governments of the various Member States, especially Transport Ministers, are subject to a similar national lobbying. Too often we note that while debating important directives, useful information possessed by the stakeholders is not always given to MEPs and European decision makers prior to taking major decisions affecting the transport area. The only way to do effective lobbying work is to have a well-organised system to monitor and distribute the flow of information in a timely fashion.

Mathieu Grosch is a Belgian member of the Christian Democrats in the European Parliament; Mr. Grosch is a member of the EP Committee on Regional Policy, Transport and Tourism and a substitute member of the EP Committee on Economic and Monetary Affairs.

A Little Bit of This and a Little Bit of That !



By *Tony Richman*, Lobbying representative and member of the Board of Management (Past President of FEDEMAC)

FEDEMAC – Unfurling the mystery, the history, development, successes and future strategies.

Following my article in the last FEDEMAC Newsletter and as promised the story continues to unfold.

In the early years European Moving Organisations such as AMO in Germany, SAVAM in Holland, CBED in Belgium, B.A.R. in Great Britain and so on had always been influential in their own country but seldom needed to have anything more than a formal acquaintance with each other. This situation would probably have continued had it not been for the advent of the Common Market. Suddenly, here was a central power making rules which affected not just road transport but consumers and indeed all modes of European life. FEDEMAC provided the opportunity for movers throughout Europe to unite, understand each others views, exchange ideas, harmonise our formal concerns and approach the Brussels legislators with one, much stronger voice. And so, FEDEMAC was created – founded by the individual national associations. As mentioned in my previous column it was, in the early years, a forum for exchange of views. The secretarial duties were carried out by a Belgian secretary and seasoned characters like Mr Verhulst from Belgium, Mr Reichmann from Holland, Mr Over from the UK and others began to meet on a formal basis. With the help of professional translators and on such occasions as International Commercial Vehicle Exhibitions, etc. to compare technical matters.

Matters began to develop in more earnest during the 7 years Presidency of Pohl Wetche from Denmark. Pohl, fluent in English and German as well as his native Danish spent

much of his time persuading associations of the huge potential and advantages that FEDEMAC could offer. However, being a very traditional industry it took a long time to encourage organisations to think further than just their own national interests and indeed Pohl spent much of his valuable time travelling to and from different European countries broadcasting his message, his convictions and his hopes. He managed to bring the B.A.R (who had resigned some 10 years earlier) back into the FEDEMAC fold with promises of more efficiency, more concentration on important business meetings and more formal written reports. His efforts were rewarded and this was a very important step. FEDEMAC now consisted of the "Big Four" – Germany, France, Great Britain and the Netherlands as well as the long standing Member Associations from Belgium, Denmark and Ireland. Italy was represented at the time and observers were present from Switzerland, Austria and Sweden. Selected guests were sometimes invited from Spain, Portugal and Greece.

By now the secretarial services were being managed by the German Association under the friendly and careful attention of Elizabeth Knoll and Dr Dieter Kraus. Dieter, a true gentleman, managed FEDEMAC affairs for many years before his well earned retirement. During this time he built up considerable respect, not only from his German colleagues, but also from his many friends throughout Europe.

As well as reports back to each National Association by it's elected Councillor at FEDEMAC, relevant newsworthy items were now also being reported on by Colin

Quarrington in the pages of FIDI-Focus.

The "push" started by Pohl Wetche was now about to change up a gear as Monsieur Bernard Desponds from the French Association "La Chambre Syndicale" took over the Presidency of FEDEMAC... (story to be continued next time !)

On a separate matter, as the elected representative to FEDEMAC on behalf of the British Association of Removers, I also take this opportunity to keep our colleagues throughout Europe informed of just but a few of the activities at presently going on in the B.A.R.

Revised Contract Conditions are being prepared for consideration by the Office of Fair Trading in order to keep up to date and even ahead of the ever increasing Consumer Protection Laws. A new Code of Practice is being drawn up with much stronger rules for enforcement and infringement. Membership criteria is being revised. A "helpline" service has been established (to give Members sound advice on any matter of concern). A Marketing Manager has been taken on and the Association website is about to be radically re-vamped and continually updated to recognise the growing importance of the 'electronic highway'. A complete new computer and software system has been set up and all staff trained accordingly. The B.A.R. HQ has achieved the coveted 'investment in people' award and is continually promoting quality standards to the Membership. Updated sales seminars are being arranged. This all adds up to a concentrated programme of building purposeful confidence and improving professional status for staff, for members, for the public and for the industry at large.

