



## FEDEMAC is well prepared for the future - Letter from the President

**Dear friends and colleagues.**

Most people are preparing to go on well earned vacations by the sea in the sun. This unfortunately is not the case for our members. We are geared up for some busy, stressful and hopefully financially rewarding few months. The FEDEMAC Newsletter at this period is good timing.

The FIDI conference in China, OMNI also in China, BAR in Spain are all meetings where the delegates' main interest is commercial and exchange of business. There appeared to be a good feeling of optimism and exchange of positive ideas.

We in FEDEMAC, place our main priorities and efforts on assuring the political health and progress of our members. We monitor the thinking, the projects and proposed directives which will influence and effect the way we operate our businesses. These rules and regulations nearly always impose restrictions, discipline and engage our companies in added expenses. We need to be continuously on our guard and be well introduced in the EU corridors in Brussels to intercept this legislation before it reaches the point of no return. It can be a long term task to defeat or modify any detrimental or negative proposed directives. I believe that we now have in place an efficient and effective lobbying programme to enable us to protect all our interests as much as possible. To ensure that we are listened to and that action is taken at EU level in response to our concerns and suggestions the FEDEMAC Board needs full European membership. The active participation of your association at national level is important.

I have just assisted at meetings of Belgian ministers and the WCO (World Customs Organisation) after our Brussels Board Meeting. I was pleased to note that we are now known and accepted as a serious lobbying representation in Europe. They now listen to us and ask for our suggestions. This is indeed a positive step forward.

The completion of the FEDEMAC family is progressing well. We are looking forward to have the membership of Greece and another direct affiliated company from Poland going forward for approval. We are talking with Estonia, Portugal, Slovakia and the Czech Republic and hope to reach a positive decision by our Council Meeting in October. We hope to see the formation of national associations in these countries taking place in due course. The strength of representation by national associations at national and European level cannot be underestimated.

Our Annual Council Meeting will take place in Berlin. I am delighted that it is going to coincide with the AMOE's celebration of their 125 years of existence. It promises to be a wonderful birthday party and I am honoured to step down as President of FEDEMAC on this auspicious occasion. I look forward to seeing you all there.

We will be electing a new President and Board on this occasion. I want to stress the importance of having a cohesive and communicative Board. It should be a good mix of experienced people with established contacts and influence and younger members with enthusiasm and vision for FEDEMAC on the European political scene.

We are in the process of reviewing our statutes and by laws. The Board decided that certain statutes could be transposed in bylaws. This would give the Board more flexibility in certain administrative areas, speed up decisions and avoid unnecessary legal costs. We hope to have some appropriate suggestions to put to the Council in Berlin.

I would like to take the opportunity to express my appreciation for the continued efficient service which we receive from our



photo: FEDEMAC archive

secretariat. Ellen Troska has contributed to our meetings with much enthusiasm.

Communication is the most import tool in our organisation and I am pleased to see that it is being used effectively now at all levels. From Board to Secretariat to General Secretaries to individual companies.

They are, after all the end consumers.

To finish I would like to congratulate the young movers, headed by Anne van Gils for the most wonderful conference which they organised in Antwerp. This success has assured the future of the Young Movers Conferences. Well done! Book your place for Greece soon!

I hope to see you after a busy and successful moving season in Berlin to celebrate with our German colleagues.

*Denis Caulfield*  
FEDEMAC President

**FEDEMAC  
Directory  
2006/2007\***

**Did you  
already order  
your copy?**

\* (EUR 65.00 each +  
postage, bank charges)



Werner Brandeis Verlag  
„Der Möbelspediteur“ GmbH & Co. KG  
Schulstraße 53  
65795 Hattersheim, Germany  
Tel.: +49 6190 800-905, Fax: 910  
info@moebelspediteur.de  
www.moebelspediteur.de

## The new regulation of driving and rest hours for drivers

**Whenever legislation is proposed by the European Commission affecting road transport I have, on most occasions, to stop with disbelief at how overtly they show anti road credentials.**

photo: EPP-ED Group



*Philip Charles Bradbourn is a British Member of the EPP-ED Group - the Group of the European People's Party (Christian Democrats) and European Democrats in the European Parliament. Mr. Bradbourn is a Member of the EP Committee on Transport and Tourism.*

Recently a piece of legislation which sets out to harmonise social conditions in relation to road transport was approved and signals disastrous times ahead for business. I have opposed these proposals on many occasions on the grounds that they are impractical, untenable and unenforceable. They force on drivers an inflexible 45 minute break every four and a half hours, dictate that a mandatory 45 hour rest period be taken after every working period and also average working time over a six rather than twelve day period.

