

FEDEMAC News

THE NEWSLETTER OF THE FEDERATION OF EUROPEAN MOVERS ASSOCIATIONS

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Letter from the President

Dear friends and colleagues.

I am pleased to report that our European congress in Budapest was a resounding success.

During the congress we were delighted to be able to announce the formation of a new Hungarian Association comprising of four quality companies. This is at present being formalised and we also welcomed four other new countries into membership of FEDEMAC, Cyprus, Malta & Poland. This was the result of a concentrated effort to reinforce the FEDEMAC presence in the expanded Europe. I am sure that they will all benefit greatly in their lobbying efforts in Brussels and networking opportunities throughout Europe through the combined strength of our membership.

Our lobbying potential has been reinforced by the implementation of our new arrangement consisting of the appointment of ex President Tony Richman as our lobbying representative. This also requires regular trips to Brussels in order to make contact with relevant officials in the European institutions and to attend important Parliamentary committees when relevant. Tony has undergone a comprehensive training program to improve his lobbying skills which coupled with his extensive knowledge of the removals and transport sector will enable him to carry out his new role as efficiently as possible.

He now has direct access to the decision makers in the EU Commission and will make our concerns and needs known in a more definite and decisive manner. He has already had many important meetings with officials in Brussels. You will read more about this in his regular reports in our newsletter.

Klaus Moericke has prepared a statistics questionnaire which you will have received by now and hopefully responded to. If you have not then do so now as it is imperative that we have up to date accurate statistics

for our industry to assist with our lobbying campaigns and assist you in your future decisions concerning your companies.

One of our main projects these last few months has been to support the European voting on the CEN storage standard.

FEDESSA, the self storage Association has been forcibly attempting to persuade the National Standards Associations in Europe to reject the standard which we have been developing over the last three years under the remit of the Danish committee which was officially set up at a European level by CEN (European Committee for Standardization) in order to work on the technical matters and gather the views from all the participating National Standards Institutes. The European working group is independently chaired by David Trenchard from the U.K. and has to take into account the views of the various National groups which comprise of many individual interests in addition to those of the removers. The vote has been taken and we are now awaiting the official results. We are confident that the work put in will be successful. I wish to thank those Associations and individuals who have made such valiant efforts on this project.

Many of them have had to make a considerable stand against professionally advised opposition and we are all very grateful for their time, interest and tenacity.

The decision on the European constitution is under hot debate at present throughout the EU. This has been conceived by the French through Giscard d'Estaing and negotiated by the Irish during their presidency. It does not now look like a foregone conclusion, especially in France. I feel that it is an essential part of the European patchwork and should be supported by our organisation. It will be interesting to note the opinion of our members.

Due to lack of pre-booking the Danish Young Movers Conference had to be cancelled.



I have now been informed by Anne Van Gils that they have already started on organising what promises to be a stupendous Young Movers Conference in Antwerp in 2006. The message is to give your support by booking early.

I look forward to the welcoming BAR conference to my home town of Dublin, Ireland in June this year and will be sorry to miss the opportunity to be with my AMOE colleagues on the occasion of their German conference on the same dates in Karlsruhe - but we all very much look forward to being with them on the occasion of AMOE's 125th year anniversary at their conference in Berlin during October 2006.

This year's Council meeting of FEDEMAC will also take place in Dublin in November. So my home town will be very busy and host so many removers throughout the year. I promise you all a very warm welcome.

Finally, I am delighted to announce that we have decided to hold our next open European FEDEMAC conference in 2006 in Italy, the town has yet to be decided upon.

In the meantime, I wish you all a full and successful moving season.

Denis Caulfield
FEDEMAC President

The Freedom of Movement

The Freedom of Movement of Goods and People is at the heart of the 'European Ideal' - FEDEMAC continues to strive for a level playing field concerning the rules applying to the import of household removals into the E.U.