Tony Richman

A Quality Standard for the Storage of Household Furniture

In 1998 the national standards organisations throughout the European Union agreed on the whole wording and content of a European – E.N. (EUROPEAN NORM) – for the performance of the service of Furniture removals for private individuals E.N. 12522.

FEDEMAC decided to recommend to take the next step and to develop a European Storage Quality Standard. FEDEMAC recommended me to be the convenor for the new CEN working group WG4/TC 320.

The first European draft was edited at CEN WG4 in 1999 and work has continued at meetings convened between then and now in 2003. We made some important structural

decisions which mean that the storage standard has used E.N. 12522 as an example so that any business already compliant with the removal standard should find that much of the basic requirements are already in place or just require some minor additions.

The actual storage service has been considered from both the professionals aspect of what they would expect to be provided and from the consumers aspect of what their minimum expectations would be.

In February 2003 a final draft version storage standard has been completed, this includes 3 sections – Container Storage, Loose Storage and Self Storage.

The next stage is for this to be submitted by the CEN parent committee, TC 320, to the CEN member standards organisation for consultation. This period must be for a minimum of 6 months.

WG4 will meet to discuss amendments suggested during the consultation period. The final version will then be submitted to the national standards organisations for a final vote, this voting period is completed after 2 months.

It is hoped that we will be able to present the Industry with a new European Storage Standard in the first half of 2004.

David Trenchard
Convenor of CEN/TC 320/WG 4

Letter from the President



By Denis Caulfield

Greetings to all you European movers, young and old. I would like to open by expressing my thanks to the European Council and my board for their vote of confidence in electing me as FEDEMAC President. I am proud, very proud to take over such an exalted position from Klaus Moericke. Klaus, you have prepared the future terrain for me very well. You have sown the seeds and I, with my board's assistance will ensure that they are nurtured and produce good results within the tangled garden of the European Union Commission.

The council meeting in Brussels was a lively and successful event. Good decisions were made and useful information imparted. You can read more about this in Ute Hannich's article (front page). The dedication of our board members was shown by the presence of Tony Richman in spite of his doctor's refusal to allow him to attend. We wish him a speedy recovery. His article on EU lobbying activities make interesting reading.

I was honoured with the presence of the four previous Presidents, Peter Scharrenbroich Scharrenbroich, Tony Richman, Johan Wiersma and Klaus Moericke. Even though the other ex President from France, Bernard Desponds was missing through illness, we shared the experience with him by telephone during the dinner. Quelle surprise!

Our board has already had a full board meeting since in January in Hattersheim. We worked on a full agenda for the rest of the year.

One of my main projects is the inclusion of the new Eastern European representation into FEDEMAC. This will either be as a full member where an association already exists or as an affiliate member on a company or group of companies' basis. Torbjorn Ulf has already had preliminary meetings in Latvia and we expect to announce the entry of Latvia into our association by the time that you read this*. The other accession countries have been approached or will be in the immediate future.

Another project is to encourage the entry of Greece and Italy as soon as possible and to persuade the French association that their future is truly in FEDEMAC with their other European colleagues. I was very pleased to note the presence of French moving companies at the Seville Young Movers Congress. I am sure that the future of a French presence in FEDEMAC will be assured by these young, enthusiastic and ambitious persons.

Thank you, young movers for your invitation to Seville. I was impressed by the knowledge

you have of your profession and your networking skills (especially after midnight). I congratulate your company owners and managers for the wisdom and foresight in sending you to these meetings, your contribution and the contacts which you are making will repay their investment many times over. We are proud to have several young movers on the current FEDEMAC board.

May I also thank and congratulate Robert Murias, Amelia Gil, mother to be Tania Santiago, Martin de Miguel, Eugenio de la Iglesia and the FEDEM board for their participation and contribution to the occasion. They were wise to invite Schunck insurers to cover Luxembourg's Stefan Chorus during his matador performance in the bullring.

I have plans to hold a FEDEMAC congress next year. It is provisionally scheduled for November 2004 and will probably take place in Budapest. The Board feels that this is an appropriate time and place to hold a congress. It will provide a platform for all European companies to exchange ideas, work and friendship. It is possible then that some of the East European companies will be without a professional affiliation and access to trade, political information and influence. They will need the strength of a strong European group. We will welcome them to our conference with open arms. I would like to see this become a regular event.

The FEDEMAC board is a lean, energetic, board. Full of ideas which we are keen to implement. We have never been closer to the powerful decision makers in Brussels.