When you consider that this is in addition to the working time directive you get to the situation where drivers have one set of EU bureaucrats saying how long they can work, another set of EU bureaucrats saying how long and when they can rest for and a third set of EU bureaucrats to monitor their compliance. Does the EU bureaucrat really know how best to run your business? The answer is most definitely NO! The result of all this legislation on business will be

increased costs as companies who, in turn, will have to employ more drivers. The industry has quite clearly told the Commission that there will not be enough drivers to fill the extra requirements of the legislation for at least another five years, clear evidence that Brussels has, once again, got it wrong.

These proposals come when the Commission has been singing their own praises for repealing or not proceeding with over-regulatory legislation. Just as with the votes on the EU Constitution where "no" meant "try again", these proposals show the Commission cannot be trusted and are out of touch with business. I fear that more proposals will come forward adding yet more burden on business but I guarantee that I, for one, will not hesitate to speak out publicly against any measures that reduce the competitiveness of European Business in a globalized market.

*Philip Charles Bradbourn*  
Member of the European Parliament

## The new FEDEMAC Board Member

**We welcome Arnaldo Righetti as a co-opted Board member of FEDEMAC. He has been voted for this position during the Dublin Council Meeting in November 2005. Arnaldo is 59 and married to Enza. They have a son, Marco, 28, and two daughters, Sara and Roberta, 24 and 18.**

Arnaldo's introduction: My father Aldo, was general manager of the Stein Company, founded in Rome in 1877. While I was studying electro-technology, my father purchased the company in 1964. On receiving my diploma I joined my father in the company. When discussions started on our different philosophies on running the business, my father agreed to sell me the Company in 1981.

I participated actively in the Italian Association (SITI at the time) and I became President in 1975. As SITI was a section of the Italian Forwarding Association, together with Dr. Robert Bolliger and Mr. Carlo Goeldlin we established the independent Italian moving Association AITI. After some difficult years in the early 90's, I have now succeeded in building up the company to the successful operation that it is today. I feel that my son Marco will now take more administrative control, leaving me free to dedicate more time to spend on AITI and FEDEMAC matters.

*Arnaldo Righetti*  
Vice-President



photo: FEDEMAC archive

## Views from Hungary

**Hungary is a landlocked country in Central Europe with borderlines to Austria, Slovakia, Ukraine, Romania, Serbia and Montenegro, Croatia and Slovenia. It is known locally as the Country of the Magyars.**

**T**he History of Hungary is going back to the time of the Roman Empire. After Rome many invaders entered the region. First came the Huns, who built up a powerful empire under Attila. The name "Hungary" may be influenced by the name of the Hun people.

Tradition holds that the Country of the Magyars (Hungary) was founded by Árpád, who led the Magyars into the Pannonian plains after 895. The Kingdom of Hungary was established in 1000 by King St. Stephen I. King Matthias Corvinus strengthened the Kingdom of Hungary in 15<sup>th</sup> Century. Under his rule, Hungary became an important artistic and cultural centre of Europe during the Renaissance.

Hungarian independence ended with the Ottoman conquest at the beginning of the 16<sup>th</sup> century; the parts of Hungary that were not conquered by the Ottomans were annexed by Austria. After 150 years, Austria and its Christian allies retook also the territory of today's Hungary by the end of the 17<sup>th</sup> century from the Islamic Ottoman Empire. Struggles between the Hungarian nation and the Habsburg kings began. The revolution and war of 1848 - 1849 eliminated serfdom and secured civil rights. The Austrians were finally able to prevail with Russian help only.