In 1993 at the beginning of the 'Single European Market', when internal customs barriers came down throughout the E.U., only the U.K. allowed for the more 'liberal interpretation' of the present European legislation.

In due course it was ascertained that the European Commission itself agreed with the 'liberal interpretation' which was in the spirit of a united European Union. It was also established that there was nothing illegal in the way that the U.K. applied the law. In effect this allowed for consignments coming into the European Union to be cleared in the first country of arrival and then to be in free circulation for onward transport to any other E.U. country without further customs clearance, intervention or additional documentation. In the beginning, quite understandably, the removers in most other countries wanted this singular advantage taken away - but FEDEMAC reasoned with Member Countries that it would be more sensible to strive for the more 'liberal interpretation' to be applied by all countries rather than signalling our industry's support for a continued use of archaic rules and restrictive measures to commerce.

It has taken many years of patient lobbying, reasoning, explaining, corresponding, contacting, meetings and jointly applying our skills to bring the subject to the ear of national governments, representatives of different political parties, national ministers, finance and customs institutes, the European Commission, European working parties, M.E.P.'s and the European Parliament.

Our first success, after the U.K., was with The Netherlands, then Sweden, then Ireland, then France and more recently with Hungary. (The verbal announcement by the Head of the Department of Hungarian

Finance and Customs Guard was made in person during the last FEDEMAC European Conference in Budapest. Fedemac is now awaiting receipt of the written confirmation). We unofficially understand that some Austrian Movers can also make use of the more 'liberal interpretation'.

Joint high level discussions between CBD - The Belgian Removers Association, FEDEMAC and the VAT/Customs officials in Belgium have taken place and following a later joint EU working party committee meeting we learnt that the matter has since been referred to The Belgian Minister of Finance for a final ruling which hopefully may lead to a new Belgian decree and agreement to the 'liberal interpretation' for E.U. imports via Belgium.

During the EU working group meeting, referred to above, we are given to understand that Denmark, Luxembourg and Italy would probably agree to the 'liberal interpretation', but it is a little too soon to make formal announcements at this stage. FEDEMAC will be following these opportunities up as soon as practical and has already liaised with its Danish, Luxembourgian and Italian Members in order to identify suitable contacts at the relevant national finance/customs ministries.

In the meantime, detailed FEDEMAC position papers have been sent to Sr. Lopez-Isturiz, M.E.P. (member of the E.P.P. - conservative party) at the European Parliament who has shown interest in our concerns. Spain currently maintains one of the most restrictive and complicated customs regimes in Europe, which puts Spanish removers and removers from other countries maintaining the more 'restrictive interpretation', such as Germany, at a huge disadvantage compared to their colleagues

in the E.U. countries now applying the 'liberal interpretation'.

I have had face to face meetings with Sr. Lopez-Isturiz and provided him with literature and our 'European Position Paper on EU Imports'. More recently I was accompanied by Klaus Moericke - representing FEDEM, the Spanish Removers Association, which kindly provided an additional 'position paper' giving a Spanish perspective to the situation when we met with Sr. Lopez-Isturiz again in Brussels. We also visited the newly opened offices of CETM (Confederacion Espanola de Transporte de Mercancias) in Brussels in order to extend our networking and to discuss matters of mutual interest. I have also spoken, in general, to a number of contacts at the I.R.U.

Following a telephone conversation with the assistant of Sra Ines Ayala Sender MEP (Spanish socialist party), and at her request, I have sent a letter explaining the 'E.U. Import' problem and with particular reference to the effect on Spanish Removers. I am hoping, by this, to achieve a future joint meeting with both Lopez-Isturiz and Ayala Sender to agree a strategy and perhaps formulate an official joint European question to the Spanish Government and Customs Authorities requiring answers as to why they have not yet adopted the 'liberal interpretation' and at the same time pointing out the harm that this has on Spanish removers, commerce, logistics and employment - all of which also has an indirect effect on the final 'Spanish Tax take'.