They listen to us and they act on our criticisms and suggestions. They ask us to

participate actively in their decision making processes and they are now anxious to show FEDEMAC as one of their adherents. This is shown by the EU VAT project with PWC, our requested attendance at the World Customs meetings and our participation in official events of the International Road Transport Union. Not only have we opened most of the doors in Brussels, we are now inside sitting at the tables where needs for action and solutions and decisions are discussed.

There is room on our board for other enthusiastic members with ideas for the future and the confidence to make decisions and fight for the benefit of European members as a whole. The weekends are long and concentrated, so be prepared.

We are always aware that we represent the Moving profession of Europe as a whole and not our individual countries or interests. Let me know if you feel that you could be one of us.

During my term as President I am delighted to be supported by my ultra efficient secretariat headed by Dr. Ellen Troska. Thank you AMO for this very effective arrangement. We will be available to you all, by email phone or letter.

Your suggestions will be considered and acted upon when appropriate. We look forward in return to your support in our dealings with the EU administration and other organisations. This support is our strength in the eyes of these institutions.

With my sincere regards.

Denis Caulfield
FEDEMAC President

*entry of FF International Movers from Latvia now confirmed



President and Past President

The EU legislative procedure, an illustrated example

The European Union has legislative power over an ever-increasing number of policy areas affecting business. In this context, it is important for business owners and managers to understand how decisions are made in Brussels, in order to remove some of the "mystique" of the legislative process and allow them to influence the outcome.

The proposal for a regulation on the harmonisation of certain social legislation relating to road transport, which Fedemac is closely following as it touches the sensitive issue of rest and driving hours for professional drivers, provides a good illustration of the European Union's legislative procedure with regards to transport issues. The proposal is currently being discussed by the European Parliament and the Council (under the co-decision procedure, which gives an equal decision-making power to the European Parliament and the Council, and forces both institutions to agree on the final law before it can enter into force).

There are many variations on co-decision procedure. However, the basic process remains the same. Here we outline it step-by-step:

Step 1 – Commission initial proposal

The Commission has the monopoly of initiative in the EU. This means it is the only Institution that can draft and propose legislative and policy measures.

On the 12 of October 2001, the European Commission presented its proposal with the aim of harmonising, simplifying and updating existing social regulation relating to road transport which dated from 1985. From day one, the rules related to the rest and driving hours of drivers caused heated debates in meeting rooms in Brussels. Some considered the proposed rules were still too vague, others claimed they went too far.

Step 2 – First Reading

• First reading in the Parliament

The European Parliament votes on an initiative by a simple majority – in other words, 50% of the vote. Prior to this, Parliament prepares an opinion by appointing an MEP (known as the "Rapporteur") to draft a report and recommend amendments. The initiative is discussed and voted on in Committee and then again put to a vote in the full plenary session

In this proposal, the Committee on Regional Policy, Transport and Tourism was in charge of drafting the report before presenting it to the plenary session.

Helmuth Markov, a German MEP (left-wing party; GUE-NGL) was appointed Rapporteur.

The Committee then voted and adopted the report, which amended the Commission proposal on a number of points. For example, the Committee changed the definition of a "regular daily rest period" (uninterrupted 12 hours) to make it more flexible by introducing the possibility of breaking the daily rest period into two periods.

On 14 January 2003, the European Parliament met in plenary session and adopted the resolution, making many other amendments to the Commission's proposal. One of the adopted amendments stated that within every 24 hour period, a driver must take a daily rest period of at least 12 consecutive hours which may, not more than three times a week, be shortened to no less than 9 consecutive hours.

Actions to come

This is the stage the proposal has concretely reached, the next steps will follow:

• First reading in the Council

The Council adopts a "common position" by a qualified majority (Council may or may not agree with the Parliament's amendments and may also make its own amendments). There is no time limit for Council action.

The Council has not yet issued a "common position" on the "rest and driving hours proposal" but is expected to do so in the next two months. Theoretically, should the Council of Ministers agree with the position advocated in the European Parliament report, the legislation would be adopted. This is unlikely to be the case and if the Council puts forward a different position, the dossier will go back to the Parliament for a second reading.

Step 3 – Second reading

• Second reading in the Parliament

The Parliament receives the Council common position and has three months to take a decision to approve, reject or amend it. They often reintroduce the amendments from the first reading that the Council has rejected.