Thanks to the victories against Austria by the French-Italian coalition and Prussia, Hungary managed in 1867 to become an autonomous part of the Austro-Hungarian Empire. Having achieved this, the Hungarian government took an effort to nationally unify the kingdom by Magyarisation of the various other nationalities. This lasted until the end of World War I, when the Austro-Hungarian empire collapsed. On November 16<sup>th</sup>, 1918, an independent Hungarian Republic was proclaimed.

On June 4<sup>th</sup>, 1920 the Treaty of Trianon was signed, fixing Hungary's borders. Compared with the pre-war Kingdom, Hungary lost 71 % of its territory and 66 % of its population. Hungary made an alliance with Nazi Germany in the 1930s, in the hope of revising the territorial losses that had followed World War I. Hungary assisted the German occupation, and finally entered World War II in 1941, fighting primarily against the Soviet Union.

After World War II Hungary became part of the Soviet area of influence and was transformed into a communist state following a short period of democracy in 1946 - 1947. After 1948 Communist leader Mátyás Rákosi established a Stalinist regime. This led to the 1956 Hungarian Revolution. From the 1960s on to the late 1980s Hungary was sometimes satirically called "the happiest barrack" within the Eastern bloc under the rule of late controversial Communist leader János Kádár. In the late 1980s, Hungary shifted toward multiparty democracy and a market-oriented economy. On October 23<sup>rd</sup>, 1989 the Third Hungarian Republic was declared. The first free elections were held in 1990. Following the collapse of the Soviet Union in 1991, Hungary developed closer ties with Western Europe, joined NATO in 1999 and the European Union on May 1<sup>st</sup>, 2004.



Nowadays Hungary is considered to be a gateway to Europe, since four major European transportation corridors run through the country. That makes Budapest a central hub in Europe. Hungary continues to demonstrate strong economic growth. Inflation has declined from 14 % in 1998 to 3.7 % in 2005. Unemployment has persisted around the 6 % level, but Hungary's labor force participation rate of 57 % is one of the lowest in the OECD. Germany is by far Hungary's largest economic partner. Policy challenges include cutting the public sector



photos: Hungarian National Tourist Office, Photogallery

deficit to 3 % of Gross Domestic Product by 2008, from about 6.5 % in 2005, and orchestrating an orderly interest rate reduction without sparking capital outflows.

Hungary's population of about 10 million is highly educated and skilled. The level of education, partly as a legacy of the bygone socialist era, is above the European average. Hungary has great traditions and high standards in many areas including engineering, medicine, economics, and sciences. Foreign language skills are becoming more widespread, especially among younger Hungarians, most of whom speak English and/or German. Foreign manufacturers with factories in Hungary have taken full advantage of the flexibility of the local workforce, and its ability to learn new skills.

Foreign ownership of and investment in Hungarian firms are widespread, with cumulative foreign direct investment. Foreign trade is vital for the country, as Hungary is an extremely open economy - the share of exports in the Gross Domestic Product is about 65 %. This figure shows that Hungary is an open economy with an active economic and trade policy.

The dynamic growth of exports in the past decade was mainly due to the settlement of multinational companies in Hungary. More than 70 percent of the country's exports are produced by partly or fully foreign-owned companies. Although the growth rates of exports and imports have slowed down in the past years, they still average 10 % annually.

The quality of life that Hungary offers foreign investors and employees in Budapest and throughout the country is an important factor when businesses consider locating here. The country boasts a rich and internationally recognised culture and music, distinctive cuisine, superb wines, a centuries-old spa tradition, excellent schools, and numerous leisure activities and facilities.

With its millennium-old culture and awe-inspiring technological legacy, it is no wonder world business makes Hungary its central European home.

*Adrienne Deak*  
President of the Hungarian  
Removal Association MAKOESZ

## Young Movers Conference 2006: Proud to be a Mover

The European Young Movers Conference was held 9 to 12 March 2006 in Antwerp, Belgium. The conference offered opportunities to get to know each other, discuss business matters and to strengthen language skills. 143 participants from 23 countries came to Antwerp.