FEDEMAC continues to fight for the Freedom of Movement of Goods and People which is at the heart of the 'European Ideal'.

Tony Richman

FEDEMAC European Affairs Representative and Lobbying Consultant

Value Added Tax (VAT) rates in the European Union

Austria	20 %	Great Britain	17.5 %	Netherlands	19 %
Belgium	21 %	Greece	18 %	Poland	22 %
Cyprus	15 %	Hungary	25 %	Portugal	19 %
Czech Republic	19 %	Ireland	21 %	Slovakia	19 %
Denmark	25 %	Italy	20 %	Slovenia	20 %
Estonia	18 %	Latvia	18 %	Spain	16 %
Finland	22 %	Lithuania	18 %	Sweden	25 %
France	19.6 %	Luxembourg	15 %		
Germany	16 %	Malta	18 %		

This information is supplied without liability.

FEDEMAC Conference 2004 in Budapest

From 18-21 November 2004, 120 participants from eighteen European Countries came together for the FEDEMAC Conference in Budapest, Hungary. They shared their views about current European politics and the enlargement of the European Union. After Stuttgart, Germany (1996) and Vienna, Austria (1999), this was the third FEDEMAC European Conference.

The guest 'key-speaker' during the conference was Dr. János Nagy, Major-General of the Hungarian Customs and Finance department. He explained the changes that had taken place throughout Eastern Europe following expansion of the European Union. He also confirmed that Hungary would implement the 'liberal interpretation' system concerning the import of household removal consignments into the European Union from non EU-countries. This project continues to be one of FEDEMAC's main priorities, where the fights go on to try to convert those remaining countries that are still maintaining the 'archaic interpretation'.

Dr. Miklós Hinfner, head of the Hungarian General Transport Association, informed the audience about the current situation and future development of Hungarian transport matters. He also confirmed that there is no waiting time now at the new internal borders, but that waiting time at the borders with Romania and the Ukraine had increased. Waiting times of more than 10 hours, at these 'outside' borders, appear to be quite normal.

Tony Richman and Henk Kramer informed us about their lobbying work in Brussels. It is very clear that only active and continual lobbying will result in successes - many of which have been achieved by FEDEMAC over the years.

During the conference well attended 'break-out' workshop sessions dealt with

topics on, Security in transport, the Working Time Directives and Standardisation in the industry.

In a separate open panel discussion, led by David Trenchard and involving all participants, an interesting exchange of views took place in connection with future expectations for the moving industry in the new enlarged European Union. As we have come to expect, David managed very professionally to involve the whole audience in the discussion programme. The main concerns during this session centred on staff wages and social costs and the active expansion of 'West European' companies into the new accession countries.

The day closed with a wonderful nice evening set in famous Gundel Restaurant, which has more than 150 years of history and has been host too many V.I.P.'s from all over the world.

All in all, this was a very successful and well organised conference which left everyone looking forward to the next pan-European reunion.

The FEDEMAC Annual Council meeting took place on the Saturday afternoon, immediately following the recent FEDEMAC European Conference in Budapest, Hungary. The Council is the ruling body of FEDEMAC and is responsible for agreeing the policy direction of the Federation, for the Board to work on and implement in due course.

A very warm welcome was given to the new members from Hungary, Poland, Slovenia, Malta and Cyprus. It was also pleasing to welcome new Commercial affiliates, Europe Container Beheer (ECB) and BAR Services.

The Hungarian Direct Affiliates informed the Council about their plans to create a Hungarian national movers organisation which, in due course, will become a Full Member of FEDEMAC.

On the political front, the Council decided to appoint Tony Richman as the official



European Affairs Representative for FEDEMAC. As a result, Tony offered to step down as a Board Member, but has been re-elected as a co-opted Member of the Board, in order to equate with the new function.

Aivars Usans from Latvia was elected as a new FEDEMAC Board Member.