• Second reading in the Council

The Council votes by a qualified majority (majority of "weighted" votes – large Member States in effect have more votes than smaller ones) on Parliament's (second



Visit of the European Commission

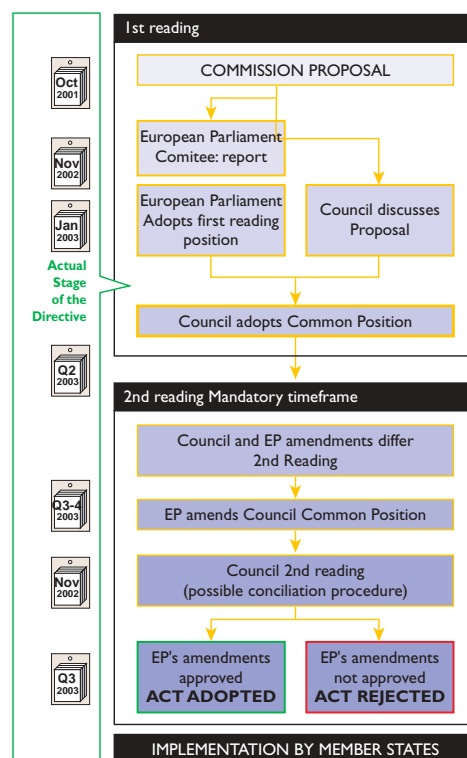
reading) amendments. The act is adopted if the Council approves all Parliament's amendments no later than three months after receiving them.

Step 4 – Conclusion of the procedure

- The act is adopted if Council and Parliament approve the joint text.
- If either of the Institutions has not approved it by the deadline, the procedure stops and the initiative is not adopted.
- If both Council and Parliament adopt an opinion at second reading but fail to find agreement, the initiative goes into a process known as "conciliation", where Commission, Parliament and Council representatives negotiate on points of disagreement. This process has no time limit, and can take up to several years to complete.

William Dufourcq
Consultant- GPC International

THE "WORKING TIME" DIRECTIVE



10th Young Movers Conference in Seville

This year's Young Movers Conference was held from 13-15 February 2003 in Seville, Spain. More than 140 young movers and employees of moving companies out of 14 different European countries took part in the Conference and gained much from the international exchange of experience. Even a US company sent a representative. The conference was held under the umbrella of FEDEMAC which the Spanish Young Movers had spontaneously invited at the last Young Movers Conference in Luxembourg. The Spanish organisation committee was composed of Roberto Murias, Eugenio de la Iglesia, Martin de Miguel, Amelia Gil and Tania Santiago.

The Young Movers Conference 2003 had European removal groups as its focus.



Young movers

During one of the Workshops, Antonio Gil gave a presentation on the historical developments and the needs for networking in the international removal business. The attendees discussed the future organisation of the European Young Movers and President Denis Caulfield offered FEDEMAC's support for the construction of a web page, on which photos and contact details of the participants will be offered to allow the Young Movers to maintain their network.

The Young Movers discussed afterwards the advantages and disadvantages of being a member of a removal group. During the discussion participants realised that the national and international associations like BAR, FEDEM, AMÖ, SAVAM, CBD, ÖMTV, ASTAG, SMF, DMF, NAOMI, NFIM, and – on the European level – FEDEMAC, fight for the improvement of the legislative framework for the removal companies and offer opportunities for all their members to meet and exchange experience. Co-operation groups are focusing on building up their exclusive network and increasing their members'



Ramon Santiago – Spanish President of Fedem

profitability by joint purchasing and marketing.

The Young Movers Conference allowed the participants to widen their horizon, to deepen their knowledge about the removal industry, to practice foreign languages, and to make new and deepen existing contacts

The next Young Movers Conference will very likely be held from 20-23 May 2004 in Vienna, Austria. The Young Movers Conference will be an annual event of the European removal industry.

Dr. Ellen Troska
FEDEMAC Secretary

FF International Movers joins FEDEMAC

At the same time as the European Union opening up towards east, and bringing new member countries into the Union, FEDEMAC is acting the same way.

It is therefore a pleasure to welcome our first member country from the "former east" into our

"European Family". Fedemac is now represented in Latvia, through the direct affiliate membership of FF INTERNATIONAL MOVERS in Riga.

Very Welcome Latvia!

FF INTERNATIONAL MOVERS, LTD.

16 Braslas street Riga
1058 Latvia

home page: <http://www.ff-group.lv/>

e-mail: info@ff-group.lv

Tel.: + 371 7 84 05 92

Fax: + 371 7 84 05 91