The conference started with welcome speeches from the head of the organization committee, Anne van Gils, the President of the Belgian National Removal Association (CBD-BKV), Eddy Bonne, and FEDEMAC President, Denis Caulfield. The roll call offered the chance to identify familiar faces as well as new faces. The evening was used to network and make contacts.



and communication as a marketing tool. Later the participants were taken out for a visit of the Gosselin premises and a guided boat trip of the port of Antwerp. A reception in the Town hall of Antwerp and dinner offered the chance to recover before the dance party started.



photos: YMC archive

young movers announced that they will be pleased to host the Conference in April/May 2008 in Hamburg.

The second day started with business sessions. Nathalie Bekx reported on the basic facts influencing the future of the removal market and on the image chosen by removal companies to attract their customers. Workshops then followed on quality and training, price policy, the value of networking,

Résumés and conclusions of the workshops held the previous day were presented the following morning. President, Denis Caulfield, announced the FEDEMAC Young Movers Award, which will be granted in 2006 for the first time. The Young Movers Award is aimed at encouraging and rewarding good managers in the moving industry. Therefore it is totally in line with the motto of this year's Young Movers Conference "Proud to be a Mover".

Finally, FEDEMAC takes this opportunity to thank the organisation committee of the Young Movers Conference 2006. Thank you Anne van Gils, Nicole Martinet, Didier Pierre, and Tanja Mozer! It was great to be in Antwerp!

*Ellen Troska*  
FEDEMAC Secretary



After a guided tour in Brussels in the afternoon, the Young Movers Conference closed with a dinner and show in the "Planet Brazil".

The future of the European Young Movers is also assured: with Greece having offered to host next year's Young Movers Conference 2007. Furthermore, the German



## DMF Seminar 2006

The Danish removal association, DMF, by tradition, - meets every second year for a two day seminar.

The purpose is for the members to focus on actual topics, and of course look for developments of ongoing activities. This year more than 60 participants

from 25 member companies (this equals 25 % of the DMF members) attended the seminar. The following interesting and important topics were discussed:

- "Are you ready for the Factories Inspectorate" - a new law to act by
- The updated driving and rest rules
- Marketing of the removal business
- Better food for drivers etc.
- How to calculate
- Environment
- About consumers' advisory council
- Updated information on FEDEMAC

The Danish movers had a constructive dialogue, and on top of that - some nice relaxed evening hours with their colleagues.

*Carl Bohn*  
Vice-President

Seminar participants in front of the training truck



photo: DMF, Denmark

### The European Umbrella Organization of Movers is expanding.

The process of expanding and uniting is going on in Europe. 25 member states belong to the EU. Bulgaria and Rumania are expected to become members in 2007. The EU gains more and more political power. More and more decisions influencing the economy are taken in Brussels.

Therefore it is logical for FEDEMAC the European Umbrella Organization of the Moving Industry to also expand its membership. The more European countries an association represents the more effective it can be in lobbying at an EU level.

The national removal associations of Italy, AITI, and Hungary, MAKOESZ, were welcomed into full membership of FEDEMAC during the FEDEMAC Council meeting in Dublin. The Council voted unanimously on the membership proposal of these two associations. MAKOESZ was founded by four of the leading Hungarian removal companies, realizing that an association can fight more effectively for the interests of the industry than single companies can. Three of the four members of MAKOESZ had been Direct Affiliates of FEDEMAC before the Hungarian association became a FEDEMAC member association. AITI had already been an observer in FEDEMAC for two years. Acknowledging the work of FEDEMAC, AITI



photos: FEDEMAC archive

*President Denis Caulfield congratulates Adrienne Deak, President of the Hungarian Association MAKOESZ, as well as Arnaldo Righetti and Konrad Baumgartner, both representatives of AITI, for membership of their associations*

as well as the newly founded Hungarian association have now become full members in the European Umbrella Organization.

Furthermore the Council voted for a co-opted Board Membership of Arnaldo Righetti, whose company is based in Rome.