Dr. Ellen Troska
FEDEMAC Secretary

Award

The FEDEMAC Board is planning to introduce a YOUNG MOVERS AWARD for the European Removal Industry. This Award shall encourage young people to work in this business and shall promote careers in the industry.

The program will be worked out by the FEDEMAC Board and will be presented at the next Council Meeting in Dublin in November 2005.

Views from Denmark

The Danes have been commercial people ever since the Vikings travelled all over Europe, in fact yet farther away like Greenland and Norway. Besides to rob and to pass on their genes to other tribes, there was always time to strike a good bargain. And since then, the Danes have carried on making profitable business all over the world - as one of the few countries, the State Denmark has surplus on trade and finances.

From being a colonial power (the Faroe Islands and Greenland still being part of the Kingdom), Denmark is a small country with a little more than 5 million inhabitants. The Kingdom, today reigned by Queen Margrethe II, consists of many islands that are connected by bridges between the biggest islands and the peninsula Jutland with one of the world's longest bridge between Funen and Sealand. Another bridge has been built between Copenhagen and Malmo in Sweden, and now we only wait for a bridge to be built to connect Denmark and Germany.

The capital Copenhagen is experiencing great changes these days with new dwelling areas and restoration works of the older housing stock mass. A new Opera House has been erected at the harbour front founded by the owner of the Danish shipping company Maersk, and a new theatre is being built.

Once upon a time - that is how all fairytales start, and 200 years ago - on the 2nd of April

1805 - the Danish fairytale writer Hans Christian Andersen was born. And this event is celebrated throughout the whole world these days. Besides being a poet and writer, H. C. Andersen travelled all over Europe on 27 journeys by horse-drawn carriages and also by ship or train, where he gained new impressions for his literary works. H. C. Andersen's international breakthrough coincided with the explosive growth in modern techniques in Europe in the 1840's, when all sorts of mechanical forces were turned loose with steam and electricity. The inventions and modernizations within the traffic field of the time were revolutionary. Where it took the Danish poet 12 hours to travel to Italy in the years 1833-34 by mail- and stage coaches to cover a distance of 50 - 100 km with longer breaks, because both horses and passengers had to recuperate before starting on the next stage. Where the steam train that H. C. Andersen christened 'Ilddragen' (The fire dragon), this rocket of a new-fangled train, was able to cover at least 400 km out and into the world within the same time.

In November 1840, H. C. Andersen travelled 120 km from Magdeburg to Leipzig via Halle - the first railway stretch ever - in less than four hours, and this speed experience at almost 30 km per hour was a sensational event for the famous writer.

Today, FEDEMAC's members move the length and breadth of Europe at much higher speeds and transport means we use nowadays as well as the infrastructure in Europe have undergone incredible changes. We live in a world, where time has become a very important factor for us and for our customers, together with the EU-Enlargement and the authorities prescribing still increasing requirements and demands in the form of driving- and rest period rules and the new working time directive.

The association Dansk Møbeltransport was established in 1911 and, thus, can celebrate its 100-year anniversary in 2011. Today, the association counts 105 members in Denmark and 5 members on Greenland. DMF's secretariat is situated in Copenhagen and serves its members by means of current mails on new and industry-related initiatives as well as by various updating courses.

DMF Danish Movers Association

Order for Past President of FEDEMAC

The Federal President of Germany awarded Peter H. Scharrenbroich the Order of Merit of the Federal Republic of Germany. The Order of Merit is the highest tribute the Federal Republic of Germany can pay to individuals for services to the nation.



The Mayor of Cologne, Fritz Schramma (right), hands over the Order of Merit of the Federal Republic of Germany to Peter H. Scharrenbroich

Peter Scharrenbroich was awarded for decades of honorary work within the European umbrella Organisation of the Moving Industry, FEDEMAC, and the German Moving Association (AMOE). In 1986 Peter Scharrenbroich was elected as a Vice President of FEDEMAC. In November 1990 he became FEDEMAC-President. After three year of Presidency he served as Immediate Past President in the FEDEMAC Board until November 1996. During all this time he was also Board Member of German Moving Association.