The annual FEDEMAC Council was used to exchange views between the Presidents and

General Secretaries of the national associations as well as with the representatives of the direct affiliated companies. Common problems have been identified and starting points for solutions have been worked out. The Council discussed the following items in depth: Black labour/moonlighting, non-profit organizations as competitors of the removal industry, VAT registration and payment for international moves within the EU.

FEDEMAC is actively fighting for the 'one-stop-shop' system to solve the existing problems of registration and payment of VAT for European moves. The 'one-stop-shop' system would allow for EU wide transfer of VAT payments without registering for tax purposes in all the different EU member states, but only in the domestic country. But the lobbying work still has a long way to go, since a decision on this proposal, being a tax matter, needs unanimous agreement by all EU member states.

Our FEDEMAC lobbying representative, Tony Richman, also reported during the Council Meeting on the progress being made in the fight for a 'liberal interpretation' of the EU law on import rules applying to household goods entering the EU from third countries.

*Ellen Troska  
FEDEMAC Secretary*

*The FEDEMAC Lobbying Representative, Tony Richman, reports on the latest developments at an EU level*



## Italian Removal Association becomes Full Member of FEDEMAC

We are delighted to report that the Italian Removal Association AITI (Associazione Imprese Traslocatori Italiani) became a Full Member of FEDEMAC.

**A**ITI was founded as Association of International Movers in Italy in 1953. In 2003 it had been transformed into a National Movers Association. AITI

represents 95 Italian removal companies. The Italian Association has already held 'observer' status of FEDEMAC since November 2003. The FEDEMAC Council 2005 voted

unanimously for the new membership status of AITI. FEDEMAC is proud to run now the Italian flag also. This was the last flag of the six founding members of the EU missing.

## Hungarian Removal Association becomes Full Member of FEDEMAC

**MAKOESZ, the first East European National Removal Association, had been officially founded mid of 2005.**

**T**hree of the four foundation members had already been Direct Affiliates of FEDEMAC. They joined our European Umbrella Organisation in October 2004.

applied immediately for FEDEMAC Membership.

MAKOESZ they are also FEDEMAC member companies. For the future MAKOESZ is preparing to expand its membership in Hungary.

It was therefore a logical step that the newly founded Hungarian Removal Association

The foundation members of the Hungarian Removal Association are Euromove, Herber Hausner, Move One International Movers and AGS. Due to their membership in

FEDEMAC welcomes the MAKOESZ and its member companies.

### International Diary of the Moving Industry

2006		2007	
June	15 - 18 BAR Annual Conference, Malaga, Spain	March	TBD LACMA Convention, Brazil
September	9 DMF Annual Meeting, Middelfart, Denmark	April	18 - 21 Annual OMNI Conference & 21 <sup>st</sup> General Assembly, Sorrento, Italy
	30 - FEDEMAC Council Meeting,		22 - 26 FIDI Annual Congress, Budapest, Hungary
October	- 1 Berlin, Germany	April/May	TBD General Assembly of FEDEM, Spain
	1 - 3 AMÖ Congress, 125 <sup>th</sup> anniversary of the German Removal Association, Berlin, Germany	June	16 - 18 AMÖ Annual Meeting, Magdeburg, Germany
	9 - 12 HHGFAA 44 <sup>th</sup> Annual Meeting, San Francisco, CA, USA	October	14 - 17 HHGFAA 45 <sup>th</sup> Annual Meeting, New York City, USA
	TBD OMNI Members Meeting, San Francisco, CA, USA		TBD OMNI Members Meeting, New York City, USA
November	TBD Fall Meeting of SMF, Stockholm, Sweden	November	1 - 3 FEDEMAC Congress, Italy
			TBD FEDEMAC Council Meeting, Italy



Removal Associations from Hungary (MAKOESZ) and Norway (FCMN) Cyprus, France, Latvia, Luxembourg, Malta, Poland and Slovenia represented by Direct Affiliates



FEDEMAC - European Movers - Schulstrasse 53 - 65795 Hattersheim - Germany

Tel +49 6190 989811 - Fax +49 6190 989820

Internet [www.fedemac.eu](http://www.fedemac.eu) - e-mail: [headquarters@fedemac.eu](mailto:headquarters@fedemac.eu)