Peter Scharrenbroich has actively supported the idea to offer a platform for the European Movers to exchange experiences and to get into contact. He has also supported the young movers to create their own network.

Dr. Ellen Troska
FEDEMAC Secretary

End of September 2004 the Hungarian removal and relocation companies EuroMove Kft, Herber Hausner Kft, Move One International Movers became Direct Affiliated Member Companies of FEDEMAC.

One month later the company Orbit Moving & Storage Co. Ltd. from Cyprus and Universal Express Relocations Sp. z.o.o., Poland became members of our 'European Family'. Beginning of October 2004 D.O.M. (Transport) LTD, Malta as well as BAR Services Ltd. joined FEDEMAC.

Furthermore the Norwegian Association NFIM changed its membership status from Observership to an Associated Member Association of FEDEMAC.

It is a great pleasure for FEDEMAC to welcome all the new members in the Umbrella Association of the European Moving Industry. FEDEMAC represents currently twelve Moving Associations and ten direct affiliated moving companies. All in all FEDEMAC is speaking with the voice of 18 European Countries now.

Furthermore three companies of the supplying industry belong to FEDEMAC as Commercial Affiliates.

Addresses of the new FEDEMAC Member Companies:

EuroMove Kft
70 Budafoki út
H - 1117 Budapest
www.EuroMove.hu
info@EuroMove.hu
Tel. +36 1 382 0990, Fax 204 3572

Herber Hausner Kft
13 Csillaghegyi út
H - 1037 Budapest
www.herberhausner.hu
movers@herberhausner.hu
Tel. + 36 1 430 3660, Fax 430 3661

Move One International Movers
Rokoczi út 70, 4th Floor
H - 1074 Budapest
www.moveone.info
moving@moveone.info
Tel. +36 1 266 0183, Fax 266 3010

Orbit Moving & Storage Co. Ltd.
P.O. Box 51773
CY - 3508 Limassol
www.orbit-kazoulis.com
orbit.kazoulis@orbit-kazoulis.com
Tel. + 357 2575 1155, Fax 2575 4477

Universal Express Relocations Sp. z.o.o.
Warsaw Distribution Center
ul. Szyszkowa 35/37
PL - 02-285 Warszawa
www.uer.pl office@uer.pl
Tel. + 48 22 878 3555, Fax 878 3556

D.O.M. (Transport) LTD
113 D.O.M. House, Drama Street, Qormi,
QRM 06
M - Malta
www.domtransportmalta.com
dom1932@onvol.net
Tel. + 356 21 488 953, Fax 488 953

BAR Services Ltd.
Moorhawes, Sandhawes Hill, East Grinstead
UK - West Sussex RH19 3NR
www.barservices.co.uk
sales@barservices.co.uk
Tel. + 44 1342 870087, Fax 870072

FEDEMAC was disappointed to be informed that the YMC 2005 in Copenhagen was cancelled. Here is an article of explanation received from the YMC organisation committee:

Young Movers 2005 cancelled

As you may have heard we have made the very hard decision to cancel this years Young Movers Conference in Copenhagen. As you can imagine the decision was not easy to make but with 7 weeks before the conference, we only had 29 participants who had made their registration.

Even though there are always registrations at the very last minute, we found it difficult to believe that approx. 80-100 registrations would be made within the remaining short period.

We are truly sorry about the outcome but with only 29 participants it simply would not be possible to proceed with the conference without making a big loss.

We do however, hope that the interest for the Young Movers Conference next year in Belgium will be much higher and we are looking forward to seeing you all in Belgium next year!!



New FEDEMAC Board Member

Aivars Usans representative from Latvia

- Aivars Usans was born in 13th of May 1970
Graduated Riga Technical University, Economy degree
- 1994 took part in the founding of the National association of freight forwarders and until 1999 was a Board Member of this association.
 - 1994-1999 Operational manager of one of the biggest freight operators in Latvia
 - 1999-2000 had an opportunity to extend the experience by working in Dutch freight forwarding company.
 - 2000 part owner of Fast Forward Group, and Managing Director of one of this Group subsidiary 'FF International Movers'.
 - 2003 'FF International Movers' become direct affiliate of FEDEMAC
 - 2004 Aivars proposed and accepted as a „consultant“ in relation to the national discussions that took place in Latvia, in connection with the „CEN Storage Standards“.

Family status: Married, has a wife Laila and daughters Sintija and Agnija



FEDEMAC needs your Assistance!

One of FEDEMAC's primary objectives is to make the voice of our industry heard at the appropriate bodies both on a European level, but also in the individual member states. However, the influence exerted and the power of persuasion of an association is not only proportional to the number of the members it represents, but also to the economic potential of such group.

Quite obviously it is not the same to represent a group which employs 35.000 people and operates 20.000 trucks, paying taxes for a total income of 2.000 million Euros, as just half or one third of such figures. Our possibility to attract the attention of governmental bodies to the problems of our trade and to successfully defend our interests, therefore, very much depends on an exact knowledge of what FEDEMAC actually

represents in terms of employment, purchasing power, tax liability, etc.

Unfortunately, however, meaningful and reliable statistical figures for our trade do not exist, and the only source which can assist us to obtain this much needed information and thereby create the platform for FEDEMAC's lobbying efforts, is the individual mover and FEDEMAC member.

Therefore, when you read this article, most probably you already have received a questionnaire, which has been elaborated by the FEDEMAC Board and was approved for distribution by the Council during its meeting in Budapest last November.

The FEDEMAC Board is aware of the fact that our members will consider some of the questions asked to be of confidential nature.

Therefore, it is intended that the completed questionnaire is returned to FEDEMAC's headquarters in Hattersheim, Germany (details are listed on the form) in a blank envelope, and no name or address are needed. We also know that answering the questions will take some of your time, always a precious and scarce commodity in our industry, but rest assured, it will pay back in terms of better representing and safeguarding your interests, and as such it is a good investment.

The success of future lobbying efforts to a large extent depends on the information the Board is requesting and thus solely on the cooperation of the members of FEDEMAC your help is decisive, we need your assistance !!

Klaus Moericke
Past President

International Diary of the Moving Industry

2005		October	TBD OMNI Members Meeting, Washington DC, USA
May	1 - 5 FIDI Annual Congress, Cairo, Egypt	November	3 - 6 FEDEM Congress and General Assembly, Zaragoza, Spain
	7 - 11 Annual OMNI Conference, Rhodes, Greece		18 - 20 FEDEMAC Council Meeting, Dublin, Irel.
	20 - 22 SMF Annual Meeting of SMF, Jönköping, Sweden		TBD Fall Meeting of SMF, Stockholm, Sweden
June	16 - 18 AMÖ Annual Meeting, Karlsruhe, Germany	2006	
	16 - 18 BAR Annual Conference, Dublin, Ireland	March	19 - 22 LACMA Convention, Seville, Spain
September	10 DMF Annual Meeting, Holstebro, Denmark	April	23 - 27 FIDI Annual Congress, Beijing, China
	30 - 31 General Assembly of ÖMTV, Egg am Faakersee, Kärnten, Austria	May	TBD Annual Meeting of SMF, Sweden
October	1 - 2 continue General Assembly of ÖMTV, Egg am Faakersee, Kärnten, Austria		TBD Young Movers Conference, Antwerp, Belgium
	22 - 25 HHGFAA 43 rd Annual Meeting, Washington DC, USA	October	1 - 3 AMÖ Congress, 125 anniversary of the association, Berlin, Germany
			9 - 12 HHGFAA 44 th Annual Meeting, San Francisco, CA, USA



Cyprus, France, Hungary, Latvia, Luxembourg, Malta, Poland and Slovenia represented by Direct Affiliates



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